There are few in proportion to the many. The first requisite is to have matter of setting the milk, or lectin confidence in the house you represent, the cream and using the churry the and the second is, to have confidence would be no difficulty in making pool in yourself. A salesman who cannot butter on every farm, but the 'rut waste his time and compromise his milk, food of the cow, her hearth,

is not to be frightened by the bugbears tum in the private dairy. In relation of an opponent, who underquotes prices to setting the milk, there are two the house he represents is honest and slow cooling-cream rises princ a can afford to sell as cheap as any com- while the temperature of the milk petitor, he exhibits his samples with falling, and but slowly while it rem back down and surrender the field to Quick cooling gives a thinner, froth his opponent at the very first onset. cream full of cheesey matter, requiring If identical qualities and brands are a greater bulk to make a pound of bu quoted against him, he has to yield in ter than that obtained by the slower the face of absolute facts, but will not method, while the product will be

it. To deceive a customer is always to der to the development of the genuit between a house and its customers, and made from it is flat and insipid, W by him are to be ruspected. He is not be made from perfectly eweet creat to favor the interest of the customer at while cream from deep setting must the expense of the firm, nor vice versa.

Neither is he to unduly consult his individual interest by an unfair discrimination either way. He is employed to sail goods and this is his first data. sell goods, and this is his first duty hon- atmosphere during the whole ti h

estly and legitimately. Another indispensable requisite is to A lower temperature than 50 9 70 acquire a thorough knowledge of the injure the keeping quality of the business and of the goods you represent. A ready knowledge of style and

ferior for a superior quality. others are too silent. To wear a look This is best done while it is

It is no mark of ability to roll up sales in goods that are so staple they sell themselves at little or no profit. The ability is shown in pushing and creating a demand for merchandise not in popular tavor or use. Any boy can sell muslin or sugar; it requires a skilled salesman to push costly silks or delicacies for the palate. delicacies for the palate.

A good salesman never has to blow his own trumpet. That work is done by the customers he makes and holds, and by the increasing trade he is consultant to the purity of the cream and the quity of the butter will be injured at surface of the cream is exposed from stantly building up.

tantly building up.

to air much warmer than the cre
When cream is colder than the ly found. The supply does not equal rounding air, it takes up moisture

S. L. Packer, whose professional duties take him a good deal amongst the col ored people, says:—'The problem what is to become of the colored race in America, would be very quickly settled if they were all located in the north.

They cannot stand this climate at all, and become ready victims to consumption. Yeu rarely see a plethoric colored person. But you may go into the be poured into the churn, agitated account ed person. But you may go into the quarters most inhabited by them and you will find lean faces, hacking sed together and packed for markets. coughs, emaciated forms, racking chest Much working, especially a pains the rule, and healthy men and working, is injurious, destroying, working; is injurious, destroying, working; is injurious, destroying, some working is injurious, destroying is destroying in a greasy, salvey concists the same in packing is to exclude skin does not show the hectic flush of the comsumptive as it is shown on a only sure method of excluding white face. It is there nevertheless.' Store in a sweet, cool place, when

WHY NEGROES ARE BLACK .- Surgeon Major N. Alcock has contributed to Nature an interesting communication as to why This plum holds the same the tropical man is black, in which he suggests that is the lowest animal pigment cells placed behind a transparent nerve termination exalt its vibration to the hardiness, free growth, and great highest pitch, the reverse takes place when, as in the negro, the pigment cells are placed in front of the nerve terminations and that the black pigment in the skin serves to lessen the intensity of the nerve vibrations that would be caused in a naked body by exposure to tropical sun; by estimate not less than half a just

that, in fact the pigment plays the same part as a place of smoked glass held between the sun and the eye.

- The daughter of a New York millionaire has just been refused by her father's coachman, to whom she proposed elopement and marriage. He took a day to think about it, sized the matter all up, and came to the conclusion that he wanted a wife who could take in washing and help him around the stables when he wanted a day off. No millionaire heplessness in his domestic ourselve.

- On and after Jan. 1, 1885, the day that they have an abundance of gr

Agricultural.

The Private Dairy If the making of butter was a mply a

trust his firm to do business squarely, the making of butter depends upon should quit it. He cannot afford to temperature, manner of setting character, in aiding a deceptive house character as a producer, quality of to build up trade. If a salesman has milk and mode of churning. It is not confidence in his ability and tact to many qualifications necessary that make sell goods, he had better change occu-pations at once. Competition is keen, read before the Iowa Butter and Circus and in this especial work it is eminent- Association, this matter was very lived ly the survival of the fittest.

A good salesman is no coward. He ness was considered the first desirety. discussed, and the matter of clean and does other underhand work in ad- thods-the deep and the shellow. dition. Having full knowledge that With both there is the rapid and the confidence. If lower prices are quoted at a fixed temperature. Rapid con against him, he at once challenges a will raise the cream in the shirter comparison of goods, as to quality, time, but slow cooling gives a dente weight and measure. He does not cream, containing less cheesey matter

rest satisfied until he explains the ferior in quality. Usually shallow sel whole to his house and asks the reasons ing and slow cooling, and deep setting why he is allowed to be undersold.

The important trait in a good sales the same temperature, deep setting men is to establish confidence between the buyer and himself. The only such the cream than shallow, and one product the cream than shallow. cessful way to do this is never to abuse claim for shallow setting is that excite suspicion and to put him on his butter flavor the cream must be as guard. The salesman is to consider posed to the atmosphere for oxygena that a mutal relation of interest exists tion. Without such exposure, take as an intermediary, the rights of each shallow setting, fine flavored butter of

was rising.

quality will enable you to expose the perature much lower. at is a falle eception of a competitor who at a to think all the cream cannot be lower price is seeking to palm off the tained except at low temperatures, a spurious for a genuine article, or an in- to make the finest flavored and lenge keeping butter the cream must und Tact is also of great advantage. go a ripening process by exposure Some salesmen talk to much, while the oxygen of the air while it is and manner as if always going to a fun. The ripening is very tardy when eral will neither recommend yourself temperature is low. After crean b nor your wares. Trade has plenty of comes sour, the more ripening the angles and sharp corners to irritate and annoy without casting a shadow as soon better; but it should not be skin med as you come in contact with a custom- and churned too new. The best time er. Tact will suggest pleasant man- for skimming and churning is just be ners, [a cheery look and a welcome fore acidity becomes apparent. Cream makes better butter to rise in cold air

A good salesman never has to blow While milk is setting for cream to impurities from the air. When the THE COLORED RACE AND CLIMATE. -Dr. is colder than the cream it takes

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correct speaker. It is habit, and one vil Chorus, on the piano-forte. No. 1.—RT. HON. SIR JOHN A. MAC-that is acquired from early infancy. 'What do you think of that?' asked DONALD, was issued August 2nd, 1884.

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takes in the use of language. It can friend with a burst of joy. not be because they are ignorant of the 'What do you mean by s

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cases of children only three years of with his cane sixteen times before he age who do use pronouns, and gener-could get himself loose and fall out of but if they are corrected every time they are made, the children will nat-

ally in the proper place. Of course a the window. The match is declared great many mistakes are made daily, off. urally fall into the habit of expressing the man from Dakota, 'the half has themselves in a proper manner. It is never been told. A few weeks ago my a common thing to hear from the lips wife said, 'Why, John, I b'lieve you've of boys and girls of perhaps ten or took to growin' agin,' I measured my-Vorsted OVERCOATINGS twelve years of age, such expressions self, and I hope Gabriel will miss me as 'knowed it.' 'I seen it' 'Hain't got at the final roundup if I hadn't grown nothing.' ! He bring it,' and all the six inches in two weeks. I couldn't acforms of the verb to be are generally count for it for some time, till at last I used in some wrong manner. It takes tumbled to the fact that thar war holes time and patience to stop them when, in my boots, an' the soil got thar an' JOHN H. FISHER.

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derate means to secure this inelders will always use good language gers. Now what did she want on the the little ones will do the same. Some other two fingers?' mothers have an idea that any affection for the baby cannot be expressed in good language, but they must tell in what is known as baby talk. Now this same baby talk, although it sounds very cunning for awhile, soon loses its charm, especially when the child is three or four years old, and we wish then that we had talked to them in a correct manner, and had done all we possibly could to make correct speakars. It is a rarity and also a great

ers. It is a rarity and also a great pleasure to have a child of five or six to be understood by everybody. Par- of a tipsy Scotchman making his way ents leave too much to teachers, think-ing that all errors will be rectified when the good folks were wending when under their charge. But habits their way to the kirk. A little dog break' and the child who says 'I seen' who was leading it, and as it ran away And Clematis, when fully matured. I know of many er-by, who happened to be the inebris cases of ladies who use this and similate, asking him to whistle to her pooa specialty, imported direct from France,
New and Rare Plants, such as New and Rare Plants, such as not from ignorance. They are conscious of having used a wrong word, femnity of visage which only a Scotchdoing. Grown up people who use day for whustlin.' wrong words should put a watch upon themselves, and make up their minds - 'Johnny,' cried a mother to her to use only corect language. And how boy, who was yelling with the peculiar much easier it will be for boys and intensity of a small boy with the throt-

Maroon Lobleia, etc, girls, when they are men and women, the wide open. 'Oh Johnny!' if we have instilled in their minds only 'Yes, ma'am.' the proper forms of language, so that speaking correctly will be as natural ing at, that way?' to them as eating their dinners-

l am going to send some directions or making candies, and you had better - Wife, I wish you could make pies cut them out of the paper and paste that would taste as good as my moththem into a scrap book or preserve er's used to.' great use to you. The candy will be bring in in a pailful of water and a hod pure and fresh and much cheaper than of coal just as you used to do for your you can buy it. We make the Chocomother, and maybe you will like my late Cream sometimes or you can use pies as well. them for cream candy by leaving out He concluded the pies would do just the chocolate.

When it falls to the bottom, you can take it up and make it into a softish fool, like an old fool. First Class Grocery. ball [not at all sticky] between your Father, what is poetic license? thumb and finger it is at the right (Well, my son, as nearly as I can point. Remove it from the fire to a learn, poetic license is something which POULTRY & VEGETABES cool place; not a sugary one; if it is enables a man to say things in verse sugary, and you want your candy which would incarcerate him in a lune. Oysters served, or sold in quantity at all hours of the day.
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Joker's Corner.

A Sign of Success .- While Verdi was putting the finishing touchbe upon One has only to hear the children of 'Il Trovatore,' he was visited in his guage is used by their superiors. It is one of the ablest living musicians and oritics. The latter was permitted to any family speak, to know what lan study by a privileged friend, who was

The composer rose and embraced his not be because they are ignorant of the 'What do you mean by such strange These plates are printed in colors, on fine plate paper, and will be issued monthly to our subscribers, free of charge.

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These plates are printed in colors, on fine plate paper, and will be issued monthly to our subscribers, free of charge. In these sketches an effort is made to hit then, that they have accustomed them. opera; in it I resolved to please every.

'Speakin' of productive soil,' said

mothers have an idea that any affection —A German composer was conduct.

of several years, standing are hard to pulled a ribbon from the hand of a lady during childhood, will be apt to use from her, she appealed to the first pass-

and have often been mortified for so man can assume, 'woman, this is no a

'For heaven's sake what sre you yell-

'I said, what are you yelling at?' 'I'm yelling at the top of my voice. I thought you knowed.

them some way for they may be of 'Well my dear, you run out and

as they were. he chocolate.

Put into a marbleized saucepan one

—A man is always a fool. If he be All of either sex succeed from first hour. The broad road to fortune opens before the workers, absolutely sure. At once address, True
& Co., Augusta, Maine.

Confectionery, Fancy Goods, ter, when it has boiled ten minutes begin to try it; have a bowl of water and a piece of ice near you, and drop it and a piece of ice near you, and drop it enough to know better.'

PRACTICAL TAILOR,

PRACTICAL TAILOR,

When he is old, it says: There is no When he is old, it says: There is no

An other spans of the west, more content to be made and one pot construction of the wind therefore notify Farmers and one pot construction of the wind therefore notify Farmers and the they have seek, not of they are times a week, not of they are times a week, not of they are times as the following ingredients: 1 place as the following ingredients: 1 place as the following one has been once for one hundred didnar and not till the following ingredients: 1 place as the following ingredients: 1 place as the following one has the following ingredients: 1 place as the following one has the following ingredients: 1 place as the following in the following ingredients: 1 place as the fol