

## HOUSEHOLD.

### Business Woman's Rules.

Be honest.  
Don't worry.  
Be courteous to all.  
Keep your own counsel.  
Don't complain about trifles.  
Be loyal to your employer.  
Don't ask for vacations.  
Be business-like, not womanish.  
Be prompt—a little ahead of time—if possible.

Be neat and attractive but unobtrusive, in your person.

Take kindly criticism in the spirit in which it was intended.

Do the very best you can each day and every day, so that when there is a chance for promotion, you will not only be 'called, but chosen.'—Selected.

### Perfection in Letter Writing.

For a perfect correspondence several things are requisite. In the first place, good manners. There are those who, in conversation, have the tact to keep off sore places who cannot be trusted when they write. But the ideal correspondence never wounds. Happy are those who, when they read this, call to mind certain familiar handwritings which are the assurance of pleasure, which inspire no fear. Cowper, who after all is the greatest of English letter writers, begins one epistle: 'Thou dear, comfortable cousin, whose letters among all that I receive have this property peculiarly their own, that I expect them without trembling, and never find anything in them that does not give me pleasure.'

Then the correspondents must be on a level. To write down or to write up to any one can never be natural. The natural correspondence is between equals. What the one has not the other may supply; there cannot and should not be perfect identity of taste and accomplishment; but in the summing up there should be an equality.

Then there ought to be perfect sympathy. Agreement in opinion is by no means necessary—in fact a certain divergence gives piquancy to interest, and those persons who cannot be friendly with others of different political or literary views are not worthy of an enriching correspondence. But there must be no disagreement except in opinions. Then there must be unity in what lies far below opinion. All this means a great deal. It means that each should do his part. Fanny Kemble had a rule of writing to her correspondents exactly as much as they wrote to her. This principle may be pressed too hard, but it is at bottom sound. No correspondence will last where one sends two sheets and the other sends four.

Further, in any true correspondence each letter begins by commenting upon the last letter received. In this many who are fond of letter writing conspicuously fail, and no one in my recollection fails more absolutely than Southey, who, except in a few cases, seems to take little account of his correspondent's last communication, and proceeds immediately to the interminable story of his own production. Then there must be a certain leisureliness. The best letters are not, as a rule, written in haste. They are generally written in the country, and form an important part of the day's thought and work.—Claudius Clear, in the 'British Weekly.'

### AN ACCEPTABLE PREMIUM

Subscribers (new or renewal), sending to this office forty cents for twelve months subscription to the 'Northern Messenger' will UPON REQUEST be sent, as a premium, a copy of the fine Christmas Number of the 'Canadian Pictorial,' containing about 1,500 square inches of exquisite illustrations. This offer is good up to November 30, and is open to all subscribers in Canada (Montreal and suburbs excepted), Newfoundland and the British Isles.

### When the Burden of Poverty Falls Heavy.

Wherever there is poverty, we see delicate mothers and the merest babies set to the tasks of men, writes Robert Hunter in the 'Cosmopolitan.' When hunger presses upon a family, the woman takes up her work, and perhaps it ends here; but if necessity compels further effort, the children are taken from their play and they, too, are sent forth into the fields, factories or mines. And so we see that we may measure poverty by the number of these weaker ones who toil. It would all come out well enough, perhaps, were it not that the necessity of these struggling ones breeds necessity, and their poverty greater poverty. For in that great mass of suffering humanity which fights for deliverance, in our own as well as in every other country, every additional effort on their part is in itself a factor in their ruin. Mr. Rockefeller has so far solved the problem of supply and demand that oil does not compete with oil and sell for less than what it costs to produce it. But no one has yet solved that problem for poor humanity, so that among these in abject poverty the mother goes forth to compete for the work done by the father, and the children for the work done by either the mother or the father. In many places the women displace the men, and the children in turn displace the mothers. Wages are lowered, hours lengthened, and when the cheaper labor supplants the more expensive, the fate of the poor is in the end worse than it was in the beginning. In this field of unregulated competition, where human is pitted against human, man against woman; and the children against the parents, slavery and poverty, brutality and oppression, are still the lot of mankind.

Therefore, wherever you find poverty, wherever there is a sullen, niggardly nature, an oppressive landlordism or capitalism seeking cheap labor, there you will also find that the men are lazy, indifferent, shiftless and drunken. Men accept the inevitable, and if it mean starvation, they do not try to postpone the day of its coming. They stop the struggle and wait. They refuse to carry on a losing battle. With women it is different. The nearer they are to starvation, the more desperately they toil. For instance, in the famine districts of Italy they are up before dawn to gather herbs or acorns for the breakfast. They go into the fields and work until they sink from exhaustion.

They work harder than the men for half the wages. They return home in the dark and

prepare the evening meal, eating only what is left over; and after the cleaning up is done they sit down to sew or spin while the husband dozes or smokes. The children are put to bed, and then the mother returns to her work, patching and repairing, knitting and sewing, until exhausted. If there be illness she remains awake the night through to attend to the needs of the sick one, and when the others awake in the morning they see that the mother has long been about her work. Men give up the fight with poverty and drink themselves into insensibility, while women, thinking not of themselves but the children never cease to struggle until struggle is no longer possible.

### 'Shop Manners.'

That excellent trade journal, 'The Draper,' has been discussing 'Shop Manners,' and brings a severe indictment against ladies as to their treatment of shop assistants:—

Nine women out of ten never think of saying Thank you, whatever service you may do for them; and the young people behind the counter are generally reminded that they are only young persons put there to do their calling. . . . Women are seen at their worst when out shopping.

We fear, judging from the independent testimony of many 'assistants,' that there is too much truth in this charge. Customers may well remember the long hours, the trying conditions, the monotony, and the wearisome detail of shop life, and try to make the duty as pleasant as possible to these young people, who, perforce, cannot 'answer back'!—Selected.

### Mending is a Science.

Every girl should be taught to mend. When sewing on buttons sew through and through the button until the hole is full of thread, then wrap the thread around the button three times, put the thread through the wrong side and fasten well. On men's garments use linen thread when possible. Ruffles should be cut on the bias of the goods, matching the figure or stripe and pressing the seam on the wrong side. In this way it does not require as much material and the ruffles look much neater. Facings of all widths should be cut on the bias. Do not pucker or gather a seam in sewing it, and take care to fasten your thread before you cut it, so that your work will not ravel. On these points altogether the fit or hang of the garment depends. It injures the enamel of your teeth to bite the thread. Darns and patches should always be pressed. Bear this in mind. You will see that oftentimes the mending is scarcely noticeable. Cultivate a pride in doing the mending.

### A SPLENDID PRIZE.

OPEN TO EVERY READER OF THIS PAGE.

We are giving away every month large numbers of fine premiums, watches and chains, pens, knives, stamps and pads, etc., for sale of 'Canadian Pictorial' at ten cents an issue.

We also allow those who prefer it, to sell the 'Canadian Pictorial' on cash commission. But we have a new

#### SPECIAL PRIZE OFFER

in addition to these.

To the boy (or girl) throughout Canada who sells the largest number of copies of November and December taken together, we will, in addition to all premiums or commissions earned, award a FINE BUNTING FLAG, 3 ft x 1½ ft., of the same design and excellent quality as the large four and six yard flags we have imported for the schools.

Now is the time to 'bend to the oar.' A brisk November trade gives you a good lift for this Flag Competition, and makes the best sort of foundation for December business. Even if you have never sold a 'Pictorial' before, you can begin right now, and have as good a chance as anyone.

Remember, we trust you with a package of November issue to start on, and send letter of instructions, premium list, etc. Then when you sell all the required number, and remit us in full for them, we send you the premium you have earned, and still count all these sales TOWARDS THE FLAG.

Flag award made Jan. 15. Lose no time in sending the order for your first dozen. Address, JOHN DOUGALL & SON, agents for the 'Canadian Pictorial,' 'Witness' Block, Montreal.

P.S.—Other Perseverance Prizes in view. GET BUSY.

### A Splendid New Serial.

A thrilling story, touching on one of the most stirring times the world has ever seen—the time of Thermopylae, Salamis and Plataea—will shortly start in both 'Daily' and 'Weekly Witness.'

The story is an entirely new one, and copy right has been procured by the publishers of the 'Witness' from the author, Wm. Stearns Davis, well-known already as the author of 'Belshazzar,' 'God Wills It,' 'A Friend of Caesar,' etc.

The 'Victor of Salamis,' is of absorbing interest from start to finish. A story of life and action throughout, of heroism amid dangers, of treachery, of bravery, of ambition and daring. Its characters are Greeks and Persians of the long ago, who, under the author's skilful pen become real human beings, whose career we follow with the keen interest of personal acquaintance. 'Messenger' subscribers who enjoy a good story (and who does not?) should secure the 'Witness' at once before the story starts. Clubbed with the 'Messenger,' the 'Weekly Witness' will cost only \$1.20 per annum. The 'Weekly Witness' will be started at once, and the 'Messenger' extended one year from expiry of present subscription.