

## DATA.

Toronto, February 18, 1903.

To Whom it May Concern:

During last vacation I was employed in selling stereoscopic views. I found that my territory had been thoroughly canvassed previous to my arrival, and then when I had started my campaign, my work was seriously interfered with, not only by a number of rival view agents, but also by a great number of High School boys, who had been induced to handle my goods in the neighborhood of their homes. These boys seriously cut up my territory, and greatly reduced my earnings, particularly after the first of July. My experience thoroughly demonstrated to me that there were too many engaged in the view business to make it profitable. Very often my customers would say to me - "Why don't you handle a book?" There has not been a good book sold through here for a long time, and we would much prefer a standard book, to these views."

For the above reasons I have made a contract with The King-Richardson Co. to work for them during my vacation of 1903.

F. J. WEIDENHAMMER, B.A.

Toronto Medical School.

Where there is a

WILL,WE

provide the

WAY

## DATA.

Wesley College, Winnipeg, Man.

The King-Richardson Company, Toronto, Ont.

GENTLEMEN: After two years in your employ, I shall attempt to give the boys a summary of advantages or disadvantages which the work of the solicitor for the King-Richardson Company has had for me.

My financial success has been a great boon to me, enabling me to pay off debts of past years, and not only make my own expenses, but give considerable help to those at the old home. I may say that as long as I have worked I have averaged 10 orders per day, and have taken as high as 30 orders in one day in British Columbia, and since the second year's sales have been mostly "C" binding, my profits are considerable.

It is only right that I should mention the kindly interest and encouragement of my employers. Such has been the kindness and courtesy on some occasions, and such the stimulating character of the correspondence at all times, that I have come to consider certain members of that Company as among the very truest of my personal friends.

I believe that I have learned more about myself and other men in this work than by any other means. When I started out, I could with difficulty face any man of prominence. I could not adapt my story to individual cases, and by the hardest work I could take 35 orders per week. Now, with far less work, I can take twice that many, and my manner, voice, description, my whole self unconsciously adapts itself to whatever personality I am dealing with. The ability to feel the other fellow's thoughts and meet his case has been a gradual development, and I place it highest on the list of blessings that have come to me through my relationship to the King-Richardson Company.

Sincerely, (Signed) D. W. HARVEY, B.A.

to pay your room-rent, board, tuition fees and all incidentals connected with your college course. We offer you a good salary a healthful outing, and a profitable experience that will provide the cash for present and future needs. The King-Richardson Co. is worth \$200,000. Credit rating the very highest. You can verify this from your banker or any business friend who has access to Bradstreet or Dun. **Their capital stands behind every contract they make.** Twenty-five years' successful business experience gives them confidence to offer University students good salaries. High School boys are not approached, and you will not have a dozen such running over your territory if you work for us.

We have scores of students who have been discouraged in other agency work, and by our training turn defeat into victory. Did you try to sell views, and finding your field full to overflowing, wear out a good pair of shoes walking home? Or, perhaps, you crossed the ocean playing the part of "The Toreador" on the boat, and found that walking back was unsatisfactory? We have helped thousands, and can help you. Did you hear some one "squeal" about a "gold brick," prompted by a fear that you will disregard persuasive eloquence and give your services to a firm that is not afraid to offer a salary? You are familiar with a fish whose best argument is an escape in a cloud of mud.

Ought you to work for a firm **who back their confidence with cash**, or for a concern who gracefully sidesteps when salary is mentioned, thereby showing lack of confidence in you **and in their own scheme**? You cannot afford to work "without money and without price," and pay your own expenses. Better call before it is too late. If you are interested it won't cost you one cent to get full particulars. If you satisfy our requirements, and we hire you, there will be no after regrets. **REMEMBER: We give exclusive territory, liberal salary, magnificent prizes, to University men and to no others.** See us to-day.

## DATA.

Toronto Medical College, Toronto, Ont.

Mr. A. C. Pratt,

Manager King-Richardson Company,  
Toronto, Ont.

DEAR SIR, I have much pleasure in thanking the King-Richardson Company for the very liberal prize that they granted me as an appreciation of my summer's work. Had the pleasure of receiving from Prof. Primrose the other day receipt for one hundred and sixty-three dollars, that being the amount of my fees for the Medical Faculty of Toronto University for the year 1902, all of which was paid for by your Company.

The large commissions and the very liberal premiums offered by the King-Richardson Company, and which, I might add, are within the reach of all, make it possible for any student to place himself in any position he wishes, as far as finances are concerned. Personally, I must say that the one hundred days spent as one of your employees have been the most profitable that I have ever spent; and I believe that if half of the student body knew with what ease and rapidity money could be earned in your employ many of their financial difficulties would be solved, and the path to the goal of their ambitions be shorn of its intricate curves and obstacles.

Yours sincerely,

(Signed) P. McGIBBON.

THE  
**King-  
Richardson  
Co.,**  
A. C. PRATT, Canadian Manager.

603 Temple Building.

## DATA.

Queen's College, Kingston, Ont.

The King-Richardson Company, Toronto, Ont.

DEAR SIR: - In the spring of 1901, when college closed, I was approached by a medical student of McGill University concerning working for you. I had never canvassed for a book and was very dubious about the results of trying, but on the faith of your promises I signed for 100 days' work, and I certainly have been amply rewarded.

I sold over 400 copies of your book, thus not only getting the very liberal commission allowed on your books, but in addition winning the third prize, which I received a few days ago, in the form of a check for \$120 to pay my tuition fees in college.

Allow me, therefore, to thank you, not only for the prompt and satisfactory manner in which you have settled up our business transactions, but also for the consideration and attention bestowed upon me during my work.

Not only has the work proved a great benefit financially, but I really believe it will prove a still greater benefit to me in schooling me for public life. To any student who is intending to lead a professional life among the people, the benefits derived from experience gained during a summer's work with you are inestimable. I have always found your promises to be as good as gold, and can assure you I have enjoyed our relations together very much.

Yours truly,

(Signed) W. J. KNOX.