

the little man let go of the big man's nose, the man with the white hat on began to crouch down to get away from bullets, but there was no shooting. The big man turned red, then pale, then looked the little man over, and remarked: "Certainly—of course—that's it exactly!" And the conversation turned on the general prosperity of the Country.

### A NATURAL MISTAKE.

In the old days when the drummers had to pay a tax in the Southern States it was not possible for the carpet traveler to evade payment. His numerous bulky trunks preclude that possibility. The furniture drummer was more fortunate. With his bundle of photographs under his arm he could often evade the officers, and many an exciting chase has occurred when an officer got on the track of some unlicensed drummer. But those days are past. The carpet drummer's trunks are more numerous and bigger than ever now, so much so that they always attract attention. A few days ago a well-known carpet salesman of this city was up in LaCrosse, Wis. While watching the unloading of the trunks a teamster asked. "Be all those boxes yours?" "They are," replied the drummer. "Then what a wal oping big troupe you must have. Do they play the 'Black Crook'?"—Chicago Dry Goods Reporter.

The Columbus Enquirer-Sun tells of an ex-judge who is cashier of a bank, that one day recently he refused to cash a check offered by a stranger.

"The check is all right," he said, "but the evidence you offer in identifying yourself as the person to whose order it is drawn is scarcely sufficient."

"I've known you to hang a man on less evidence, Judge," was the stranger's reply.

"Quite likely," replied the ex-judge; "but when it comes to letting go of cold cash we have to be careful."

### COMMERCIAL TRAVELERS' RIGHTS.

In view of the recent action of the municipality of Victoria, B.C., in taxing commercial travelers, the following, taken from the New Jersey Trade Review, will be of interest:

A decision sustaining the right of commercial travelers in one State to sell goods in another without payment of license was rendered recently by Judge Philips, in the United States Court at Kansas City. The case was one of two Kansas commercial travelers who were arrested under the ordinances of Nevada, Mo., charged with peddling without a license. The canvassers were furnished with samples to be sold, which they carried from house to house. The terms were one-sixth down, the rest in five equal monthly instalments. The first payment was made to the solicitor, which

was his commission. An order was then sent by the agent to the house at Topeka, who delivered to the purchasers. A collecting agent gathered in the remaining payments. The decision of the court affirms the right of non-resident merchants to do business in other States by solicitation of purchase by taking orders on the house to be filled and the goods shipped into other States for delivery without the goods being subject to the license tax of the State, or an occupation tax on the solicitor, on the ground that such a tax would be a burden on interstate commerce. It was contended that the act of one canvasser in making sale of one clock without taking an order therefor on the house, according to the instruction of the house and custom of the agent, brought his case within the definition of a pedlar, and subjected him to the operation of the State law. The court, however, decided that he was acting as an agent, and that under section 8 of article 1 of the constitution he could not be held. Both men were discharged.

### A WHOLESALE DEALER.

Talkative drummer (to stranger on train)

—"What's your line?"

Stranger—"Brains."

Drummer (sarcastically)—"Indeed! how do you sell 'em?"

Stranger—"By the case; I'm a lawyer!"

—Puck.

### COURTESY ALWAYS PAYS.

Some dealers make a great mistake in "standing off" or rebuffing the traveling salesman when he calls upon them for the purpose of showing his wares and effecting a sale if possible. They do this on a variety of pretenses: They are engaged in important business, have no time, or else they always make their purchases at headquarters themselves. Traveling men most usually possess patience and forbearance, the exigencies of their calling requiring the exercise of these virtues, and that should be a reason for their not being imposed upon. They are a most useful body of men and not more so to their employers than to the large body of merchantsto whose needs they cater. Dealers should not forget to buy right and economically is a very important part of business, being fully as much so as selling well. The man who brings goods into a store, at no other expense to the proprietor than that of a few minutes' time to inspect them, is doing the latter a service, and the least the sales man should expect is common courtesy.

"I have no time," or "I don't want anything in your line," are common excuses. If a man has no time to attend to one of the most important branches of his business, he ought not to be in it at all, and generally, after awhile he is, figuratively as well as literally, not "in it." Again, how can a dealer tell, until he sees the goods, whether

he wants anything or not. It must be a mighty slow business where a man cannot pick out something in his line from the samples of the traveling salesman and sell it to advantage, or try and introduce it if he has not handled it before. Even if he takes nothing, the time in examining and pricing the goods is of profitable account. This is especially so in the case of dealers located in places remote from larger business centers, though it applies well to all. A merchant may often miss a good thing by failing to inspect what the traveling men bring along. If he has not time to look at the samples it will pay him to have some one to do it for him. If his business is so great that he cannot attend to the important departments of it personally, he needs help. Neglect of the opportunities presented by salesmen is bound to result in loss and is incompatible with permanent success. Some of the keenest business men in the country make it a point to examine the samples of every salesman who comes along, believing that they cannot employ their time better. An enterprising and pushing merchant is always ready to lay hold of something new. His stock is never so full that there is not room for something more, and those who are on the alert for something and choose it properly are the men that come to the top of the heap.—Glassware Journal.

### ATTEMPTED SUICIDE.

Robt. A. Murdoch, commercial traveler for the dry goods firm of Murdochs' Nephews, on Sunday October 11th, while suffering from the effects of alcoholism attacked an American tourist, who is an invalid, while the latter was at his supper at a prominent hotel in Halifax. Two days afterwards, he endeavored to commit suicide by cutting his throat with his jackknife at the Victoria General hospital in that city. A convalescent inmate of the institution who was near by heard the noise made by the unfortunate man as he cut his throat and was in time to not only prevent a suicide but to keep the man from inflicting any more than a slight cut. The wound is not a serious one, and Mr. Murdoch will recover from it. Since the occurrence of the unfortunate circumstance a man has been placed on watch over the patient and every care taken to prevent his doing further injury to himself or others. After the affair at the hotel mentioned above, when Mr. Murdoch was removed to the hospital he appeared to become quite quiet and rational and no further danger of an outbreak of passion was anticipated, therefore, the sudden but happily fruitless attempt to take his own life was a great surprise to all the doctors and nurses of the institution.

A traveler for a wholesale dry goods house vouches for the truth of the following: A farmer while making a few trifling purchases in a store up north was grumbling about hard times. "Why," said the merchant, "farmers have no cause to complain this season with the bountiful crops all over the country." "Yes," replied the farmer, "but they have been awful hard upon the land."