

## AN ENTRY SYSTEM.

**S**YSTEM is a word which finds expression in many phases of the mercantile business of today. The merchant with the best system is the man who makes the most money. "A system in everything and everything done on a system," is the practiced proverb of the great business men of the day. To accomplish the greatest amount of work with the least amount of labor is the aim of all labor-saving contrivances.

In the large wholesale house the entry system is excellent, but in none more so than the one used by John Macdonald & Co. of this city. This system is founded on the system in use in the great house of Marshall Field & Co., Chicago. When an order is received it is sent to each department and filled in this way: The goods are picked out by a clerk in the department and placed on a wheeler—a four-wheeled truck. The goods from one department for a particular order may fill four or five wheelers, or it may only fill one-half a truck and the rest of the space may be utilized by another order. Then these wheelers are taken to the elevator and sent down to the entry room. This large room is laid out in divisions. One division is an open space running the full length of the room, where these wheelers are placed, and on either side is a low shelf with a back on the side opposite to the open space and divided by partitions into medium-sized spaces, which are filled with the goods taken from the wheelers. Now the order of the merchant has been filled from six or seven departments, perhaps, and is thus placed on six or seven or double that many wheelers, according to the bulk of the order. In this open space where all the wheelers are brought a man takes the wheelers filled with a certain order and places the goods from all the departments in one division of this low shelf, and thus the whole order is brought together without the slightest trouble. Then when the order is all collected together the clerks start to enter the invoices and books. Behind the back of the shelving, on the side opposite to the open space where the wheelers are, is a desk running along on iron rails fastened to the floor. This enables the desk to be run along opposite and close to all the goods along one line of shelving. The desk is double. On one side sits the invoice clerk, and on the other side the clerk who makes the entry in a day book. A third clerk named the "caller-in" stands beside a particular order and calls the goods to these two, who simultaneously make their entries. After the whole of an order has been entered, the clerk who entered in the daybook calls back to the invoice clerk and the caller-in, and thus both entries are checked. Then the goods are ready for packing, and the packers bring the empty cases and pack the goods in the space used by the wheelers. After being packed the cases are nailed up and marked, after which they are taken away to the shipping room.

Thus there is little handling and no confusion. With their ordinary staff John Macdonald & Co. have entered, invoiced and packed over \$20,000 worth of goods in a single day. The benefit is great from less confusion, less handling, etc., but from another point of view the benefit is greater still. There are few complaints for

shortages, and misunderstandings with customers are avoided. This is a great boon, and it shows how system in everything will prevent mistakes, as well as saving labor and time. Everything is done well and expeditiously.

## IRISH LASSIES AT THE FAIR.

All visitors to the World's Fair will doubtless want to inspect the Irish village which is being arranged under the auspices of the Countess of Aberdeen and Mrs. Ernest Hart. The latter gives the following outline of what it will contain:

"We shall have seven cottages in which peasant girls and lads from Donegal and elsewhere will be seen at work weaving, spinning, dyeing, sprigging, carving, etc. The girls will look very pretty in Connemara red petticoats, fishwife skirts, and blouses, and scarlet cloaks. In the first cottage will be a precise model of a cottage in Donegal, with undressed walls of granite, with a hooded fireplace and dresser full of bright crockery; a girl will be seen dyeing and spinning our famous Hand-and-Hearth Homespuns, the wool of which she gets from the lichens and heather of her native bog outside. There will be an imitation peat fire, and on this the dyer will from time to time place her iron potato pot and proceed to dye the wool. This operation is certain to prove immensely attractive to sight-seers, and, as well as the carding, spinning, and hobbins-filling, which will be shown here, is an extremely interesting process.

"In the second cottage there will be linen weaving and embroidering of the famous Kells Art Embroidery; whilst linen damask weavers on a Jacquard handloom and fringe-knotting will go on in the third cottage. Between this and the next cottage there will be a model dairy, in which dairy maids will be at work churning and butter-making. I can assure our American cousins they will have a chance of some good butter, as we shall send over some of the world-famed Kerry cows, which will be stabled at the rear. There will also be a pleasant, cool spot here where visitors can rest and drink iced milk.

"In the fourth cottage, which is under the especial care of the Irish Industries Association, every description of Irish lace will be shown. There will be a Limerick lace worker at her frame, the Torchon lace worker at the pillow, the numerous varieties of point lace, and so forth.

"Sprigging and veining, which are employed in the production of the beautiful hemstitched handkerchiefs of Belfast, will be shown in the next cottage. The girls of Down are especially noted for their exquisite and delicate work. We have not quite definitely decided about the two remaining cottages, but we shall probably show in the seventh the wood-carving industry in Ireland, which has reached a really remarkable degree of development when one remembers the workers and teachers are peasant lads. You should see the set of owls carved by some of my own boys for Lady Aberdeen last year. The expression of the owls' faces, as well as the execution, was excellent. Other features of our Irish industrial villages will be a replica of Donegal castle, an old well, and other interesting Celtic memorials. I believe the Irish village will be successful; we shall certainly do our best to make it so."

## A SUCCESSFUL SALESMAN.

"I have known hundreds of commercial travellers in my time," said Geo. L. McGrev, national president of the Travellers' Protective Association of America, "but I have never known one yet to make a success on the road, or even remain on the road for any length of time, unless he worked as hard for his employer as he would work for himself. I will say even more, and that is, that I never knew a narrow minded or bigoted salesman to succeed. The requirements made upon a salesman can never be appreciated until one becomes a salesman himself. The successful salesman cannot be ignorant, because the dealer will find it out at the very start; he cannot be insolent, because his insolence will be resented; he cannot be too smart, because there is many a small country dealer just as smart as he is. He must be a well-informed, earnest, courteous gentleman at all times, and I am glad to say, while speaking on this subject, that the old style salesman that we used to read about when we were boys is gone. The idea of the "drummer" twenty-five years ago implied a man dressed in the flashiest style of clothes, of loud demeanor, who demanded and got the best of everything where he went, and regarded morals as only of secondary consideration. The people a quarter of a century ago thought that a drummer could not be successful unless he got on an occasional "tear." The drummer is now essentially a gentleman in all that the word means. He must be a gentleman in conduct as well as in appearance. No bumming and no tearing around is tolerated for one moment by a reputable house. In short, the salesman is a perambulating merchant; he travels from place to place representing his house, and stands for his house wherever he goes. The better class of salesmen will not associate with nor excuse the drummer who thinks it is his duty to get drunk or act smart wherever he goes. Go where you will, I doubt if you can find a more intelligent, a more moral, or a more trustworthy class of men than you will find in the ranks of the travelling salesmen."

Fire broke out in the eastern wing of the Stormont Cotton Co.'s mill at nine o'clock on Wednesday night, the 5th inst. A general alarm was sounded, and the firemen were soon at the scene of a great fire. They had 12 streams playing on the burning building until about three o'clock next morning. It was with great difficulty that the main body of the large mill was saved. Luckily the wind was blowing from the south-west, carrying the flames from the burning portion of the mill in an opposite direction from the main building. The dye house and drying room were completely destroyed, and a portion of the picking rooms, also a large quantity of cotton under process. The damage is likely to reach forty-five or fifty thousand dollars. Every member of the fire brigade did his duty well, and the employees of the mill fought the flames all night and a part of the next day. The burnt portion of the mill will be immediately rebuilt and equipped with new and improved machinery.