

are looking to Canada for trade. Several firms have established Canadian branches, and keep one or more representatives on the road here. Such manufacturers have usually met with success. In order to obtain business it is first necessary to gain the confidence of the prospective buyer, and the creation of a branch factory or show-room within the territory to be exploited is a long step in that direction. Backed by up-to-date goods, success is then assured.

BY-LAWS OF THE WESTERN RETAIL LUMBERMEN'S ASSOCIATION.

Below will be found the full text of the by-laws of the Western Retail Lumbermen's Association as approved at the last meeting in Winnipeg. These by-laws form the basis of the action that has been taken against the Association on the ground of trade restriction:

QUORUM.

1. Four members shall be a quorum of the Board of Directors, and three of the Executive Committee.

MEETINGS.

2. The Secretary-Treasurer may at any time call a meeting of the Board of Directors or of the Executive Committee, and fix the place of such meeting. Notice of the meeting of the Board of Directors or Executive Committee must be mailed to each person entitled to attend the same at least one week prior to the date fixed for holding the same.

HONORARY MEMBERS.

3. Honorary members shall not be eligible for office, but shall have the right of speaking and voting at all meetings of the Association.

SPECIAL MEETINGS.

4. The President may at any time call a special meeting of the Association, notice of which shall be mailed to each member ten days prior to the date fixed for holding the same.

LIST OF MEMBERS.

5. The Secretary-Treasurer shall, every three months, in case changes have taken place, send to each member a list of the members of the Association in good standing, both active and honorary.

PRICE LISTS.

6. Whereas it is deemed expedient and proper that all members of this Association make a price list for the point for which membership has been granted and that all lumber and timber usually sold in a retail lumber yard be charged for at not more than twenty per cent. over wholesale cost.

WHERE LUMBER MAY BE SOLD.

7. An active member may ship in carload lots or less quantity, lumber, timber or other material, to points other than that for which such dealer has membership providing the sale is made at the price governing at the point where shipment may be sent to, except that lumber, timber or other material usually sold in retail yards may not be sent on consignment for sale by him, or stored for sale at any other point than that for which membership has been obtained.

CONTRACTING NOT ALLOWED.

8. Whereas it is considered advisable to avoid any undue advantage as between active dealers, no member of this Association may be a contractor for doing work, or become security for the due completion of work contracted for, except as provided in the next section, and that specified detailed prices be given to all consumers or contractors asking for tenders.

THE EXCEPTION.

9. The Executive Committee or Board of Directors, at such points where there is only one active member established, may allow such member to enter into contracts, provided that no interference with the business relations of other members is likely to arise therefrom.

WHEN HONORARY MEMBERS MAY SELL.

10. Honorary members may sell lumber, timber or

other material for building elevators, flouring mills, mining companies for their own use, the several governments of the Provinces and the Dominion in any work they may control, and to railway companies for their own use, on any terms or conditions they desire.

SELLING WHERE MILLS ARE SITUATED.

11. Honorary members operating mills in a city, town or village, may sell to contractors or consumers at the locality where the mill is situated, at the retail prices fixed for such locality.

INVESTIGATION OF COMPLAINTS.

12. All complaints as to violation of the Constitution and By-Laws of this Association, by active or honorary members, may be reported to the Secretary-Treasurer, who shall investigate the same and report to the Executive Committee or Board of Directors.

HOW COMPLAINTS MADE.

13. All complaints as to violation of the Constitution or By-Laws shall be made in writing, by an active or honorary member, to the Secretary-Treasurer, accompanied by a deposit of \$5, which shall belong to the general funds of the Association if the complaint is not substantiated. If such complaint is sustained, then said sum of \$5 shall be returned to the complainant.

INVESTIGATION AND EXPULSION.

14. In case any member refuses to observe the decision of the Secretary-Treasurer upon investigation of complaints or violations of the By-Laws within two weeks after being served with a written intimation thereof, the matter shall be brought by the Secretary-Treasurer before the Executive Committee or Board of Directors who shall investigate the complaint and may reaffirm or vary or set aside the decision of the Secretary-Treasurer. In case the decision of the Secretary-Treasurer is affirmed, the offending member may be expelled forthwith. In case the decision of the Secretary-Treasurer being varied and the offending member neglects or declines to comply with the rulings made by the Executive Committee or Board of Directors within two weeks thereafter upon written notice by registered mail of the same, then such offending member may be expelled from the membership of this Association.

POWERS OF SUSPENSION.

15. The Board of Directors or the Executive Committee may suspend or expel any member, active or honorary, for violation of the Constitution or By-Laws.

SUSPENSION BY SECRETARY-TREASURER.

16. The Secretary-Treasurer may suspend a member pending the decision of the Executive Committee or Board of Directors.

MAJORITY VOTE REQUIRED.

17. At all meetings of the Association the majority of the members present shall be necessary to a decision.

CESSATION OF MEMBERSHIP.

18. Whenever any active member of the Association shall cease to comply with Article 3, Sec. 1, of the Constitution, the Executive Committee or Board of Directors may, by resolution, declare him to be no longer a member of the Association, and his membership shall thereupon cease.

WITHDRAWAL.

19. Memberships shall not be transferable, but any member may withdraw from the Association.

APPLICATIONS FOR MEMBERSHIP.

20. Applications for membership shall be made to and decided by the Secretary and upon a form furnished by him. Applicants must also send the fees with the application.

FEES.

21. Membership fees for active members shall be \$25 for the first year or portion of a year, and \$7.50 per annum thereafter for each year carried on by a member. Fees for honorary members shall be \$10 for the first year or fraction of a year, and \$7.50 per annum thereafter. The first fee shall be payable with the application, and the annual fees thereafter on the 15th day of January in advance. No member shall be entitled to vote at the annual or special meeting unless all fees are paid.

- 21 (a.) That any party opening a new yard shall be required to pay to this Association the prescribed fees and dues, but that in cases where one member in full standing buys out a lumber yard from another member in good standing no membership fee be charged, and only the annual dues shall be payable for such yard so transferred. This clause shall apply only to members transferring their business from one point to another.

HOW FEES APPLIED.

22. The fees shall be paid into the general fund of the Association, and all expenses properly incurred shall be paid out of said fund.

REINSTATEMENT.

23. Any member who has been suspended or expelled may be reinstated upon such terms as the Executive Committee or Board of Directors may determine.

PURCHASES BY ACTIVE MEMBERS.

24. Active members shall make their purchases of lumber, timber and other material from honorary members only.

REPORTS TO SECRETARY.

25. Any member of this Association having knowledge of a sale by an honorary member or his agents to a non-member may notify the Secretary of this Association in writing, giving full information in reference thereto as practicable, such as date or dates of shipment and arrival, car number and initials, original point of shipment, names of consignor and consignee, the purpose for which the material was or is to be used, and such other particulars as may be obtainable.

Such notice, if filed at all, must be sent, with or without information in detail, within thirty days after receipt of shipment at point of destination, and no notice shall be filed of any such sale or shipment occurring within fifteen days after date of membership, said membership to date from the first notice of the membership succeeding the acceptance of his application.

Upon receipt of such written notice the Secretary shall immediately verify such report so far as practicable and under the direction of the Board of Directors shall notify the members of the Association of such sale or shipment by such honorary member.

NOTIFICATION OF SUSPENSION.

26. It shall be the duty of the Secretary-Treasurer to forthwith notify all interested members by mail of all suspensions, expulsions, reinstatements, and new applications accepted.

WHOLESALE COST.

27. The wholesale cost of lumber, timber or other material shall mean the wholesale cost delivered at the point in question, including freight and other charges.
28. All By-Laws heretofore in force are hereby repealed.
29. These By-Laws to come into force on and after passing them.

NATIONAL HARDWOOD LUMBER ASSOCIATION.

The Secretary of the National Hardwood Lumber Association, in a recent communication, says regarding the progress of the society: As you know, at the last annual meeting the Association was nearly \$4,500 in debt. Within three months we have reduced that indebtedness to \$1,800 and have at this time about \$1,200 cash on hand, so that we now only lack \$600 of being out of debt. The members have paid up cheerfully and promptly and we have added twenty-two new members to our list. The work of the Inspection Bureau is growing enormously and in every department the Association is making remarkable progress. Considering the objects and work of this Association, it should have many more members than it now has and we have reached a point where our work is a demonstrated success and where we can offer inducements to new members. This Association should have at least 1,000 members and it is the intention to make an earnest attempt to increase our membership. There has been such a demand for our "Year Book" that the Board of Managers have instructed me to issue a very large edition, sufficient to cover this country and Europe thoroughly. Under this advice it is my intention to issue an edition of 20,000 copies October 1st, and all the new members that we get in previous to that time will have their names published in this edition, which publication alone will be worth more than the cost of a year's dues.