THE FIRM.

We call the Jobbing, from the Jobbers (Jobbers to Dealers).

When retailers have not sufficient cash to buy a full consignment of goods, they club together and buy a job lot, which they share among themselves. If they want a little more than their share, they will buy a job lot themselves, and sell the surplus to their friends.

Difficult Point—Sometimes some unlucky wholesale firm will commit the error of allowing the job lot to be sold in the same town as the retailers who have purchased it. When such a mistake occurs, the wholesale firm is in great trouble, and the retailers who have purchased the job lot are in a pretty fix.

The trouble of jobbing, as well as the profits, is thought at the Less Agitation Company, Limited, to be worth the expense of the necessary improvements, has been undertaken by the Less Agitation Company, Limited, which has a very complete plant for the purpose. Each wholesale firm in the trade can now, by paying a small annual subscription, be put in a very square to have its goods jobbed, and can, if it wishes, have its goods jobbed without the trouble of jobbing, and without any risk of being left with a job lot on its hands.

Quotations—A weekly circular or compendium is issued by the Less Agitation Company, containing the prices of the goods which are to be jobbed, and the quantities in which they are to be jobbed. This circular is issued to the trade only, and is not to be seen by the public. The quotations are so arranged that the retailer can see at a glance what he can buy a job lot of, and what he can not buy a job lot of, and what he can buy a job lot of at a cheaper price than he can buy the same goods in the ordinary way.

Quotations—Let us suppose, for example, that the Less Agitation Company, Limited, has a job lot of 1,000 pairs of boots, which it can sell at 10s. per pair, and that the retailers who have purchased the job lot have 1,000 pairs of boots among them, and want 1,000 pairs of boots, but want them in lots of 100 pairs, and want to buy them at 10s. 6d. per pair, instead of 10s. per pair, the Less Agitation Company, Limited, will supply them with 100 pairs of boots at 10s. 6d. per pair, and will charge them 10s. per pair for the remaining 900 pairs of boots, which will be sold to them at 10s. per pair, the same as the job lot.

Quotations—Let us suppose, though most improbable, that the Less Agitation Company, Limited, has a job lot of 1,000 pairs of boots, which it can sell at 10s. per pair, and that the retailers who have purchased the job lot have 1,000 pairs of boots among them, and want 1,000 pairs of boots, but want them in lots of 100 pairs, and want to buy them at 10s. 6d. per pair, instead of 10s. per pair, the Less Agitation Company, Limited, will supply them with 100 pairs of boots at 10s. 6d. per pair, and will charge them 10s. per pair for the remaining 900 pairs of boots, which will be sold to them at 10s. per pair, the same as the job lot.

Quotations—A retailer who has purchased a job lot of 1,000 pairs of boots, and who wants 1,000 pairs of boots, but wants them in lots of 100 pairs, and wants to buy them at 10s. 6d. per pair, instead of 10s. per pair, can buy 100 pairs of boots at 10s. 6d. per pair, and can buy the remaining 900 pairs of boots at 10s. per pair, the same as the job lot, if he can find 900 pairs of boots among his friends.

Quotations—If a retailer who has purchased a job lot of 1,000 pairs of boots, and who wants 1,000 pairs of boots, but wants them in lots of 100 pairs, and wants to buy them at 10s. 6d. per pair, instead of 10s. per pair, can not find 900 pairs of boots among his friends, he can buy 100 pairs of boots at 10s. 6d. per pair, and can buy the remaining 900 pairs of boots at 10s. per pair, the same as the job lot, if he can find 900 pairs of boots among his friends, and