IN TWO MONTHS. Going over to Stanington, the other evening, says a writer in the New York

salary, or a \$1,000 man a \$3,000 salary.

But I remember getting badly deceived once. A young fellow came into the Chicago store and asked for a position. He was a red-cheeked little fellow, sported a nice mustache with ahort of help just then, and I made up my mind that I would offer him \$750 a year—that being my idea of his full

Next day I went into the man's store

When I came to town. I didn't see their mother, I presumed she was dead, but I didn't think it proper to ask.

Next day I went into the man's store

—ON HAND, AND TO ARRIVE—

"I want \$1,500," he promptly replied. "I think I'd be worth that to egraph office and sent you his order." ou; I can sell goods, Mr. Holbrook."

"Porter," remarked I with as grave a face as I could command as he finish and other Brands of FLOUR. you; I can sell goods, Mr. Holbrook." that I liked, and earnestness and direct- ed his narrative. "Here is one caution ness, but I laughed to myself st the idea of paying that youth \$1,500. Still you are off on the road to refrain from I determined to give him a trial if I intruding upon another salesman's could get him at about my own figure. territory. To do so makes trouble in So, after a little more conversation, I the store." asked if he would be willing to begin at I'll try and do so, but I suppose you \$70 a month. "It will take you some weeks," I added, thoroughly to ac- Holbrook. quaint yourself with our stock and our way of doing business. If you are worth more to us that fact will not be long in appearing and if it does appear you can rest assured that your salary

will be promptly raised." "It's a go," replied Porter-I call him Porter, although that wasn't his name. "When I was leaving St. Louis I assured the boys as I bade them goodbye that I wasn't coming back. So I be worth \$1 500 to you." to bring you to the same opinion. I'll began." begin at \$70 a month."

As I have said there was something for you.' about the young man that was preposessing in spite of his looking a little too much like a dude. So I engaged him at \$70 a month, convinced that I had about got his measure. Well, sir, he when she was a Child, she cried for Castoria, engine. He went through our stock as if he were a detective whose reputation depended upon his not missing anything. In an amazing short time he was master of all the preliminaries and he then went about selling goods, with the same assiduity. He would watch for a customer as vigilantly as a cat would watch a mouse, and once a man got into his hands he was gone -he had to buy to get rid of Porter. A couple of months after he entered the store we ment of a new and very handsome line | also use it for sore shoulders on our horses | Mrs. Wm. Hughey, Wilberforce P. O. of goods. No sooner were the samples Ont. or three of them came to me and said South gave up a fortune to marry an edthey thought they would like to go out itor. We come high, but they must have on the road for a week-they were sure us."-Ex. they could secure a good many orders for those goods. "All right." I said. and off they went. A week later one of the oldest salesman who had been making a trip through Southern Illinois. "What success!" I inquired. He replied with rather a crestfallen look that as yet he hadn't disposed of any of the goods, but that his customers were pleased that his customers were pleased

Mr. Holbrook, and I think I could sell them some of these new goods."

so that it seems to be quite unlikely that the road can be opened for traffic before next spring.—St. John Globs. them some of these new goods."

"All right, Porter," said I, and off he went. made his success the more remarkable, he got his orders in the very town, which my old salesmen that I've men here," "send 4 cases there," send 6 cases yonder," etc. On his return I invited him to come into my private office and congratulated him on the work he had done. He seemed gratified at my commendation, but about all he said was: "I thought I could show the ladd was the la sell some goods for you, Mr. Holbrook. Then I spoke to him about the largest order he had secured. His Cheese! Cheese eyes lit up and he remarked : "It was a tough job getting this order. I thought at first I was going to lose it." "How so?"

"Well, I went into the man's store and talked to him most of the afternoon, and talked to him most of the afternoon, but I couldn't fetch him. He said he Factory Cheese. liked the goods: he didn't kick at the price, but he wouldn't decide. I went back to the hotel disappointed, but after supper I felt better, and determined C. M. BOSTWICK & CO. I d go up to his home and make him a social call so that he wouldn't forget me, you see." "Yes, I see."

"Well, in the evening I called around to his house about 8 o'clock. I didn't know him nor any of his folks, and naturally felt a little embarrassed." "Naturally."

"Yes, but I told him that I disliked hanging around the hotels and took the liberty of calling on him. He answered the door bell himself and seemed glad to see me. He had four pretty daughters, and he introduced me to them, and pretty soon me and the girls were singing some popular songs, as nice as you please."

"I didn't know you sang Porter," "Oh, I sing a little, Mr. Holbrook. I find it helps in selling goods. Well, N Control of 1887,

Children Cry for | Pitcher's Castoria.

after the songs I sat down at the piano and played the girls a new waltz or two that they hadn't heard and then I felt that we were real good friends."

"And so you are a piano player." "Well, I manage to do a few tunes-Tribuse, I met Frank Holbrook on the brook. Holbrook, although still a I find it helps in our business, Mr. young man, is an old merchapt. He Holbrook. The girls' father sat by and was at the head of a Chicago branch of seemed to be greatly entertained with the house of A. T. Stewart & Co. for a the music, and when I got up from the time, and I got talking to him about piano, he thanked me heartily. 'Don't that enterprising class—the drummer. speak of it, said I. Then the girls and He told me this atory about one of I got to talking about one thing and another and pretty soon I noticed a I used to flatter myself, and Hol- banjo standing in one corner and deckbrook began, that I could size up the applicants for what they were worth, so as not to offer a \$3,000 man a \$1,000

"Then the banjo is another of your accomplishments, Porter." "I can pick the strings a little, Mr. waxed ends, and wore well-fitting Holbrook-1 find it helps in selling clothes. I looked him over and said goods. Well, I staid until 11 o'clock to myself: "Here's a young chap who and when I took my leave the father ean probably earn enough to pay his landlady, and have a few dollars a week and politely invited me to call again over for cigars and cologne. We were when I came to town. I didu't see value. After a little preliminary talk, bright and early. He tried to beg off I said to him: "Well, sir, what salary with taking 1 case of goods, but I Finally he gave in and I ran to the tel-

want me to sell all the goods I can, Mr. "Oh, yes. Let's see, Arthur, what salary are you drawing?" Seventy dollars a month, Mr. Hol

"And you have been with us how lone?" "Two months on Thursday. "And you wanted how much when vou came?" "Well, I told you I thought I would

brook."

intend to stay in Chicago. I think I "Very good, \$1,500 it is, your salary can sell goods, Mr. Holbrook, and hope at that figure, dating from the day you "Thank you very much, Mr. Holbrook-I think I can sell some goods

> When Baby was sick, we gave her Castoria When she had Children, she gave them Castoria,

GENERAL NOTES AND NEWS The new Governor-General will sail for Canada the first week in June.

A Family Friend. Dear Sirs,—We have used Hagyard's Yellow Oil for sore throat and colds, and

displayed among the clerks than two "We saw an item where a girl down

Prevailing Sickress. ternal remedy for all these and other

There is very little prospect that the with the samples he showed them and commercial purposes. The route across were likely to send in their orders later. Maine has been found to be so very I think Porter heard this conversa- heavy that it will take until December tion. At all events he came to me that next to complete the road bed. The afternoon and said he wished I would bridging will scarcely be completed then, spare him a few days. "I have some the rails will have to be laid after that,

Thankful.

Well, sir, he was back inside of a week, and in that time he sold—I won't venture to say from memory how many cases of goods. But I remember he did surprisingly well. And what

SAMPLES BOMINION tioned worked to no purpose. Along came Porter's telegram's, "send 2 cases Horse Liniment.

IN STORE AND TO ARRIVE: 2,500 BOXES

For sale low in lots by MIRAMICHI

STEAM BRICK WORKS BRICK MANUFACTURING

They are located near a siding of the Intection of the Intercolonial Railway. All orders attended to promity. Brick delivered f. o. b. cars, or at wharf G. A. & H. S. FLETT. lelson Miramichi, N. B. May 2, 1887

INFORMATION.

I will pay the highest prices in cash for any of the following RAW FURS:-Otter, Beaver, Bear, Mink, Martin, Lynx, Fox. Rat.

JAMES BROWN.

General Buiness.

Japanned, Stampell THE PARTY OF THE P Plain Tinware, would invite these shout to purchase, to

The Feerless Creamer ROCHESTER LAMP. The Success OIL STOVI

Parlor and Cocking Stove withPATENT TELESCOPIC OVEN

A. C. McLean, 100 Chests of well selected TEA

would you expect—what do you think you would be worth to us?"

would you expect—what do you think you would be worth to us?"

which will be sold low at small advance for Cash.

Wy TEAS at 20c. 25c, and 30c, give general satisfaction and are better than any yet offered. -IN STORE-

CORNMEAL, OATMEAL, BEEF, PORK, LARD, BUTTER, TOBACCO AND St'GAR, at bottom prices. -ON CONSIGNMENT-160 Qtl. GOOD CODFISH.

R HOCKEN. IT COSTS NOTHING

YOUR EYES EXAMINED at MACKENZIE'S MED. CAL HALL, Chathan and a pair of Specticles or Eye Glasses FITTED SCIENTIFICALI Y HUNDREDS FITTED: AND DELIGHTED.

CEDAR SHINGLES PINE CLAPBOARDS, HEM Dimensions Pine Lumber etc., etc.,

J. D. B. F.MACKENZIE

THE MEDICAL HALL

FOR SALE BY CHO. BURCHILL & SONS Cheese. Cheese. LANDING TO-DAY

2413 Boxes Late Made Cheese C. M. EOSTWICK, & CO.,

THE ATLAS ASSURANCE COMPANY Loudon and THE NATIONAL of Ireland, w

WARREN C. WINSLOW, Barrister, WATER STREET, . . CHATHAM

COFFINS & CASKETS ROSEWOOD & WALNUT COFFINS,

**COFFIN FINDINGS** AND ROBES, W. M. M. FAN. - Undertaker

MIRAMICHI STONE WORKS John H. Lawlor & Co. MANUFACTURE S OF AND DEALERS IN



Monuments. Headstones. Tablets, Etc., Etc.,

CHATHAME N. B. PAINT

SAVE MONEY, BY USI & PLENTY OF PAINT FIRE-PROOF OIL GLOSS PURE WHITE LEAD, Extra Value, Coloil, READY MIXED PAINTS in ure Polish, Dry Red Lead, Yellow Ochre, z. PAINT BRUCHE (in great Vast Finshes, (extra value), LINSEED
ILS, beiled and raw, PUTTY in bladders, WINDOW GLASS,

in all sizes, and at specially close prices. -FOR SALE BY-GEORGE WATT. CHATHAM, March 27th 1888

GENERAL BUSINESS.

"Castoria is so well adapted to children that I recommend it as superior to any prescription known to me." H. A. ARCHER, M. D., Festion. 111 So. Oxford St., Brooklyn, N. Y. Without injurious medication. THE CENTAUR COMPANY, TO MULTAY Street, N. N.

for Infants and Children.

Fire, Marine & Life INSURANCE AGENCY AT

CHATHAM, - - N. B. The undersigned is prepared to Insure property from fire in the County of Northumberland in the following Old and Reliable English, American and Canadian Fire Insurance Companies.

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The Lordon & Liverpool & Globe Insurance Company of London, Imperial Phoenix Fire Assurance Fire Insurance Association, Limited,

Lancashire Insurance Company London & Lancashire Insurance Company Norwich Union Fire Insurance Society AMERICAN.

of Manchester

Liverpool

Norwich

of Montreal

The Aetna Insurance Company
"Hartford " of Hartford Hartford "

CANADIAN

The Royal Canadian Assurance Company Western Assurance Company

MARINE INSURANCE

Risks taken on Vessels, Cargoes, Freight and Disbursements' Sterling Certificates issued, if required, in the following Marine Insurance Companies.— Boston Marine Insurance Company

Manheim Insuranco Company of Manheim Royal Canadian Insurance Co., of Montreal British America of Toronto of Toronto

LIFE INSURANCE. of Edinburgh. The Standard Life Assurance Company

The Rates of Insurance in this Office are low and the Bonuses Low Rates, Fair Settlements and prompt payment of Losses

Thos. F. Gillespie, Insurance Agent

Chatham, July 11th, 1887. The Scientific American.

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This funrivalled periodical, which has been published by Munn & Co. for more than forty years continues to maintain its high reputation for excellence, and enjoys the largest circulation ever attained by any scientific publication. Every number contains sixteen large pages, beautifully printed elegantly illustrated; it presents in popular style a descriptive record of the most novel, interesting and unportant advances in Science, Arts and Manufactures. It shows the progress of the World in respect to New Discoveries and improvements, embracing Machinery, Mechanical Works, Engineering in all branches, Chemistry, Metalugy, Electricity, Light, Heat, Aichitecture, Domestic, Economy, Agriculture, Natural History, etc.

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Dry Goods and Furniture Commissioner of the North Shore will continue to sell Dry Goods and Furniture

at the LOWEST LIVING PROFITS. Just Received 50 Pieces New Prints, 40 Pieces Ginghams, Grey Cottons (all prices). My 6 and 7 ct Cottons are extra value, White Cottons, Dress Goods, Lining Cottons, Hemp Carpets from 12cts per yard. Wool and Tapestry Carpets.

10 Cases and 7 Bales General Dry Goods nearly completing my Spring stock, call in and examine, all goods are marked very low. Samples of any Goods sent FREE.

FURNITURE. over \$2000 worth of New Furniture now on hand to select from.

Prices to suit the times. B. FAIREY, Newcastle, Bills of Lading.

Just received by English Mail, Invoices and Bills of Lading for Importations of SPRING AND SUMMER DRY GOODS.

00 VALUED AT 00 THOUSANDS OF POUNDS STERLING. now in transit FROM GREAT BRITAIN, where our Mr. Suther land is at present making selections and trading at short range with Manufacturers—purchasing with Spot Cash at head quarters and knocking down Bargains every time, in the right place. These goods comprise, besides Carpets, Floor-Cloths, Household Goods, and Wearing Apparel for the people, the

NOVELTIES OF THE THREE KINGDOMS-EVERYTHING TO BE FOUND IN A FIRST CLASS STORE. would do well to consider and wait the arrival of these goods.

which must have a rapid sale. Sutherland & Creaghan, - - - Wholesale and Retail. Newcastje 20th March, '88,

for Sale and to Zet.

DWELLING HOUSE For Sale or to Let

David McIntosh FOR SALE.

WESLEYAN CHURCH PROPERTY BEST BUSINESS STANDS IN TOWN, The buildings arein ood repair and suita ble FOR WARRHOUSE OR FACTORY. J. B. SNOWBALL

To Sell or Let. The property now in the occupation of William McTavash on the south side of the Northwest river, Miramichi, in the Parish of Southeek. For particulars apply to -12 RICHARD HUTCHISON.
Douglastown, 20th March, 1888.

To Sell or Let. The property lately in the occupation of David Petrie, on the North Side of the River Tabusintac, in the Parish of Almwick. For particulars ap-sly to -12 RICHARD HUTCHISON Douglastown, 20th March, 1888. HAY FOR SALE

The Subscriber has for sale afty tons prime thay from the famous Stewart or "Ferguson" farm Bathurst, which will be sold in quantities to suit purchasers. Apply at the Livery Stable.

FRED B. SEARLE. Hay For Sale.

3 Tons good upland Hay, at \$12 a Ton. Apply to Mrs. F. J. LETSON.

Horse for Sale. Apply to GEO. DICK. Chatham.March 21st. '83. Cows for Sale. The Subscriber offers for sale

TWO COWS ne of which has a calffive days old and the F. W. RUSSELL BLACK BROOK, March 21st, 88, For Sale

Five Tons Good Feeding Straw. Apply to Chatham, 2nd March, 1888. Begal Aotices.

Mortgage Sale. his wife, and to all others whom it may concern:

Notice is hereby given that by virtue of a power of Sale, contained in an indenture of Mortgage, dated the 10th day of April, A. D., 1879, mare between the said John Johnstone, and Josephine his wife of the first part, and Mary Rundle, of Newcastle, in the said County, Widow, and Wm. Park and Allan Ritchie, both of Newcastle aforesaid, Merchants.—Executive and Executors of the late John Rundle, late of Newcastle aforesaid, Merchant, deceased, of the second part, registered in volume 50, of the Northumberland County Records, pages 346, 347 and 348 and numbered 283 in said volume, there will for the purpose of satisfying its inconeys secured by the said mortgage, default having been made in payment thereof, be said at Public Auction, in front of the Englise House, in the town of Newcastle, in the said County, on Monday, the

30th day of April next, and self-reliant; subscribe for your workpen—It will be likely to give them a practical lift is life. Terms, \$3.00 a year; \$1.50 six months. Remit by Fostal Order or Cheek.

MUNN & CO., Publishers, 361 Broadway, N. Y. Subscriptions received at the "ADVANCE" Office, Chatham.

PATENTS.

Any person who has made an invention, and desires to know whether it is probably new and parviable, can obtain advice concerning the same, free of sherys, by writing to Muss & Co., publisher Scientific American, OS1 Broadway, New York. For the past forly three years, respectively of the outst side of the River Mapan, in the Parish of Clencing this fiftee. Patents obtained in Canada and all other countries. Hand-book about patents sent free.

Address, MUNN & CO., 361 Broadway, N. Y.

A FEW FACTS ABOUT THE

TREATY

Notwithstanding Canada has forfeited all her rights in this matter rights to the Canadians in re the Fishery muddle, still for the fursion of the Canadians in re the Fishery muddle, still for the fursion of the canadians in the past the Dry [Goods and Furniture Commissioner]

Many Goods and Furniture Commissioner at 12 o'clock noon, the Lands and Premise

MARY RUNDLE, Executrix

WM PARK
ALLAN RITCHIE
Late John Rundle deceased, Mortgage SHERIFF'S SALE

To be sold at Public Auction on Saturday, the 26th day of May next, in front of the Post Office in Chathair, between the hours of twelve noon and five o'clock p. m.—
All the right, title and I terest of John Bellin and to all that piece or parcel of Land situate, lying and being on the South side of the River Napan, in the Parish of Glenelg, in the County of Northun: Derinand and Province of Now Brunswick, abutted and bounded as follows; to wit:—on the front or Northerry by the salt River Napan, on the lower of Easterly side by lands owned by John McLean and David McLean, and above or Wester's by lands occupied by the widow of the late John Bryce deceased, and Southerly or in rear by lands owned by Mrs. Samuel McKnight—beirg of the width of Forty Rods in front and extending to the rear to the full extent of the original grant, being part of the Lot number Thirty gran, and being the land and premises occupied by the said John Bell and on which he at present resides, containing 100 acres more or less—
The same having been selzed by me under and y virtue of an execution issued out of the Northumberland County Court by Thomas Hall, John Palrent.

JNO SHJRREFF,
Sheriff's Office, Newcastle,
Sheriff of North 'd-

Executors' Notice.

All persons having any i-a iclaims against the estate of the late William Monahan, Merchani of Nelson, deceased, are requested to present the same duly attested within three months from date and all persons indebted to the said estat are requested to make immediate payment to Nelson, N. B., 18th Fcb., 1888. NOTICE.

Escuminac, Feb. 9, '88, Mrs. P. Walsh. NOTICE. Any person found trespassing on the estate the late A, A. Cowden, Esq., will be prosecute SUSAN COWDEN: Nels in Jan, 24th, 1887

GENERAL BUSINESS

WHAT YOU CAN GET AT THE Newcastle Drug Store.

PLUSH GOODS, ---CONSISTING OF:-Brush and Comb Cases, Ladies' and Gents' Dressing Cases Shaving Cases, Glove and Handkerchief Boxes, Perfumery

Cases, Baby Dressing Cases, Manicures, Clocks, Mirrors (set

in Plush), Wall Pockets, Photo Frames. Perfumery

Boxes and Baby Dressing Cases are Musical and play two tunes each. SILVERWARE,

- -- CONSISTING OF-

CARD BASKETS, BREAKFAST CRUETS, SALTS, ECC -ALSO-

Cups, Vases, Toilet Sets, Fancy Moustache Cups, Cut Glass Bottles Chinese Lanterns, Japanese Fire Screens, Bronze Clocks, Smokers' Sets, Cribbage Boards, Ink Stands, Work Baskets (German,) Perfumery in Fancy Bottles. There is the largest and best assortment in Mlramichi at the

NEWCASTLE DRUG STORE NEXT NEW POST OFFICE. E. LEE STREET. Newcastle, Dec. 11th 1886

OURSE

"Where are you going to buy your Dry Goods?" "At B. Fairey's Newcastle,

Most Certainly." He has also the largest' cheapest and best stock of furniture in the

NEW PLUSH AND HAIR CLOTH LOUNGES B. FAIREY, Newcastle.

A Complete Collapse of Prices

Sutherland & Creaghan's, Newcastle. Grey Union Flannels, 25 inches wide, 12 to 15cts per vard. Grey, pure all-wool Flannels 27 in. wide, 20 A Good, strong Grey Cotton A Good, thick, very wide Cotton
Fine Dress Melton Cloths, all Colors, 10, 12, & 15 Very fine Saxony Melton Flannels, 18 & 20 "P E Island Grey or White Twill Homespun 3C" Ladies' all wool, Knitted Stockings, 25 " pair, Blankets and Wool Gooods of all kinds cut away down in price-Goods must be moved off regardless of cost-before Stock taking.

Sutherland & Creaghan,
Wholesale & Retail, Direct Importers.

We have made our SEASON'S ITRCHASES and CONTRACTS

with Manufacturers, and our representatives Having Revised their Prices Rearranged Their Samples,

CLARKE, KERR & THORNE, Hardware Merchants.

St. John, Feb. 7th, 1888. JOB - PRINTING

Chatham.

Having completed the removal of the ADVANCE establishment to the building next N. B. Trading Co's. office, Lower Water Street, we are now prepared to execute all kinds or

BOOK AND JOB - PRINTING in first class style. This establishment was the only one in the Province in a position to enter into competition with the city offices at the

Dominion Centennial Exhibition

at St. John, where it received a -MEDAL AND DIPLOMAfor "Book and Job Printing' and "Letter-Press Printing." This is

good evidence of the fine character of its work, We have also, constantly on sale a large line of blank-forms such RAILWAY SHIPPING RECEIPTS. FISH INVOICES, (newest form.) MAGISTRATES' BLANKS. DEEDS AND MORTGAGES.

SUPREME AND COUNTY COURT BLANKS. SHERIFFS' BLANKS. TEACHERS' AGREEMENTS SCHOOL ASSESSMENT FORMS Етс.; Етс., Етс. Send along ; our orders.

Chatham N. B.

D. G. SMITH.