

THE VALUE OF ORIGINALITY.

Originality, says the *Michigan Tradesman*, is the genius of business. It is the touchstone of success. It is the lever which lifts a man out of the common rut and shields him from the numerous hills and difficulties which handicap the masses.

Genius is said to be a superior mental talent for providing new combinations of ideas. Every one does not possess this superior talent. It is a special gift. Genius not only produces new ideas, but it formulates them into combinations and gives them practical effect. Genius is originality, but a man may be original to a marked degree and yet not be a genius. A man may possess a natural disposition to produce ideas of his own, yet lack the power to formulate and put them to practical use. Originality, therefore, is much more common in the world than ingenuity.

Originality and observation are twin sisters. One cannot originate a practical new idea without having observed the actual effects of existent ideas. Every successful business man is a keen observer. His strong individuality indicates a marked degree of originality in his make-up. He keeps his finger constantly on the pulse of his business, and he allows no one to know as much about his own affairs as himself. He investigates for himself; and no theory, method or mechanical improvement, which concerns his business, escapes his attention. The successful man of business observes things and originates ideas of his own, accordingly. When he acts upon another man's idea, it is because his own judgment endorses it; and should he tumble into the ditch by following an idea of his own, his originality will pull him out and place him on solid ground again. An inexhaustible reserve fund of originality is a more certain thing to rely upon than a gold mine—the latter may play out, while the former can never be overdrawn.

On every side of us we see the plodding masses following in the old rut, each contending with his neighbor for the scanty herbage within reach of the well beaten pathway, while just beyond, on either side, are pastures fresh and green. Originality is the ladder which affords an escape from this old rut, which is being worn deeper every day by a constantly increasing stream of plodding, groveling, mediocre humanity. These plodders are found in all kinds of business. They are not confined to the drawers of water and the hewers of wood. We find them behind the counter in every branch of the retail trade—and their name is legion. They are struggling simply for bread, and many there be who fail to win it.

The man who would make a success of a business venture must leave the rut and file, and get off the tread mill. He must climb out of the rut. He must be a close observer, an originator of practical ideas, and an independent thinker. He must be able to clearly see a point, and then possess the executive ability to make it. He must possess sense enough

to know that he cannot advance without breaking ranks.

The man who cannot produce an original idea of some kind, runs a pretty good chance of losing his money. In these days, when he puts it into a retail mercantile business. The great majority fail, and so will such a man, for the very simple reason that he belongs to the majority. To do what others do, is to expect what others get. Originality is the key-note of all true progression. Every business man should sedulously cultivate his powers of observation, independent thought and investigation. Herein lies success.

WORDS OF CHEER.

There are times when every effort seems to produce no result, and very often industrious, conscientious young salesmen begin to become discouraged, when words of cheer from the firm arouse them, stimulate them, and business is improved. Some firms show the same courteous treatment at all times, regardless of the business done, while others regulate their welcome according to the condition of trade. The older salesmen pay no attention to complimentary letters, because their firms never write roasts about poor trade, and when it is good it is not necessary to waste time writing letters. It is nonsense for a salesman to offer daily excuses for the poor business done. The firms are very busy and expect only business letters. These are only words of cheer to the firm. To blame the firm for the loss of a customer occasionally is unjust, because sometimes the salesman is at fault. Then words of cheer to the boys on the road are business letters free from fault finding, and words of cheer to the boys in the house are orders.—*National Traveler*.

PACIFIC SALMON PACK.

Salmon Packing on Puget Sound will not begin for some time yet. The freshets formed by the heavy snows on the watersheds of the rivers flowing into the sound are expected to be an early attraction for the salmon and preparations are being made accordingly. Already some activity prevails on the Columbia River, but the bad weather interfered very much with the work, considerable damage being done to the boats and some of the fishermen receiving severe injuries. The question of the exclusion of Chinese has been a most perplexing one, as that class of labor has been cheap and efficient. How the work would be carried on if the Celestials were promptly deported May 5, according to the provisions of the Geary law, has not been settled. The fact that a respite in the Chinese deportation play has been ordered until the United States supreme court gives a decision will relieve the Columbia River salmon canners' minds for a time at least. The canneries and fishermen there are at loggerheads over prices, the latter demanding 5 cents a pound or \$1.15 a fish, while the canneries offer 1½ cents a pound. The Myers Packing Co., of this city is reported to be intending to pack more cases than in previous years. Canneries are looking

forward to a good market, last season's pack having been cleaned up. Three or four new canneries are starting this year.—*Seattle Trade Register*.

A BOARD OF TRADE MERCANTILE EXCHANGE.

The proposition of the *Trade Bulletin*, to take some steps towards enlivening the business transacted on the Corn Exchange, by inaugurating an option board on the same lines as that of the Chicago Board of Trade, has provoked a good deal of healthy discussion, and it is generally conceded that something is required to make the Board of Trade, as well as the Corn Exchange, a livelier institution than has hitherto characterized it as a commercial corporation; and we are pleased to learn that Mr. Edgar Judge has laid a proposition before the Council of the Board of Trade with a view of establishing a regular Mercantile Exchange in the new and spacious Chamber of the Board of Trade, so that the representatives of the different wholesale branches of trade can meet at a fixed hour. By this means country and city members could supply their wants on the Exchange, instead of having to call upon half a dozen or more firms located in different parts of the city. It seems to us that the idea is a good one, and no time should be lost in maturing a scheme that would facilitate the transaction of business immensely. To country members an Exchange of this sort would be simply invaluable, while it would equally serve the interests of the various wholesale branches of trade in Montreal. It might even be found advisable for the Board of Trade to issue tickets at reduced fares to country members, in order to induce as large an attendance as possible at these general mercantile gatherings. The railway companies, we feel sure, would aid the Board in the furtherance of such a desirable movement, as in doing so their own interests would also be advanced. A Mercantile Exchange such as that proposed by Mr. Judge would be the means of bringing into closer touch the merchants of the interior and the wholesale establishments of the great commercial metropolis of the Dominion, and would undoubtedly result in lasting benefits to both parties. It would also prove a great inducement to country traders to join the Board of Trade; but whether or not the above scheme is carried into effect, we feel confident that country dealers in all lines of business will find it to their advantage to become members of the Board of Trade, as it will not be many years before a seat in this great commercial institution at present value will be a splendid investment, apart altogether from considerations of the influence and standing which its memberships carry. Numbers who can now join the great corporation at a comparatively small cost, will not be able to purchase memberships owing letter on to their enhanced value.—*Montreal Trade Bulletin*.

Complaint is made by many Manitobans that their Province's exhibit will at Chicago be sidetracked, by being placed in a separate building, the Hotel Manitoba, which is rather isolated from the remainder of the World's Fair.