

A SMART DRUMMER.

HOW HE GOT HIS SALARY DOUBLED WITHIN TWO MONTHS.

Going over to Stanington, the other evening, says a writer in the New York Tribune, I met Frank Holbrook on the street. Holbrook, although still a young man, is an old merchant. He was at the head of a Chicago branch of the house of A. T. Stewart & Co. for a time, and is now talking to him about that enterprising class—the drummer. He told me this story about one of them:

"I used to flatter myself, and Holbrook began, that I could size up the applicants for what they were worth, so as not to offer a \$5,000 man a \$1,000 salary, or a \$1,000 man a \$2,000 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 wavy ends, and wore well-fitting clothes. I looked him over and said to myself: 'Here's a young chap who can probably earn enough to pay his landlady, and have a few dollars a week over for cigars and cologne. We were short of help just then, and I made up my mind that I would offer him \$750 a year—this being my idea of his full value. After a little preliminary talk, I said to him: 'Well, sir, what salary would you expect—what do you think you would be worth to us?'

"I want \$1,000," he promptly replied. 'I think I'd be worth that to you.' 'I can sell goods, Mr. Holbrook.' There was something in his manner that I liked, and earnestness and directness, but I laughed to myself at the idea of paying that youth \$1,000. Still I determined to give him a trial; if I could get him at about my own figure, so, after a little more conversation, I asked if he would be willing to begin at \$700 a month. 'It will take you some weeks,' I added, thoroughly to acquit yourself with our stock and our way of doing business. If you are worth more to us than that I 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. 'Then I was leaving St. Louis I assured the boys at I had them good-bye that I wasn't coming back. So I intended to stay in Chicago. I think I can sell goods, Mr. Holbrook, and hope to bring you to the same opinion. I'll begin at \$700 a month.'

"As I have said there was something about the young man that was progressing in spite of his looking a little too much like a dude. So I engaged him at \$700 a month, convinced that I had about got his measure. Well, sir, he started in the next day like a steam 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 he had 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 received from New York a consignment of a new and very handsome line of goods. As you know were the samples displayed among the clerks that two or three of them came to me and said they thought they would like to go out on the road for a week—they were sure they could secure a good many orders for those goods. 'All right,' I said, and off they went. A week or two later they returned. He was one of the oldest salesmen who had been making a trip through Southern Illinois. 'What success?' I inquired. He replied with rather a crestfallen look that as yet he had not disposed of any of the goods, but that his customers were pleased with the samples he showed them and were likely to send in their orders later. I think Porter heard this conversation. At all events he came to me that afternoon and said he wished I would spare him a few days to visit some customers down in Southern Illinois. Mr. Holbrook, and I think I could sell these of these new goods.

"All right, Porter," said I, and off he went. '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 made his success the more remarkable, he got his orders in the very town, which my old salesmen that I've mentioned worked to no purpose. Along came Porter's telegram, 'Send 4 cases 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 sell some goods for you, Mr. Holbrook. Then I spoke to him about the largest order he had secured. His 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, but I couldn't fetch him. He said he 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 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."

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—I find it helps in our business, Mr. Holbrook. The girls' father sat by and seemed to be greatly entertained with the music, and when I got up from the piano, he thanked me heartily. 'Don't speak of it,' said I. Then the girls and I got to talking about one thing and another and pretty soon I noticed a banjo standing in one corner and decked out with bright ribbons. I asked the girls which one of them played it, and they said they got it for ornament, and that none of them could play on it. So, greatly to their delight, I got down the banjo and gave them a lesson on it."

"Then the banjo is another of your accomplishments, Porter?"

"I can pick the strings a little, Mr. Holbrook—I find it helps in selling goods. Well, I staid until 11 o'clock and when I took my leave the father and his girls came to the door with me and politely invited me to call again 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 bright and early. He tried to beg off with taking 1 case of goods, but I wouldn't hear it. 'Take 6 or nothing,' I said. 'One case will help sell another. Finally he gave in and I ran to the telegraph office and sent you his order.'

"Porter," remarked I with a grave face as I could command as he finished his narrative. "Be careful when you are off on the road to refrain from strutting upon another salesman's territory. To do so makes trouble in the store."

"I'll try and do so, but I suppose you want me to sell all the goods I can, Mr. Holbrook."

"Oh, yes. Let's see, Arthur, what salary are you drawing?"

"Seventy dollars a month, Mr. Holbrook."

"And you have been with us how long?"

"Two months on Thursday."

General Business.

TIN SHOP.

As I have now in hand a larger and better assortment of goods than ever before, I would invite those who desire to purchase, to call on me. My stock is now on hand, and I am ready to take orders for the following: Japanned, Stamped, Plain Tinware, The Peerless Creamer, ROGERS' LAMP, The Success OIL STOVE, Parlor and Cooking Stove with PATENT TELESCOPE OVEN, the kind of which can be taken out for cleaning, thereby saving away the trouble of pipe oven as is the trouble with other stoves.

A. C. McLean.

LONDON HOUSE.

ON HAND, AND TO ARRIVE—100 Chests of well selected TEA which will sell low at small advance for cash. TEAS at 50c, 60c, and 70c, give general satisfaction and are better than any yet offered.

R. HOCKEN.

IT COSTS NOTHING.

YOUR EYES EXAMINED AT MACKENZIE'S MEDICAL HALL, Chatham and a pair of Spectacles or Eye Glasses.

CEDAR SHINGLES, PINE CLAPBOARDS, HEMLOCK BOARDS, Dimensions Pine Lumber etc., etc.

CHEESE. Cheese.

DEEP.

STEAM SAW MILLS.

COFFINS & CASKETS.

MIRAMICHI STONE WORKS.

CHEESE! CHEESE!

FACTORY CHEESE.

MIRAMICHI STEAM BRICK WORKS.

BRICK MANUFACTURING.

WINDOW GLASS.

GEORGE WATT.

GENERAL BUSINESS.

CASTORIA.

for Infants and Children.

Castoria is so well adapted to children that I recommend it as superior to any prescription known to man.

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.

ENGLISH. The London & Liverpool & Globe Insurance Company of London, Imperial, Phoenix Fire Assurance, Fire Insurance Association, Limited, Lancashire Insurance Company, London & Lancashire Insurance Company of Norwich.

AMERICAN. The Aetna Insurance Company of Hartford, Hartford, Western Assurance Company of Montreal, Citizen.

CANADIAN. The Royal Canadian Assurance Company of Montreal, Western Assurance Company of Toronto.

MARINE INSURANCE. Risks taken on Vessels, Cargoes, Freight and Disbursements Sterling Certificates issued, if required, in the following Marine Insurance Companies.

LIFE INSURANCE. The Standard Life Assurance Company of Edinburgh.

Thos. F. Gillespie, Insurance Agent, Chatham, July 11th, 1887.

The Scientific American.

ESTABLISHED 1845. Weekly, \$3.00 a Year — \$1.00 for Six Months.

Notwithstanding Canada has forfeited all her rights in this matter and notwithstanding the Yankees have forfeited all their rights to the Canadians in the Fishery muddle, still for the future as in the past the Dry Goods and Furniture Commissioner of the North Shore will continue to sell Dry Goods and Furniture at the LOWEST PRICES.

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.

Bills of Lading.

Just received by English Mail, Invoices and Bills of Lading for Importations of SPRING AND SUMMER DRY GOODS, VALUED AT THOUSANDS OF POUNDS STERLING.

NOVELTIES OF THE THREE KINGDOMS. STOREKEEPERS, TRADERS, HOUSEKEEPERS AND THE SHOPPING PUBLIC would do well to consider and wait the arrival of these goods, which must have a rapid sale.

Sutherland & Creaghan, Wholesale and Retail, Newcastle 20th March, '88.

For Sale and to Let.

DWELLING HOUSE For Sale or to Let.

David McIntosh FOR SALE.

WESTLAWN CHURCH PROPERTY.

TO Sell or Let.

HAY FOR SALE.

Hay For Sale.

Horse for Sale.

Cows for Sale.

For Sale.

Mortgage Sale.

30th day of April next.

PATENTS.

FISHERY TREATY.

SHERIFF'S SALE.

Executors' Notice.

NOTICE.

NOTICE.

NOTICE.

NOTICE.

NOTICE.

GENERAL BUSINESS.

JOHNSON'S FOR INTERNAL AND EXTERNAL USE.

ANODYNE LINIMENT.

SAY! JUST READ THIS.

Newcastle Drug Store. PLUSH GOODS.

SILVERWARE.

NEWCASTLE DRUG STORE.

OF COURSE!

Most Certainly.

Sutherland & Creaghan's, Newcastle.

FOR THE SPRING TRADE.

JOB-PRINTING.

LOWER Water St. CHATHAM, MIRAMICHI.

BOOK AND JOB-PRINTING.

DOMINION CENTENNIAL EXHIBITION.

MEDAL AND DIPLOMA.

RAILWAY SHIPPING RECEIPTS, FISH INVOICES, (nowest form), MAGISTRATE'S BLANKS, DEEDS AND MORTGAGES, SUPREME AND COUNTY COURT BLANKS, SHERIFF'S BLANKS, TEACHERS' AGREEMENTS, SCHOOL ASSESSMENT FORMS, ETC., ETC.

D. G. SMITH.