

tached to the previous record of a customer." In this, as in other matters, a little system would prevent much loss. A retail merchant, declares the *Grocer*, "should not open an account until after searching investigation has been made. No goods should be delivered on credit until the date of payment is definitely known. When that date arrives, instead of hoping for payment it should be demanded. Giving credit is a business transaction, and should be arranged on business principles. Customers who leave balances should be carefully looked after. The history of almost all delinquents dates back to that same balance."

These axioms and advices are manifestly based on experience, and it would be well for many a retailer should he heed them. Our contemporary has a final word upon what Micawber might have called "morbund memoranda," i.e., unsettled accounts, "dead" accounts, which we think it well to copy: "When customers quit buying, leaving their accounts unsettled, little time should elapse before steps are taken to collect. Nothing is gained by waiting; accounts which are allowed to rest calmly on the books for a long period before being placed in the collector's hands are nearly always lost. The rule enforced on the retailer by the wholesaler, fixing the limit of time at which an account should run, should be followed by the retailer with the consumer."

WATERSIDE DRESSES.

The retail dealers in dry goods in the cities are experiencing quite a brisk demand, this week or two past, for what are termed by courtesy, seaside gowns, though many of these dainty garments for which the stuff is being purchased in Montreal or Ottawa, Toronto or Hamilton, will be worn on our fresh water lakes and on the St. Lawrence. Not every one can afford to go to the seaside. If they could, the inviting Intercolonial Railway route along the lovely valley of the Matapedia and to the classic Bay of Fundy, or the harbor of Halifax, would have to be double-tracked. But many can, and do, go up the Great Lakes, down to the Thousand Islands, up to Muskoka over to Niagara; and every lady who does so, it is enacted by fashion, must have a sea-side gown, let us rather call it a water-side gown.

There is a great scope for choice of materials in the pretty light thin woollen stuffs that are so common in our dry goods houses; also in the multitude of zephyrs and cambrics, plain and embroidered. Stripes prevail—stripes of every dimension and variety—but, of course, each striped material has its self-colored material to match.

New combinations of soft, subdued coloring appear in stripes of rosewood and lead color, cream and peach, plum and rose, pale brick-red and old gold. Soft, transparent woollen tissues are prettily striped with silk or streaked across with silk thread. Lovely results are obtained with pale-blue stripes, edged with bright red, over dark blue; white-edged with brown over apricot color; cream-edged with brick-red over beige, and so on. Costumes are made much plainer than at the commencement of the season; bodices are round, very little drapery is used, and they are in the Josephine or Recamier style.

A very pretty costume for the beach, which is quite in the fashionable style of the day, ac-

ording to a New York journal, is of fancy woollen material in a very large checked pattern. The plain skirt is cut on the cross; there is no tunic or double skirt, but a large double pinked out is put on round the back width from the waist to the foot of the skirt; tourist jacket of black ribbed cloth, and hat of coarse black straw in the toque shape, with the crown of draped green faille.

Bathing suits are really very pretty and tasteful this season. One for a young lady has trousers extending just below the knee, trimmed with rows of narrow braid; princess body with wide revers from shoulder to bottom of skirt on either side; double-breasted front; trimming across the front in yoke shape; embroidered anchor in the front; collar yoke trimming, revers and sleeves are made of rows of narrow braid set on in cross lines; plain rows of braid around the bottom. A girl's bathing suit of blue flannel exhibits trousers trimmed with bands of wide white braid; half-fitting waist and short skirt belted in, very wide turned over collar; collar, sleeves, belt and lower edge of skirt trimmed with wide and narrow bands of white braid.

TORONTO TRADE FIGURES.

The inward and outward trade of this city for the month of June last amounted, according to the Board of Trade returns, to \$1,460,022, as compared with \$2,038,586 in the previous June. This is a very considerable difference, but the falling-off is greatest in imports, which were in value \$1,323,886 against \$1,860,886 in June, 1887. In the item of woollen goods alone the reduction of import value is some \$300,000 and in cotton goods almost \$100,000. Iron and steel goods imports were \$100,000 less, in fact scarcely anything of moment, except coal, shows an increase. We append our usual comparison of principal items of import:

	June, '88.	June, '87.
Cotton goods	\$ 70,940	\$168,029
Fancy goods	25,562	37,330
Hats and bonnets	11,631	13,230
Silk goods	41,832	36,503
Woollen goods	147,813	442,698
Total dry goods	\$297,778	\$697,790
Books and pamphlets	\$ 25,360	\$ 29,276
Coal, bituminous	1,073	817
" anthracite	35,974	22,553
Drugs and medicines	18,218	24,073
Earthenware and china	20,146	36,795
Fruits, dried and canned	13,060	7,714
Glass and glassware	47,233	47,639
Iron and steel goods	108,766	208,174
Jewellery and watches	23,352	25,967
Leather goods	16,016	11,804
Musical instruments	13,489	13,621
Paints and colors	14,466	10,166
Paper goods	28,300	41,998
Provisions	4,545	19,200
Wood goods	16,603	20,500

As to exports, they were \$40,000 less, being last month \$136,136 where in June, 1887, they were \$177,700. The decline is in animals and forest products mainly, for manufactures and field products are larger. We append the figures for goods of Canadian produce only:

	June, '88.	June, '87.
Produce of the mine	\$ 5,495	
The fisheries	1,350	\$ 84
The forest	34,393	56,234
Animals	26,793	65,545
The field	9,830	2,300
Manufactures	49,187	38,693
Total	\$127,048	\$166,987

It is understood that the Accident Insurance Company of North America will re-enter New York during the present month.

INSURANCE NOTES.

This is the week the new Canada Accident Assurance Co. was to begin business here. Its capital is to be \$100,000, of which \$25,000 was to be paid up and deposited with the Canadian Government. Hon. G. W. Ross, president of the new company; John Flett and George H. Wilkes, vice-presidents; H. O'Hara, managing director.

We learn from the *Glasgow Herald* that Mr. H. Woodburn Kirby, liquidator of the Briton Life Association (Limited), has declared a first and final dividend of 20s. in the £1, payable to the creditors of the company at his offices, No. 19 Birchin Lane, E. C., on and after the 16th June last.

In a St. Louis court, last month, Judge Seddon held that where a man insures his life for the benefit of his wife and then survives her, the policy will inure to the benefit of the children independently of the creditors of the insured. So says the *Republic* of the 14th ult. The law has long been that where a policy is taken out for the benefit of any married woman it would inure to her separate use and benefit, but the courts have never before decided the status of the policy if the wife died first.

PRESIDENT GREENE ON THE REBATE EVIL.—President Greene, of the Connecticut Mutual Life, has written to the presidents of other life companies regarding the matter of "rebates" or "throwing off commission" by agents as a mode of competition. He invites the companies to take action in regard thereto, both to remove a disgraceful reproach to the business methods allowed by the companies, to protect their agents in their compensation, and to lay the foundation for a more economical expenditure. The Life Insurance Association of N. Y., composed of life agents in that city, declares that it is for the companies to take action separately to rid themselves of this trouble.

It is as sure as a presidential election, that accidents will happen. It is also true that they happen, too, in unexpected ways. A marble-top table is not generally considered dangerous to life or limb, and many a man sits on one without suspecting its capabilities for mischief. Yet Mr. A. H. Van Duzen, a Kansas commercial traveller, undoubtedly classes marble-topped tables with articles to be carefully avoided. He stood by one of these dangerous devices in his own home, engaged in animated conversation, and forgetting how near he was to it, indulged in violent gesticulation. His hand came into contact with the stone with sufficient force to cause a painful fracture. Fortunately, says the *Accident News* Mr. Van Duzen is covered by an accident policy.

Some weeks ago the late James Chase, of Oshkosh, Ill., applied for a life insurance of \$10,000, which was accepted. The policy arrived the day before he was stricken with pneumonia. Mr. Chase did not wish to accept the policy until he had paid the premium, saying he preferred to pay before goods were delivered. He agreed to pay it next day. Next day he was sick in bed, and the premium was not paid nor the policy delivered. In consequence of Mr. Chase's punctiliousness about not receiving goods before they were paid for his heirs, says the *Weekly Statement*, are \$10,000 worse off.

During the six months ended with June there were 239 alarms of fire in Montreal (66 of them in January), which was 46 more than in the same period of last year. The Babcock engine was used in 45 of the cases of fire. 140