

BURN NO OIL AND SPARE THE GAS

Daylight is now at a premium, not because we have less of it in the twenty-four hours—for indeed we have more—but because the climate, outside life, all nature in fact, is much more enjoyable. The liberal dole of sunlight we get at this time of year deprives traders of an excuse for carrying their day's work far into the night, and the inviting opportunities for enjoyment and recreation that lie out doors at this season and during the coming months naturally weaken a man's inclination to toil by lamp or gas light. Duty bids a man desert his shop when still evening comes on and twilight gray clothes all things in its sober livery. Even utilitarian considerations, which are often urged in favor of late hours, plead on the side of early closing. What kind of man will a trader become if he spends all the time he can spare from his store in bed? He will not be a model of physical strength or disposition. He must restore worn out tissue. Food and sleep are necessary for this, but are not sufficient by any means. Exercise, company, open air and relaxation from the cares of business are indispensable, if a trader wishes to preserve his health and a cheerful temper. How much a cheerful temper is worth is known to every man who has to bear the disappointments, the annoyances, the multitude of worries that are inseparable from business life. Troubles are inevitable, and he is a wise economist of energy who takes the evening hours to store up a supply of spirits to help him as lightly as possible through the day that always comes after the evening.

There are numberless men too busy to cultivate the domestic affections. They are absorbed with the cares of business, and their nature becomes incapable of shedding one sympathetic gleam upon the lives of their wives and children. How much of a blank they make the existence of those who should be dear to them they do not realize. Such a blunting of the natural feelings is perfectly consistent with a kindly disposition. It is not only the selfish and the harsh-tempered who are thus neglectful of the home virtues, but as well the very best-hearted people, who, becoming immersed in affairs to which they give up all their waking hours, soon numb sensibilities that once were as spontaneous as any natural instinct can be. This tendency of business to engross all a man's time is a grave one, looked at from the family standpoint. If the hours between twilight and bed time were more frequently spent with the family, at home or outside, there would be much more domestic happiness and fewer morose business men.

The conditions which called for night trading originally are absent now, and have not been replaced by others equally strong. In earlier times money could be made at night, because the margin of profit amounted to something. Workmen's hours were much

longer than they are to-day, and shopping could not well begin till they got home. Traders did not very generally deliver purchases, and people had to wait often till night to get a horse from the working teams. In those times the evening trade was probably quite a half of the whole day's trade. Working people liked to tidy up to come to the store, and did not feel like changing their clothes during the day to go to the store and re-changing them to resume work when they returned. This caused more business at night than there otherwise would have been. To-day, however, the working classes are on the side of early closing. Trades and labor councils have given their support in many places to clerks who agitated for a shortening of the work day, and have used their influence with employers to secure the adoption of an early closing hour.

This season the early closing movement promises to gain ground, in all parts of the country. We hope employers will give it their sympathy and countenance, and will resist the temptation to keep open late because somebody else does. The man who closes early will have this advantage over the man who does not, that his help will be more cheerful and enthusiastic in his service than the other man's will be. Give the boys a chance, and their gratitude will balance the favor. Among the wholesale grocers in this city an increasing number are willing to adopt five o'clock as the all-year-round closing hour. They would lose nothing by it.

THE DELIVERY HORSE.

There are few worse-used animals than the delivery horse. His owner may be conscientious in his treatment of him, may feed and house him well, but he cannot supervise the driving of him. The furious pace at which he is very commonly driven, the merciless beatings he receives, his exposure unblanketed in inclement weather while the driver lingers with the servant girl, do not come under the notice of his owner. Sometimes, it is to be feared, his owner is not moved much by humanitarian considerations, and figures out the economical result on the basis that the shorter the life of the horse is the greater is the volume business done, and regards a used-up horse as rather an indication of celerity in his delivery man than a sign of the same servant's brutality and wastefulness. If owners could now and then see their wagons careening along on the left or right hand wheels alone, hotly chasing or hotly chased by some other delivery wagon, they would probably be inclined to get angry. The races between drivers not only shorten the life of the horse, they wreck the wagon and are likely to bring goods to buyers in an unsatisfactory state, parcels being often broken, and goods damaged. People are apt to judge a man by his employes, and few like to see a horse abused. Trade has been transferred on

more slender grounds than just such displeasure as a brutal driver can arouse by his treatment of a horse. Nobody likes either a cruel man or a fool, and all are apt to brand as such those who misuse a horse. The horse is one of the best servants the grocer has; the animal cannot keep his appearance if he is ill-used, and his appearance as well as the humanity of the driver are advertising factors the grocer cannot afford to be little. The horse has to be smartly driven often, but not always, and never outrageously fast; he has to have late hours frequently, but he should never be lashed over the road to suit the whims of the driver, who wishes to gain time for his own purposes; he has to face all sorts of weather, but need never be unduly exposed uncovered to soaking rains or changes from swift motion to long pauses. The noble brute has been a means of extending very greatly the grocer's trade. Gratitude, humanity and economy require that he be well used.

FROM RIGHT TO LEFT.

Order is heaven's first law. Untune that string, and delirious chaos will soon show how great is the loss. The grocer has a wide field to keep in order, and the experienced trader has usually a few special canons of order whose value he has tested by long use. One good rule, which has been evolved by a grocer of our acquaintance, and of which the object is to keep fresh goods always in the forefront, is to sell shelf goods always from right to left. A shelf, of say canned goods, is begun at the right-hand side, and a removal from that end is filled up by pushing the whole remainder of the row towards the right until the gap is filled up. This leaves a gap at the left end of the row, which is filled in by new goods. Thus the goods that are longest exposed are pushed on always toward the right hand and are sold from first, the procession of substitutes being continuously pushed forward from the left. This prevents goods becoming unduly shop-worn, dusty or fly-sperked, and keeps the appearance of the shelves fresh and tidy, especially if the filling of each blank is accompanied by a little dusting.

At a meeting of the Hamilton Trades and Labor Council a communication was read from the Secretary of the Retail Grocers' Association, requesting the Council to cooperate with the butchers and grocers in making the early closing movement a success. The following resolution was adopted: "That this Council expresses its hearty approval of the early closing movement, and instructs the delegates to bring the matter to the attention of their different organizations, and to request the members to do all purchasing before the hour set for closing, and to withdraw their patronage from stores which refuse to close with the others."