

circumstance passed entirely out of my mind. In about a month I was transferred to another counter and received a slight advance in wages. Much to my astonishment, I was taken away from this department after only a month or six weeks' trial and placed in another position. I could not believe that I was not giving satisfaction, because with each change an increase of wages was made. One morning I was informed that Mr. B. wished to see me. I went to the office with surprise and some fear. I was more surprised when I saw sitting beside my employer my customer of a few months back. He proved to be the moneyed partner of the concern, whose other business interests kept him away from the dry goods store almost entirely and he was known to but few of his employees, although he knew that I was a new man as soon as he saw me, and thought to see what metal I was made of. That he was satisfied is proved by making me buyer of the several departments where I sold goods. My prosperity began with the tough customer, and now I thank goodness that I got him and that I did not show my disposition to strangle him." [Economist.

#### HOW TO INCREASE YOUR WAGES.

Every thinker knows that the man who would succeed must do more work than he gets paid for, in every profession and trade. We take it for granted that the man who will do only \$20 worth of work a week because his salary is but \$20 will never get more than \$20 a week, for the simple reason that he has never shown his employer that he is worth more. We figure it that an employee who means to succeed has to do from ten to twenty per cent. more work than he gets actual pay for. This he has to do until he reaches a certain point, and having reached that point, he will find that by as much as his income has increased by so much has the demand for amount and intensity of his labor diminished. To put this theory into

figures, we will say that a boy receiving \$3 a week should do \$4 worth of work; the boy receiving \$5 a week should do \$7 worth of work; when he gets to be a man and receives \$20 a week, he should do \$30 worth of work; a man receiving \$30 should do \$40 worth of work, and so on until, say, the salary reaches \$75, and then the labourer can give himself somewhat of a rest, that is to say, about \$50 worth of work will satisfy his employer. Labour brings its market value, and is seldom overpaid, oftener underpaid. It is the experience—the "know how"—that brings the money. —[Philadelphia Ledger.

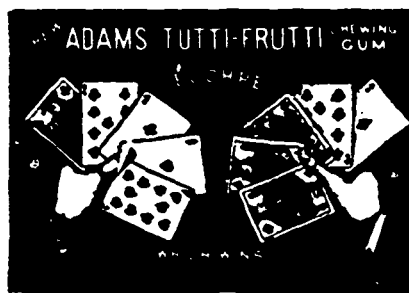
#### FEWER COMPROMISES.

The agitation going on among the retail and wholesale merchants of Ontario, and for that matter of the entire Province, for the past year or so against indiscriminate compromises has borne more fruit than many in the trade imagine. Mr. Knox, chairman of the Merchants' Convention, pointed out this fact during the discussion on the question. Three years ago he explained that almost anyone could get a compromise. None of the creditors ever thought of inquiring into the justice of signing a composition. They were all glad to get out of the trouble as quickly as possible. Now matters were very different. Each creditor, before agreeing to a compromise, generally looked into all the circumstances. If he found that the applicant had endeavored to do an honorable and upright business, and was likely to succeed if allowed to resume, he was willing to compromise. If, on the other hand, it was shown that he was an habitual cutter of prices, and allowed neither his neighbors or himself to make a profit, or was not a man who was likely to succeed, a compromise was generally refused. As a result, during the past few months, a number of such men were driven out of business, much to the benefit of the general trade. The agitation should be kept up. Retailers should refuse to deal with

wholesale houses who agreed to compromise with any but deserving applicants. There would then be fewer failures and less reckless cutting done in the retail trade.

#### WHAT IS A COMMERCIAL TRAVELLER?

At the annual session of the Ohio Retail Grocers' Association, held at Columbus, O., Mr. John C. Fenimore, of Columbus, Supreme Councillor, U. C. T. of A., being then present, in response to a demand made on him by the assemblage to answer the question displayed above, delivered the following pithy, witty, comprehensive speech, which fortunately we are able to present to our readers in its entirety. Mr. Fenimore said: The spectacle about to be presented to you is that of a young man, apparently in his right mind and of mature age, attempting to elucidate the proposition, "What is a Commercial Traveller?" to an audience composed of several hundred merchants. A glance at your deep furrowed brows, coupled with a knowledge upon the part of the speaker that those lines of anguish have been placed there by the subject of his sketch, a realization of the fact that the rapidly whitening locks, adorning a goodly number of your heads, are the direct result of his insidious attacks upon you, warns me that my position is full of peril, and makes the difficulties of my task appear to be almost insurmountable. Were I to tell you the whole truth, this audience would rise as one man to rend me; if I prevaricate, the representatives of the press are in waiting to convey the intelligence to the two hundred thousand members of my profession, and annihilation will be my doom. The common criticism upon one who conveys any commodity to a point where there is already a vast over production is, that "he is carrying coals to Newcastle," but that would be insipid in this instance. One who would attempt to furnish a description of a "drummer" to an audience of retail grocers would more closely resemble an individual



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