

000626

the Manager or the Clerk of the Manager or some one in that F. W. Woolworth store. Here is one from Wilkesbarre itself (Deft's. Ex. 18), that is from the head office itself. Here is one from St. Joseph, Mo. (Deft's Ex. 14) viz. St. Louis, that bears the validation stamp of the St. Louis head office. You gentlemen understand these people are great big people, a great big syndicate, and they have to do their clerical work according to a system that is correct. Now, then, that was the first operation on these orders after we separated them from the other mail, and we hand that on to our Superintendent. I am showing you about the acknowledgement stamp, because it is important first because it shows the acknowledgment of the order, and who acknowledged it, and secondly shows the date on which the orders were received at my office. To the best of my recollection, these acknowledgement cards were given to the office boy to post, after Miss Hall had made them out.

Now, in reference to the work that I did on these orders, starting here with order 7187 (Deft's. Ex. 14-24), and continuing through 7197, that is not such an easy job as you would have been led to believe; in the first place, next to the serial number, there is a series of initials, and those initials stand for the salesman who is credited with the order; in other words, if a man at the end of the year wants to get certain commissions on orders that come in, we have to very carefully look over those orders to see to whom or to which salesman or to which commission house or which distributing agent that order is credited, so therefore it takes a good deal of judgment and knowledge to know just to which salesman to credit, and sometimes, I can't say that it was incorrect that morning, but it might have been, sometimes I have to go through a world of papers to find just to whom a certain order is to be credited.

Then I enter in the various orders here, too, the next column