

scissors. All right. The price is so much—help yourself. Of course, some scissors will be dulled, and some may be lost or injured. What of that? Charge it to advertising, for it will make a good return.

At the Paris Exposition the French exhibitors lost one-third of the benefit of the show through their ignorance of national habits. Late risers themselves, they thought all the world breakfasted at noon, after the Parisian manner, and it was often twelve or one o'clock before a single attendant could be found to explain the new tools and machinery. The English and Americans, who were the best buyers, came early in the morning, and finding the French departments abandoned by every one save the watchman, went elsewhere with their orders. No exhibit should be left for a moment without an attendant competent to explain its aim and use. The purchaser really desirous of getting the best often goes to the hall very early in the morning, and if he finds nobody on hand to assist him he is likely to move on and never come back again. More than this, the attendant must be, of all things, attentive, polite, with inexhaustible patience and good nature. If to these can be added an attractive person and winning manners, so much the better. Your wise exhibitor knows men and women, and he wisely uses their innocent liking for good looks and pleasant address to his own advantage.

Every machine that can move should move. There is nothing so attractive as power in action. Keep your machinery going all the time, even if only one visitor is near. He may be a buyer; and even if he is not sure he is to tell what he saw to those at home, and this may lead to new business. If the machine produces things, such as cards from a printing-press or bits of cloth sewn in a sewing-machine, give the samples of the work away. Nothing speaks so well for a machine as the thing produced upon it. At the Centennial the glass-making plant was crowded all day with visitors eager to buy the things (often of no value) they saw produced under their own eyes. This desire to see things work and to have the results of the work is a natural instinct, and the wise exhibitor uses this fact in human nature instead of trying to oppose it. Visitors to exhibitions are, it may be said without disrespect, like children. They have come expecting to be pleased, and if they are forbidden to touch, not allowed to see things in operation, and forbidden to buy the things they see made, they will soon lose all interest in the display and go home, and with childlike innocence report that it is a very poor show.

Cards and circulars also please for the same reason. They are mementoes of the visit, and while often of very little money value, are treasured in memory of the event, and thus the advertisement lasts much longer. Keep this always in view. The visitor is ready and eager to be instructed in the new things. He has tramped about through the halls till he is weary and perhaps irritable. The slightest display of impatience, churlishness, and ill manners on the part of the exhibitor is resented. Were the visitor at ease, seated in comfort, less weary with sight-seeing, he would not mind many things that he now receives as a personal affront. The exhibitor, to succeed, must observe these facts and act accordingly. While exhibitions are conducted as they now are, the visitors will always be in a far from pleasant frame of mind after the first hour, and all this tells against the exhibitor. Put yourself in his place, and then see what you think of the average exhibition and exhibitor.

It would seem as if the best way to conduct exhibitions of new inventions would be to have halls attached to the show, and at stated times to invite the public in, and, having given all a good seat in a quiet and comfortable room, to explain by a lecture, fully illustrated by drawings, plans, samples, and machines in operation, the merits of the new invention. A hall seating two hundred people could be used in this way ten or twelve times a day, and the invention could be laid before the public in a manner that would be ten times more effective than the usual way of placing the novelty on the table among a vast number of other things, in the midst of noise, dust, bad air, heat, and confusion. This has been tried at one exhibition, and with excellent results, though much of the benefit was lost from the mistake of charging a fee to enter the hall. Something of this kind is already in contemplation at the American Industrial Institute in New York, and very good results are anticipated.

It is asserted that the Poultry Shows in England have developed feathers at the expense of flesh, that prize dorkings, for example, are not as good table birds now as the common dorkings were ten years ago, and are still in country places where there are no shows. Prizes for dressed chickens would tend to remedy the evil.

WE have to record the death of Mr. Maskelyne, keeper of the Mineralogical department of the British Museum. Prof. Heddle, of St. Andrew's, Scotland, the most accomplished Mineralogist of Europe, is a candidate for the vacant post.

SOME years ago we received from Governor LeFroy, of Bermuda, through the kindness of the Rev. Prof. Wilson, of King's College, cuttings of some night-flowering cacti. One of these, which has been for some time under the care of Mr. Power of the Public Gardens, produced a magnificent blossom, which opened about 12 o'clock at night, and, although kept in a shaded room, faded early next forenoon. It proves not to be the common night-flowering cactus, *Cereus grandiflorus*, but an allied and rarer species of more gigantic proportions, viz., *Cereus triangularis* of Haworth, a native of the West Indies, introduced to England so long ago as 1690, and now probably lost. It is figured in the Botanical Magazine, tab. 1884. The plant consists of a very robust branched triangular stem, with a phylloid surface, as is the manner of cacti, of a lively green colour. It is an upright grower, and has no spines. The following description of the flower was taken at midnight, when it was fully expanded:—

From the narrow tubular bract-covered base of the flower to the upper margin of the cup of petals, measures  $12\frac{1}{2}$  inches; the flower measures across in extreme breadth from point to point of the ligulate petals 13 inches; these are spread out and 26 in number, pale yellowish; the inner petals are much broader oblanceolate, of more delicate texture, and pure white, erect, cupped, 20 in number. The pistil long, exactly  $\frac{1}{2}$  inch in diameter, ending at top in a fringe of stigmatic rays nearly horizontal, 2 inches across. The stamens are shorter than the pistil, several hundred in number, forming a most beautiful fringe work inside the flower. It has a heavy odour, not unlike Phallus.

ACCORDING to Mason, the farmer occupies the most important station in society. It is to his exertions that the support, the food, the employment of every other rank is owing. To the surplus produce of the farmer we owe the institution and preservation of distinct employment, the origin of commerce and manufactures, and the existence of government. It is the surplus produce of the farmer that sets the wheel of manufacture in motion; that bids sails of commerce whiten every sea; that gives religion her ministers, education her students; that supports the busy population of the crowded city, and that lends to Government its resources, its energy, its very being.—Let the farmer but raise only enough for his own support, and the mighty heart, which, by its beatings, communicates life to every extremity, would be chilled, and every member of the great body politic palsied in a moment.