

KICKS.—BY THE BOSS KICKER.

Upright men shall be astonished at this, and the innocent shall stir himself against the hypocrite.

Though I speak, my grief is not assuaged; and though I forbear what am I eased?

But now he hath made me weary. —*Book of Job.*

Yes, verily, some buyers in this land make me weary, and if my snap shots will only hit the target the lessons intended for those particular ones may prove a success. I'll push the bottom; you do the rest. Yea, though I offend, yet will I speak. I have had painted a panorama which I propose to unroll, that some may see themselves as others see them.

"Jamsey, turn up the lights and pull the curtain."

Ah, what have we here? This is a life like portrait of a gentleman who is not in want of any new goods. He receives you with a hypocritical smile, invites you to take a seat in the office, but "really don't want to look or purchase anything in your line this time."

You have called for the past ten years and and received the same stereotyped reply.

"Perhaps when you come again it may be different." To this merchant we give the advice, "Don't be a clam."

"Jamsey, turn the crank!"

Well, here we have portrait number two. A good looking face, somewhat hard as to the lines around the mouth, but a passably pleasant cast of features

"What does he say?" "Oh, very sorry, but cannot possibly find time to see you to-day, to-morrow or any day this week. Am very busy, and don't want to take up your time, etc." We have traveled over a thousand miles, with several hundred pounds of extra baggage, but "he really has no time to look you over."

Yet this same person has several salesmen on the road to represent his firm, and when you ask the question: "What would you think, my dear sir, should your customers treat your representatives as you treat me, and what would the result be as to your business?" he begins to think, but, alas, the "seed falls on stony ground," and you leave without an order, as usual. Advice to him: "Do unto others as you would have others do unto you."

"Jamsey, turn the crank!"

Here we have a gentleman who goes willingly with you to your room, armed with a long memorandum book and a foot rule. He measures every sample and enters the same with a pencil sketch in his "log book." The price is also compared with a long list of other manufacturers, together with the number of square inches of the article displayed.

He spends, perhaps, the best part of the day, causing you to go without your dinner, and after raising your expectations to the idea that a very large order will be your just reward for a Job-like patience, he leaves you with the remark:

"Well, I shall visit your city in a few

weeks and will call on your house and perhaps leave an order."

For this gentleman I am willing to purchase a copy of the story of Job, and have no objection to throwing in a half dozen of bolts to bind the bargain.

"Jamsey, turn the crank!"

This portrait "brings sadness to your heartstrings which they never knew before."

He makes and breaks engagements as a clock ticks the seconds.

A traveler's time is of no importance to him and he cares nothing for the picture of a drummer "cooling his heels" while waiting with impatience at the hotel, oftentimes hours together. For him let us all subscribe to a fund and purchase a watch suitably inscribed with the old mottoes: "Time and tide wait for no man," "Procrastination is the thief of time."

"Jamsey, turn the crank quickly!"

Here we have a face not easily forgotten. How we love to look at his genial, loving smile, and with what satisfaction we clasp his hand as it grasps ours in a friendly, hearty shake! Do we love him? Yes; as his friendship is worth its weight in gold, for it is true in every particular. Recognizing as he does that a traveler is a man sent upon the road for business, working with heart and soul in the interests of the employer, separated from all he holds dear at a happy home, this buyer meets us with promptness, transacts his business quickly, and as he bids you "Good bye" you feel the satisfaction that he is numbered among your warmest friends.

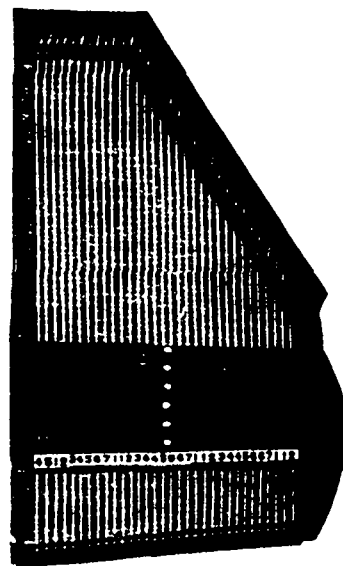
"Jamsey, don't turn the crank. Let this portrait remain in sight, that we may feast our eyes upon a true specimen of manhood." —American Stationer.

IDEAL SUCCESS IN BUSINESS.

A very interesting question to ask our leading merchants is, to what do you attribute your success? And many and varied are the answers. Let us inquire, for instance, and ask this question, say of three of our equally successful merchants—of course excluding monopolists and patentees. We get such replies as this: My success is due to assiduous labor and executive ability, exercised to an advantage. Another: I attribute my position to wise advertising, putting myself before the public, living in a wide sphere, making my wares as good as possible, reaping my money with a general reputation, associating myself with my business. Third man: I do no advertising, it is useless; nor do I care to pose in my business; advertising is robbery. I make my money by being close, living for myself and grasping all I can. My business is my monument, and I leave it to my heirs.

These are a sample of the answers which we hear. We will suppose our first man accumulates, enjoys as he goes along and gives in proportion to his income. Then let us compare the second and third answers. What has the close man gained in making something and grasping, regardless of his surroundings? We say he is fearless, fearing God and man, pushing by shrewdness

ahead. It is true he gives employment to many, though at the same time decreases wages generally by his closeness. He becomes old, we will say, and glories in his ambition and his czarism, is looked upon with awe by his employees. He has, it may be said, led a blind life up to this time, and is dead to laudation by his fellow citizens. In this condition he is to be pitied. How much, then, is a man better than a sheep, if, as Tennyson says, he nourishes a blind life within the brain? Our more liberal minded merchant who has lived in a larger sphere and is known in his business, through all his shrewdness, as one who gives consideration to all, is the ideal citizen. A man never throws away money who spends it in giving employment to those engaged in legitimate business, though the line of occupation is entirely different to the one in which he is engaged, for his ambition to gain is generally followed by liberality in giving, thus encouraging benevolent institutions and crowding out honest efforts. This man naturally receives favorable consideration from his fellow-citizens, and the republic receives him with a cheer. His equally generous competitor is obliged to say you got there and deserve what praise is due one engaged in so laudible a vocation. A contrast between leading business methods must lend confidence to our generous and open-hearted merchants.—*The American Merchant*

THE AUTOHARP.

The above is a cut of a new musical instrument which has become very popular and is having a large sale. It is an excellent self-teacher of harmony upon which a child can produce the sweetest melodies by simply pressing on the bars and running across the strings with the fingers. It will give full chords for singing or accompanying any other instrument, and is easily mastered. It is similar in shape to the zither having padded mutes over the strings a player can produce a melody and accompaniment at the same time. The instrument may also be used effectively for a solo.

WRITE FOR TERMS.

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