

that he could do business on a very much smaller margin, if he could sell his goods for cash, or on short time with sure pay. This is proof that where one price is charged for cash and credit sales alike, the cash customer is compelled to pay more than his share of the profits. A general system of a recognized discount to cash customers in the retail trade, would be but justice to the consumer who purchases for cash. If carried out faithfully it would further encourage buying for cash. A discount for cash should be allowed large enough to make a marked distinction between cash and credit business. Indeed, considering the losses through giving credit, it is a question if even ten per cent. is great enough to mark the distinction between cash and credit business. At any rate, the losses of many merchants are great enough to wipe out not only a ten per cent. margin, but the whole of the margin which they have on their goods, and a considerable portion of the principal as well. The larger the discount, the greater will be the encouragement to buy for cash. Good customers will thus be led to make an effort to curtail their credit purchases, while as for bad customers, the dealer is better without them.

If the margin on goods is not great enough to allow of a liberal discount for cash, give what discount you think is fair, and increase the price to credit customers to such an extent as to make a sharp distinction between cash and credit business. Credit has been the ruin of a large per centage of business men who fail. It is the cause of a great deal of the hardship brought upon the people in general, as it encourages extravagance, or at least over-buying. Through the freedom of obtaining credit the people have been led into assuming obligations for expensive articles which they could very well have done without, and when crops or other sources of income have not turned out as well as expected, they have been obliged to deny themselves almost the necessities of life, in order that luxuries purchased in the past might be paid for. It is therefore necessary that every encouragement be given to the restriction of the credit system, and by making a marked difference between the cash and credit value of goods, buying for cash would be encouraged. Further, the trade would thus recognize the justice of the argument that the cash buyer is entitled to the saving of the difference between the cost of selling for cash and for credit.

A VALUABLE LESSON.

There is subject for a sermon to business men in an incident which happened in the offices of a well known establishment of this city, on Christmas morning. Reference is made to the reception tendered by Mr. Drewry, of the Redwood brewery here, to his employes. All the employes of the large establishment were gathered in, as is his usual custom on Christmas, and each one was presented with a sum of money. This, however, is not the most important feature of the gathering, to which we wish to direct attention. Accompanying the present to each employe, was a printed copy of an address, and it is this address which is worthy of special mention, and which contains

in itself important lessons to business men. After congratulations and well wishes, Mr. Drewry says:—

"It is a pleasure to me to see the staff contain so many old faces. The changes that take place are few, the majority of you having been with me for years. This is very gratifying, showing mutual satisfaction. Additions to the staff have, of course, been made from time to time, until now it numbers nearly forty, while but a few years ago they might have been counted on the fingers of one hand, and one amongst you will remember the time when he and a single companion constituted the entire staff of the establishment. Referring to the pay-lists, I find that more than twenty of you have been on the rolls two years and over; fifteen, three years and over; eleven, four years and over; ten, five years and over; six, six years and over; three, seven years and over; two, eight years and over, and one, eleven years. I take this opportunity of thanking you all for your attention to my interests and your faithfulness in performing whatever may have been your task, but which I desire shall never be an unreasonable one, etc."

The extract above certainly shows features which are pleasant to contemplate. It is doubtful if many establishments will show as long a period of continuous service on the part of employes as is stated above, especially when it is considered that the business is not an old established concern, and that the present employes represent largely additions to the staff within the last few years. There is certainly a rich lesson for business men in the remarks of Mr. Drewry to his employes. How many men pride themselves upon the length of time which their assistants have been in their service? Yet this is a very important feature, and one which business men should delight in. No more favorable remark may be made about the manager of an establishment than that he retains his employes. To do this, an interest must be taken in employes. They must be shown that their services are appreciated. When this course is followed, it will be the business which will be benefitted principally thereby. All business men are dependent to a more or less extent upon their assistants, and this is especially true of storekeepers. It is, therefore, a wise policy on the part of the merchant to take a lively interest in the welfare of those in his service. It will pay him to do so. The man who cares nothing for his employes than to get work out of them, is not likely to retain them long in his service, and while they are in his service, they are not likely always to consider his interests as carefully as they should. The business man who would discharge an employe because another man comes along and offers to do the work for less wages, is not worthy of a faithful assistant. Yet how many men are there who will do just such things. Mr. Drewry is evidently not one of this kind, and he would probably show any one to the door who would propose something of this nature to him. The address shows that he takes an interest in those in his employ, such as every business man should take. To this feature, no doubt, his great success may, to a considerable extent, be attributed, and in this respect it is deserved.

The incident referred to teaches a lesson which it is to be hoped will not be lost to the reader who has not given this matter the attention which it deserves. From selfish motives

alone no business man can afford to ignore the interests of those in his service. Treat your employes with that consideration which is due them. Have some regard for their interests as well as your own. When you find you have a valuable and trusty man, encourage him and do your best to keep him, and in the end you will be repaid for your trouble.

SHIPPING DRESSED MEATS.

It is reported that Sir Lester Kayo, manager of the farming company which commenced operations in the Territories last year, is busy making arrangements for a large shipment of dressed meat to the old country markets. The animals will be slaughtered at the various farms of the company, there being in all between twenty-five and thirty carloads to be shipped. This will make a new departure in the western ranching industry. The long railway haul of about 2,000 miles from the range country to Montreal, as the nearest summer port, is one of the serious disadvantages of the industry. This long journey by rail must seriously reduce the condition of the cattle, to say nothing of the further journey across the ocean from Montreal, upon which they embark at a disadvantage, on account of the tedious trip by rail. If this new experiment of shipping dressed meat instead of cattle proves successful, as it is hoped it will, it will be a matter for congratulation. The product of the ranges should be handled and shipped very much more economically in the form of dressed meats than by shipping the live stock, if it can be shown that the meats can be placed upon the market in good condition.

When our northern outlet via Hudson's Bay is opened, one of the principal exports of this country is likely to be in dressed meats. This route would do away with the necessity of the long railway haul, and would be a specially favorable one for the shipment of dressed meats. The opening of the northern route would probably make a revolution in the industry to this end. With this short and favorable route for the shipment of dressed meats to Great Britain and Europe, the industry would be rendered a very profitable one here, and would give the country immense advantages for raising stock. With a short railway haul, and a short, direct and safe ocean route for the shipment of dressed meats, the prairies of Western Canada would be the most favored portion of the continent for raising stock. The geography of the country renders these features all within our reach. What we have to do is to make use of them. The success of Sir Lester Kayo's scheme to ship dressed meats by the existing long route via Montreal, will tend to show that far more desirable results should be attained by the opening of the northern route. If dressed meat can be successfully shipped by the existing long and risky route, it could be handled to very much better advantage by the short and safe route via Hudson's Bay. There is no doubt but that the shipment of dressed meats would prove far more economical than the mode of shipping live stock, and the opening of the northern route would afford a means of handling the product of the ranches in this way, with the minimum risk.