

How to Handle a Customer.

The customer should be met by the salesman in a polite and cheerful manner and if intimately acquainted, should advance and offer his hand, calling the customer by name. These courtesies can be extended further according to the nature of the acquaintance; but not to take up much of his time, which might be limited. Politeness should be particularly observed, and the salesman must have a fixed character and an established confidence of those who know him; thus he will acquire an acquaintance with his customers that will be of great importance to his success as a salesman. Much depends upon his deportment. He should aim to be a gentleman everywhere, for a man's life goes out beyond the limits of the store. Never misrepresent your goods; every falsehood will come back and weaken your confidence. A salesman may play successful tricks for a time in a store that has built up a good reputation, but he will be denounced when the customer finds that he has been deceived. Keep in view these fundamental principles and apply them to your customer upon practical judgment of reading and understanding human nature will be appreciated by three-fourths of the trade, and the salesman that adopts these principles as a guide, will be sought out and called for. And many may wonder why it is that such salesmen never lose a customer. Never contradict a customer or tell him that such an article is just what he wants, for he reserves for himself a certain amount of independence, and does not care to have a salesman pretend to know more about his business than he does himself. Do not allow any one to interrupt you when you have the sale nearly completed, for then is the time, above all others, to clinch the sale by compressed remarks in short telling sentences.

Aquatic.

Courtney was in Syracuse the other day, when he said to a reporter: "You remember when Hanlan abused me so terribly at the headquarters at Odenburg? Among other things he said was this: 'you duffer. I can find six men in the country who can beat you, and I'll back them, too.' Well, the object of my business in town to-day, is to make arrangements with my backer, whom I wish to be unknown at present, to post \$1,500 in the New York Clipper Office next Monday, \$250 forfeit money for each one of the six men, to row for \$1,000 a side. You see I am going to make Hanlan stick to his word." "Are you in good form for the race to take place at Watkins Glen?" "I'm in tolerable shape; still not in thorough training. That's where Hanlan has the advantage over me. He has been in perfect training since the first part of the season. I have three weeks of hard work before me yet. If my health is good, and all conditions are favorable, I anticipate beating the best record ever made in a three-mile race. If Hanlan beats me, then the people ought to be satisfied and not blame me."

Special Notices.

NEW COTTONS very cheap at the London House. [May 28 4w 2aw wkly6i] Don't forget that special prizes will be given at the Exhibition for Champion Creamer Butter. The Champion is spoken of in highest praise by everyone. [July 27 tf] CHEAP PRINTS at the London House. [May 28 4w 2aw wkly6i] NEW Laces just opened at J. B. Macdonald's. [June 14] EXTRA fine Tea at the London House. [May 28 4w 2aw wkly6i] JUST RECEIVED, at Campbell & Rayden's, 125 brls. celebrated Flour—brand, "Challenge"—for sale low, wholesale. [July 19] For good Tea go to Geo. Davies & Co. [May 28 4w 2aw wkly6i] THESE EARTHEN PRESERVE POTS at the Family Grocery are warranted to boil preserve and not break, they are much better and cheaper than a copper or iron pot.—R. K. BRACE. [July 27 tf] For a good Tweed Suit go to the London House. [May 28 4w 2aw wkly6i] A LARGE number of Glass Preserve Jars will be sold cheap at Colwill's. [July 23 w] For a good Worsted Suit go to the London House. [May 28 4w 2aw wkly6i] CREAMER BUTTER in prints or rolls taken in exchange for goods at the Family Grocery. LACE CURTAINS at the London House. [May 28 4w 2aw wkly6i] No more sour milk, a Champion Creamer gives only sweet milk and sweet butter.—R. K. BRACE. [July 23 tf] If you want a Boy's Suit go to Geo. Davies & Co. [May 28 4w 2aw wkly6i] HORSE FEED at Colwill's. [June 22, 3w] No more milk dishes required, buy a Champion Creamer from R. K. BRACE. [July 27 tf] AN immense variety of new Cloths at the London House. [May 28 4w 2aw wkly6i] GOLD and silver plating of every description done at Brown's. Shop on corner of Prince and Grafton Streets. [July 3 3m, w] If you want satisfaction go to the Charlotte-ton Boot and Shoe Factory. CARPETS, Matting, and Floor Cloths at the London House. [May 28 4w 2aw wkly6i] Buy Teas at Weeks & Co's. [May 7 eod] NEW Rhubarb at BEER & GOFF'S. [June 3] OVER three hundred Champion Creamers sold this season. Every person that has them are satisfied they are the only Creamer giving general satisfaction. [June 28 wkly] NEW Straw Hats and Bonnets just received at J. B. Macdonald's. [June 14] PURE GOLD Baking Powder and Baking Soda at BEER & GOFF'S. [June 3] How to save twenty-five dollars.—Carry your old sewing machine to Brown's and have it made as good as new, instead of changing it for a new one. Shop on corner of Prince and Grafton Streets, Ch'town. [July 3 3m] NEW Satins at J. B. Macdonald's. [June 14] GREAT BARGAINS in summer goods at J. B. MACDONALD'S. [July 5] SULTANA RAISINS at BEER & GOFF'S. [June 3]

PARSONS' PURGATIVE PILLS

MAKE NEW RICH BLOOD. And will completely change the blood in the entire system in three months. Any person who will take 1 Pill each night from 1 to 12 weeks, may be restored to sound health, if such a thing be possible. For curing Female Complaints these Pills have no equal. Physicians use them in their practice. Sold everywhere, or sent by mail for eight letter-stamps. Send for circular. I. S. JOHNSON & CO., BOSTON, MASS.

DIPHTHERIA. JOHNSON'S ANODYNE LINIMENT will instantly relieve these terrible diseases, and will positively cure nine cases out of ten. Information that will save many lives sent free by mail. Do not delay a moment. Prevention is better than cure. JOHNSON'S ANODYNE LINIMENT (For Internal and External Use). CURES Neuralgia, Influenza, Sore Throat, Rheumatism, Hacking Cough, Whooping Cough, Chronic Rheumatism, Chronic Diarrhoea, Cholera Morbus, Kidney Troubles, Diseases of the Spine and Lame Back. Sold everywhere. Send for pamphlet to I. S. JOHNSON & CO., BOSTON, MASS.

MAKE HENS LAY. An English Veterinary Surgeon and Chemist now traveling in this country, says that most of the Hens and Cattle Powders sold here are worthless trash. He says that Sheridan's Condition Powders are absolutely pure and immensely valuable. Nothing on earth will make hens lay like Sheridan's Condition Powders. Dose, 1 teaspoonful to a pint food. Sold everywhere, or sent by mail for 8 letter-stamps. I. S. JOHNSON & CO., BOSTON, MASS.

BUY ONLY THE BEST MASON & HAMLIN ORGANS,

are acknowledged by the highest musical authorities in the world to be the Best Reed Organs Ever Made.

They have taken the Highest Prizes at every Exhibition in the World.

Sold on very easy terms, with large discounts for cash, by

LEONARD MORRIS, SUNNERSIDE, Sole Agent for P. E. Island.

THE NORTH BRITISH & MERCANTILE

Fire and Life Insurance Company,

OF EDINBURGH AND LONDON,

ESTABLISHED IN 1809.

Subscribed Capital Paid Up Capital \$ 9,733,332.00 1,216,666.00

TRANSACTS EVERY DESCRIPTION OF

FIRE, LIFE AND ANNUITY BUSINESS

ON THE MOST FAVORABLE TERMS.

Losses Settled With Promptitude and Liberality.

FIRE DEPARTMENT.

Reserved Funds (Irrespective of Paid up Capital) over \$5,000,000.00

Insurances effected at the Lowest Current Rates.

LIFE DEPARTMENT.

Accumulated Funds (irrespective of Paid up Capital) over \$12,000,000.00

Nine-tenths of the whole Profits of the Life Branch belong to the Assured

Profits of previous Quinquennium divided among Policy Holders, \$1,158,500.00

New and Reduced Premiums for the Dominion of Canada.

Copies of the Annual Report, Prospectuses, and every information, may be obtained at the

PRINCE EDWARD ISLAND BRANCH,

No. 35 Water Street, Charlottetown.

GEORGE W. DEBLOIS,

March 16, 1882—eod

GENERAL AGENT.

LOBSTER PACKERS' SUPPLIES

SPRING, 1883. SPRING.

- 10,000 cases (1 lb.) TALL CANS, 2,500 " " FLAT CANS, 500 boxes TIN PLATES, 200 ingots REFINED TIN, 50 pigs SOFT LEAD, 5 bars COPPER (1 1/2 and 1 1/4), 600 coils ROPE (6, 9, 12 and 15 thread), 10 bars MARLINE, 20 puns. MOLASSES, 30 brls. SUGAR, 25 brls. HARD BREAD, 200 chests and half-chests TEA, 100 suits OIL CLOTHING, 750 brls. FLOUR (Choice Superior), 125 brls. KILN DRIED CORNMEAL, 100 brls. MESS PORK, 200 brls. PRIME MESS PORK, 300 HAMS (Smoked and Green), 50 brls. MESS BEEF, 100 tins LARD, 25 tubs BUTTER,

New in Store and to Arrive, at Lowest Wholesale Prices.

HORACE HASZARD.

Ch'town, April 28, 1883.

DOMINION OF CANADA, Province of Prince Edward Island, IN THE SUPREME COURT.

In pursuance of an order of Mr. Justice Peters, dated the sixth day of June, 1883, in the matter of an Act of the Parliament of Canada, passed in the forty-fifth year of Her present Majesty's Reign, Chapter 23, intituled "An Act respecting Insolvent Banks, Insurance Companies, Loan Companies, Building Societies and Trading Corporations, and of the President, Directors and Company of the Bank of Prince Edward Island, an Insolvent Banking Company.

THE Liquidators of the above named Banking Company will sell by Public Auction, at the Court House, at Alberton, on Thursday, the second day of August next, at the hour of two o'clock, p.m., all that tract, parcel or piece of land, situate, lying or being on Lot or Township Number 5, in Prince County, Province of Prince Edward Island, bounded as follows, that is to say: By a line commencing at a stake set in the west side of the road leading from Alberton to the Government Wharf, and on the north side of Dock Street, and running thence westwardly along the north side of Dock Street seven chains and ten links, or to a street, thence northwardly along the said street to the south boundary of land in the possession of R. B. Reid, thence south fifty-seven degrees thirty minutes, east along said boundary to the said road, and thence along the same southwardly three hundred and seventy-two (372) feet, to the place of commencement, containing four acres, one rood, and thirty-four perches, a little more or less. Also, all that other tract, piece, and farm of land, situate, lying and being in Township Number Four, in Prince County, aforesaid, bounded and described as follows, that is to say: Commencing on the north-west edge of Westlake Gully, at the south east angle of farm lot in possession of Alexander McCabe, thence according to the magnetic meridian of the year 1764, running north twenty-six degrees, forty-five minutes, west (N. 26° 45' W.) forty-three chains, to the Ferry Road, thence following the various courses of said road south-westwardly, to the place of commencement, containing fifty-nine acres of land, a little more or less.

And also all that other tract, piece and parcel of land situate, lying and being on Lot Number four, aforesaid bounded and described as follows, that is to say:—Commencing at a square post fixed on the south side of the Kildare Ferry Road at the distance of twelve chains and sixteen links along the various courses of said road eastwardly from the centre of West Lake Bridge; thence according to the magnetic meridian of the year 1764, running south sixteen degrees fifteen minutes, east eight chains to the North Shore of Gordon Creek; thence following the various courses of said shore south-eastwardly a distance equal to thirty-eight chains, south sixty-three degrees east or until it meets the south-west boundary of land sold to Josiah Grant; thence north twenty-six degrees forty-five minutes west forty-three chains to said road; thence following the various courses of the said Ferry Road westwardly on or about eighteen chains and fifty links to the place of commencement, containing fifty acres of land, a little more or less, and is known as the McLeod farm. The said last three tracts of land containing respectively four acres, one rood and thirty-four perches, fifty-nine acres, and fifty acres being held by the said Insolvent Banking Company under and by Virtue of a certain Indenture of Mortgage bearing date the Twentieth day of November, A. D. 1878, and made between the said Honorable James College Pope and Eliza Dalrymple Pope his wife of the one part, and the President Directors and Company of the said Insolvent Banking Company of the other part, and now due and unsatisfied, and under and by Virtue of the Power of Sale in said Mortgage contained, the said Liquidators will sell the same in manner, and at the time and place aforesaid together or in parcels, as per conditions of sale.

The Liquidators of the above named Banking Company will also sell by Auction in front of the premises, in Charlottetown, on Wednesday, the 1st day of August, 1883, at 12 o'clock, noon, all that tract, piece and parcel of ground and premises, situate in Charlottetown, aforesaid, fronting on the west side of Queen Street, and bounded as follows, that is to say: Commencing at the distance of seventy feet from the northern corner of Town Lot Number Ten, in the first hundred of Lots, in said city, thence running southwardly along Queen Street thirty-five feet, thence by a line parallel to King's Street to the rear of said lot, thence northwardly along the rear thereof thirty-five feet, thence by a line parallel to King's Street, aforesaid, to the place of beginning, said piece of ground being part and parcel of the said Town Lot Number Ten, in the first hundred of Lots in the aforesaid city, with a right of way to the rear of said piece of ground, from Water Street and King Street aforesaid, which said last above described piece of ground and premises is the land and premises mentioned and comprised in a certain indenture of Mortgage, bearing date the first day of May, A. D. 1879, and made between Thomas Foley of the one part, and the said President, Directors and Company of the said Insolvent Banking Company of the other part, conditioned for the repayment of four thousand dollars, now some time overdue and unpaid, and under and by virtue of a Power of Sale in said mortgage contained, the said Liquidators will sell at the time and place aforesaid.

Will also sell on the premises at Souris, on Tuesday the 7th day of August, at 11 o'clock a. m., all that tract, piece and parcel of land situate, lying and being in Souris, in King's County, in Prince Edward Island, bounded and described as follows, that is to say:—Commencing at the northeastern corner of land owned by Alexander Campion running northwardly along the road known as the Souris Line Road or Mill Road the distance of fifty feet to the line of land owned by John McKinnon; thence westwardly a distance of one hundred and twelve feet to the line of the Paquetts land; thence southerly along the said line fifty-five feet to Alexander Campion's north line; thence along said line one hundred and twelve feet to the place of commencement, which said tract of land is the land and premises mentioned and comprised in a certain indenture of mortgage bearing date the eleventh day of March, A. D. 1876, and made between Michael McCormack and Mary Ann, his wife of the one part and Patrick Walker of the other part, conditioned for the repayment of the sum of four thousand dollars now some time over due and in part unpaid which said mortgage was, by indenture of assignment, bearing date the first day of August, A. D. 1876, and made between the said Patrick Walker, of the one part, and the said President and Directors and Company of the said insolvent Banking Company, of the other part, fully transferred and assigned to the said Insolvent Banking Company, for the consideration therein expressed, and under and by virtue of the Power of Sale in said mortgage contained, the said Liquidators will sell, at the time and place aforesaid.

BANK OF NOVA SCOTIA, Liquidators of the Bank of P. E. Island. L. C. OWEN, C. GARDINER, Agent.

\$500 Reward!

WE will pay the above reward for any case of Liver Complaint, Dyspepsia, Sick Headache, indigestion, Constipation or Constiveness we cannot cure with West's Vegetable Liver Pills, when the directions are strictly complied with. They are purely Vegetable, and never fail to give satisfaction. Sugar Coated. Large boxes, containing 30 Pills, 25 cents. For sale by all Druggists. Beware of counterfeits and imitations. The genuine manufactured only by JOHN C. WEST & CO., "The Pill Maker," Chicago and Toronto. Free trial package sent by mail prepaid on receipt of a 3 cent stamp. Sold by FRASER & REDDIN, and all Druggists.

GUARANTEED CATHARTIC. NO CURE! NO PAY! A Local and Constitutional Treatment. Two Distinct Medicines, one acting on the Small Intestines, Head, Throat and Lungs, the other on the Liver, Kidneys, and Blood. INSTANTANEOUS, ECONOMICAL, SAFE, RADICAL TREATMENT. SOLD BY ALL DRUGGISTS. PRICE, 75 CTS. If not found satisfactory, the price paid will be refunded. Some chronic or obstinate cases of long standing may require from three to six packages to effect a permanent cure. THE SMITH MEDICINE CO. MONTREAL & TROY, N.Y.

SOLD IN CHARLOTTETOWN AT Apothecaries Hall

DR. SMITH'S GERMAN WORM REMEDY has been used by thousands of persons, who universally endorse our claim for it as a pleasant, safe, reliable and prompt remedy for the removal of stomach and seat or pin worms from child or adult. It is easy to take; never fails; absolutely harmless; and requires no after-physic. PREPARED BY THE SMITH MEDICINE COY., 45 BUREAU ST., MONTREAL, AND TROY, N.Y. PRICE - 25 CTS. SOLD EVERYWHERE.

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30 DAYS TRIAL. DR. DYES' VOLTAIC BELT. (BEFORE - AND - AFTER) Electric Appliances are sent on 30 Days' Trial. TO MEN ONLY, YOUNG OR OLD, WHO are suffering from NEURALGIA, BRUISES, LOSS OF STRENGTH, COMPLETE PARALYSIS, LOSS OF SIGHT, DEAFNESS, AND ALL THE DISEASES OF A PERSONAL NATURE resulting from ACIDITY and OTHER CAUSES. Speedily relief and complete recovery of HEALTH, VIGOR and NERVE FORCE GUARANTEED. The grandest discovery of the Nineteenth Century. Send at once for Disfranchised Pamphlet free. Address VOLTAIC BELT CO., MARSHALL, MICH.

A CURE GUARANTEED. Magnetic Medicine! MAGNETIC MEDICINE. TRADE MARK. DR. BENNETT'S MAGNETIC MEDICINE. For Old and Young, Male and Female.

Pestively cures Nervousness in ALL its Stages Weak Memory, Loss of Brain Power, Sexual Prostration, Night Sweats, Supercatarrhs, Leucorrhoea, Gleet, Strains, Scatula, Weakness, and General Loss of Power. It repairs Nervous Waste, Rejuvenates the Jaded Intellect, Strengthens the Enfeebled Brain and Restores Surprising Tone and Vigor to the Exhausted Genera sine Organs in sixth stage. Get With each order for TWELVE packages, accompanied with five dollars, we will send our Written Guarantee to refund the money if the treatment does not effect a cure. It is the Cheapest and Best Medicine in the Market. 25¢ Full particulars in our pamphlet, which we desire to mail free to any address.

Mack's Magnetic Medicine is sold by Drug gists at 50 cts. per box, or 6 boxes for \$2.50, or will be mailed free of postage, on receipt of the money, by addressee. Sold in Charlottetown by Apothecaries Hall Co., Agents for Prince Edward Island, and by all Druggists everywhere. May 15 wkly

JOSEPH CHALOT'S STEEL PENS. SOLD BY ALL STATIONERS THROUGHOUT THE WORLD. GOLD MEDAL PARIS 1875.

RO 66. Endorsed by the French Academy of Medical Science for Inflammation of the Urinary Organs, caused by Indiscretion or Exposure, Hotel Dieu Hospital, Paris, Treatment. Positive cure in one to three days. Local Treatment only required. No nauseous doses of Cupress or Coniops.

ESPALEBRE, HYGIENIC, CURATIVE, PREVENTIVE. Price \$1.50, including Balbe Syringe. Sold by all Druggists, or sent free by mail securely sealed, on receipt of price. Description Treatise free on application. AMERICAN AGENCY "66" MEDICINE CO., Detroit, Mich., and Windsor, Ont. Sold in Charlottetown by APOTHECARIES HALL CO. May 16.

ADVERTISE IN THE DAILY EXAMINER. Rates moderate.

THE STARR KIDNEY PAD.

Indubitable Evidence. (Condensed) From Doctors, Druggists, Merchants, Farmers.

Some of the additional lower testimony received since publication of last pamphlet. GIVING ENTIRE SATISFACTION.

Paton, April 20, Gentlemen,—I find that your Pads are giving entire satisfaction, and wish you increase sales for so valuable a remedy for disease of the kidneys. J. B. MORRIS, M. D.

OF SERVICE TO PATIENTS. Lime Lake, April 23, Gentlemen,—Your Pad has been of great service to some of my patients already. JNO. MAXWELL, M. D.

BRIGHT'S DISEASE CONQUERED. Enterprise, April 13, Gentlemen,—Five years ago I fell with a bag of grain, which caused weakness in my back, and also brought on an attack of Bright's disease, and which caused me to lose considerable in weight. After wearing your Pad for six weeks, I gained 13 pounds. All pain and weakness has left me. I would have been yet in the doctor's hands, had it not been for my using your Kidney Pad. Simeon W. FRESHWATER, Miller.

THE ONLY PAIN-RELEASER. Tamworth, April 13, Gentlemen,—I was troubled with painful back, and could not retain my urinal secretion, from painful inflammation of the bladder. I have been treated by a dozen physicians to no purpose, but have worn your Special Pad six weeks. The pain, swelling and inflammation are gone and I am well. Your Pad is the only cure for kidney diseases. J. A. FRASER, Manfr. of Wooden Ware.

ALL PRAISE THEM HIGHLY. Tamworth, April 13, Gentlemen,—An accident 12 years ago wrenched my back. I could hardly walk, and never lifted anything. The Pad purchased from Mr. Jas. Ayleworth has nearly made me as strong as I ever was. I know of several being used, and all praise them highly. JAS. SCAMMERS. Enterprise, April 13, Gentlemen,—Your Pad is helping me wonderfully. My complaint is induration of the kidneys. JOS. PEAR. Paines—Child's Pad, \$1.50. Regular Pad \$2.00. Special Pad for Chronic Diseases \$3.00. JOHN KNIGHT, sole agent Georgetown. J. A. GOURLIS, sole agent Summerside. JOHN J. ARSENAULT, Tignish.

THE STARR KIDNEY PAD CO. TORONTO, ONT. (do 15 wkly)

DR. BENNETT'S MAGNETIC MEDICINE. DEAR DOCTOR,—Just a few lines as promised by me. I am more than pleased with the "Liver Pad" I got from you when in Charlottetown, and can conscientiously say that it is the best thing I ever saw or heard of. It has done for me what all kinds of medicine and different physicians could not do for me—i. e. removed a very nasty body eruption, which had given me a great deal of annoyance for more than two years; and, more than that, I have not been troubled with a single headache since I have used it. Before wearing the Pad I was troubled with severe headache continually; and what very objectionable feeling of sluggishness and dullness, has entirely left me—in fact I am a new man, as what I was before wearing it. I am truly thankful to you for what you have done for me, and I hope that you may be long spared to the benefit of the public. Believe me, Yours sincerely, FRANK ELLIOTT. DR. BENNETT'S PADS can be had at FRASER & REDDIN'S DRUG STORE, June 12.]

Health is Wealth



DR. E. C. WEST'S NERVE AND BRAIN TREATMENT, a guaranteed specific for Hysteria, Dizziness, Convulsions, Fits, Nervous Neuralgia, Headache, Nervous Prostration caused by the use of alcohol or tobacco, Wakefulness, Mental Depression, Softening of the Brain resulting in Insanity and leading to misery, decay and death, Premature Old Age, Barrenness, Loss of Power in either sex, Involutionary Losses and Spermatorrhoea caused by over-exertion of the brain, self-abuse or over-indulgence. Each box contains one month's treatment. One dollar a box, or six boxes for five dollars; sent by mail prepaid on receipt of price. We guarantee six boxes to cure any case. With each order received by us for six boxes, accompanied with five dollars, we will send the purchaser our written guarantee to refund the money if the treatment does not effect a cure. FRASER & REDDIN, Druggists, Opposite P. O., Charlottetown, Sole Agents for P. E. Island JOHN C. WEST & CO., Sole Proprietors Toronto, Ont. do 15 wkly

ALLAN'S SOLUBLE MEDICATED BOUGIES. Patented October 16th, 1876. One box No. 1 will cure any case in four days or less. No. 2 will cure the most obstinate case, no matter how long standing. No nauseous doses or cubes, cogalls, or oil of sandalwood, that are certain to produce dyspepsia by destroying the coating of the stomach. Price \$1.50. Sold by all druggists, or mailed on receipt of price. For further particulars send for circular. P. O. Box 1,553, J. J. ALLEN CO., 83 John Street, New York

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