THE DAILY KLONDIKE NUGGET: DAWSON, Y. T.



Chicago, March 1, 189-. [the position of buyer through giving Dear Pierrepont :-- When I saw you up their office hours to listening to start off yesterday I was just a little anecdotes. I never saw one that uneasy; for you looked so blamed im- liked a drummer's joke more than 'an portant and chesty that I am inclin- eighth of a cent a pound on a tierce ed to think you will tell the first of lard. What the house really sends customer who says he doesn't like you out for is orders.

our sausage that he knows what he Of course, you want to be nice and hitching-post was laughing, and I becan do about it. Rapartee makes mellow with the trade, but always reading lively, but business dull. remember that mellowness carried for the joke, not understanding at teo far becomes rottenness. You first that the reason why I couldn't And what the house needs is more can buy some fellows with a cheap

business ought to treat solemnly. giving a man what he likes, though I thing in hats, it's safer when you're Half the people in the world take a never knew smoking to do anything good except a ham, or flattery to joke seriously from the start, and the other half if you repeat it often help anyone except to make a fool of Real buyers ain't interested in

enough. -Only last week the head of himself. our sausage department started to much besides your goods and your put out a tin-tag brand of frankprices. Never run down your comfurts, but I made him take it off the petitor's brand to them, and never market quicker than lightning, belet them run down yours. Don't get cause I knew that the first fool who hold your nose so high in the air would grin a little at first, they'd that an order can travel under it built right-to go to an old city was the license. And, though people without your seeing it. You'll meet begin to look serious after a while; good many people on the road that and whenever the butcher tried to sell them our brand they'd imagine heir business. 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 humor, it really only carries him to the point where he will join in a laugh at the expense of the other fellow. There is nothing in the heartily when the laugh is on him,

orders.

and to pretend that he likes it. Speaking of sausage with a registered pedigree recalls to mind a little experience that I had last year. a claim never underestimates his A fellow came into the office here case and that you can generally comwith a shriveled-up tan spaniel, one of those curly, hairy lettle fellows promise for something less than the that a woman will kiss and then first figure. With the second you grumble because a fellow's moustache tickles. Said he wanted to sell nim. I was not really disposed to add a dog to my troubles, but on general principles I asked him what he want-

ed 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 cheap salt before he jobbed it out to record-breaking, marked-down sacri- his trade. fice sale of the year on dogs; that it wasn't really money he was after first is in knowing which is which, but a good home for the little chap. Said that I had a rather pleasant you'll not travel very far for the face and that he could trust me to house. For your own satisfaction I treat Dandy kindly; so-as a gift-he will say right here that you may would let me have him for five hun-

dred things "Cents ?" says 1. "Dollars," says he without blink-

were not so young." Wanted to all that the assessment called for, the coming season; there are several know what I meant by coming swell- his wealth principally is. in real matters other than routine to reing around in song-and-dance clothes estate and in securities, which were ceive attention. It is the general be-

a humorous get-up my clothes were the original end-man's gag. I noticed on the way back to the

hotel that, every fellow holding up a gan to look up and down the street see it because I was it. Right there Sausage is the one subject of all cigar and some with a cheap compli- I began to learn that, while the others that a fellow in the packing ment, and there's no objection to Prince of Wales may wear the right low the styles that the hotel clerk sets; that the place to sell clothes is in the city, where everyone seems

to have plenty of them; and the place to sell mess pork is in the country, where everyone keeps hogs. That is why when a fellow comes to me for advice about moving to a saw the tin-tag would ask if that on your knees for business, but don't new country, where there are more

I wrote in to the house pretty ou won't like, but the house needs often on that trip, explaining how it was, going over the whole situation

Some fellows will tell you that we very carefully, and telling what our lay the hose on our dry salt meat competitors were doing, wherever I efore we ship it and that is shrinks could find that they were doing anyn transit like a Baxter street Jew's thing.

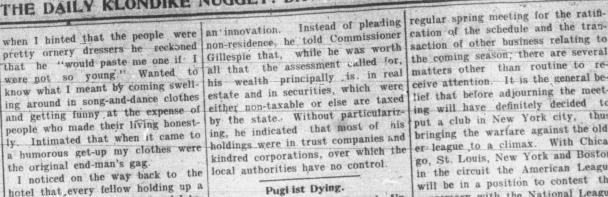
all-wool suits in a rainstorm; that I gave old Hammer credit for more that even when a man has a sense of they wonder how we manage to pack curiosity than he possessed, because solid gristle in two-pound cans with- when I reached Cairo I found a tele- day in Madison Square Garden and out leaving a little meat hanging to gram from him reading : "Know it; and that the last car of lard was what our competitors are doing; they weeks. Those in charge of the affair 30 strong that it came back of its are getting all the trade. But what have outdone themselves in preparing world sicker looking than the grin of own accord from every retailer they are you doing ?'' I saw then the attractive features. The huge arena the fellow who's trying to join in shipped it to. The first fellow will time for explaining was gone and be lying, and the second will be ex- that the moment for resignation had aggerating, and the third may be arrived; so I just naturally sent in telling the truth. With him you my resignation. That is what we must settle on the spot; but always will expect from you-or orders. Your affectionate father, remember that a man who's making

JOHN GRAHAM.

Vauderbilts Reduction.

New York, March 6. - George W. Vanderbilt has appeared before Commust sympathize, and say that the matter will be reported to headquar- missioner Gillespie of the departters, and the boss of the canning ment of taxes and assessments, and room called up on the carpet and obtained a reduction of his personal made to promise that it will never assessment from \$2,000,080, which nates of the American League have happen again. With the first you was fixed by the last board, to \$10,needen't bother. There's no use 000 ieeding expensive "hen-food" to an

Vanderbilt introduced something of While the meeting is ostensibly the chances are that the car weighed out-



Chicago, March 6 .- Samuel Uphouser, known in pugilistic circles as the "Brighton slasher," is dying at his home at 817 West Twenty-second street, as the result of a knock-out blow he received in a fight at the Bricklayers' Hall Sunday night. The police are searching for his opponent in this battle, but can only learn that he is known as "Young Choynski," and no one knows where he can

be found. It was in the fourth round of the fight that Uphouser received injuries likely to prove fatal. He had received terrible punishment in the second and third and in the fourth was sent to the floor. His head struck the floor sharply and he was carried from the ring unconscious and later taken to his home. Since then his condition has been serious, and this morning he was reported to be dying

Sportsmen's Show Opens.

New York, March 5 .- The eighth annual sportsmen's show, under the auspices of the National Sportsmen's Association, opened auspiciously towill continue during the next two sportsmen's paradise with all the attractions and picturesque features afforded by wood and stream. During the exhibition there will be carried out an attractive program of aquatic sports, shooting contests, fly and bait casting competitions and other contests of sport.

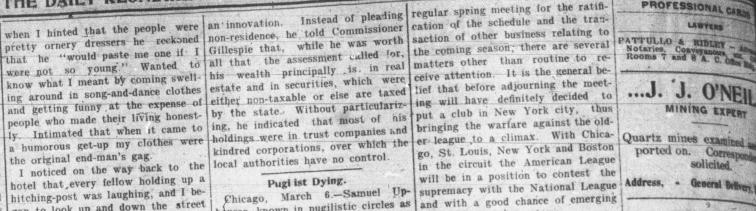
American League Meet ng. 2.

Detroit, Mich., March 5 .- Today the eyes of the baseball world are turned to Detroit where the maggathered for a meeting which promises to have important results for In applying for this reduction, Mr. the future of the national game.



H. TE ROLLER.

TRUSTEE.



stitution

Address, - General Beliver from the struggle on top. EMIL STAUF . REAL ESTATE, MINING AND "Can I get this note shaved ?" he gent for Harper & Ladne larper's Addition, Menn timidly asked the money lender: The Imperial Life

"Gracious," exclaimed the broker as he glanced at the date, "It's old Collections Promatly and enough to need it !"-Atlanta Conand Bust Bought

THURSDAY, MARCH &

PROFESSIONAL CAR

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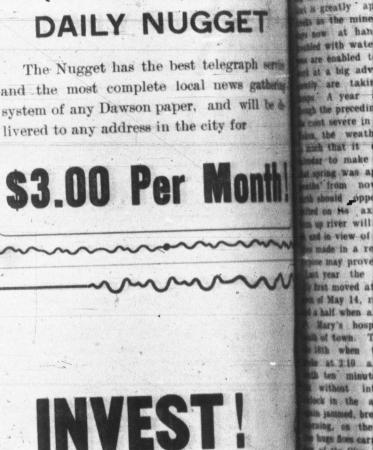
Break



DAILY NUGGET

The Nugget has the best telegraph serve and the most complete local news gathered system of any Dawson paper, and will be a livered to any address in the city for

IN VES



8 first

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at

ing. "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, you would enjoy a better reputation.

said : "The sausage business is too poor to warrant our paying any such life on the road you simply won't price for light-weights. Bring around let it happen. So just send us your a bigger dog and then we'll talk;" address every day and your orders. but the fellow only shook his head They will tell us all that we want to sadly, whistled to Dandy, and walk-

ed off when a man cracks a joke in the stealer in the street. There's such river towns down Egypt ways, near butcher to the jeers of every doga thing as carrying a joke too far, Cairo. and the lellow who keeps on pretendin the end.

our corn-fed brand hams.

idea that buyers are only interested that one. in baseball and funny stories, and But when I caught the proprietor of fact mighty few men work up to not even look at my samples, and

First-When you send us orders. Second-More orders. Third-Big orders.

old Dominick that sucks eggs. The

more than it was billed, and that the

fellow played the hose on it himself

and added a thousand pounds of

Where you're going to slip up at

but if you don't learn pretty quick

know you are in a fair way of be-

coming a good drummer by three

If you do this you won't have great time to write long letters, and we won't have a great deal of time. to read them, for we'll be very, very busy here making up and shipping the goods. We aren't specially interested in orders that the other fellow

but I had laid myself open, so I just gets, or in knowing how it happened after it has happened. If you like

I was cured of sending information I simply mention this little inci- to the house when I was very, very dent as an example of the fact that young-in fact, on the first trip made on the road. I was traveling middle Ages he is apt to affect the out of Chicago for Hammer & Hawsausage market in the Nineteenth kins, wholesale dry goods; gents' furcentury and to lay open an honest nishings and notions. They started me out to round up trade in the

I hadn't more than made my first ing that he's paying for pork and town and sized up the population begetting dog is pretty apt to get dog fore I began to feel happy, because I saw that business ought to be very But all that aside, I want you to good there. It appeared as if everyget it firmly fixed in your mind right body in the town needed something at the start that this trip is only an in my line. The clerk of the hotel experiment, and that I am not at all where I registered wome a dicky and sure that you were cut out by the his cuffs were tied to his neck by lord to be a drummer. But you can pieces of string run up his sleeves, figure on one thing-that you will and most of the merchants on the never become the pride of the pond main street were in their shirtby starting out to cut figure eights sleeves-at least those who had before you are firm on your skates. shirts were-and so far as I could A real salesman is one part talk judge there wasn't a whole pair of and nine parts judgment to tell galluses among them. Some were when to use the one part of talk. using wire, some a little rope, and Goods ain't sold under Marquess of others just faith-buckled extra Queensberry rules any more, and you tight. Pride of the Prairie XXX will find that knowing how many flour sacks seemed to be the nobby rounds the Old 'Un can last against thing in boy's suitings there. Take the Boiler-Maker won't really help it by and large, if ever there was a to land up the junior partner with town which looked as if it had a big, short line of dry goods, gents' furn-A good many salesmen have an ishings and notions to cover it was

Tom Lipton, and that business is a of the general store during a lull in side line with them; but as a matter the demand for navy plug, he would F STARST IS THE BEST INVESTMENT EVER OFFERED TO THE PUBLIC.

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JARTZ

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LEW CRADEN.

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