



Starved leather quickly dries out and cracks. Leather that is "fed" with correct ingredients keeps supple — "alive" — wears much longer. Kiwi is a double-purpose Boot Polish—it gives a brilliant waterproof shine whilst its fine waxes and dyes in the purest solvents "feed" the leather, keeping it supple and "alive".

## KIWI

### BLACK POLISH

## FROM THE OTHER SIDE OF THE COUNTER

(continued from previous page)

day we had a woman in who complained because she couldn't get Beethoven's Sonatas. We told her they were out of print for the duration. 'But why?' she asked. 'It's terrible!' After I had explained all about the shortage of paper and the bombing raids in England when the plates often get destroyed, and about import and shipping difficulties, she waved her hand at the racks of popular music and said 'But why do you import all this rubbish?' I told her that it is printed here. 'Then why don't you print Beethoven's sonatas here?' I took a deep breath and told her that we sell such a limited number of copies of Beethoven's sonatas each year that the cost of printing them in New Zealand would make the price soar to several pounds. I didn't ask her if she would pay that price for each copy of classical music she wanted.

"Then there are the people who expect us to be walking encyclopedias. Some of them come in and hum a few bars of a tune and expect us to find the piece for them, and others say 'I

want a piece of music called Sere-nade. . . . No, I don't know who it is by.' The majority of our customers are very good, but there are always the ones who arrive when there are crowds in the shop waiting to be served and get you to play over piles of music and then walk out without buying any. The trouble with most people is that they don't think we have anything to do except serve at the counter."

### STREET PHOTOGRAPHER

WE gently broached the subject of customers at the depot of a street photographer.

"Just look at this," we were told. It was a letter written to see if they still had the proofs of some photos taken last



September. There was no number enclosed, but the writer had given a description of herself that ran something like this—"I am a blonde, with my hair done in a roll. I wore a black fur coat and a blue frock, with three rows of pink pearls." And she would be obliged if they could send her some more copies!

"The street photographer has a lot to put up with," said one assistant, "especially when mother wants her small son photographed, and after the cameraman has placed him and told him to look in one direction, his mother tries to distract his attention, with the result that in the end, the child bursts into tears."

"Customers aren't intentionally rude in the shop," added one of the others, "they're just thoughtless. You'd be surprised at the number of people, who, when you've given them their receipt and told them they can collect the photo on Tuesday, will say 'Thank you. And when will it be ready?'"

"But we do have some characters in here. The other day a man came in and said that about three years ago we had taken a photo of his small daughter, and it was so good that he would like some more copies of it. It took quite a time to convince him that as he had lost the number of the photo, little Jane was irrevocably buried under thousands of similar snaps."

### MANTLE SHOWROOM

THE attendant in the mantle show-room laughed. "If I were to tell you my opinion of customers, this building would catch alight. But they're being educated slowly," she said. "A few years ago, some of the women who come in here would hardly carry a pocket

(continued on next page)

## DO YOU KNOW?

### KEY THAT PULLED TEETH!

About the time of the French Revolution teeth were extracted with an instrument known as the "key". Oliver Wendel Holmes writes, "There never was a claw on bird or beast that caused such howls of agony as that diabolical instrument".



IF THE ORAHERERO saw a white girl, they would say "This lass is beautiful ... too bad she has a mouth full of teeth".



LEONARDO DA VINCI, famous painter of "The Last Supper" and inventor of the wheel barrow, also wrote a book on dentistry!

**MAKES YOUR MOUTH FEEL SO CLEAN**—Brush, brush, brush with Kolynos and keep down tooth decay. Kolynos removes dangerous food deposits in which decay germs breed.

## KOLYNOS DENTAL CREAM

KOLYNOS (N.Z.) LTD., 60 KITCHENER ST., AUCKLAND.

