

## A MAGNIFICENT COMPLIMENT.

No event ever described in these columns was more unique and uncommon than a banquet at the Arlington Hotel in this city on Friday evening, March 3rd. It was a magnificent compliment given to the members of the firm of Warwick & Sons by the employees. It was an uncommon affair, because never in the history of any Canadian manufacturing establishment was there an occasion when such a magnificent affair was gotten up wholly and completely by the employees, without the slightest aid financial or otherwise from the firm. It was unique, because employer and employed sat side by side at the festive board without the slightest social distinction and on equal terms. It demonstrated beyond a doubt that the members of the firm have treated their employees as men, and thus won from them the respect and love which should pass from every employee to his master.

Mr. R. Davidson occupied the chair and about one hundred employees and ex-employees occupied places at the long heavily-laden tables. Some of these men had grown old in the service, some having spent twenty-one years in the house. The chairman on rising aptly remarked that "in no firm in the city of Toronto was there such good feeling between the employers and the employees." Mr. Charles Warwick was unavoidably absent, but the three senior members of the firm were present and spoke feelingly of the delicate compliment paid to them by their employees. Mr. Guy Warwick remarked "One of the greatest reasons for our success was the able and painstaking set of employees which we possess." Mr. George Warwick uttered similar sentiments, and said: "Our success is assured so long as we are fortunate enough to retain the services and the good will of our present employees." Mr. Rutter also remarked that "In honoring us, you have honored yourselves; the help of our employees is necessary to our success." These sentences show the drift of the remarks made by the members of the firm, but do not properly indicate the eloquent and feeling speeches made by each of the three gentlemen.

The toasts were as follows The Queen, proposed by the Chairman; Canada—Our Home, proposed by the vice chairman, T Barff, and replied to by Mr. Hathaway in the cleverest speech of the evening; The Departments, replied to by Mr. Rutherford for the Warehouse, Mr. Murray for the Printing Office and Mr. Johnson (the inventor of the Johnson Process of Padding for the Bindery. The Travellers, replied to by Messrs. Imrie and Bryant. The firm by Messrs. Guy Warwick, Geo. Warwick and A. F. Rutter. The Press, replied to by a representative of BOOKS AND NOTIONS, and Mr. Patching of the Globe. The Visitors replied to by ex-employees, six or seven of

whom are foremen in other similar establishments in Toronto; and the Ladies.

It was a successful affair. The feast was bounteous and delicate, the menu-cards artistic and original; the speeches witty and thoughtful, the music lively and plentiful, the recitations bright and well rendered, and the result was an increase of the mutual confidence, respect and esteem in the mind and hearts of both employer and employed.

Among the facts gleaned from the speakers was that the firm was established in 1849, in Woodstock, moved to Toronto in 1869; that they had done the Provincial Government binding for 14 years, and its printing for 8 years; that during all that time not a single strike or lock out had occurred, and that no grievance was long without a remedy; that the Johnson Padding process was the finest in the world; that if the sheets of paper, used in on particular kind of writing tablet manufactured by this house during 1892 were placed side by side they would extend one hundred miles; that there is no need for any firm to have differences with their employees; that the employees of the firm are the finest body of men in Toronto, and that the members of the firm of Warwick & Sons are "jolly good fellows."



WM. CAULDWELL.

One of the best known travellers on the road is William Cauldwell. The firm of Brown Bros. recognizes his worth as fully evidenced by the fact that he has been nearly twenty years in their employment. This long period was broken by a short engagement with the Skeen & Stewart Stationery Company, Chicago. These two firms are the only ones whom Mr. Cauldwell has ever served in any capacity. Ten years spent on the road has made him well known to Knights of the Trip, and as he has covered nearly every part of Canada at some period of his career he has seen nearly every Canadian stationery and fancy goods house. He is especially well known in Eastern Canada. Since 1884 his usual trip has been from Toronto to Montreal.

Mr. Cauldwell is 35 years of age, tall

and spare, and his hair is beginning to show streaks of grey. But he is still young and energetic, and can sell goods with the best traveller that goes out of Toronto. Somewhat quiet in disposition, he possesses none of the vulgarity or vices that once were the characteristics of travellers. His modesty is one of his natural traits, but one which has made him respected by all who have met him. His customers place the greatest possible reliance in his words and judgment. He is a man, every inch of him.

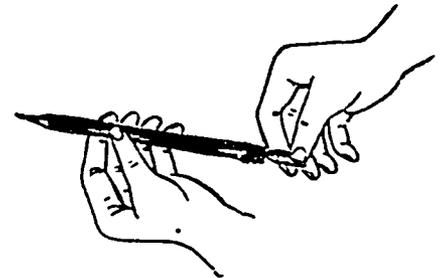
## THE SECTIONAL PENCIL.

One of the latest novelties on the market in the pencil line is the sectional lead pen



PULLING OUT THE OLD POINT.

The pencil is always pointed, there is no sharpening; no soiling of the fingers; a new point given to the pencil in a second of time. Any person who wants to handle this rapid



PUSHING OUT THE NEW POINT.

selling novelty should write to the Copp, Clark Co., of this city. Novelties always sell, and when extremely useful sell more rapidly.

## CONCENTRATION.

The age is too diffusive. Time and force  
Are frittered out and bring no satisfaction.  
The way seems lost to straight determined  
action.

Like shooting star that zigzag from their  
bowers,

We wander from our orbit's pathway; spoil  
The role we're fitted for to fail in twain,  
bring empty measures that were shaped  
for plenty

At last as guerdon for a life of toil.

There's lack of greatness in this generation,  
Because no more man centres on the  
thought:

We know this truth and yet we heed it  
not,—

The secret of success is concentration.

Ella Wheeler Wilcox.