

GOOD EMPLOYEES MAKE EFFICIENCY

New York Buyer Says Employment of Careless Clerks is Bad Business.

"It seems to me," said a buyer in New York recently, "that if some of the manufacturers in this city gave more attention to the hiring of their employees, both male and female, it would certainly increase the efficiency of their organization."

"As an example," said the buyer, "I went in to see a certain manufacturer one morning about buying bill waists. In the meantime one of the girls looked in and I thought perhaps she would call one of the salesmen. However, she was apparently interested. I waited fully ten minutes for some one to show up and wait on me. At last my patience was exhausted and I started to go out."

"Just as I was stepping onto the elevator to go down a man came running out of the office to see me. I asked him to get my bill waists. 'What can I do for you?' he asked. 'Nothing,' I replied. 'I have waited at least fifteen minutes for some one to see me and no one paid any attention, it is necessary for me to buy my waists elsewhere.'"

"I was busy," he said, and my time is limited, I replied, but I will tell you frankly that you could have sold me a bill of goods if it had not been for the indifferent attitude shown by the people in your office."

"I have often wondered if process servers are frequent visitors in the cloak and suit trade. My reason for saying this is that, on many occasions before one has a chance to enter a showroom, a glass door in a partition will open in some concealed place and a voice will say, 'What is it?' 'That, what is it?' certainly does make me sore. Why in heaven's name don't they give a man a chance to get his belongings before shooting at him? The worst part of it is, the voice that usually calls out is some young girl in her teens, but her face plastered up with powder and paint until she looks like a circus clown. Nine times out of ten she is a 'Lizzie' in the suit and hat business before a mirror in a chewing gum machine adjusting their hair and fussing with themselves in general. I have often seen these 'Lizzies' in the suit and hat business of your city continue to hire them. They are certainly not an ornament to the business. I feel they are more of a detriment to business."

"Then there is another type that is sometimes used to buff at the entrance of an office. One of these in particular whom I remember I met last fall when I was in a man's shoe store. She was engaged in polishing her finger nails and reading a book. When she had finished reading the few lines in her book, she looked up and said, 'What is it?' 'That, same old 'What is it?' stuff again, I thought. 'Is Mr. K. in?' 'I don't know,' she replied. 'I asked you whether he was in. I replied, 'Do you want to sell him something or do you want to see the line?' By this time I was getting rather angry. 'Neither,' I replied. 'What do you know whether Mr. K. is in or out?' 'He is out,' she said. 'Thank you,' I said. 'Oh you're welcome,' and she again resumed polishing her nails and reading."

"Mistaken Identity. 'In another instance I was particularly annoyed by an advertising solicitor. Maybe the weather had something to do with it, because that day it was raining quite hard. I stepped off the elevator and looked around to find a place to put my umbrella. However, before I found one a girl who was carrying a little glass globe. 'Yes, sir?' 'I would like to see the proprietor if he is in,' I said. The girl looked down at a magazine that she happened to have with me and said, 'We do not do any advertising and I know he would not care to see you.' Things were now getting very interesting. So I said to her, 'I think a little advertising might be of value to your company. If I were here I would advise you to get a girl to take your place, and would try to get one who would not jump at conclusions. As a matter of fact I am not here to solicit advertising but rather to buy merchandise. The changed expression that came over her face told me that she had taken her back to tell the head of the house that I wanted to see him. 'These instances that I have mentioned are only a few of the things that occur daily and perhaps pass unnoticed. However, they are at all times amusing to me. I can't believe, if some of the manufacturers in your city would only use a little more judgment in selecting their employees there is no doubt that they could increase the efficiency of their organizations."

"After a very anxious search, I heard a tired voice saying, 'I say, old man, have we found a ship yet?'"

LADY GOLF CHAMPION. The strange fact about Miss Cecilia Letch, holder of golf records for nearly a score of courses, and again lady champion, is that she has, according to her own confession, never had a golfing lesson in her life. The first man who greatly appreciates is that of two soldiers. The first man took up a mighty swipe and missed. The miss was repeated three times. "Oh Heaven's sake, Bill," broke in his exasperated pal, "hit the blooming thing. We've only got four days' leave!"

QUEEN SET FASHION OF CHAIRS IN PARKS

Royal parks of London assume a summer aspect, the chairs are put out at their annual stations. The story of how they came to be there and the upkeep of them is interesting. Many years ago Queen Victoria had a faithful and much-esteemed servant, who, dying, left his widow none too well off. The Queen presented her with 500 chairs and the right to place them in the park and to charge for their hire. The enterprise prospered, and the lady's son, growing up, took charge of the business. A few years ago he had more than 40,000 chairs, and that number would probably show a big increase today. But the enterprise is no longer for profit, and he pays a large sum for his privilege to H. M. office of work.

TRADE REACHES HIGH-WATER MARK

People of Philippine Islands Develop Commerce Into Profitable Business.

The year 1917 brought the commerce of the Philippine Islands to its high-water mark, says Commerce Reports, and much progress in its internal development. Altogether this was due in part to war conditions and high prices it may safely be said that a substantial part of this expansion is the result of forces that are likely to operate even more effectively after the return of peace. The change is founded upon staple productions of the country. Another interesting fact is that the young generation of Filipinos is turning more and more towards commerce and industry, where formerly government positions and the professions had been chosen. This change is undoubtedly due to a better understanding of the relation of business to national existence and also because business in the Philippines has become more profitable than either politics or the professions. The demands of war created a great shortage of capital, but this was not without its good effect for it stimulated the ship-building industry. Several ship yards have been established and together there are eighteen different companies or individuals engaged in this shipbuilding, consisting for the most part of firms desiring for trans-Pacific trade, which will enable the Philippines to resume foreign trade on a larger scale now that the war is over.

U.S. LOAN SHARK KING OF ROBBERS

Some States Restrict Lending Money by Fixed Interest Charge.

Tolmah, the king of American loan thieves, died recently leaving a large fortune, and his death served the purpose of bringing to light the activities of his special branch of crime. Harassed by the police of a dozen states during the latter years of his life, when he died much importance was attached to the fact that he worked almost exclusively among the laboring classes of manufacturing towns, making small loans and forcing his victims to pay two or three times the amount of the original loan. There is honor among thieves, and the profession harbors some criminals who regard the manner of respectability, but none is lower in the moral code than the loan shark.

State Loans. A few years ago the New York appellate division of the supreme court affirmed a decision whereby every one of the loan sharks in the state became a criminal. The change in the law. Until recently, whenever the exactions of the loan sharks became particularly flagrant, it had been the practice in most states to introduce bills into the legislature forbidding a higher rate of interest than the banking rate, under penalty of criminal prosecution. Experience has proved that drastic measures of this sort do not regulate the interest charges. Such restrictions result as a rule in a more consequent higher charges and a most submissive attitude on the part of the borrower. As an illustration of this, the Massachusetts legislature, by creating the office of supervisor of loan agencies, which makes the first step toward the regulation of small loans by a state. The supervisor licenses all individuals, associations, or corporations that make loans of less than three hundred dollars, and fixes the interest rate.

FIRST-AID STATIONS MAKE MOTORING TAME

It has remained for the Automobile Association of England to establish a system of first aid stations for its members along important routes. In fact with this system installed, motor driving is bound to become a more or less tame affair, which is more to the liking of the motorists of the old world.

WOLF IN THE SHEEP'S CLOTHING

The first aid system makes use of a large number of telephone stations installed along the most important roads. The motorist who comes to grief has but also to go to the nearest telephone station and call for aid, provided he is a member of the Automobile Association of England. The nearest first aid station responds by means of motorcycles with side cars, which carry the necessary tools and equipment for making all the necessary repairs. A stretcher is also included in the equipment in the event that the accident is one of personal injury, and by strapping the injured motorist and stretching on top of the car, the car becomes possible to make good time to the nearest hospital.

California Plums Arizona Cantaloupes Delaware transparent Apples

And All Kinds of Canadian Fruits and Vegetables

STRONACH & SONS FRUIT MARKET Main 5236, 2877

CALIFORNIA GRAPEFRUIT EXTRA FINE QUALITY \$5.50 PER CASE

DAWSON-ELLIOTT FRUIT MARKET MAIN 1471

WHOLESALE FRUITS AND VEGETABLES

July weather, home gardens and fittings to summer recreation are accountable for carrots being a glut on the market yesterday. Receipts generally were reported fair. White & Co., Ltd., had a good showing of cantaloupes, selling at \$5.00 per standard crate and \$2.50 per 100 lbs. a car of Georgia peaches received yesterday sold at \$4 a case; raspberries at \$2.50 to \$2.75 for a basket; red currants at \$1.00 to \$1.25; gooseberries at \$1.00; green and wax beans, each at \$1.00; green peas at \$1.25; cauliflower, \$1.00; The Union Fruit & Produce, Limited, had raspberries, which sold at 25c to 30c and red currants at 14c and 15c; cherries at \$2 and \$2.25 a case; tomatoes at \$1.50, and wax beans at \$1.25; No. 1 potatoes were \$1.25 a barrel; hot-house tomatoes brought \$1.50.

A. A. McKinnon had Star brand potatoes at \$5.00 to \$5.50; No. 2 at \$4.50 and \$5.00 per barrel; apples sold at \$3.00 and \$3.75. Charles & Simpson had a car of cantaloupes, standards selling at \$8 a case; also a shipment of Leamington tomatoes, which sold at from \$1.50 to \$2.00; a car of California fruit brought plums, which sold at from \$3.75; Sunlight oranges sold at \$5.75 to \$6 a case. Joe Barford had Star brand oranges at \$5.25 a case; lemons at \$5.50 to \$7 a case; and hampers at \$5.00; raspberries sold at 25c to 30c; red currants at 10c per quart; wax beans at \$1.25 and 75c for six-quart; had cherries at \$1.25 and \$1.00 per quart; eating cherries, \$4 a large basket; strawberries at \$2.50 to \$3.00; No. 1 cantaloupes, \$1.50; No. 2 at \$1.25; No. 3 at \$1.00; No. 4 at \$0.75; No. 5 at \$0.50; No. 6 at \$0.25; No. 7 at \$0.15; No. 8 at \$0.10; No. 9 at \$0.05; No. 10 at \$0.02.

REPRESENTATIVE SALES

Sparkhall & Armstrong sold the following live stock on the market yesterday: Cows—9, 9400 lbs., \$11.50; 8, 7040 lbs., \$11.50; 1, 810 lbs., \$11.50; 5, 8220 lbs., \$11.50; 2, 790 lbs., \$11.50; 8, 7150 lbs., \$11.50; 6, 7280 lbs., \$11.50; 10, 9200 lbs., \$11.50; 1, 940 lbs., \$7.10; 1, 1020 lbs., \$7.10; 1, 1110 lbs., \$7.10; 2, 1050 lbs., \$7.10. The United Farmers Co-operative reported the following: Steers and heifers—24, 1100 lbs., \$13.40; 24, 1060 lbs., \$13.40; 24, 1080 lbs., \$13.40; 24, 1090 lbs., \$13.40; 24, 1100 lbs., \$13.40; 24, 1110 lbs., \$13.40; 24, 1120 lbs., \$13.40; 24, 1130 lbs., \$13.40; 24, 1140 lbs., \$13.40; 24, 1150 lbs., \$13.40; 24, 1160 lbs., \$13.40; 24, 1170 lbs., \$13.40; 24, 1180 lbs., \$13.40; 24, 1190 lbs., \$13.40; 24, 1200 lbs., \$13.40; 24, 1210 lbs., \$13.40; 24, 1220 lbs., \$13.40; 24, 1230 lbs., \$13.40; 24, 1240 lbs., \$13.40; 24, 1250 lbs., \$13.40; 24, 1260 lbs., \$13.40; 24, 1270 lbs., \$13.40; 24, 1280 lbs., \$13.40; 24, 1290 lbs., \$13.40; 24, 1300 lbs., \$13.40; 24, 1310 lbs., \$13.40; 24, 1320 lbs., \$13.40; 24, 1330 lbs., \$13.40; 24, 1340 lbs., \$13.40; 24, 1350 lbs., \$13.40; 24, 1360 lbs., \$13.40; 24, 1370 lbs., \$13.40; 24, 1380 lbs., \$13.40; 24, 1390 lbs., \$13.40; 24, 1400 lbs., \$13.40; 24, 1410 lbs., \$13.40; 24, 1420 lbs., \$13.40; 24, 1430 lbs., \$13.40; 24, 1440 lbs., \$13.40; 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