



HARD OF HEARING.

BLAINE (shouting)—“I tell you we won't so much as discuss Limited Reciprocity. Do you understand?”

SIR JOHN—“Exactly. That's just what I mean—Limited Reciprocity.”

BLAINE (wildly, and in a louder tone)—“You don't catch my meaning. I say—we—won't—have—Limited—Reciprocity—on—any—terms,—so—there's—no—use—talking—about—it!! Now do you comprehend?”

SIR JOHN—“Talking about it? Yes, I'm talking about it—Limited Reciprocity. I'm going to send down a Commission to discuss it with you.”

[Blaine tries the speaking-trumpet again, and meanwhile Sir John Thompson explains to the Canadian farmer the benefits to him of selling produce against American competition, while buying manufactured articles in a protected market.]

THE WISE AND PRUDENT MERCHANT.

A FABLE.

ONCE on a time there was a wealthy merchant who had an extensive business, though somehow it was not as profitable as it should have been. He had a very talented manager who engaged the other employees, paid all the expenses and attended to things generally, and it was noticed that this manager was somewhat extravagant in his way of living and seemed a great deal better off than the merchant, who nominally owned the concern. One day a friend who was talking with the merchant about his affairs happened to ask him what he paid his manager.

The merchant looked surprised and said, “Oh, I don't pay him anything. It would be contrary to the principles of political economy to pay him a direct salary.”

“But he doesn't surely work for nothing.”

“Well, no. We have a very nice and satisfactory arrangement. You see I should just hate awfully to put my hand in my pocket every month and pay him \$200 or so at one lick. That would reduce my bank account. So I just told him that whenever any money came in to take enough of it to remunerate him for his service and keep the expenses paid—but to be sure and not let me

know on any account just how much he took. So he just pays himself an indirect salary and I never feel it.”

“But,” said his friend, “don't you think that he probably takes a great deal more than if you paid him a regular salary?”

“Oh, well, for the matter of that, I believe he does. But you see he does not get it all at once, and so I really don't feel that I'm paying him anything at all. I do hate paying direct salaries. Don't you see that as long as the money is taken from your till without your knowing it, it is just the same as if you were paying nothing.”

His friend was so convinced by the force and justice of this reasoning that from that time forth he became a staunch advocate of the N.P. The fact that the merchant was shortly afterwards closed out by the sheriff obviously has no bearing on the intrinsic merits of the argument.

THE DIFFERENCE.

BANKS—“That actor's conduct is very singular in the summer time.”

WANKS—“???”

BANKS—“In the summer he jumps his board, whereas in the winter he walks the boards.”