SIGNALS IN BUSINESS.

A CODE LANGUAGE WHICH HELPS IN BUYING OR SELLING.

Signs Fraught With Meaning Which Pass Between Partners or Between Employers and Managers When Putting Through a Deal.

The business man's sign language is not a general language that anybody ranight study and understand. If that were the case, its value would soon be gone. It is not even a language generally understood by any branch of business, such as the wholesale carpet dealers, the tobacco importers, the furniture dealers,

and so on. It is in deals among themselves that these signs are mostly used and serve their best purpose. The sign language as used by business men is more of a code of signals. They all use the same expressions and phrases in their sign talk, but every merchant has his own code with which he carries on his sign talk with his partner or his subordinates. It comes into play when partners are conferring together with an outsider with whom the firm is doing business or else the head of the house and some of his subordinates are putting through a business deal with the representative of some other business house.

It wouldn't do for the partners to continually whisper together or for the head of the house to turn to one of his subordinates and say in a hoarse, low growl, "This fellow is trying to charge us two prices." It may be that the subordinate ald know what is in his superior's unind, so that he can govern himself accordingly, but if there should be any whispered consultation the representative of the other firm might become suspicious and feel that he was being plotted against and show a sudden stubbornness

about reducing his price. So the business man who wants to tell the head of any department of his business who is assisting him in buying a certain line of goods that "this fellow is charging us two prices" merely reaches for a cigar and scratches a match twice before he lights it. Two partners in consultation use their own code in talking to each other in the presence of any outsider. One will telegraph "raise the price" by passing his finger over his upper lip or "lower the price" of the goods in question by stroking the lower lip. The amount to be raised or lowered is shown by resting the head upon the soen left hand, one, two or more of

head, 25 for each finger it small amounts or fingers at \$25 to \$100 aplece in big "deals." The gestures are as nat arral as possible if done by an "old hand." 'And various firms use slight alterations swhich make the sign talk impossible for a stranger to read. The agents and emplayees of big business houses are seldom so thoroughly "up" in this telegraphing as the managers, and two partmers will "talk" before the smartest representative of a rival house without his serceiving the drift of the conversation, eren though he may know a sign conversation is being carried on.

If there is anything shady about a third and fourth party, the fact is sometimes conveyed by momentarily rubbing the left eye with the back of the foreinger, or if it be that a dealer or a rival is "deep" and tries to arrange a well laid scheme, with most of the advantage on his own side, one friend signals to the other: "Be careful! Trying to catch won!" by resting his head on the first and second fingers of the right hand.

Probably the commonest of all signs are, "Accept the offer" or "Clinch the deal," conveyed by pulling the vest down with both hands, as if straightening it, and "Refuse" or "Stop negotiations" by biting at the thumb nail. These signals are made before carrying the resolution out, to give the partner a chance to silently object if he disagrees, when the sign "Postpone," by passing the hand over the forehead, is made and a chance | thereby lowering the intense heat. Othto discuss things in private.

"Yes" is signaled by closing the right fist and "No" by closing the left. "Pretend indifference," by biting the lower lip, is a frequent message, especially in discussing contracts for large amounts, when the "outsider" shows signs of anxzety to clinch matters. In the wholesale dry goods business biting the lip means "Second class goods," and the right hand signal for the other is made by stroking the side of the face as if feeling whether a shave is necessary. The masterly and unconcerned way in which two old hands at trade sign talk will converse in company is wonderful. Even an expert will not catch the messages, though he knows he is being talked over. "Be careful; he suspects the signals," is used when necessary and consists in arranging the necktie as though it had accidentally slipped down.

There is an almost universal code among business experts and their employers, though it is altered slightly in different cases, to throw the outsider off the scent. A partner or manager often accompanies his best expert inspector when going to decide between goods that are offered, and the expert signals the "boss" whether to buy or not. "Good" is telegraphed by resting the

right hand on the right hip, "Bad" by the left on the left hip, and "Damaged goods, but worth taking at half price,' is a common message, conveyed by passing a forefinger around the inside of the collar as though it had a rough edge and burt the neck.

For hauling over the coals employees who have given cause for displeasure the same code is extended. For instance, "Threaten with dismissal" is frequent and is telegraphed by a glance at the ceiling as if there were a fly there. The dreaded sentence "Dismiss him" is flashed across by placing the finger tips of both hands together.

In large stores the shopwalkers and superintendents have a short, useful code with the assistants. Thus if a customer is suspected of kleptomania the shopwalker extends the first two fingers of the left hand in passing him on to an assistant. Many firms only use a few of these signals, while others have a most elaborate code, but all use some of the signals. The variations in the code are radiess, and it is safe to say that those who have used the form of signals given here will at once revise their code.

"That there farm," said the driver, "on away. the off side belongs to a feller in town That runs it fer his health."

"How does he get along?" asked the Grummer.

"Oh, 'bout's well's rest of us, only he den't have to buy no gold bricks to come

STARTLING INFORMATION.

Found In the Examination Papers of Some English Pupils.

Absurd and amusing answers made by American schoolboys and schoolgirls who were struggling with examination papers have often been quoted, but mistakes of that sort are by no means peculiar to this country. The London Saturday Review recently collected some of the astonishing answers made by English boys undergoing examination for admission to the great public schools or to

the army and navy. One lad, in answer to the question, "What is a limited monarchy?" wrote: "A limited monarchy is government by

a king, who, in case of bankruptcy, would not be responsible for the entire national debt. You have the same thing in private life in limited liability companies." Another answer was, "The diet of Worms is the grub that blackbirds and thrushes feed on."

A boy not as conversant with American as with English history wrote, in answer to the question, "Who were the pilgrim

"They were the fathers of good young men who went on the crusades to the Holy Land." Another made this interesting contri-

bution to military history: "Sir Philip Sydney is noted for giving the last drop of water in his jug to a dying soldier on the field of Waterloo. The Duke of Wellington mentioned him in his dispatches."

A papal bull was described as "giving you the choice of obedience or of being excommunicated from the church. So called bull from reference to the horns

"Molasses" was defined as "the American word for the little mules used to carry provisions up the Andes mountains in California."

It may not be out of place to remark that molasses is hardly known by that name in England, the older word "treacle" being the one almost exclusively "The northwest passage" was stated to

be "a short cut to India through the Suez canal and isthmus of Panama. Now that America has been discovered, it is of little importance." These blunders are amusing in themselves, but when it is considered that they

are the result of faulty methods of edu cation, by which the brains of young people are packed with a mass of undigested facts, they become serious warnings rather than mere laughable absurdities.

USING THE FRYING PAN.

One of the Secrets Not Understood by

Every Cook, A fair sized basin should be filled with good dripping for the cook's use when drying, but if the dripping be not avail ablesat the moment two pounds of beet

suet makeran excellent substitute.

When trying is required, put all the dripping from the "bath" into a large iron saucepan without a lid and let i melt. At first the fat will bubble and make a noise, but it is not fit to use until quite still and quiet, with a faint blue smoke rising from it. Put rissoles, cut lets, potato chips or whatever is to be fried into a wire frying basket and then plunge it into the fat, completely immersing the contents. This is the great secret of success. The basket has handle by which it may be lifted up to see how long to fry.

A very short time suffices for the cooking of fish or meat like rissoles. They should be taken out when a golden brown, as they become a little darker afterward. Always put them on crumpled kitchen paper in front of the fire to drain and keep hot while the others are frying. Only a few can be cooked at once, as they must not touch one another in the basket. If one is frying cutlets, it is better, aft-

er cooking for a few moments, to draw the saucepan to the side of the stove, erwise the cutlets might not cook thou oughly through, but be overdone on the outside and underdone inside.

Crange, apple or any kind of fritters may be cooked as above. The moment the fat is finished with place it, if possible, outside the house to cool, as thus the fumes go off, no smell remaining to know." pervade the house. Then take a strainer and strain the fat back into the "bath," where it remains. This fat can be used over and over again and, with a little dripping added now and then, should last for a year. So there is no extravagance in using plenty of fat every time any thing is fried.

Quantities of butter, lard and dripping are wasted by many a cook who throws all away every time she fries, whereas if the "bath of fat" be kept it is always ready for use in a short time and does its work well. It fries crisply and dryly instead of in the greasy manner so often seen. The faint blue smoke must be perceived and waited for. Without that and a complete absence of bubbling and noise success will not be obtained.

Put Your Best Foot First.

People who habitually depreciate themselves, who keep their best stock on the top shelf and put their worst goods in the windows, may expect to be taken at heir own valuation. One of the inredients of success in this age of competition is an unwavering self confidence. and another is a habit of making the most of whatever talent or acquisition is one's own and therefore an element of advantage. This is very different from mere conceit, from vanity and blustering. For the carrying on of life agreeably, for intercourse with society and for daity happiness we should cultivate the acemplishment which puts the best foot irst.-Collier's Weekly.

Willing to Oblige.

"Villain, do your worst!" hissed Mar-Mordaunt bowed and lighted a cigar.

"My doctor, in whom I have great con-' 'ce, advises me that smoking is posithe worst thing I can do," he explained, observing the took of perplexity which had now come into the young girl's glorious eyes.

Double Hurry Call.

Druggist-All right. What's wrong? Freddie-Mam ia hit papa with the sugar bowl.

Hearts may be attracted by assumed persecution at the hands of Venus the organized under Russian instructors, who

ODD FEES THEY GET.

LAWYERS DO NOT ALWAYS RECEIVE CASH FOR THEIR SERVICES.

Country Produce Squared One Case a Souvenir Spoon Another and s Washerwoman Paid Her Divorce Costs In Laundry Work.

Even old lawyers do not always get that have been paid to Milwaukee law- there is nothing to monopolize.-Washyers alone would fill a volume. Bur- ington Star. glars' loot, farm produce, labor of all descriptions, almost everything imaginable. would appear on the list.

does not like to have his name mentioned, but it probably wasn't his fault. A visitor was in the bachelor's den of the young the hull farther forward than its predelawyer, when he noticed an engraved cessors. The British difficulty in the past spoon hanging by a ribbon among some has been to have the bulk of the hull far photographs, as though it might be a enough forward when the race ends .relic of some sentimental collegian's love New York Press.

client one time," said the owner of the decoration. "I had that given to me after I defended old Bill Bradley, the burglar. Bradley had been arrested charged with having robbed a house in the fashionable part of the town, and among other things it was charged that he had made away with a set of silverware. He sent for me and from the way he told his story I thought he was right and had not mixed up in the burglary.

"Well, he told me he had no money, but said he would make it all right with me lives of nearly 3,000 New York school-some day if I did get him out of his children the other day, the classes filing round worked hard trouble, so I went in and worked hard, and finally cleared him. A few days after he had thanked me and had gone clear, without paying me, he drifted into my office and said he had been trying to scrape up some money for me, but couldn't. Then he reached in his pocket and gave me that spoon, one of the set had just acquitted him of stealing. If I took the spoon back, I would convict myself of having defended a man I knew to be guilty, so I left it there where you can see it. I think something of it, too, especially as old Bill was killed while stealing a ride toward Chicago a few days afterward." TOWN THE

"When I was practicing up north," said Judge W. H. Halsey, "I had a fee in kind that I appreciated as much as I have \$500 fees at other times. I had defended an old farmer in a small suit, though I did not expect to get any pay from him. The suit was decided in our favor, and the old farmer and his wife went home. Some months afterward the two came into my office with a package and bundle tied up in a handkerchief. The package was a roll of butter, the handkerchief bundle was hazelnuts, and from the old farmer's pockets came two big rosy cheeked apples. That butter, apples and nuts fee was as satisfactory to me as any I ever received."

"For ten years I have never paid to have an umbrella mended," said one lawyer. "The rich landlord of the story book style wanted the store the old crippled umbrella man was using for a shop and started to force the old fellow out. I fixed him so that he was allowed to stay, and ever since that I have taken my rain shields to him for free mending.

offered to me as payment for a service, said one attorney, who belongs to several secret orders. "I was sitting in my office one day when a well dressed woman came in and wanted advice. Her husband, to whom she was but recently married, was a member of a secret society. "'I think it's perfectly horrid of him,

too,' she said, 'to have secrets and not to tell them to me. When he married me, he said he would share everything with me, and the first thing I ask almost he won't do. Can't you make him?

"I asked her to what lodge he belonged, and she told me the name of an order of which I myself was a member. Then she went on:

"'I tell you what, if you will make him tell them to me, I will tell them to you, to pay you for making him do what I want. That's fair, isn't it? I should think you would like to know such things; need them in your business, you

"I didn't accept that fee."

"I had a good offer from one woman that I did accept," said another attorney, "for it was too good to refuse, although it was not in cash. I had represented her in an action for divorce, and after the suit had been won she wanted me to accept part payment in handmade lace. The samples of lace she showed me were exquisite, so I told her it would be all right. She gave me about ten yards of the lace, and it was worth every cent of what was credited to her for it."

"I was paid in washing for a divorce I secured," said a well known lawyer. "A ! Billy Madden, the star witness in the woman came to me one time with a tale Cincinnati scrapfest proceedings, solemnof woe about her husband, and wanted me to get a divorce for her. She said that a prizefight and hasn't been since Sullishe didn't want any work done for her | van whipped Kilrain. And the public for nothing, but that she was not able to is inclined to believe him .- Atlanta Jourpay money. She would do my washing | nal. for 25 weeks, though, if I would free her from her husband. She refused to let me act in charity for her, and as she wanted other day that there had not been a gena divorce so that she could marry another | uine prizefight since the days of Sulliman I accepted her offer, and she washed | van. That will not surprise those who

away, literally, her marriage ties." "I'll tell you of one of my fees," said another legal light. "I was defending a man who was charged with having killed a dog out in Columbia county. The first action brought against him was defective, and while the plaintiff's counsel was writing out a warrant I took my man to the door and told him to get out of the county -the justice's office was on the border line-as quick as he could. In my hurry to get him out of the county I forgot to collect my fee, and I never saw him

Romance of Cupid and Psyche. The loveliest face in antique scurpture is that of the Psyche at Naples. Psyche was the daughter of a king and of such incomparable beauty that she aroused the jealousy of Venus, who charged her

son Cupid to inspire the girl with love for some mortal. But Cupid himself fell a victim to her beauty and carried her off to a fairy pal ace, where he, always invisible and re, and 136 are well up in German. Little Freddie-Tlease. Mr. Druggist, quiring her to promise that she would Some changes are about to take place papa wants a bot le of liniment and mam- not look on him with her mortal eyes. own curiosity, she one night took a lamp by a gra sh brown tint. to look upon him as he slept. A drop! Since the loan of \$5,000,000 and the of oil which she spilled wakened him sale of guns to the Persian government and he vanished. After suffering long by Russia the Persian army is being requalities, but the affections are not to be wrath of the goddess was appeared, and are now urging a considerable increase to et toeer, like we de."-Indianapolis faunt dut by those that are real.-De Cunid was permitted to marry Psycho.- I tte numbere

THE REVIEWER.

It looks as if the handwriting experts would have to prove their claims all over again.-Philadelphia Ledger. The southern cotton raiser has quit

making cotton for the benefit of freighters and longshoremen and proposes to get the main profit himself hereafter .-Atlanta Constitution. Every now and then some one sug-

gests that the farmers form a trust When crops are good, they are too busy cash fees, and the stories of queer fees for financiering, and when they are not Speaking about an ideal tax law, one

that will give satisfaction to all concerned, when did you say the millennium The story of a fee told by one young would poke its long looked for nose lawyer is one of the kind where a lawyer around the neighboring corner?-Philadelphia Inquirer.

The new cup challenger has the bulk of

The Kansas City attorney who said "That spoon is my fee for clearing a that "nine out of ten divorce suits are traceable to a lack of money" probably got right at the root of most of the matrimonial mishaps which occur in the United States .- Rochester Herald. The Warren county man who wants

the money refunded that he expended for a substitute during the civil war is an example of modesty since he does not ask for a pension on account of his former substitute, who was killed .-Pittsburg Times. The fad of a military drill saved the

out in an orderly condition to the measured strains of martial music while the building was burning. Some fads are worth cultivating .- San Francisco Chron-

And now there appears a strong feeling of confidence in New York that the navai arch project, which has been taken up by the alumni of the Naval academy, is practically certain of success, and the probabilities seem to be that it will be located in that patch of ground known

THE DOMINIE.

President Harper of the University of Chicago in a recent lecture to his class in the study of the Old Testament said that ministers of the gospel are not and cannot be good business men, being too much like the prophets and thinking chiefly of the life to come.

The Methodist Episcopal church of Creston, Ia., claims the unique distinction of being the only church in the country that owns a bass drum. The instrument was presented to the Sunday school orchestra by John Gibson, a prominent member of the church.

The Rev. Dr. J. B. Graw, the presiding elder of the New Jersey conference of the Methodist Episcopal church, who died at his home in Camden recently, was probably the best known Methodist preacher in New Jersey, at least in the bounds of the New Jersey conference.

The much to be deplored "restorations" of Shakespeare's church at Stratford are at a standstill for want of money. No out-That was all the fee I received for that sider will regret this. Mr. Shorter is protesting, by the way, against the verger "I had the secrets of my own lodge who stands at the door of the church demanding an admission fee to see Shake-

LAW POINTS.

A contract may, after a recision of same, be renewed either by express agreement of the parties or by acts which show an intention to give it new force and effect.

Loss of perishable freight on account of the lack of proper refrigeration when shipped in refrigerator cars is held in New York, P. and N. R. company versus Cromwell (Va.), 49 L. R. A. 462, to make the railroad company liable to the shipper, although the cars were leased by the railroad company from a transportation properly refrigerated.

Rule of a gas company consented to by the consumer that it will cease to furnish gas when the consumer becomes delinquent in paying bills therefor is held in Mackin versus Portland Gas company (Or.), 49 L. R. A. 596, to be enforceable by discontinuing the gas supply at one set of premises until payment of a delinquent bill for gas previously furnished the consumer at other premises.

UPPER CUTS.

Pugilist Jeffries asserts that he is " actor," but Pugilist Ruhlin claims to b nothing but a slugger.-Baltimore Ameri-

ly swore that there is no such thing as

The manager of Pugilist Jeffries was very frank when he testified in court the have been taken in by "fake" fights.

ELECTRIC SPARKS.

Marconi thought of the wireless telegraph at 19 and had it working when he

Electricity is to be used as a separator. It is claimed that it will be an economical factor in dealing with metals. The Sydney lighthouse has the most powerful light of any. It is electric and of 180,000 candle power. It can be seen for 50 miles.

Edison believes that the science of electricity should be taught in the common schools and should rapk in importance with spelling and arithmetic.

POWDER AND BALL.

In our 'my 304 officers speak Spanish fluently, 224 are handy with their French

in the uniforms of the German army, ma wants a bottle of china cement right | visited her every night. Prompted, how | bright buttons being replaced by dark ever, by her jealous sisters and by her ones and the prussian blue of the tunic

Government Approval of the

Spramotor. The following extracts will show how the Spramotor is regarded by some of the leading Government officials. They have purchased the Spramotor only after making elaborate and exhaustive tests. These facts should mean something to you. Profit by the experience

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Chief Inspector, San Jose Scale Investigation.

my apple orchard of 1 600 OF CANADA, trees. It is easy to handle and perfect in action. I never had my orchard looking cleaner than at the end of last season. GEORGE JOHNSON.

I have much pleasure to inform you that the

Cattle Quarantine Station, Quebec.

outfit bought from you for disinfecting is giving us the greatest satisfaction. J. A. COUTURE, D.V.S., Inspector. I have the honor to apply to you USSIA, for five Spramotor machines of the same size, No. 1-D, and one Spra-

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nd they will send you a complete treatise on praying and full particulars regarding their Spraying Machines.

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It is an absolutely reliable remedy for Spavins, Splints, Curbs, Ringbones, etc. Removes the bunch and leaves no scar. Price, \$1; six for \$5. As a liniment for family use it has no equal. Ask your druggist for KENDALL'S SPAVIN CURK, also "A Treatise on the DR. B. J. KENDALL CO., ENOSBURG FALLS, VT.

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R. SIMPSON, physician. 0th residence, Russell-st., Links ond door west of York-st. hours, 9 a.m. to 10.30 am: with them. All p.m. to 3 p.m., and 7 to: in this regard is Dr. J. Simpson, graduate dil of Trinity College, Toronto B College of Physicians and Sm Ont. Late of Rockwood Kingston, Grand Trunk 85 Lindsay District.

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Look at Is it coated Then yo taste in you morning. is poor, a tresses yo frequent h

are often stomach i your bowe constipated There's liable cure

Don't ta dose and th ter take a each night, causeoneg ment the d You fee very next

appetite

dyspepsia

headaches

your tong your liver your bow give you tr Price, 25 cen "I have take years, and I con made. One put than half a box have ever tried.

Mrs. N

March 30, 1899.

Matter W

THE SOLDIE

Toron graduate of Trinity United during the past Toronto, and member of Cole stone by Mr. Whi derences to the

insisted upon th tention given to Midwifery a committee on ag eases of women. Telephonek zation; that week the

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soldiers members . right. Th ment bill was ! valuable, becar found upor Crown. changed, : complete one. heroes w sturdy men 1870 who our homes ceived recognis sources were q

conservatives p sian, and now 1870 will be to South African 1 The Coun

all, both gover members said t its work