

Hints to Clerks,

A correspondent of the *Michigan Tradesman* gives a little of his personal experience with clerks, making a point of the fact that intelligent clerks who have tact, patience and an accommodating disposition will never be a drag on the market, and will find it is only a question of time when their efforts will be suitably rewarded. Speaking of the good points of this particular young man, he says:—

"I have watched him closely, and have been more than pleased at the tact and intelligence which he displays in dealing with different customers. In fact, I find myself studying his manner and noting the quiet but effective methods he uses to make sales. One of his strong points is the patience and good humor with which he treats any disparaging remarks about the goods or prices. If the customer complains that the saws are rusty from handling or the price of barbed wire is a quarter of a cent higher than anybody else is offering it for, he does not dispute or avoid the statement, but assumes a half worn, half amused look, and, while acknowledging and deploring the rust, still so deftly explains the good points of the saw as to convince the customer that the rust is a matter of small moment in view of its good qualities. As regards the difference in price, he puts himself in the place of the customer and admits that a quarter of a cent a pound is worth saving, but at the same time drops a hint as to giving generous weight, and so secures the sale without cutting the price.

"Another of his strong points is his accommodating manner with customers in small matters without immediate gain. If a carpenter wants a ten-cent file to sharpen his saw with, he takes an interest in the subject and procures a saw from the case to ascertain the proper size required, and six times out of ten the customer will spend a dollar or more before he leaves the store, because of his pleasant and accommodating manner."

Respect Your Signature.

How often the merchant or business man is asked to sign his name to a petition, or to give his endorsement to an enterprise of which he has little knowledge, or to give a letter of recommendation to some one whose cheque he would not cash or whose bond he would not sign, says an exchange. It is remarkable how careless most business men are in such matters. Letters of introduction command little attention or respect in this country, for they are so easy to procure. In Europe a letter of introduction opens a man's home to a stranger and often his purse. But Europeans are far more careful than we are in the giving of such letters.

Who has not signed a document or petition simply because he was asked to do so? A favor lightly asked and lightly granted. Who does not know of some instance where a responsible business man had to spend a week or more in trying to undo what he had thus done in a thoughtless moment? The *Chicago Tribune*, in a recent editorial, says:—

"There is altogether too much signing of petitions, recommendations and endorsements. If a man's name has any value he should be careful how he puts it on paper. If he thinks his signature carries any weight, he should refuse to sign if he does not feel inclined to do so, even if his refusal does displease the applicant. It is better to say no than to say yes, and then try to back out of it."

Respect your signature; don't give it to every Tom, Dick and Harry for no other reason than because he requests it. Know what you are signing; and when you endorse a friend, recommend a trusted employe or give a letter of introduction to some one in whom you have confidence, expect to be recognized and respected. Don't cheapen your name by a careless use of it, and demand the same recognition of it that you would ask for yourself.



The Popular Route

—TO—
**Montreal,
Toronto,
New York**

And all Points in the East.

—TO—
**Vancouver,
Victoria, Tacoma,
Seattle,
Portland,
San Francisco**

And all Pacific Coast Points.

A U S T R A L I A

From Vancouver to Honolulu and Sydney.

S. S. Warrimoo January 16
S. S. Arawa February 16
and every month thereafter.

China and Japan

From Vancouver to Yokohama and Hong Kong.

Empress India January 8
Empress Japan February 5
Empress China March 5
And every month thereafter.

ROBERT KERR,
General Passenger Agent.
WINNIPEG.

NORTHERN PACIFIC R.R.

TIME CARD.

Taking effect on Monday, November 20, 1893.

Read Up			Read Down		
North Bound			South Bound		
Freight No. 163. Daily.	St. Paul Ex. Press No. 107 Daily.	Miles from Winnipeg.	STATIONS.	St. Paul Ex. Press No. 108 Daily.	Freight No. 154 Daily.
1.20p	4.00p	0	Winnipeg	12.15p	6.30
1.05p	3.49p	8 0	Portage Junction	12.27p	6.47a
12.38p	3.34p	9 3	St. Norbert	12.41p	6.07a
12.10p	3.19p	15 3	Cartier	12.43p	6.26a
11.37a	3.00p	23 6	St. Agathe	1.12p	6.61a
11.27a	2.51p	27 4	Union Point	1.20p	7.02a
10.00a	2.35p	32 6	Silver Plains	1.22p	7.18a
10.27a	2.20p	40 4	Morris	1.50p	7.46a
10.01a	2.05p	46 8	St. Jean	2.05p	8.25a
9.23a	1.45p	56 0	Letellier	2.27p	9.18a
8.00a	1.20p	65 0	Emerson	2.50p	10.18a
7.00a	1.10p	68 1	Pembina	3.00p	11.16a
11.05p	9.16a	168	Grand Forks	6.40p	8.25p
1.30p	6.25a	223	Winnipeg Junction	10.50p	1.28p
	3.45p	463	Duluth	7.55a	
	8.30p	470	Minneapolis	7.05a	
	8.00p	481	St. Paul	7.35a	
	10.30p	833	Chicago	9.35p	

MORRIS-BRANDON BRANCH.

East Bound.			West Bound.		
Ex. No. 130 Mon. & Fri. Wed. & Sat.	Ex. No. 129 Tues. & Sat.	Miles from Morris.	STATIONS.	Ex. No. 127 Mon. & Fri. Wed. & Sat.	Ex. No. 128 Tues. & Sat.
1.20p	4.00p	0	Winnipeg	12.15p	5.30p
7.50p	1.45p	0	Morris	2.25p	8.00a
6.53p	1.29p	10 0	Low Farm	2.49p	8.42a
5.49p	12.67p	21 3	Myrtle	3.17p	9.27a
5.25p	2.46p	25 9	Roland	3.28p	9.45a
4.59p	12.29p	33 5	Rosebank	3.47p	10.15a
3.65p	11.55a	39 6	Miami	4.03p	10.42a
3.14p	11.35a	49 0	Deerwood	4.26p	11.28a
2.51p	11.20a	54 1	Altamont	4.29p	12.02p
2.15p	11.02a	62 1	Somerset	4.38p	12.45p
1.47p	10.47a	69 4	Swan Lake	5.16p	1.17p
1.19p	10.33a	74 6	Indian Springs	5.30p	1.50p
12.57p	10.22a	79 4	Maricapolis	5.42p	2.16p
12.27p	10.07a	86 1	Greenway	5.58p	2.50p
11.57a	9.52a	92 3	Balder	6.15p	3.22p
11.12a	9.31a	102 0	Belmont	7.00p	4.13p
10.37a	9.14a	109 7	Hilton	7.18p	4.53p
10.13a	8.57a	117 3	Ashdown	7.35p	5.28p
9.49a	8.50a	120 0	Wawanesa	7.44p	5.47p
9.39a	8.41a	123 0	Elliotts	7.55p	6.04p
9.05a	8.26a	129 5	Rounthwaite	8.08p	6.37p
8.28a	8.07a	137 2	Martinville	8.27p	7.18p
7.50a	7.50a	145 1	Brandon	8.45p	8.00p

Number 127 stops at Balder for meals.

PORTAGE LA PRAIRIE BRANCH.

East Bound.		W. End	
Read Up Mixed No. 144. Daily.	Miles from Winnipeg.	STATIONS.	Read Down Mixed No. 141. Daily.
12.45 p.m.	0	Winnipeg	6.15 p.m.
12.26 p.m.	3.0	Portage Junction	4.30 p.m.
11.51 a.m.	11.5	St. Charles	4.59 p.m.
11.42 a.m.	13.5	Headingley	5.07 p.m.
11.21 a.m.	21.0	White Plains	5.34 p.m.
10.12 a.m.	35.2	Eustace	6.16 p.m.
9.44 a.m.	42.1	Oakville	6.50 p.m.
8.55 a.m.	55.5	Portage la Prairie	7.40 p.m.

Stations marked -†- have no agent. Freight must be prepaid.

Numbers 107 and 108 have through Pullman Vestibuled Drawing Room Sleeping Cars between Winnipeg and St. Paul and Minneapolis. Also Police Dining Cars. Close connection at Chicago with eastern lines, connection at Winnipeg Junction with trains to and from the Pacific coast.

For rates and full information concerning connections with other lines, etc., apply to any agent of the company, or

CHAS. S. FEE, H. SWINFORD,
G. P. & T. A., St. Paul. General Agt., Winnipeg.
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