

civily said I might start out to see if I could sell, on commission, some of his little trinkets about the town. I thanked him, but you know, sir, I can't go touting all about the place selling things, it's disgusting."

It hardly needs be said that this was a man just from the Old Country. He had been brought up to run in a groove, and when in that groove, being intelligent, steady and civil, could doubtless run well. But he had not realized that in a new country a man must often turn his hand to many sorts of work if he would get on. And he was unfeignedly surprised to be told that he ought to have accepted the civil man's offer of employment, and tried his hand at touting; partly for the reason that his willingness and adaptability might have induced the man to give him a chance at something else. As to selling things by sample being 'disgusting' that is a matter of taste; but some good and very successful men have done this very thing for years—tho' not loving it—and have made it a "stepping-stone to higher things."

But to the second of our illustrations. A lad of eighteen had the good fortune to obtain, last year, a position in a wholesale house. He was profusely thankful, would work for nothing at first "just to get a foothold," as he said, and was generally in a condition of youthful delight over his new life and his prospects for the future. A change has come over the spirit of his dream, whether from restlessness of youth or the prevailing discontent of the time. He writes: "I don't seem to get on here. They pay us wretchedly. I have been here now six months at the same thing. Don't you think I ought to get a promotion?"

This young man's hours are from nine till five, and out of these he has an hour for dinner. His duties are not exhaustive in any sense. Yet he thinks he is hard-worked, and would be astonished to be told that some of the leading merchants of to-day went through years of apprenticeship with longer hours and harder work than his, for scantier pay. It was the long drilling and discipline of those years which helped to make them the successful business men they are.

"It is not my business to carry goods," said a hand employed in the manufacturing department of a large concern, when the proprietor desired him to carry a parcel, and carry it he would not. "It is not our business to fix stove-pipes," was the response, in our hearing, of a plumber who had been sent for to put hot-water coils into a kitchen stove, and was asked to pull the smoke-pipe two inches out of the chimney and so prevent its smoking. Pull out the pipe he would not, but waited for another man to do so. "It is not my business to work without proper tools," says an engineer in a city office, who was asked to make shift for a day without some peculiar sort of wrench, and to use another tool instead. And he indignantly discharges himself on the spot, and takes the chance of being idle for the winter.

False pride and a mistaken notion of what constitutes one's rights, occasion much misery. An imperfect recognition of the dignity and necessity of work places many

a man, otherwise sensible, in a false and unfortunate condition.

COLLECTING ACCOUNTS.

Not the least important department in any business is that pertaining to the rendering and collection of current accounts. But it is one that receives very indifferent attention from many traders. "He was a poor collector," is said of more than one unfortunate bankrupt. By this is meant that he lacked system, or regularity, in rendering bills, and even when rendered they were not sharply looked after. The observant store-keeper will soon discover the most favorable periods at which to render accounts. The nature and locality of his trade must, to a large extent, be his guide. But whether weekly, or monthly, or quarterly, he should maintain regularity. Carelessness in this respect frequently begets carelessness on the part of customers, and sometimes extravagance. That little piece of self-denial that the family might otherwise have practiced, in order to meet the grocery or dry-goods bill, is relaxed because Slow & Co. are seldom known to be prompt with their account, or are easily put off with, "Call to-morrow." Those customers who make a point of asking for and settling their accounts at regular intervals are, unfortunately, comparatively rare, and he is the wise trader who looks with alacrity after the majority that are inclined to lag. There are not a few stores in this city the books of which would disclose a lamentable laxity in this matter. The names of mechanics, clerks and professional men compose the headings of many discouragingly long ledger accounts, which have been permitted to accumulate by just such want of vigilance as we have noted. If credit must be given see that the promises to pay are not forgotten. Keep a diary. Jot down Jones's promise to settle next Saturday night and don't fail to refresh his memory, should it be necessary, when that time comes. If you do not the debtor will, in most cases, flatter himself that you are an easy going individual, and that next Saturday will do as well. No! impress those who buy your goods that this is not your plan of doing business. If you cannot get the full amount promised, ask for half; take a dollar if need be, no matter how small the sum it will be so much to the good. How much better is it to inaugurate a plan of this nature than to let matters go on in an easy, slipshod fashion which, when your three month's note is about due, causes you untold worry and disappointment. Then there is running around, fussing and fuming. Accounts which might have been kept within a safe limit are now large and hard to collect, and you are at your wits' end for the wherewithal to meet your engagements.

To compass the best results from such a policy a certain degree of diplomacy is necessary. You will require to study the various characteristics of your customers. Jones may be a high-strung fellow. Brown somewhat cynical. Smith off-hand and good at making excuses. With all these and many more types of human nature you will come in contact, and thus ingenuity in your persuasive powers requires to be exer-

cised. Be firm when necessary, considerate where deserving and polite and good-tempered under all circumstances. Many a customer has been driven away through an injudicious and hasty word, or ill-mannered address on the part of a collector. There is another matter that will repay attention. Doubtless all storekeepers have on their books a more or less numerous assortment of old and doubtful accounts, relics of days when they were very anxious to make sales and before experience had taught them the importance of systematic collecting. Set the clerk to work to make a list of these. Perhaps you will find that Mr. D., who left town some months ago without settling a small balance, has returned. Mr. C., who never could get work, is now in a good situation. Mrs. Hardup, sold out by the bailiff last summer, seems to be in prosperous circumstances to-day, and many others with different histories. Go methodically about getting these squared up. As an American exchange puts it: Accept a small payment weekly and do not become discouraged if the promises made you are not strictly kept. Remember that these doubtful, long-standing accounts will be just so much clear cash to you and equivalent to selling a great many goods.

THE COLONIAL EXHIBITON.

It is increasingly plain that the display made by Canada, at the Colonial Exhibition, of her products and manufactures, has created a strong and lasting impression upon the minds of the average Briton. The idea held by the mass of Englishmen has been that this land was one of ice, snow, fur and timber. Of late years, it is true, they were roused to the fact that we could make cheese fit for them to eat, and still later that we could raise cattle for export. But now they discover that we can actually make farm machines of a character that the British farmer is eager to buy. And, seeing these reapers and mowers in actual motion under his nose, with many other developments, industrial and otherwise, he marvels at this development of genius in "a colony."

Of course there are hundreds, and by this time thousands, of intelligent Englishmen and Scotchmen who have visited the Dominion or informed themselves upon its capacities, and these have an adequate idea of the country. But it remains true that to the millions of the United Kingdom, this Canada is not yet more than a colony, best represented by bears, snowshoes and sawlogs; and that it should show skill comparable to that of the mother country in handicraftmanship puzzles them. "It has greatly surprised the English people," says a contemporary, "to find that such goods as bleached cotton and even sewing silk, were made in Canada." The present is the best opportunity Canada has ever had of instructing the British mind upon her status as a country. She can show, and by this Exhibition—a gigantic object lesson—she does show, that she is no callow and remote and inhospitable clime, but an enlightened, modern country with all the appliances of recent civilization and progress that Eng-