

the subject is not ventilated from time to time by periodicals that are not ready to sell their advertising and editorial columns to brokers engaged in floating wild-cat loans.

Every man should select a method of investing his savings. Having money on hand, without any definite idea as to its employment, is unsafe, as it renders one peculiarly liable to become the victim of some bogus bond-hawker or other swindler. It is always safe to buy a house lot or a house, if it can be done without giving a mortgage; but hundreds of people desire to invest small sums until they amount to the sum required for such a purchase. There is no plan equal to some of the Life Assurance methods for investing small amount with the view of acquiring a certain capital at or before a given date. A comparatively trifling sum, so small as to be easily spared by every laborer, mechanic and clerk, paid regularly on an endowment policy for ten, fifteen, or twenty years, will secure the price of a comfortable cottage at the expiration of the policy. If the insured should be previously removed by death the payment of premiums would cease, and the full amount of the policy be given to his family. This is a safe, convenient and profitable system of investing small savings. The dividends, which are declared periodically, can be allowed to accumulate and be drawn on for the payment of the premium whenever hard times or other causes prevent the saving of the required sum from the earnings of the insured, and the policy can be surrendered at any time on equitable terms for a paid-up policy. There is not, therefore, any danger of losing the money thus invested, as the law guarding the rights of insurers is very stringent.

It is always easy to secure shares in local manufacturing establishments or local banks, or to buy bonds issued by our own Government or municipality, or to lend money at six per cent. on mortgage, and there is no excuse for throwing it away on worthless bonds that promise to pay eight or nine per cent. Keep your money at home. It will pay you as well, and be more secure than if sent abroad, and will benefit our country by being kept at home. Patronize home insurance companies in preference to foreign concerns. The premiums paid to foreign Fire and Life Companies last year, as shown by the Government returns, amounted to \$5,256,647.37, while the policies that fell due from the same companies amounted to only \$2,084,795.76, showing a loss of \$3,111,851.61 to Canada. No one gains, and the whole people lose by this system of sending money abroad. There is an element of danger in patronizing United States companies that is always overlooked. Suppose, for instance, that Great Britain and the American Union should go to war, how would the holders of policies in the United States Companies pay their premiums, and what prospect would there be of getting claims on them adjusted

and paid? Would the claims be recognized even after the restoration of peace? We can not honestly answer in the affirmative, as in United States Courts it has been decided, in the case of Southerners who sued Northern companies for claims that matured during the progress of the war of the Rebellion, that the payment of them would be illegal, as it would be rendering aid and comfort to an enemy.

Besides this, as in the case of other foreign securities before referred to, so in the case of many foreign Life Companies, they frequently offer extravagant inducements, which cannot possibly be carried out, or if they are carried out it is ultimately at the expense of the insured. As, for instance, in the case of the absurd promises made by those who offer what are termed the *Tontine* or *Reserve Endowment* plans of life insurance.

We commend this to the notice of our readers, warning them to keep their money where our own Government and our own Courts can guard it for them, and they will thank us some day for the advice. And, further, it is worth while to consider whether the three million and upwards which passed out of the Dominion on account of insurance last year in excess of the amount received, would not be some benefit to us in these tight times, if kept circulating in our midst.

Commercial Croakers.

We clip the following item from the *Boston Commercial Bulletin*. The article strikes at one of the worst traits of our business men which this gloomy spring has developed. It is true that "Times are hard"—that trade revives slowly; but it is the duty of every true man to be hopeful, to do the best he can, and by all the means in his power to give heart and hope to the desponding. It is easy to complain to find fault—to be censorious, and to affirm that former days were better than the present. What are facts? Food and rayment are abundant, and at reasonable prices. The general health is excellent. Peace and concord are general among our citizens. We have, therefore, many more causes for faith, hope and love than for doubt, depression and discouragement. We, therefore, commend this brief article—from the *Bulletin*—as a specimen of such as should find a place in every publication in the land:

"Every one remembers Mr. Croaker, in the 'Good-Natured Man.' Everything was dark and gloomy and suspicious to his jaundiced view. He was ever surrounded by conspirators, and at every step he trod on a concealed powder mine. Mr. Croaker was only a representative of a class of men with whom we are all familiar—a class that do vastly more to bring about and create the very state of affairs they dread than any other thing. They were never so numerous as at present, and never so

potent for evil. Just at the time, too, when we need people of the very opposite character, hopeful, buoyant, magnetic men, who can look difficulties in the face, and laugh at them and overcome them.

"The secret of the success of some physicians is not in their skill or their pill, but in their bright, inspiring and cheerful countenances, ways and words. More than half the sick people in the world are dying of imaginary diseases. More than half our troubles are imaginary anyway.

"It is just so in business. There are too many croakers. They meet on the street, in cars, everywhere, and croak one another into the blues. If a hopeful face makes its appearance, it is croaked into the dismal swamp in five minutes. Men croak to their wives and children, croak to their clerks and help, croak to their friends and acquaintances; which sets all these croaking to each other, till nothing but one discordant, universal croak goes up all over the land.

"It is the opinion of many shrewd and far-seeing men, that if people would leave off this everlasting croaking, accept the situation, have more confidence in the recuperative energies of the nation and the productive possibilities of the country, go to work manfully and hopefully, and wait patiently for legitimate returns and for the salutary influences of time, we should soon see a vastly different state of affairs from what now meet the view."

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IRA CORNWALL, Jr.,

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An advertisement in THE MARITIME TRADE REVIEW is the best of all possible salesmen. It is a salesman who never sleeps, and is never weary; who goes after business late and early; who accosts all Business Men in their Stores, the Scholar in his Study, the Lawyer in his Office; who can be in hundreds of places at once, and speak to thousands of persons, saying to each one the best thing in the best manner.

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For Advertising Rates address the Publisher.

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