



## The dry goods reporter Volume 42, no. 2

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## **The dry goods reporter Volume 42, no. 2** Books Group

This historic book may have numerous typos and missing text. Purchasers can download a free scanned copy of the original book (without typos) from the publisher. Not indexed. Not illustrated. 1912 Excerpt: ...down upon the country merchant with pity for his inefficiency. Every time I see one of these swelled-up guys I want to sentence him to five years' hard labor as manager of a country store with death as the final penalty if he failed to make a success of it. That sentence would surt make some of them sweat icicles. But--am I wandering? I am. I started out to talk about the problems of the country merchant. And that reminds me. In the days when Lincoln was a town of five thousand I had a job in the general store of Wallace & Crum. I trimmed the windows, wrote the ads, walked the floor, o.k.'d charge accounts, sold goods and helped sweep out at night. Wallace & Crum designated me as HEAD MAN and paid me five dollars extra on the week for staying late at nights, getting down at six in the morning, and drumming up farmer trade on Sunday. I was supposed to have authority over the other employes in the store, but I was so busy that I never had time to exert it. I ain't much of a boss anyway, and can get along better with the employes by being one of them, and by helping them out of the hole when the boss gets sore at something they have done. I am "very strong with lady employes and every time I leave a job, three or four of the girls want to run away with me. But I am wandering again. As I was saying, Wallace & Crum, of Lincoln, Nebraska, had some problems. When I first went there they had no country trade at all, but we finally got it. Before I left them, we had the farmers coming good and strong. Except the German farmers at St. Marks. And that's what I am going to tell you about. Crum came to me one day and says: "See here, Tramp, you have done good and fine getting farmer trade into this store, but you have fell down on them Germans. I h...

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