

## A SMART DRUMMER.

HOW HE GOT HIS SALARY DOUBLED WITHIN TWO MONTHS.

Going over to Stantington, the other evening, says a writer in the New York Tribune, I met Frank Holbrook on the brook. 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 I got 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 \$3,000 man a \$1,000 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-checked little fellow, sported a nice mustache with waxed 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 cognac. We were short 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 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 \$1,500," 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 \$1,500. Still, I determined to give him a trial if he could get him at about my own figure. So, after a little more conversation, I asked if he would be willing to begin at \$70 a month. "It will take you some weeks," I added, thoroughly to acquaint yourself with our stock and our way of doing business. If you are worth more to us than 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 I had them money, but that I wasn't coming back. So I intend 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 \$70 a month."

As I have said there was something about the young man that was prepossessing 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 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 went about selling goods, with the same acidity. 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 received from New York a consignment of a new and very handsome line of goods. No sooner were the samples displayed among the clerks than 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 later one of them 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. "I have some customers down in Southern Illinois, Mr. Holbrook, and I think I could sell them some 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 salesman that I've mentioned worked to no purpose. Along came Porter's telegram, "Send 2 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."

"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, Children Cry for

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,' said I. '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 as grave a face as I could command as he finished his narrative. "Here is one caution that I must give you. Be careful when you are off on the road to refrain from intruding 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."

"And you wanted how much when you came?"

"Well, I told you I thought I would be worth \$1,500 a year."

"Very good, \$1,500 it is, your salary at that figure, dating from the day you began."

"Thank you very much, Mr. Holbrook—I think I can sell some goods for you."

When Baby was sick, we gave her Castoria, When she was a Child, she cried for Castoria, When she became Miss, she clung to 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 Hagar's Yellow Oil for sore throat and colds, and always can depend on it to cure. We also use it for sore shoulders on our horses. Mrs. Wm. Hughes, Wilkesboro P. O., Ont.

"We saw an item where a girl down South gave up a fortune to marry an editor. We come high, but they must have us."—*Ed.*

Proving Sickens.  
Rheumatism, Neuralgia, Sore Throat, Inflammations and Congestions are most prevalent at this season of the year. Hagar's Yellow Oil is the best external and internal remedy for all these and other troubles.

There is very little prospect that the Short Line will be completed this year, at least so far as to be made available for commercial purposes. The route across Maine has been found to be so very heavy that it will take until December next to complete the road bed. The bridging will scarcely be completed then, the rails will have to be laid after that, so that it seems to be quite unlikely that the road can be opened for traffic before next spring.—*St. John Globe.*

Thankful.  
Some time ago being very greatly troubled with colds and coughing, I went to the drug store and got Hagar's Pectoral Balm. In a short time I was well. I have found it a sure cure and am thankful that I used it, and now would not be without it. E. A. Schaefer, Berlin, Ont.

SAMPLES DOMINION  
Horse Liniment.  
THE BEST EXTERNAL REMEDY before the public for Lameness, Sprains, Swellings, Stiff Joints, Scalds, Cracked and Greasy Hoofs, Horse Galls, Cuts, Sores of long standing, Fists, Full Rills, Warts, Swellings and Bruises of all kinds. Also, will eradicate Lumps on the Head and Neck of Cattle; will cure Cuts and Burns upon the Human Body; also, Frost Bites, Chills and Salt Rheum. Sold wholesale by J. D. P. F. Mackenzie retail.

Cheese! Cheese!  
IN STORE AND TO ARRIVE:  
2,500 BOXES  
Factory Cheese.  
For sale low in lots by  
C. M. BOSTWICK & CO.  
MIRAMICHI  
STEAM BRICK WORKS.  
The subscriber is now carrying on the business of  
BRICK MANUFACTURING  
on an extensive scale.  
They are located near a siding of the Intercolonial Railway. All orders attended to promptly. Brick delivered C. O. B. cars, or at wharf. Address all orders to  
G. A. & H. S. FLETT,  
Nelson Miramichi, N. B., May 2, 1887.

INFORMATION.  
I will pay the highest prices in cash for any of the following RAW FURS: Otter, Beaver, Mink, Marten, Lynx, Fox, Rar. N. B. BOSTWICK & CO.,  
Nelson Miramichi, N. B., May 2, 1887.

Pitcher's Castoria.

## General Business.

TIN SHOP.

As I have now on hand a larger and better assortment of goods than ever before, I am now Japanned, Stamped Plain Tinware, would invite those about to purchase, to call and inspect before buying elsewhere, as I am now selling below market prices for cash.

The Peerless Creamer

ROCHESTER LAMP.

The Success OIL STOVE.

Parlor and Cooking Stove

with PATENT TELESCOPE OVEN

the thing of which can be taken out for cleaning thereby doing away with the removal of pipes ovens 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 be sold at small advance for cash.

My TEAS at 20c, 25c, and 30c, give general satisfaction and are better than any yet offered.

—IN STORE—

'Crown of Gold,' White Pigeon and other Brands of FLOUR.

CORNMEAL, OATMEAL, BEEF, PORK, LARD, BUTTER, TOBACCO AND SUGAR, at bottom prices.

—ON CONSIGNMENT—

100 QU. GOOD CODFISH.

R. HOCKEN.

IT COSTS NOTHING

—to have—

YOUR EYES EXAMINED

at MACKENZIE'S MEDICAL HALL, Chatham and a pair of Spectacles or Eye Glasses

FITTED SCIENTIFICALLY.

Don't injure your sight by using a common pair of glasses. No charge for consultation.

HUNDREDS FITTED AND DELIGHTED.

J. D. B. MACKENZIE

THE MEDICAL HALL

HATHAM Oct. 6th 1886.

CEDAR SHINGLES,

PINE CLAPBOARDS, HEMLOCK BOARDS.

Dimensions Pine Lumber etc., etc.

FOR SALE BY

C. O. BURCHILL & SONS

Cheese. Cheese.

LANDING TO-DAY.

2413 Boxes Late Made Cheese

For sale low in lots by

C. M. BOSTWICK & CO.,

ST. JOHN.

DEEP

SEA WORMS exist in thousands of

the most valuable collections of the world, and are in need of profitable work that can be done while living at home.

Send three address to Bisset & Co., Portland, Maine, and receive free, full information how either sex, of all ages, can earn from \$1 to \$25 per week, and receive free, full information how either sex, of all ages, can earn from \$1 to \$25 per week, and receive free, full information how either sex, of all ages, can earn from \$1 to \$25 per week.

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at MACKENZIE'S MEDICAL HALL, Chatham and a pair of Spectacles or Eye Glasses

FITTED SCIENTIFICALLY.

Don't injure your sight by using a common pair of glasses. No charge for consultation.