

An association can refuse to release a member and compel him to pay each assessment as it occurs.

Membership is not terminable by merely refusing to pay an assessment. The certificateholder must stay and pay all liabilities accrued up to the date of his withdrawal.

Receivers may sue members for back assessments.

A member does not cease to be such until he has made his withdrawal complete according to terms of his contract; he remains liable for losses which follow.

The application and certificate constitute a contract of insurance.

They are mutual contracts between the members; the company is merely the instrument for their enforcement.

The rules and principles governing an ordinary insurance contract are applicable to the contracts between benefit societies and their members.

The books of a company are available to show the membership for the purpose of enforcing an assessment on each.

Forfeiture of rights does not relieve a member from liability.

#### HOW TO SUCCEED IN A SHOE BUSINESS.

The following suggestions as to success in a shoe trade have been sent by a correspondent to the *London Boot and Shoe Trades Journal*, and are well worthy the attention of our readers who are in the retail shoe trade, or, indeed any other branch of the retail trade in Canada.

Some of our subscribers have been rather surprised that in previous articles, we have advised them to obtain a rate of profit on their goods which they thought more than adequate. To these we would commend the remarks of this old-country journal upon the point. The last sentence of the advice quoted is good. We take it to mean: "Don't sit on your counter, or with your feet on the stove, waiting for customers to come to you. Go and dust your counters, arrange your windows and make things inviting for customers." And, as the *Journal* says; don't omit to advertise what you have to sell.

In commencing business, buy only such goods as are likely to suit the trade you intend to do, and procure a good share of the best sizes in the various grades. Do not give your orders indiscriminately, but see that you get only the sizes and sorts that you require. You will by these means keep clear of old and unsalable stock.

"In winter the shop should be kept warm. Warmth not only keeps the stock in good condition, but the comfort induces custom and assists the shopman in many ways. Gas stoves are best, as coal fires produce smoke, dust, etc., which soon spoil the stock. Buy well; sell cheap. Do not stoop to any sort of trickery, such as ordering goods, and, when they are made, cancelling the order, or complaining about their quality, in order to procure an allowance.

"Do not imagine that those who do the largest trade are the most successful. A small business, well regulated, often leaves better results. A profit of 33½ per cent. upon the wholesale cost price is not too much to expect in a retail trade. This leaves a gross profit upon the retail prices of 25 per cent., from which all rent, taxes, gas, salaries, must be deducted, before any profit is left to the shopkeeper.

"If, by misfortune, you become unable to meet your engagements, have the courage to meet your creditors, placing your affairs honorably before them. Do not drag on a

miserable existence, but face the difficulty like a man. When a trader becomes insolvent, he not only has to purchase in the worst markets, but often to sell at a loss, to enable him to meet his payments. He thus burns the candle at both ends."

"Spend one-tenth of your net profits in judicious advertising. It will most certainly come back again. Be industrious. Be persevering. Be honest. Be honorable. If you do not succeed, then fate is against you; but still persevere. If fortune does not knock at your door, go out to seek her.

#### THE HARDWOOD TRADES.

In an article on the subject of hardwoods, the *Timber Trades Journal* of 18th inst., says: The principal event of the week is the arrival of the steamer "Oakdale," from Frontera (Tabasco), bringing a cargo of 705 mahogany logs. There have been no other cargoes, but a small parcel of St. Domingo logs and curls has arrived at the East Wood Wharf. Business has been quiet so far as cargo sales are concerned, since there have been no public auctions, and we can hear of nothing having been done by private contract, but the wholesale dealers at the docks have, of course, found enough to occupy their time in disposing of the goods bought by them last week. On Wednesday the cargo of Belize wood which has just been landed per steamship "Sargasso" will be offered; it is nearly all of northern-grown quality, contains plenty of variety in the way of sizes, ranging as it does from small up to some very prime large logs, and as a cargo it is generally sound and straight, although some of the marks are not so good in this respect as others. These two sales include all the Honduras and Mexican wood unsold in the West India Docks.

With respect to cedar, the article goes on to say that this wood seems to be pretty much as before, "but we think that it cannot be long before some change comes about, as there is next to nothing coming in; and, if it were not that consumers are so fully supplied, prices would certainly have improved, not only in sympathy with mahogany, but because the prices now current are, perhaps, lower than were ever before known, and are altogether out of harmony with import cost. We hear that on the Continent there are more positive indications of improvement than is yet the case here.

"There have been no fresh arrivals of American black walnut, and we can hear of nothing doing beyond small retail sales. Stocks are lower than they were a few months ago, and we notice that the quantity included in next Wednesday's catalogue is unusually small, by which we should judge that better times are looked for in the new year.

"In American whitewood, there does not appear to be very much doing, so far as logs are concerned. Planks and board stuff seem to go off better than logs. Prices keep about the same, but latterly the tendency has been rather more in favor of buyers than sellers.

"We think it must be disappointing to all those who are interested as importers to see how little has been done in Kawrie pine. A few logs seem to go away from the docks occasionally, which are probably sample purchases; but certainly the bold attempt which has been made by our colonial friends to introduce this wood here has, so far, been very poorly rewarded. A finer assortment of this wood than is now to be found in the West India Docks we suppose was never sent here before.

Writing of rosewood, the *Journal* says:—There has been more of this wood come in lately than for many months past, and it seems to be generally of the character which is most wanted, namely, low-priced wood, suitable for solid work and plain veneer purposes. The trade in Italian walnut planks has been better lately, and fresh imports seem to be sold as soon as landed. Apparently some old stocks have been placed lately. Prime hearty butt planks are wanted, and for such good prices could be obtained.

#### PUBLIC SLAUGHTER HOUSES.

The public abattoirs of Montreal are a subject of troubled controversy at the moment. A lot of money had already been sunk by capitalists in the endeavor to carry them on. An American syndicate has come forward with an offer to take them over and conduct them, upon terms which seemed very favorable to the "syndicate." Now, another offer is on the carpet. Mr. Bickerdike, a well-known cattle merchant, and Mr. Delorme, of Montreal, appear willing to take markets, abattoirs and all, off the city's hands, and pay \$10,000 per annum for the privilege.

They claim that the market fees will probably realise \$20,000 per annum for the next twenty years if properly looked after. The number of cattle passing through amounts to nearly 100,000 head per year. Each head pays twenty cents, and the number is likely to increase each year as the North-west trade grows.

The bondholders of the Dominion Abattoir Company will form the Canadian syndicate, so they tell the *Witness*, and will guarantee the city its payments regularly. Home capitalists will guarantee this, whereas, the new American syndicate asks for privileges, the use of the markets and the collection of the fees for twenty years for nothing. "Our offer is consequently \$200,000 ahead of theirs. We would moreover, do justice to everyone, would pay all the debts due by the abattoirs, and relieve the citizens of what they find a burden."

#### MANUFACTURERS' NOTES.

The Natal (South Africa) *Witness* has been shown a sample rope made by hand from the fibre of an ordinary aloe. The rope appears to be very strong and close, much more close than rope made from the fibre of the New Zealand flax. "If rope of equal quality to that shown us can be turned out in any quantity, there should be another enterprise open to those who wish to see colonial produce utilized."

An encouraging method was that pursued by the Hamilton house of W. E. Sanford & Co., clothing manufacturers. On Christmas day the head of the house sent to every employee a letter of congratulation at the conclusion of a most successful business year. Accompanying each letter was an amount in cash, varying from a few dollars up to hundreds, aggregating nearly four thousand dollars.

Several German machine-making firms are making special efforts to develop a trade in the River Plate district. The proprietor of a technical bureau at Bremen, who represents a number of the chief machine-making firms of Germany, recently arrived out there, and he purposes to travel through the River Plate countries, to learn for himself the wants of each district, and, where desirable and possible, to leave an agent to work up the business.