

## NO TIME TO LOSE.

WE must apologize to our readers for taking up so much space upon questions relative to Reciprocity. The subject is one of such vital importance, and receives so little attention from other parties, that it really seems incumbent upon us, as commercial Journalists, to present the matter to the public in as great a variety of lights as possible. We regret exceedingly to observe the very great supineness of the press of the country, in relation to the subject, and especially on account of the apparent inaction of the Government. There is no getting round the fact that of all questions now before the people there is none so important as this. We have, within the last two weeks, attempted to show that the prosperity which has so suddenly come upon Canada, is more the result of the Reciprocity Treaty than of anything else, and although little is now said about it in public, the repeal of the Treaty cannot fail to be a great blow to our progress. It is true we will survive it. Equally true that the Americans may have to pay a large portion of the duties which they themselves impose, and equally true still that new markets may arise for our products. But it is impossible to deny that the imposition of twenty per cent duty on our products will in the end materially affect their consumption in the United States, and we can never have a market possessing so many facilities and advantages as that we now enjoy. It is all very fine to talk of the Americans being in absolute need of our coarse grains, lumber, etc., but it must be borne in mind that the duty which they contemplate imposing is one of a highly protective character. Twenty per cent. duty on our agricultural and native products is one that cannot fail to stimulate their cultivation in the United States. That rate would be considered highly protective of manufactured articles, for the production of which a large accumulation of capital is essential, which is necessarily locked up in machinery useless for any other purpose, and for the product of which new markets have to be sought and long credit given. If, under such circumstances, manufactures will increase and flourish, how much more likely is it that the cultivation in the United States of such articles as Canada has to spare, will be stimulated by the imposition of so high a duty on them. There is no necessity for the farmer to invest more capital in order to change his crop from corn to barley, and from wheat to oats, nor does he need to lock up any of his means in this change; nor further, is it necessary for him to create new markets or give long credits, for he can sell readily for cash all that he can produce. It is useless to argue that because the Americans have needed our coarse grains, and have paid such high prices for them, that they will not make an effort to grow them themselves, when their government imposes a duty of twenty per cent. on the Canadian product. Again, with respect to lumber, it is a known fact that the proximity of our Canadian forests to the American markets, and the free access to them, is the main element in the demand from this side of the lake. The imposition of twenty per cent. will more than compensate the Americans for the expense and trouble necessary in order to bring their own lumber from far more distant parts of their own country. Thus, for instance, in the valley of the Saginaw, in the State of Michigan, we hear of the greatest activity in the manufacture of lumber this year, and we notice in the Detroit papers advertisements for hundreds of men to cut logs and prepare for the winter's operations in lumber. All this is in view of a repeal of the Treaty, and instead of Canada lumber being found in such large quantities in the Albany market next year, it is said that Western lumber will form the bulk of the receipts there. It is also alleged that the drain upon the Canadian forests has been so great for many years as to exhaust those nearest to water communication, and that the difficulty and expense of having the lumber conveyed to the lake by railroad and other means, makes the cost so great that the imposition of twenty per cent. duty will completely shut it out of market; especially in competition with the article from Michigan and other States, of which the forests remain yet comparatively untouched, and easy of access by water. These facts, with many others, cannot be lost sight of, and, while we are confident that the loss of the Treaty will not be altogether fatal to our prosperity, it is improper and even dangerous to indulge in the delusion that it will not injure us.

A growing impression that we can do as well without the Treaty as with it, is probably why so little

interest is taken in the matter. Mr. Galt's speech in Parliament last session went largely to create this conviction. That there was a good deal of truth in what was said, no one doubted, but he argued from conclusions which yet remain to be tested. It looks as if he and others in authority were contenting themselves with this idea, and neglecting to take the action which is very necessary in order to save the Treaty from repeal, if it is to be saved. Week after week elapses, and not a step is taken towards its renewal. Within six weeks Congress will assemble, and in the hurry and excitement of a session of unparalleled importance, in which questions of the greatest anxiety and magnitude will press for immediate and prompt attention, can it be expected that calm consideration can be had on a question which to them is of so little comparative importance? As has before been frequently said, the opposition in the United States does not result from a knowledge of the facts, but from a distorted and prejudiced view of the action of the Treaty. It is quite clear that if we are to have anything like an impartial consideration of this important question in the United States Congress, something must at once be done towards supplying the Congressmen and Senators with the information necessary to convince them of its beneficial effects. We have been asked since we referred to this subject before, to suggest some practicable mode in which this information can be imparted. We have already done so. That a large number of the Americans know little or nothing of the results achieved by the treaty is quite evident from the proceedings of the Detroit Convention. When it first assembled, two thirds of the members were opposed to the renewal of the treaty, but the speech of Mr. Howe, which put before the Convention the bearings of the treaty in regard to the fisheries, changed the minds of many of the members, and a vote was given in favor of a new treaty. Does any one suppose that if that speech had not been made the vote would have been in its favor? Certainly not. The subject of the fisheries was one entirely new to the Delegates from the Western States. In fact it was new to a large number of the Canadian Delegates, and yet it is one of the most important interests involved in the treaty. We venture to say that not one in ten of the American Senators and Congressmen know the extent of this portion of the question, and the consequences that would be likely to result from the repeal. Would it not be wise, then, for our Government to circulate a large issue of Mr. Howe's speech, and make sure that every legislator is possessed of a copy. As an oratorical effort, and a literary production of no mean quality, it would be read with interest and pleasure, and if a full report from Mr. Howe's own hand were properly circulated, it must be evident to every one that the best results would follow. There are also a variety of other views of the case. Mr. Galt's own pamphlet, for instance, of 1862. Any amount of information could be conveyed in the manner suggested, and the Government should at once prepare a comprehensive and readable statement of the whole Reciprocity question, including statistics up to the present time, which should be widely circulated all over the United States, and we cannot doubt that it would be a convincing argument in our favor. Five or ten thousand dollars could not be better spent than in circulating documents of this class upon the question which above all others most affects the interests of Canada. It is absolutely essential too that representatives from Canada should be sent to Washington and other political centres, for the proper manipulation of the press and other influences. We all know with what difficulty the treaty was originally secured to us, and what able and laborious efforts were made by Mr. Andrews and other friends of the treaty. There was no prejudice against Canada then, no ill feeling against England. Yet even then it was only by Southern votes that the measure was carried. There is now however a positive dislike to Canada, and a spite against England, besides the absence from the legislature of those members who could counterbalance any Northern sectional ideas. In the face of all this our Government appear to think the treaty is pretty certain to be renewed. How much they are mistaken, we fear the result will sadly show. We have waited so long that we now despair of action being taken by Mr. Galt and his colleagues, until the press pay that attention to the question which it deserves, and the public make known to the Government that their interests must no longer be neglected. It is highly important that some expression of opinion should at once be had on this subject and from such sources.

## SUCCESS IN BUSINESS.

THE failures which take place in business can generally be traced to their actual cause. "Hard times" and "bad luck" have far less to do with unsuccessful speculations than is popularly supposed. Certain conditions are as necessary to business success as they are in building a house or constructing a ship, and the neglect of these conditions will as inevitably produce failure in one case as the other. How frequently do we hear persons explain their want of success by exclaiming: "No person could make money in these times," or "No person ever had such a spell of bad luck as has overtaken me!" And yet, in the case of the great majority of such unfortunate, their failure is wholly attributable to their want of judgment, want of business knowledge, or their own folly. To give a *never-failing* recipe for a successful business, is impossible. But there are a few simple conditions which, if closely attended to, would soon reduce the insolvent below its present dimensions.

## NECESSITY OF BUSINESS KNOWLEDGE.

And first among these conditions we would lay down the following rule—*Enter no business which you do not understand.* How frequently do we find individuals commencing some branch of manufactures, or some commercial undertaking, who are perfectly ignorant of the details and working thereof. What legitimate grounds have they to expect success under such circumstances? If they succeed in securing employees who have the practical knowledge which they themselves lack, and if these employees are entirely devoted to their master's interests, they may succeed. But where are these nobly unselfish employees to be had? Experience teaches that such men are rarely met with, and when masters have to rely for their business success on human nature as we generally find it—when they do not themselves *practically* know the business in which they have entered—their hopes of making a fortune rest upon a very sandy foundation. Exceptions to this rule there undoubtedly are, but want of business knowledge is a rock upon which many an undertaking has stranded.

## "HAVE I SUFFICIENT CAPITAL?"

This is one of the most important questions which a person about to commence business can put to himself. Hundreds are ruined from this cause annually. Look at the retail dry goods and grocery trade alone. How many new claimants for public custom open out every year?—and alas! how many others disappear? The number of failures in the mercantile line from *inadequate capital* is very large. Hundreds rush into business without even calmly and dispassionately considering whether they have means or credit enough to carry it on. It may be that they do a good business; but the first heavy payment on their stock cramps them, and then begins that desperate struggle which too often ends in the loss of whatever they invested. So it is often with regard to mechanical and manufacturing pursuits. Before the business is in full operation, in many cases, the proprietor's capital is consumed, and he is unable to conduct it with the energy and enterprise necessary to success. It is now difficult to begin any branch of trade in Canada without some means. It is therefore constantly becoming more necessary that individuals should enter upon no business for which their capital or credit is inadequate. To "go it blind" (to use a regular phrase) is to court disaster.

## THE PLACE TO START BUSINESS.

Having sufficient practical knowledge of your business, and a sufficiency of capital or credit to carry it on, the next point to consider is: *where shall you commence operations?* This is an important condition of success, and calls for the exercise of careful judgment. The first consideration should be—is there a *want* in the community for the particular calling in which I desire to engage? What folly it is for a man to start a foundry in a town or village where there are already two or three, and these well conducted, and quite able to supply all the public wants? And so it is with stores, manufactories, tanneries, and all other occupations. Make sure of "a good market" before you make arrangements to supply it, and always consider the chances of success dim when you can only succeed by taking away customers from deserving opponents. If a young man with but moderate means, you would act wisely to select some promising village or town in a good agricultural district, and grow up with the place. If you have considerable capital, the principal business centres will probably afford you the best field for your enterprise and skill.