POOR DOCUMENT

THE SEMI-WEEKLY TELEGRAPH, ST. JOHN, N. B., MARCH 29, 1902.

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

JOHN GRAHAM STARTS PIERPONT

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, 1892. | case and that you can generally compron Dear Pierrepont,—When I saw you start off yesterday I was just a little uneasy; for you looked so blamed important and chesty that I am inclined to think you will be reported to headquarters and the boss of the can-

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 toy spaniel, one of those curly, hairy little fellows that a woman will kiss, and then grumble because a fellow's mustache tickles. Said he wanted to sell him. I was not really disposed to add a dog to my troubles, but on general principles I asked him what he wanted for the little cuss.

The fellow hawed and choked and wiped the same trees. The sausage of the pound in fact, on the first trip which I made on the road. I was traveling out of Chicago for Hammer & Hawkins' whole sale dry goods, gents' furnishings and notions. They started me out to round up trade in the river towns down Egypt ways, near Cairo.

I hadn't more than made my first town and sized up the population before I began to feel happy, because I saw that business ought to be very good there. It appeared as if everybody in that town needed something in my line. The clerk of

ed him what he wanted for the little cuss.

The fellow hawed and choked and wiped away a tear. Finally, he fetched out that he loved the dog like a son, and that it broke his heart to think of parting with him; that he wouldn't dare look Dandy in the face after he had named the price he was asking for him, and that it was the record-breaking, marked down sacrifice sale of the year on dogs; that it was 't really money he was after, but a good home for the little chap. Said that I had a rather pleasant face and he knew that he could trust me to treat Dandy kindly; so—as a gift—he would let me have him for five hundred.

Take it by and large, if ever there was a little rope, and content of the nobby thing in boys' suitings there. Take it by and large, if ever there was a

so—as a gift—he would let me have him for five hundred.

"Cents?" said I.

"Dollars," says he, without blinking.

"It ought to be a mastiff at that price," says I.

"If you thought more of quality," says he, in a tone of sort of dignified reproof, "and less of quantity, your brand would enjoy a better reputation."

I was pretty hot, I can tell you but I had a big, short line of dry goods, gents' furnishings and notions to cover it was that one.

But when I caught the proprietor of the general store during a lull in the demand for navy plug, he wouldn't even look at my samples, and when I began to hint that the people were pretty ornery dressers.

"If you thought more of quality," says he, in a tone of sort of dignified reproof, and lees of quantity, your brand would enjoy a better reputation."

I was pretty hot, I can tell you, but I had laid myself open, so I just said: "The sausage business is too poor to warrant our paying any such price for lightweights. Bring around a bigger dog and then we'll talk," but the fellow only shook his head sadly, whistled to Dandy, and walked off.

I simply mention this little incident as an example of the fact that when a man cracks a joke in the Middle Ages he is apt to affect the sausage market in the Nineteenth Century, and to lay open an honest butcher to the jeers of every dogstealer in the street. There's such a thing as carrying a joke too far, and the fellow who keeps on pretending to believe that he's paying for pork and getting day is pretty spy to get dog in the end.

But all that aside, I want you to get it firmly fixed in your mind right at the start that this trip is only an experiment, and that I am not at all sure you were cut out by the Lord to be a drummer. But you can figure on one thing—that you will never become the pride of the pond by starting out to cut figure eights before you are firm on your skates.

A real salesman is one-part talk and interpret in the street that knowing how many rounds the Old 'Un can last against the Boiler-Maker won't really help you to boad up the junior partner with our corn-fed brand hams.

A good many salesmen have an idea that buyers are only interested in baseball, and funny stories, and Tom Eipton, and that business is a side line with them; but as a matter of fact mighty few men work up to the position of buyer through giving up their office hours to listening to anecdotes. I never saw one that liked a drummer's jokes more than an eighth of a cent a pound on a tereo of lard. What the house really sends you out for is orders.

Your affectionate father, JOHN GRAHAM.

than an eighth of a cent a pound on a tierce of lard. What the house really sends you

out for is orders.

Of course, you want to be nice and mellow with the trade, but always remember that mellowness carried too far becomes rottenness. You can buy some fellows with

low with the trade, but always remember that mellowness carried too far becomes rottenness. You can buy some fellows with a cheap cigar and some with a cheap compliment, and there's no objection to giving a man what he likes, though I never knew smoking to do anything good except a ham, or flattery to help any one except to make a fool of himself.

Real 'buyers ain't interested in much besides your goods and your prices. Never run down your competitor's brand to them, and never let them run down yours. Don't get on your knees for business, but don't hold your nose so high in the air that an order can travel under it without your seeing it. You'll meet a good many people on the road that you won't like but the house needs their business.

Some fellows will tell you that we play the hose on our dry salt meat before we ship it and that it shrinks in transit like a rainstorm; that they wonder how we manage to pack solid gristle in two-pound cans without leaving a little meat hanging to it; and that the least car of lard

cans without leaving a little meat hang-ing to it; and that the last car of lard was so strong that it came back of its

OUT TO LOOK FOR SAUSAGE ORDERS. The People Who Sell, and What and How-Women Drive the Hardest Bargains-Men Usually Take What's Offered and Go-

Some Incidents.

enough. Only last week the head of our sausage department started to put out a tin-tag brand of frankfurts, but I made him take it off the market quicker than lightning, because I knew that the first was the license. And, though people would grnn a little at first, they'd begin to look serious after a while; and whenever the butcher tried to sell them our brand they'd imagine they head to back, and ask for "that real country sausage" at twice as much a pound.

Where you're going to slip up at first is in deed a few drop in with something or another to dispose of and gladly take the drift which the proprietor bestows a cording to its value to him. The frequenters of the "second-hand" are from the individual from a higher sphere drops in about the arm pound.

Where you're going to slip up at first is in deed a few drop in with something or another to dispose of and gladly take the drop in with something or another to dispose of and gladly take the drop in with something or another to dispose of and gladly take the drop in with something or another to dispose of and gladly take the drop in with something or another to dispose of and gladly take the drop in with something or another to dispose of and gladly take the drop in with something or another to dispose of and gladly take the drop in with something or another to dispose of and gladly take the drop in with something or another to dispose of and gladly take the drop in with something or another to but, but if you don't learn pretty quick vourinated strangely with its surroundings.

The bit of china had a history no doubt if were known, for Belleck is fortune and brought it to the ignominy as good drummer by three things:

First—When you send us Orders.

The bit of china had a history no doubt if were known, for Belleck is fortune and brought it to the ignominy as good drummer by three that you mand and interesting one, too, no doubt if were known, for Belleck is fortune and brought it to the ignount of the wount, have a great deal of time to read them, for we cording to its value to him. The frequents of the "second-hand" are from the poorest classes though occasionally some individual from a higher sphere drops in and barters some cherished, and it may be valuable belonging for the best bargain he can make. Money he must have, however, and as he is practically at the mercy of the proprietor he takes what is given and departs. When fortune smiles again he will redeem his property; that is if she smiles within eight days. If at the end of that time the owner does not appear to claim the article it is sold to the first person who wants it. There are no pawn tickets given out in the shops and in ored tape business to interfere with an ored tape business to interfere with a conveniently register, a greatl sum in this decrease. pawn tickets given out in the shops and no red tape business to interfere with no red tape business to interfere with conveniently raising a small sum in this way. The name of the owner is simply entered on a big ledger, and when fickle fortune once again shows her smiling face it is only necessary for the quondam possessery to the page and a gravest desired as written request for the second-hand man to call at their residence when they dicker away with as much energy as if their daily bread depended upon the sale. "See dat posal card,"—and a dealer held out for something cheap, but serviceable. Second-hand people say that only the control of clothing is eager-hand and man to call at their residence when they dicker away with as much energy as they down the commoner kind of clothing is eager-hand who are always on the look out for something cheap, but serviceable. Second-hand people say that only the sale.

jure up a very inviting picture, and the violation of their license and as one remany the place is simply a name where sult nothing is bought from any one un-

comes from the cheapest clothing stores, to headquarters and the boss of the cancer who says he doesn't be 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 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 last week the head of our sausage department started to put out a long the property of the property o a number of second-hand though there are many half-worn garplaces in the city and to many they conments that have been turned over to the second-hand man for a small consideration.

The day most that talk, talk, an' all de time she want more money. We have lot of swell folk.

sessor to give the name and a correct de-scription of an article, pay the amount re-"Well she have sent us ca

The second-hand shop! It doesn't con- to lay themselves open, to the law by all de time, and wont give poor man's no stock of these stores comes from auction rooms and a heterogenous collection it is.

The stock of men's clothing as a rule comes from the character details.

their line of trade, and their surround-"Well she have sent us card like dat ings support the statement, as in none a

HIGHWAY ROBBERY NEAR ST. STEPHEN.

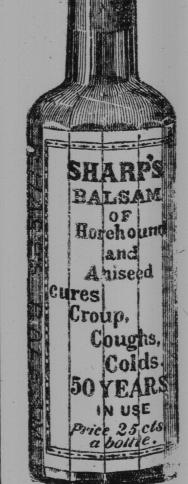
driving from St. Stephen to his home at Baillie, Herbert Mann was held up and robbed six miles from town at 7.30 o'clock this evening. Two men assaulted him and got away with \$98. One man had a beard and the other was smooth shaven and answers to the description of the description

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, Polson's Nerviline, and rub it frequently over the sore part. It gets at the pain, drives it out, limbers you up in no time. Nerviline is limbers you up in no time. Nerviline is quick to relieve; never fails; never harms. Try it today. 25 cents, the best. At drug-

Intercolonial Railway

On and after MONDAY, October 21, 1901, trains will run daily (Sunday excepted), as

City Ticket Office:



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

ed this week to the board ment's portion will also be increased about \$800 to provide for an advance in salary of the fire department drivers. Last year the estimates were \$83,500 and compared with those prepared by Direc-tor Wisely for 1902 they show as follows:

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 the adoption of the sliding scale of salaries is \$85,500 lighting department some new lights are to be established while the increase in the fire department is accounted for by horses, which is higher than last year. Last year all departments showed a slight

\$15. \$400, R. Wisely proportion \$333.33. to Nos 3 and 5 engine

Estimates

and answers to the description of a man who was put off a C. P. R. train at Moore's Mills.

St. John Rallway Co. contract 136,
2,000 candle power lights at \$85..\$11,560 00
Lighting Reid's Point, lamps 57 57
Lighting Gas Lamp St. Andrews's church.
Lighting gas lamp St.David's church.
Lighting streets from N. E. Station:
Wages.
Coal (600 tons).
Carbons (55,000).
Lamp globes. lauling..

\$28,000 00 For provision of six additional lights \$557 is to be added. Police Department.

Express for Point du Chene, Halifax and Pictou 182.15

Express for Sussex 16.30

Express for Guebec and Montreal 17.00

Express for Halifax and Sydney 22.55

TRAINS ARRIVE AT ST. JOHN.

Express from Malifax and Sydney 6.00

Express from Malifax and Sydney 12.40

Express from Montreal and Quebec 12.40

Express from Malifax and Pictou 18.00

Express from Halifax and Pictou 18.00

Express from Halifax 19.15

Express from Monoton (Saturday only), 23.50

All trains run by Eastern Standard Time; 24.00 o'clock is midnight.

D. POTTINGER,

General Manager

Monoton, N. B., October, 16, 1901.

HEO. CARVIL, C. T. A.

City Ticket Office: .\$2,044 00 .. 529 25 \$21,389 00 Police Department Expenses:

\$2,725 00 per cent \$30,679.58 uncollected taxes year 1901.....

P. E. Island Buying Stock. Toronto, March 26.—(Special)—F. W. Hodson, dominion live stock commission er, is in the city for the purpose of in-specting on behalf of Prince Edward Island government, shipment of stock from this district to Prince Edward Island. He in point of quality that has ever left this

...\$ 1,533 97

January, 1901, 100 Per Cent. January, 1902, 141 Per Cent. Forty-one per cent. increase of patronage for January, this year, as compared with January, 1901, is encouraging, considering the fact that last winter's classes were the largest we ever had.

Our catalogue gives the reason for our success. Send for copy today.

S. Kerr & Son odd Fellow's Hall Public Notice.

IS HEREBY GIVEN that all persons owing arrears of rates and taxes in the Several Parishes in the Municipality of the City and County of Saint John are required to make immediate payment to the undersigned, at his office, No. 42 Princess Street, in the City of Seint John, otherwise legal priveedings will be commenced to enforce such payment. Dated the 23rd day of January, A. D. 1808. By order, GEO. R. YINCENT, 1-34-47-6

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WANTED.

Agents. Send for Circulars

of age to learn to the control of th

submitted by the director are as follows:

Fire Department.

Salaries:

Joha Kerr, chief engineer\$1,200 00
16 drivers at \$480. 5 engineers, \$600. 10,680 00
2 district engineers, \$150, one at \$75. 375 00
30 to bosemen \$100, 15 at \$50.\$90 00
11 substitutes \$25, 6 at \$12.50. 600 00

our goods, tacking up show cards on trees, iences, along roads and all conspicuous places, also distributing small advertising matter. Commission or salary \$60.00 per month and expenses, not to exceed \$2.50 per day. Steady employment to good, honest reliable men. No experience needful. Write for full particulars, THE EMPIRE MEDICINE CO., London, Ont.

FOR SALE.

VALUABLE FARM FOR SALE or in Sussex, known as the McArthur For particulars inquire of T. Setton, FOR SALE—A Farm twenty-four miles from the city, situated on the line of the C. P. R. containing six hundred acres, of which four hundred is in wood land. A house and five barns. Water in the house; an orchard. Will be sold at a bargain. Apply G. W., Daily Telegraph Office.

MONEY TO LOAN.

To Lumbermen and others!

The Cushing Sulphite Fibre Co., ... 108 50 Ltd., of St. John, N. B., are open \$6,196 00 to contract with Lumbermen and

Spruce Pulp Wood

per cent. on \$21,183.57 uncollected taxes for the year 1902....... 1,059 17 for deliver next spring in large or MR.JAMES BEVERIDGE,

> St. John, N. B., or to the Company at Fairville, N. B.

1.33,000 00 FEED LOUR, \$1.50 and \$1.60 SCREENINGS, 82 00 Sec. 565 58 OATMEAL, per bag, - \$2 00 Seed Oats, Flour, Meal, Eran, etc.

> railways. JAMES COLLINS, 208 and 210 Union Street,

Orders delivered at boats and



To introduce Dr. Weston's Improved Pink Iron Tonic Pills for making blood, for pale people, female weaknesses, liver and kidney disease, nervousness, etc., we give FREE a 14k gold-plated watch. Ladies or Respective of the Pills are 50c. per box, \$3.60 for 8 boxes. Send this amount and you receive 8 boxes and the watch, or write for particulars. This is a genuine offer.

THE DR. WESTON PILL CO... 356 Yonge St., Toronto.

Henry W. Robertson, L. B. BARRISTER-AT LAW. 102 Prince William Street.

ST JOHN, N. B.

NOTICE.

The Undetaking Business conducted by John W. Shipp, at Hampstead, will be continued by the undersigned until further notice. DUNCAN C. SLIPP, Hampstead, N. B., Mar. 4, 1902. 3-8 im w HISTORIES: Of All Nations.

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SCIENCE: Selections from the Best
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N. B.

N. B.

FREE TO WEAK MEN—A valuable book,
"Facts About Health." It explains everything and fully illustrates the way of treatment at home for all obstacles to marriage.
Invaluable to all men who suffer from depleted nerve force or drains on the system,
caused by excesses, improper habits, worry
or overwork. Sent by mail in plain seeled
cover for two 2 cent Canadian stamps. Address the author, F. Clarke, Detroit, Mich.,
Box 352.

What is

Castoria is for Infants and Children. Castoria is a harmless substitute for Castor Oil, Paregorie, 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 Diarrhœa 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.

*Castoria is an excellent medicine for "Castoria is so well adapted to children that I recommend it as superior to any presents good effect upon their children."

ts good effect upon their children.

DR. G. C. Osgood, Lowell, Mass.

H. A. Archer, M. D. Brooklyn, N. Y THE FAC-SIMILE SIGNATURE OF

APPEARS ON EVERY WRAPPER.

SOUTH AFRICA.

No Armistice Yet and Operations Against Delarey Are to Be Pushed.

London, March 25.-It is understood here that although the visit of the Transvaal representative to Lord Kitchener was connected with peace overtures, ne-

Your affectionate father, JOHN GRAHAM.

COUGHING ALL NIGHT.

Credit Where Credit is Due.

executive did not submit any specific proan assurance of their pacific sentiments.

Beyond doubt the precise object of the Co., Kingston, Ont. mission is the meeting of the two exe-cutives of the former Transvaal and Orange Free State governments, in order to discuss whether a definite approach should be made to the British government lem for the raising of Dutch bulbs.

with proposals of peace.
Should terms be agreed on they will be based upon those put forward by General Botha at Middleburg. On the other hand,

Winnipeg, March 26 .- (Special) -- Henry Grant, immigration agent at Winnipeg, unticipates at least 10,000 people will come

to Canada this season from Dakota, Ne-braska, Iowa and Minnesota, 3000 having come already. DEAFNESS IS CURABLE.

Sufferers from impaired hearing will be gotiations are by no means far advanced, glad to know that their affliction is probthe principal reason for the coming in of ably not due to any organic defect in the the principal reason for the coming in of Schalk-Burger's party being to confer with the Orange Free State's government, notably Steyn and De Wet.

It may be taken as authoritative, however, that there is no question of an armistice yet, and that the military operations shortly to be undertaken against Delarey will be vigorously and uninterruptedly pushed forward.

There is reason to believe that the Boer There is reason to believe that the Boer recovered perfect hearing by using Catarreexecutive did not submit any specific proposed for the proposed form of t posals to Lord Kitchener, but merely gave At Druggists, or by mail, from Polson &

NERVOUSLY EXHAUSTED

Sleepless, poor digestion, easily tired, blue should Mr. Steyn and General De Wet prove irreconcilable, nothing whatever will be done to shorten the continuation of least the continuation of least living. sharpens the appetite and imparts a feelwas so strong that it came back of its own accord from every retailer they shipped it to. The first fellow will be exaggerating, and the second will be exaggerating, and the second will be exaggerating, and the third may be telling the truth. With him you must settle on the spot; but always remember that a man who's but always remember that a man who's making a claim never underestimates his

7 King Street, St. John, N. B. 10,000 Coming from United States to

