

### Get Shoes Large Enough.

A wise shoe retailer will be very sure to instruct his salesmen to sell their customers shoes that are fully long enough. At first glance it might seem that the best thing to do will be to let the customer exercise his or her own choice, and if the customer is foolish enough to insist on a shoe that is too short, sell it to him or her, as the case may be. While that sometimes has to be done, because some people's vanity is so great that they will wear a shoe a size too short for them in spite of the pain, the shorter duration of the shoe and the permanent injury done to the foot; the majority of people are not so pig-headedly vain, and can be convinced that a shoe full long enough, lasts longer, is more comfortable, and even better looking. Like every, thing else, the retail shoe trade is one in which honesty is the best policy, and the truth in regard to the fit of a shoe, will be very apt to prevail and in the long run make permanent customers. It doesn't take much sense to cause a person to be convinced by aching corns and ugly bulged-out shoes, that a little more length would be more desirable in every respect. It will, of course take some policy and fineness to induce every one to take shoes of a larger size than they wish to, but in the case of children, the salesman ought to exercise especial care, and sell the shoes that fit both as to width and length. Parents often make very serious mistakes in selecting shoes for their children, and cause the children great suffering and themselves loss. It sometimes happens that a child with a long narrow foot is compelled to wear shoes too short and wide. They soon cause corns. Then, so long as a shoe that is too short is worn it will be impossible to get them wide enough, not to hurt the corns on the little toes. A child that has a foot which would be properly fitted by a No. 9 on an A or B width, will find that a No. 8 on D or E width, will be very painful to corns on the little toes. The impression is naturally produced that the shoe is too narrow, and not too short, and the parents will be apt to insist on a still wider shoe. If such is selected, the result will be continued trouble with corns, and the very rapid wearing out of the shoes at the toes. A shoe that is long enough and only wide enough, will cure both the difficulties and look very much better. All salesmen who have not learned this important lesson, need to learn it as soon as possible.—*Leather Gazette.*

### The Drummer's Grip.

Its sides are all battered and broken and torn; With the hardships of travel its all scarred and worn, It has been my companion on many a trip, And I love it, I love it, my battered old grip.

When I first bought it new, it was yellow as gold; Its sides were strong and well able to hold All the shirts, cuffs and collars I'd need on a trip; Can you blame me for loving my battered old grip?

When I brought it home there were little hands kind, That filled it with nick-nacks that seemed to her mind To be useful to me when on a long trip; The thought of these things makes me love my old grip.

I've packed it myself as full as 'twould hold Of samples and clothing and sundries untold, But there was never a time when a bottle of "nip" Could not find some room in my battered old grip.

Its often been opened between seats or the cars, Surrounded by "drummers" as jolly as "tars," Who knew well how to enjoy a game of draw on a trip, With naught for a table but my battered old grip.

Its battered old sides many secrets have held, That when once enclosed in them all fears were expelled

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Of them ever being known, for it would not give me the  
slip,  
My old friend, my true friend, my battered old grip.

Travelling thousands of miles it has been at my side,  
Sticking close as a brother—yes, close as a bride;  
And now I can't think of making a trip  
Without first joining hands with my battered old grip.

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