increased. Some stores have set aside and equipped some room to be used as a rest room for any employe who does not feel entirely well. In stores where a number of the employes bring their lunches, a comfortable lunch room can often be set aside for the use of those needing it, while in some large stores lunches are prepared and sold to the employes at low cost. Large stores can go much further in this welfare work, as it is called, than small stores; but even in a small store, the management can watch the details of the work of the store and its effect upon the salespeople carefully, and improve anything that does not seem to work well. Everything that makes the salespeople more truly healthy, clear-minded, and happy, helps to make them better salespeople, and some large corporations have adopted welfare work solely for the profit that they expect to derive therefrom.

Hours of labor.—The hours of labor in a retail store are sometimes too long, although the tendency has been to cut them down. It is not long since most stores kept open every evening in many parts of the country. From that, the stores progressed to a point where they kept open only two evenings a week; and, now, in the majority of larger places, Saturday evening is the only night open in the retail trade. This tendency is in the right direction. Very few salesmen can do their very best and be on duty 65 to 80 hours a week. The tendency toward early closing is increasing, and progressive merchants will do well to push along the movement for weekly half holidays and shorter hours for all.

Education of salespeople.—Finally, there is the education of the salespeople to be considered. In these days when business pressure is great, we are likely to forget that the salesman behind the counter, especially the young man or woman, has neither the outlook that will allow him to adopt the best means to progress in his work, nor the opportunity