

## DATA.

Victoria College.

To Whom it May Concern :

Having worked for the King-Richardson Company during the past vacation I can heartily recommend them to any one desirous of spending a profitable and healthful Summer. I have found the experience most useful in both business and social lines.

I was guaranteed a salary for the Summer. My commissions falling below the guarantee, the Company immediately gave me a check in full of the deficiency.

Respectfully yours,

(Signed)

DWIGHT A. WALKER.

# DON'T PERMIT

## DATA.

University College.

The King-Richardson Co.,  
Toronto.

GENTLEMEN,—As a Freshman I began work with your firm, and have been so well satisfied with your treatment and the opportunities you offer of earning money that I have continued in your employ throughout my entire course—four vacations—and have started two of my brothers in the work.

For a total of two hundred and fifty days, I have cleared over \$750 which has gone a long way toward defraying my college expenses.

Very gratefully yours,

(Signed) W. H. DAY.

Note—Mr. Day has won a bicycle and two gold watches as special prizes in addition to the above.

any company to inveigle you into giving your time and money during next vacation to a profitless venture. Talk is cheap, but **money talks**, and a firm that has a reliable business proposition, should have confidence in that proposition, and should back that confidence by insuring a minimum salary to the student for his time and energy. If the manager of the business, who is on the "inside" lacks the confidence in his proposition and the results that come from it, to guarantee you a salary, don't you think you are "rushing in where angels," etc., when you agree to go out and give your time with no definite promise of certain remuneration? The student who works for nothing and pays his own board, lacks discernment. Don't be misled by smooth talk. Every hour of your vacation is worth money to you **and to your employers**. Not one hour should be given to any employment without an adequate guarantee of compensation. We guarantee a minimum salary **and pay it promptly**. The maximum amount you may earn depends upon your own energy and ability. For example, one of our students who has spent three vacations with us, has cleared in that time over \$3,500. Why? Because he took advantage of the opportunity we now offer you! Why not run down to-day and settle your vacation plans? Choice of territory may be had now. It is going rapidly.

## DATA

Trinity Medical College.

This is to certify that I have worked for the King-Richardson Co., for three consecutive vacations. During the first year, I cleared \$351.79 and received as a prize a high-grade Cleveland chainless bicycle. The following vacation, I worked ninety-four days and cleared \$1,019.62; this includes my commissions and a special prize of a free scholarship for one year in Trinity Medical College. This last Summer I worked thirty days with excellent results and have just received as my prize, a gold-filled watch that any student might be proud to own.

I can heartily recommend the King-Richardson Co., to any of the boys who, like myself, have to make their own way through their college course. It is to this Company that I owe my medical course, for had it not been for their almost perfect training before entering the field, and their ever-helpful care while working, I could not have carried my course through unbroken.

I have contracted with them for the coming vacation of 1903.

Sincerely, (Signed) I. W. LYNN.

## The King-Richardson Company,

A. C. PRATT, Manager.

603 TEMPLE BUILDING,  
TORONTO.

## DATA.

McMaster University.

To Whom it May Concern :

I beg leave to state that for the last five years, I have done work for the King-Richardson Company. For three Summers I canvassed with very good results, as may be seen from the following: In the Summer of 1898 I worked 100 days and cleared over \$200. In 1899 I worked 75 days and cleared over \$300, while in the Summer of 1902 I worked 75 days and cleared over \$400.

My territory was not above the ordinary, but I worked faithfully, and yet feel that I have it to say that to the King-Richardson Company I owe my college course, since I had no other means of securing the necessary funds.

Hoping that many others may be profited as I have been, I am, Sincerely yours,

(Signed), T. E. MELDRUM.

Note—In addition to above, Mr. Meldrum has won, as special prizes, two high-grade bicycles, and his tuition for one year in McMaster.