

Why So Many Fail in Business.

Failures in business are, by the unfortunate, attributed generally to every cause but the true one. We all prove ourselves the sons and daughters of Adam and Eve, by endeavoring to attribute, as the cause of our misfortunes, some indiscretion of some incautious friend or wily enemy.

Very goodness of heart, and anxiety to please others, are often the cause of embarrassment in trade, and the final unfortunate cause of the winding up of a career auspicious at its opening.

The extravagance in dress and equipage, and keeping up princely establishments, is the cause of a majority of American failures. Americans are seldom miserly. Nearly all of that class among us have been importations. The ancient Astors and Girards were not natives of the United States. Americans love money as well as the natives of other countries, and their efforts to accumulate wealth are as great; but their anxiety to enjoy it, and to make as large a display as possible, forbid that they should ever become misers. They worship wealth, not for its intrinsic value, but because it furnishes all the requisite materials to gratify "the lusts of the flesh, and the lusts of the eye, and the pride of life." And when thus self is to be gratified, the devotee has launched upon a stormy ocean.

But young and inexperienced merchants are not willing to admit that their style of living, dress and equipage is extravagant. They argue that their position, the nature of their business and surroundings demand that they should keep up the appearance of wealth and the display of pecuniary independence. They say: We are compelled to mingle with merchants engaged in the same line of business with ourselves. We meet with them, not only on 'Change, but in the social, literary and business circles, and our families are on terms of intimacy; and it is absolutely necessary for us to live in as good a house, and to keep up as fine an establishment, as those with whom we associate. We would be ostracized, and lose caste in community, were we to fall below their stand of mercantile gentility, in dress and equipage. Our establishments and style of living must be characteristic of our circle. The youthful trader has but a vague idea of the self-denial practiced for many years by his senior. The wife and daughters of his prosperous neighbor, over the way, once dressed in cheap calico, and did their own housework. The young man has but a remote conception of the careful watching and laborious toiling by which his seniors ascended the ladder of wealth and affluence.

In a word, to descend to plain matters of fact, young and ambitious men enter a mercantile career with all the extravagance of a long-established house, in the vain hope that, by show and display, they shall command a business, that not one in a thousand ever realized but by sleepless vigilance, untiring industry, great energy, strict economy, and a good capital.

Every young man entering the great commercial circle on his own account should have before him, in letters of light, the fact that, in our great Eastern cities, more than ninety per cent. of all who engage in trade fail. Some learn wisdom by what they suffer and lose, and try, try again, and finally succeed. The fact that so few succeed should be a lesson to the most sanguine to move cautiously. It should influence them not only to be industrious, but to start with the determination to spend nothing unnecessarily. "Business before pleasure," should be their motto.

We would urge all to recognize the claims of the poor, the needy, and the distressed; but, while doing so, always to bear in mind that men should not act always from mere impulse, even in striving to be good. "Be just before you are generous." Deny self, that you may have to give to the widow and the orphan. Be humble that you may be exalted, and reflect how much pleasanter it is to be always ascending the ladder of wealth and prosperity than to be placed on the highest round, and then to be compelled to come down, step by step, painfully, or be hurled from the top without a word of warning.—*Herald's College Journal.*

A sly old deacon wishing to give his parish a hint to put more juice in his sermons, said to him one day: "I must get a seat nearer the pulpit, for by the time your words reach my ears, the people in front of me have so taken the pith out of them that they are as dry as dishwater."

Terrible Epidemic in Denver.

There not being quite enough gambling resorts in Denver, another public place has been opened. Although on one of the most public thoroughfares in the city, particularly open and easy of access—the city officials have been unable to discover the location—"Keno's correct."

The guardians of our city's welfare have been afflicted of late with a new and awful sort of a complicated ophthalmia and paralysis. It strikes them invariably when they approach a gambling den or house of prostitution, and they are rendered as blind as Paul—till the criminal haunt is passed. If a poor man steals a loaf of bread to keep his children from starving, the police can find him at once. They are keen on the scent of the poor and unfortunate, and the way some of them drag the inebriates—men or women—thru' the street, is actually "lovely to behold."

Nor is our constabulary afflicted with this new disease when murders are committed, or robberies—especially when a large reward is offered. But the way it strikes them when you speak of gambling houses, *maxims de joie*, and "such like," is actually astonishing and incomprehensible.

Cases have been known where a party, having been robbed, wronged, and fleeced, has sought the assistance of our city guardians. Warrants have been obtained, and then the officers have started to make the arrest. In vain, however. No sooner would they approach the vicinity of the criminal resort, than, whang! the *ophthalmia*! and the poor officer would try in vain to reach the building or arrest the accused.

Aggravated instances have been known where an officer, coming suddenly upon a party for whom he had a warrant, would have his legs twisted right about and would be marched right off in an opposite direction to the criminal. Our police are not to blame. They can't help themselves. They want to execute the ordinances—especially those against public gambling and open harlotry. But they can't do it. What with the terrible temporary loss of vision and the violent twisting of legs—forcing the afflicted party to move rapidly in the direction opposite to his wishes and duty—there is no remedy for the existence of these social evils, and the disease, thus far, has defied every remedy or panacea known to the *materia medica*.—*Denver Tribune.*

Baby Farming.

An excellent Act of Parliament, framed for the better protection of infant life, will come into operation in Great Britain on the first of November. The object of the new law is to guard against the iniquitous system of "baby farming." The Act states that the houses of persons retaining or receiving for hire two or more infants, for the purpose of nursing, are to be registered. The age of an infant is under one year. The local authority of the place is to keep the register and may refuse to register unless satisfied that the place is suitable or the applicant of good character. A person so registered is to keep a register of all infants received, and to produce the same when required. A local authority, for serious neglect, or when a person is incapable of providing proper food and attention, or if the house is unfit, may strike the house and name off the register. An inquest is to be held on an infant dying in a registered house, unless a medical certificate is produced to the coroner. The punishment for an offence under the act is not to exceed six months, with or without hard labor, or a fine of twenty-five dollars. Fines and penalties recovered are to go to the local rates. The statute extends to the United Kingdom, and the "local authorities" are specified. These are stringent rules, but the abuse of baby farming had in England become so unbearable that something of the kind was imperatively demanded. In the metropolis the Metropolitan Board of Works is the local authority, and in the city of London the Common Council.

The apothecaries in some of the Florida towns have concluded to shut up shop on the Sabbath and attend to their religious duties. Whereupon the people are agitating the passage of a law forcing upon the comprehension of the drug vendors the fact that the old man with the scythe and cross-bones prosecutes his work every day alike.

RAILROADS—UTAH NORTHERN.

In the course of an article in a late issue of the *Montanian* upon the importance and feasibility of the construction of a railroad to connect Montana with the Union and Central Pacific roads, we adverted to the present prospects in regard to an early completion of the Northern Pacific into our Territory. Our views on this point were the result of our inquiries during our late visit in the East—information obtained from those best informed on the movements of that enterprise. Since writing that article we are in receipt of advices from well posted sources which confirm our opinion, that the Northern Pacific will not be completed to our settlements from the East sooner than four years hence, probably not for five or six years.

The great want of our people, the one thing upon which all our interests depend, is direct railroad communication. As we have said, we can do nothing to hasten the Northern Pacific a day. And if we could, and the road were completed into Montana this season, we still should need a road from the South. But with the present certainty, it is a vital necessity. This premise admitted, it remains to consider how we shall reach the result. Of the two roads talked of from the South, only one is a practicability—only one can be supported. The U. I. and M. road will be too expensive to warrant its construction for a long time to come. We do not believe it will be built. The Utah Northern narrow gauge is already commenced, and will be completed and running to Soda Springs, a distance of from eighty to one hundred miles North, in time for the next season's business. There will remain about three hundred miles to be built to complete the road to Helena. It seems to us that Montanians ought, by every motive of self-interest, to aid in this enterprise as the one most feasible and most likely to be realized, and best calculated to speedily furnish the great need of the Territory. We answer, let the counties of Madison, Jefferson, Gallatin, Meagher, and Lewis and Clark issue twenty year bonds, bearing interest at eight per cent., to the amount of eight hundred thousand dollars, and take stock in the road in the following proportion, which is based upon the valuation of those counties in 1871: Madison, \$200,000; Jefferson, \$80,000; Gallatin, \$100,000; Meagher, \$70,000; Lewis and Clark, \$350,000. Total \$800,000.

This estimate calls for an average of about thirteen and one third per cent. of the valuations of those counties last year. It will be observed that this proposition does not call for the payment of these bonds for yet twenty years—only the interest is to be paid annually; from Madison County, for instance, \$16,000 per annum, and the other counties in like proportion. As an offset for this expenditure of money, the counties would receive their dividends on the stock, which would certainly not be less than four per cent., or one half the amount, while there would be saved to the people, in the cheapening of freights alone, more than the whole amount of such interest money, and which now comes out of the consumer and not the merchant who brings the goods into the Territory. Then the valuation of property already in the counties would be at once doubled, while the influx of population and property, and the opening up of new farms and communities would quadruple the tax-paying property within one year after the road shall be completed and in operation. As an investment, we believe it would be a paying one; but as a means of increasing our taxpayers and taxable property, it would be a stroke of good business policy beyond all question, even though the bonds were given to the company that built the road, and no stock were taken. As we have said, the bonds will not have to be paid for twenty years. Long before that time, if our Territory is what we believe it to be, the taxes on the increased valuation of the several counties, (without any increase of the rate of taxation,) will have amounted to more, much more, than the whole debt, principal and interest, and the counties will still own the stock, which will continue to increase in value for years to come.

We have mentioned only the counties which would be directly reached and benefitted by the road, as taking stock in it; for while the whole Territory would receive almost equal benefits with these particular localities, still we do not at present suppose the counties on the west side would unite in the plan we have suggested. Of

course we are aware that, were the people ever so willing, the counties have not the right to issue their bonds for this or any other purpose without the authority of an act of the Legislature, afterwards approved by a vote of the people; and also, that the Legislature is not now, and will not probably be, in session until a year from next December. But, serious as this obstacle is, we believe it may easily be obviated. Let a company be organized at once, apply to Congress for a charter and right of way. This obtained, then ask of Congress a special Enabling Act, giving the people of the several counties the right to vote upon the question of issuing their bonds in aid of the road. This, we believe, could be readily obtained; and we cannot doubt that when the voters shall ask themselves whether they are willing to remain here for four or six years waiting for a road to come to them, and in the meantime every interest of the Territory languishing for the want of it, or as a means of avoiding such a fate, they will issue county bonds to any reasonable amount to open up a railroad to their very doors, they would reply unanimously in favor of the latter alternative. All see and feel the absolute necessity of some means to obtain railroad communication. This course will obtain it, and we believe it is almost the only one at present left us that will do it.

The route of the road would, as we have already stated, be from Soda Springs to Henry's Lake, thence down the Madison Valley to Gallatin City, thence along the Missouri valley to the northern terminus at Helena.

If anything is to be done in this matter, no time should be lost. The company should be formed and the necessary action of Congress be secured this winter, so that there be no delay of the road at Soda Springs, but it be pushed along into our valleys by the beginning of the year 1874. What say the people of the counties interested? Let us hear from the Boz-man and Helena papers.—*The Montanian, Sept. 5th.*

OREGON AND WASHINGTON.

The climate of Oregon and Washington Territory is a surprise to the tourist, and difficult to be understood by dwellers in the Atlantic States. The climate is very remarkable, and will always remain an attractive feature. Even in the coldest winters there is practically no obstruction to navigation from ice; vessels can enter and depart at all times; and the winters are so mild that summer flowers, which, in the latitude of Philadelphia, on the Atlantic coast, are left out in the open garden without being injured. Official observations, covering a period of six years, show the average temperature on Puget Sound to be as follows: winter 40 deg., spring 48; summer 62, and autumn 51; average for the year 51. The difference in temperature between summer and winter, it will be seen, is only 22 deg. The average rain fall during the same period was 53 inches, distributed as follows: spring 11.19, summer 3.85, autumn 15.85, winter 22.62. The productive capacity of the soil of the Puget Sound region is great both as to quantity and quality. The quality and yield of wheat on the Pacific slope are well known to be good, and in this regard Puget Sound is no exception to the rule. All the other cereals, except corn, are grown to perfection; oats are particularly plump and heavy. Pork is usually fattened upon peas, wheat and barley, and, it is claimed, can be made as cheaply as upon corn in the Western States. Fruits of all kinds, except the peach and grape, are raised in great profusion, and are remarkable for their size and flavor. Western Washington will rival England in its turnip yield. With access to the world's markets, the dairy interest of this section will become a great and profitable branch of industry and trade.—*Chief Engineer Roberts, N. P. R. R.*

The Egyptian plague of grasshoppers and locusts was afflicting the Territory of Dakota at last accounts. The devouring insects appeared in dense clouds that obscured the sun, and after alighting covered the ground an inch thick. Whenever they left a spot, it was stripped of every vestige of green.

The Methodist Book Concern in New York have a new set of books and new book keepers; the teller is to check the cashier; the cashier is to watch the book-keepers; the agents are to watch the book keepers, cashier and teller; and a special committee to watch over them all. Who watches the committee.