

**CLERKS ON DUTY AT NIGHT.**

The Montreal grocery clerks have adopted a resolution which bears upon the cases of clerks in all stores who are on duty at night :

"That, in our opinion, there would be no financial loss by closing early, because as the movement becomes general, the same amount of business will be done in shorter hours

"That employers will get brighter and more energetic clerks, and, we believe, the long hours are the means of driving the bright boys away from the grocery trade. A clerk can be courteous and obliging for 10 hours in the day, but certainly not for 15.

"That in almost every other line of business the persons engaged in it have the evening for themselves, and there are no good reasons why the grocery clerk should not enjoy the privileges of domestic and social life in the same manner.

"We believe the day should be divided into three equal parts—sleep, work, recreation. Without these it is impossible to have perfect health, which, in our opinion, is more desirable than riches."

**AVOIDING KID GLOVE RETURNS.**

An importing house had trouble with one of their customers through the constant return of gloves. An investigation on the part of the importer was a revelation and supplies something unique in glove selling. It was found that the saleswoman having charge of the stock had a way of testing gloves peculiar to herself, which was to stretch each glove crosswise at the base of the fingers. Each and every glove was given a good pull, so the strength of the gusset could be thoroughly

tested. It is not much wonder that about half of the goods thus tested were returned as imperfect. It is safe to say each pair returned was imperfect after it had been submitted to a test no self-respecting glove would stand.

It is the duty of every retail glove salesman to educate the store's customers up to the proper handling of kid gloves. If the person selling gloves is careless in handling the stock in the presence of customers it is but natural customers will take the same liberty with each new pair, resulting in a number of returned pairs sufficient to take the enthusiasm out of the glove buyer.

One thing is certain, at any rate ; a salesman behind the retail glove counter who cannot give some valuable information about wearing kid gloves is more of a detriment than a benefit. No sensible person is averse to receiving suggestions if decently given. To be able to impart information without offence is a knack the good salesperson possesses. One who can't do this has no business to try to sell kid gloves.—Chicago exchange.

**LINEN THREAD AGENCY.**

Lindsay, Thompson & Co., Limited, manufacturers of linen thread and flax spinners, Belfast, have recently decided to push business upon the Canadian market. This firm are the largest linen thread manufacturing concern outside of the combine just formed and were most resolute in the maintenance of their individual identity. Messrs. Geo. D. Ross & Co., of Montreal, have been appointed Canadian agents, and, no doubt, they will be as successful in doing business with Lindsay, Thompson & Co's threads in the future as they were with Knox's threads in the past.

**We can supply SORTING WANTS**

IN . . .

*Shirts and Drawers, Hosiery, Gloves,  
Ladies' and Children's Underwear  
and Dress Goods.*

**SPRING LINES. . . .**

Stock Specially Re-enforced to  
meet this month's demands.

Samples of following in travellers' hands—see them :

*Prints, Gingham, Blouses, Hosiery,  
Balbriggan Underwear, Gents' Shirts, ALL  
Canadian Staples. KINDS.*

We are strong in all these lines. Our values and styles surpass those of any former season.

# Knox, Morgan & Co.

Wholesale Dry Goods,

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