

JOHN GRAHAM STARTS PIERPONT OUT TO LOOK FOR SAUSAGE ORDERS.

He Says Repartee Makes Reading Lively But Business Dull—Defines a Real Salesman, and Numerous Other Things in the Way of Business Lite.

Chicago, March 1, 1902. Dear Pierpont—When I saw you start off yesterday it was just a little uneasy; for you looked so blamed important and cheery that I am inclined to think you will tell the first customer who says he doesn't like our sausage that he knows what he can do about it. Repartee makes reading lively, but business dull. And what the house needs is more orders.

Sausage is the one subject of all others that a fellow in the packing business ought to treat solemnly. Half the people in the world take a joke seriously from the start, and the other half if you repeat it often enough. Only that week the head of our sausage department started to put out a tinging brand of frankfurts, but I made him take it off the market quicker than lightning, because I knew that the first fool who saw that tinging would ask if that was the license. And, though people would grin a little at first, they'd begin to look serious after a while, and whenever they'd imagine they heard the bark, and ask for "that real country sausage" at twice as much a pound.

He laughs best who doesn't laugh at all when he's dealing with the public. It has been my experience that, even when a man has a sense of humor, it only really carries him to the point where he will join in a laugh at the expense of the other fellow. There's nothing in the world sicker-looking than the grin of the fellow who's trying to join in heartily when the laugh's on him, and to pretend that he likes it.

Speaking of sausage with a registered pedigree calls to mind a little experience that I had last year. A fellow came into the office here with a shriveled-up pig, one of those curly, hairy little fellows that a woman will kiss, and then grumble because a fellow's mistake tickles. Said he wanted to sell him. I was not really disposed to bid, but he was in a trouble, but on general principles I asked him what he wanted for the little cuss.

SEEN IN ST. JOHN'S SECOND-HAND SHOPS.

The People Who Sell, and What and How—Women Drive the Hardest Bargains—Men Usually Take What's Offered and Go—Some Incidents.

The second-hand shop! It doesn't conjure up a very inviting picture, and the many the place is simply a name where furniture, bric-a-brac and clothing which have seen their day and is pushed aside for something more up-to-date—may be disposed of with a financial gain for the owner.

There are a number of second-hand places in the city and for many they consist of the only clothing houses. On Saturday night the second-hand store does a rushing trade, and when in full blast presents an interesting picture, amusing and pathetic scenes are strangely intermingled as the tide of barter and sale flows steadily along. The great majority go there to buy, not to sell, though indeed a few drop in with something or another to dispose of and gladly take the price which the proprietor bestows according to its value to him.

The dealer recalled the fact that he had bought it one night nearly a year ago from a woman who sold him also a ladies silver watch and a large revolver. The revolver was disposed of, but the watch still reposes in the window though it is one of the higher makes. On the back of the case is the initial "J" and on the inside is engraved: "Barbara, from John—Sept. 2, 1888."

Some people with old stuff to dispose of send a written request for the second-hand man to call at their residence when they click away with as much energy as if their daily bread depended upon the sale.

SAFETY BOARD ESTIMATES.

Light, Police and Fire Protection to Cost the City \$87,000.

According to the estimates as submitted this week to the board of public safety, citizens will be assessed this year almost \$87,000 for maintenance of the fire, police and street lighting services. As handed in by Director Wisely the estimates were \$85,500, but the board decided to recommend the increase of the light department vote by \$57 to provide for six additional lights. The fire department's portion will also be increased about \$800 to provide for an advance in salary of the fire department drivers.

The increases, already recommended and proposed, will bring the estimates well up to \$87,000. An increase is shown in all departments. Director Wisely explained that there were no extraordinary extravagances in the police department's adoption of the sliding scale of salaries is responsible for the increase; in the street lighting department some new lights are to be established while the increase in the fire department is accounted for by the cost of hay, oats and feed for the horses, which is higher than last year. Last year all departments showed a slight balance to their credit. The estimates as submitted by the director are as follows:

Table with 2 columns: Department Name and Estimated Cost. Includes Street Lighting, Police Department, Fire Department, and various other services.

WANTED. Agents, Send for Circulars. School, Office and Church Furniture Manufacturer. STERLING B. LORDLY, (Late manager of the Ledyard Furniture and Mattress Company, Ltd.) Factory and Office, 82 Britain Street, ST. JOHN, N. B.

What is CASTORIA

Castoria is for Infants and Children. Castoria is a harmless substitute for Castor Oil, Paregoric, Drops and Soothing Syrups. It contains neither Opium, Morphine nor other Narcotic substance. It is Pleasant. Its guarantee is thirty years' use by Millions of Mothers. Castoria destroys Worms and allays Feverishness. Castoria cures Diarrhoea and Wind Colic. Castoria relieves Teething Troubles, cures Constipation and Flatulency. Castoria assimilates the Food, regulates the Stomach and Bowels of Infants and Children, giving healthy and natural sleep. Castoria is the Children's Panacea—The Mother's Friend.

THE FAC-SIMILE SIGNATURE OF CHARLES H. KITCHENER APPEARS ON EVERY WRAPPER.

Advertisement for Sharp's Balsam of Goshawk and Aniseed. Includes text about its benefits for coughs, colds, and throat issues, and a list of agents.

HIGHWAY ROBBERY NEAR ST. STEPHEN.

St. Stephen, March 28.—(Special)—While driving from St. Stephen to his home at Ballie, Herbert Mann was held up and robbed six miles from town at 7:30 o'clock this evening. Two men assaulted him and got away with \$25. One man had a beard and was other was smooth shaven and answers to the description of a man who was put off a C. P. R. train at Moore's Mills.

LUMBAGO BACKS STRAIGHTENED.

Don't lie around the house losing time and money because your back is stiff from lumbago. Do as thousands before you have done. Buy a large bottle of that unusually good liniment, Dolan's Nervine, and rub it frequently over the sore part. It gets at the pain, drives it out, limbers you up in no time. Nervine is quick to relieve; never fails; never harms. Try it today. 25 cents, the best. At drug stores.

Intercolonial Railway

On and after MONDAY, October 31, 1901, trains will run daily (Sunday excepted), as follows: TRAINS LEAVE ST. JOHN. Express for Halifax and Campbellton, 7:00. Suburban train from Hampton, 7:10. Express for Point de Chene, 7:15. Express for Moncton, 7:30. Express for Miramichi, 7:45. TRAINS ARRIVE AT ST. JOHN. Express from Halifax and Sydney, 8:30. Express from Sussex, 8:45. Express from Moncton and Quebec, 9:15. Express from Miramichi, 9:30. Express from Point de Chene, 9:45. Express from Moncton (Saturday only), 10:15. Express from Miramichi, 10:30. 24:00 o'clock is midnight. D. POTTINGER, General Manager. Montreal, N. B., October 16, 1901.

Advertisement for Sharp's Balsam of Goshawk and Aniseed, featuring an image of the product bottle and text describing its medicinal properties.

A baron's robe has two rows of ermine, that of a vicount two and a half rows, an earl's three rows, a marquise three and one-half, and a duke's robe four complete rows.

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