

lers, ply his arts on these raw recruits, and nine out of ten will buy more goods than they ever contemplated doing. On a little reflection, when it is too late, they discover themselves neck-and-ears deep in dry goods bought on credit. Then the struggle commences, with varying results, till the inevitable end is reached.

At the expiration of a year or two, the new-fledged trader finds himself in the midst of a heap of dunning letters, renewal notes, accounts current, drafts, bills, and bill stamps; as to the original assets, their whereabouts had long since become a mystery. On examination it is most probably found that whatever capital or accumulated profits are in the concern are swallowed up in old stock, which cannot be realized upon. Hideous sight! The original capital, and the result of two years' energy and struggles, represented by dusty, old-fashioned hats, coats, and pants; calicoes and dress goods out of style; cloths that "won't take;" bonnets, shawls, and ribbons which the ladies turn from with disgust; and otherwise a general collection that might interest an antiquary, but could not gratify the taste of customers in search of the "very latest." These goods have been taken down and put up again so often, with the only result of making the customer think that the stock is seedy and out of date, that the clerks show them no more. They are assigned the highest shelves, as if in mockery of their "departed greatness," and there they remain, dust-covered and an eye-sore, till they are solemnly conveyed to the garret, and buried there, or cleared out under the auctioneer's hammer for what they are worth—next to nothing.

Obviously the lesson of all this is just what the suggestions of common sense would be, if so wise a monitor were consulted in the case—"Look before you leap;" buy sparingly; feel your way; get your education by degrees, and as cheaply as possible. Buy only a small stock at once; then if a mistake is made, the loss is only small, and a valuable lesson is learned at a moderate cost. You will learn from experience to avoid that particular trap next time. Visit the wholesale houses often, very often. See what new styles and classes of goods are being manufactured or imported. If you are close to a market, these visits should be every few days during the active season; if more distant, once a week, once a fortnight, or once a month, according to circumstances. Bring the proceeds of your sales in your pocket, and pay them over, instead of paying interest on a note, or giving credit prices for your goods. This may be the slower, but it is the surer way to success; and if success is the aim, how much better to seek it through some years of unwearied application, than to create a fictitious

prosperity on the basis of a large store and long terms of credit, which will only add to the disgrace of failure, if it does happen. Whatever you pay for as you go is your own, and you know it. There are no contingencies as to whether certain book debts can be realized, or whether sundry bills receivable will be met at maturity.

We will cite an illustration. Two firms started business in a western city; the one went to a wholesale house and told his circumstances frankly. He had next to no capital; barely enough to pay mostly for a small parcel of goods. Of these he made a most ingenious display and advertised freely. Every morning the proceeds of the previous day's sales were taken to the wholesale house and paid in; new and careful selections were again made. One effect of this practice was that the goods shown were always fresh and attractive. The final result was that from this small beginning our trader No. 1 is now a considerable property holder, and money lender. The other firm went to an eastern city, obtained credit, bought a full stock, and within twelve months left for the United States, leaving the creditors an almost worthless stock, by way of consolation.

With all the modern facilities for cheap and speedy travelling there is every inducement to adopt this change of system. A small sum for travelling expenses is often money well invested. Let our retail storekeepers adopt this as a motto; Buy cheaply as possible, buy very sparingly, buy often and shun credit as your deadly enemy.

THE CRISPIN SOCIETY TROUBLES.

This belligerent organization has been prominently before the public for a week past in connection with a dastardly attack on the establishment of a firm which had fallen under the ban of the Society. The particulars of the case have been published in the daily papers.

Ever since this unreasoning combination was set on foot in Toronto, it has been a fruitful source of bickering and disagreement between masters and men in the shoe trade. Some months ago one firm boldly resolved to get the management of their business back into their own hands at whatever cost. The result was a "strike" for up to that time the Crispin's were the "rulers of the roast." This strike was not a success. About ten days ago another firm which could brook the tyranny of the "Knights" no longer, brought some boys into their shop, who were not the sons of Crispins, and a "strike" was at once ordered. Seeing that the prospect of a compromise was dull, a majority of these men left for the

United States, being escorted to the railway station by a band of music, paid for out of the exchequer of the "K. O. S. C." If the remainder should follow they could be spared without loss to the community, unless they cut loose from the Society.

It is really difficult to see why the manufacturers should have submitted to such dictation for so long a time; they must have foreseen that the evil would eventually work its own cure. According to the assumptions of the Society the employer provides the premises, tools, machinery, stock and everything necessary, and then they say "We will do your work on certain conditions, and if these do not suit you we will not enter your shop, nor will we permit others to do so if we can possibly prevent it!" While the rights of labor ought to be and must be respected, this kind of dictation is wholly unjustifiable on any principle, and should not be tolerated. We fail to see any good reason why the art of shoe-making should be subjected to the rules of hereditary descent—why the wax and the awl may not be plied by others than the sons of those who have chosen to select this particular occupation as a means of livelihood. The employers have acted wisely in declaring war against such brazen and baseless pretensions, and in employing those only who are willing that their wages shall be such as masters and men can mutually agree upon.

NORTH GREY RAILWAY.

It will be seen by the report of the first meeting of this Company, that everything is in readiness for pushing forward the construction of this important branch of the Northern Railway. The bonuses of \$120,000 in all, have been secured, the capital stock subscribed, and all necessary legal power obtained for the immediate construction and for the working of the line by the Northern Railway; and the pleasing announcement was made that the road would be completed before the close of the present season of navigation. The distance from Collingwood to Meaford, the termini, is about 22 miles. There are no very heavy cuttings and nothing whatever to delay construction, or to increase its cost—beyond the very moderate figure at which it is estimated.

—We learn that the Post Office department has completed the purchase of the buildings of the Banque du Peuple for a new Post Office in Montreal. The price was \$150,000. The price paid by the Bank some twenty years ago, was \$44,000 the building having previously been that of the Montreal Bank. The old Post Office has, we learn, been purchased by Mr. Maurice Cuvillier for \$100,000.