

Suggestions To Salesmen.

A pamphlet issued by an American firm contains the following valuable hints to salesmen: Toward customers be more than reasonably obliging; be invariably polite and attentive, whether they be courteous or exacting, without any regard to their looks or condition; unless, indeed, you be more obliging to the humble and ignorant. The more self-forgetting you are, and the more acceptable you are to whomsoever your customers may be, the better a salesman you are. It is your highest duty to be acceptable to all. Cultivate the habit of doing everything rapidly; do thoroughly what you undertake, and do not undertake more than you can do well. Serve buyers in their turn. If you can serve two at once very well, but do not let the first one wait for the second. In your first minute with a customer you give him an impression, not of yourself, but the house, which is likely to determine, not whether he becomes a buyer of the house or a talker against it. If you are indifferent, he will detect it before you sell him, and his impression is made before you have uttered a word. At the outset you have to guess what grade of goods he wants, high priced or low priced. If you do not guess correctly, be quick to discover your error and right yourself instantly; it is impertinent to insist upon showing goods not wanted. It is delicately polite to get what is wanted adroitly on the slightest hint. Do not try to change a buyer's choice except to this extent:—Always use your knowledge of goods to his advantage if he wavers or indicates a desire for your advice. The worst blunder you can make is to indicate in a supercilious manner that we keep better goods than he ask for. Show goods freely to all customers; be as serviceable as you can to all, whether buyers or not. Sell nothing on a misunderstanding; make no promises that you have any doubt as to the fulfillment of, and, having made a promise, do more than your share toward its fulfillment, and see that the next after you does his share if you can. To sum up and put up this whole matter in a few words: attend strictly to business when on duty; be invariably polite and obliging to every one, not only for the benefit of your employer but for your own good. Remember that civility, while it may be one of the rarest articles in the markets, is also one of the cheapest, and the net profit on it to you in the end will be greater, not only from a moral and social point of view, but in dollars and cents, than on anything else you may have to offer a customer.

England's First Carriages.

In the reign of Richard II. we find mention of a vehicle termed a "whirligote," viz., a cot or bed upon wheels. The king and his mother rode in a whirligote in 1380, when she was sick, and history tells us they were much used for the conveyance of ladies. Froissart, in his "Chronicles," speaks of the return of the English from Scotland in the time of Edward III. in their "charettes," about 1360. In 1533 Anne Boleyn went to her coronation chariot being used on the occasion. Twenty years later, 1555, Queen Mary Tudor to Westminster to her coronation in a chariot of cloth of tissue, drawn by six horses wrapped with the like cloth. But vehicles of some sort existed in this country from the earliest days, and were probably adaptations of the war-chariots of the Romans. In "The Squyr of Low Degree," a poem which is considered anterior to Chaucer (died 1400), the following lines occur:—"To-morrow ye shall on hunting fare, And ride my daughter in a chare; It shall be covered with velvet red, And clothes of fine gold all about your head."

In Brief, And to the Point.

Dyspepsia is dreadful. Disordered liver is misery. Indigestion is a foe to good nature. The human digestive apparatus, is one of the most complicated and wonderful things in existence. It is easily put out of order. Greasy food, tough food, sloppy food, bad cookery, mental worry, late hours, irregular habits, and many other things which ought not to be, have made the American people a nation of dyspeptics. But Green's August Flower has done a wonderful work in reforming this sad business and making the American people so healthy that they can enjoy their meals and be happy. Remember: No happiness without health. But Green's August Flower brings health and happiness to the dyspeptic. Ask your druggist for a bottle. Seventy-five cents.

There are over 3,000,000 children in the United States, between 1 and 12 years old, whose lives are insured.

1827 - - - 1887. T. & E. KENNY, Dry Goods and Shipping, HALIFAX, CANADA.

T. & E. KENNY, (F. C. MAHON) Ship Owners and Brokers, General Commission Merchants, 161 GRESHAM HOUSE, BISHOP'S STREET, LONDON, E. C., England. Scott's and Vaughan's Glodes, March 20, 1887.

HEAR WHAT WE HAVE TO SAY:

That the following Prices cannot be Successfully Competed with in the City:

- For \$22 a Scotch Tweed Suit, regular price \$25. For \$21 a Scotch Tweed Suit, regular price \$24. For \$18 a Scotch Tweed Suit, regular price \$21. For \$16 a Scotch Tweed Suit, regular price \$15.

These are all genuine Scotch Tweeds.

- For \$15 a heavy All-wool Worsted Suit, worth \$18. For \$10 a Blue Serge Suit, worth \$12. For \$1 a Fur Felt Hat worth \$2.

Canadian Tweed Suits from \$10, up. Gents Furnishings, Shirts, Collars, Ties, Hats, &c., cheap for cash. Military Cloth and Trimmings always on hand and made to order at short notice.

JOHN MACLEOD & CO.

Ch'town, June 4, 1887—cod & wky

D. A. BRUCE

INTENDS MOVING INTO OTHER PREMISES

IN A FEW MONTHS, AND OFFERS HIS

IMMENSE STOCK

— OF — CLOTHS, HATS, WHITE AND COLORED SHIRTS, — AT —

25 Per Cent Discount.

IT'S TRUE

Ch'town, May 21, 1887—cod & wky

BRITISH WAREHOUSE

83 QUEEN STREET.

EXTENSIVE CASH SALE!

I have decided to close out the whole of my stock of Staple and Fancy Dry Goods, commencing December 15th, 1886, and continuing until the whole is disposed of, at

LARGE DISCOUNTS FOR CASH.

A. L. BROWN.

Ch'town, Dec. 14—wky



See the Columbus Watch

One of the Latest and Best American Watches Made.

JUST IMPORTED BY G. H. TAYLOR

NORTH SIDE QUEEN SQUARE, CH'TOWN.

June 13, 1887—2aw & jwky

TELEPHONE COMPANY OF PRINCE EDWARD ISLAND.

THIS COMPANY is now ready to transmit written and verbal messages by Telephone, between Charlottetown, Hunter River, County Line, Freetown, Kensington, Summerside and St. Eleanors, at the following Rates:—

From Station to Station, when the distance is 5 miles or under, for each five minutes' conversation, or part thereof, 10 Cents

do do do 5 to 10 miles, 20 "

do do do over 10 miles, 25 "

Written messages, subject to Company's conditions, will be sent from Station to Station at following Rates:—

When distance does not exceed 10 miles, for twenty words or under, 15 Cents

When distance is greater than 10 miles, 25 "

For each additional word one cent extra.

A discount of 20 per cent from the above rates will be made to lessees of instruments

Written messages will be delivered in Charlottetown within city limits; from all other receiving offices within a quarter of a mile from said offices.

Special rates will be made for delivering at greater distances.

All communications and messages must be prepaid.

The Company is prepared to lease Telepho instruments in Charlottetown and Summerside at established rates, and to treat with persons requiring private or toll lines.

For further information apply to the Subscriber at Charlottetown.

ROB ANGUS, MANAGER

Ch'town, Oct. 19, 1886—lyer cod

JOHNSON'S FOR INTERNAL AND EXTERNAL USE.

Cures Diphtheria, Croup, Asthma, Bronchitis, Neuralgia, Pneumonia, Rheumatism, Bleeding at the Lungs, Hoarseness, Influenza, Hacking Cough, Whooping Cough, Catarrh, Cholera Morbus, Dysentery, Chronic Diarrhoea, Kidney Troubles, and Spinal Diseases. We will send free, postpaid, to all who send their names, an Illustrated Pamphlet. All who buy or order direct from us, and request it, shall receive a certificate that the money shall be refunded if not unconditionally satisfied. Retail price, 25 cts.; 6 bottles, \$1.50. Express prepaid to any part of the United States or Canada. I. S. JOHNSON & CO., P. O. Box 2116, Boston, Mass.

THE MOST WONDERFUL FAMILY REMEDY EVER KNOWN. ANODYNE LINIMENT

Ready Made Clothing

NEW STOCK just opened. The Newest Styles and Lowest Prices.

Men's Worsted Suits, Men's Tweed Suits, Men's Pants and Vests, Men's Coats.

Boys' Tweed Suits, Hard and Soft Felt Hats for Men & Boys.

An immense stock of TRYON TWEEDS to exchange for CASH or WOOL at Factory Prices.

If I cannot sell at a SMALL PROFIT, I am determined not to be undersold, even if I have to SELL BELOW COST. Try me at the

Tryon Woolen Mills Depot, Cameron Block. J. D. REID.

Ch'town, June 14—3 mo cod tu thur sat & wky

CHARLOTTETOWN SASH AND DOOR FACTORY!

Peake's No. 3 Wharf, R. PALMER & CO., PROPRIETORS.

We are now manufacturing and will sell at the Lowest Cash Prices:

Sashes, Doors, Window and Door Frames, Architraves, Spouting and Conductor Mouldings, Ballusters, Newel Posts, Stair Rails, Twists, &c.

We are prepared to do all kinds of Jobbing, in Planning, Joining, Morticing, Tenoning, Jig and Fret Sawing, Turning, &c.

All kinds of Gothic Windows for Churches made at shortest notice.

With new and first-class Machinery, and the latest appliances, we can insure the utmost satisfaction to all who favor us with their patronage.

Jan. 5, 1887.

PRINCE EDWARD ISLAND RAILWAY. 1887. Summer Arrangement. 1887.

ON AND AFTER WEDNESDAY, JUNE 1st, 1887, Trains will run as follows:—

Table with 4 columns: STATIONS, Express, Accom., Accom. and 4 columns: STATIONS, Express, Accom., Accom. for TRAINS FOR THE WEST, TRAINS FROM THE WEST, TRAINS FOR THE EAST, and TRAINS FROM THE EAST.

Trains are run by Eastern Standard Time. JAMES COLEMAN, Superintendent.

Railway Office, Charlottetown, May 28, 1887—all pas Gt

BARCAINS-BARGAINS

Chairs, Tables, Bedsteads, &c., and in all kinds of Household Furniture, such as Parlor, Dining-room and Bed-room, All kinds of Bedsteads, Beds, Mattresses, Pillows. All kinds of Chairs, Lounges, Sofas, Sideboards, Cheffoniers, Book-cases, Tables, Washstands, Sinks, Cradles, Cots, Cribs, &c.

PICTURE FRAMES,

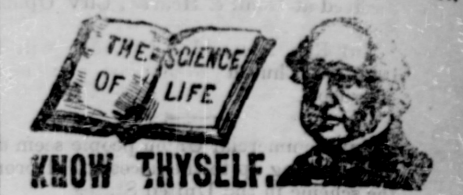
and Picture Frame Moulding—late Styles and Finest Quality—Cheap. Looking Glasses and Mirrors, very low. All kinds of Window Furniture, such as Chota Green Blinds and Shades, Cornices, Poles, Rings, Holders, Bards, Chains, Hooks, Blind Rollers, &c. Also—The Grand-daddy Chairs, Wire Mattresses, Children's Sleighs, Carts and Wagons—cheap, cheap, at

JOHN NEWSON'S, QUEEN SQUARE, OPPOSITE NEW POST OFFICE.

Ch'town, March 9, 1887.

A Standard Medical Work FOR YOUNG AND MIDDLE-AGED MEN.

ONLY \$1 BY MAIL, POSTPAID. Illustrated Sample Free to All.



KNOW THYSELF.

A Great Medical Work on Manhood.

Exhausted Vitality, Nervous and Physical Debility, Premature Decline in Man, Errors of Youth, and the untold miseries resulting from indiscretion or excesses. A book for every man, young, middle-aged and old. It contains 125 prescriptions for all acute and chronic diseases, each one of which is invaluable. So found by the Author, whose experience for 25 years is such as probably never before fell to the lot of any physician. 320 pages, bound in beautiful French muslin, embossed covers, full gilt, guaranteed to be a finer work in every sense than any other work sold in this country for \$2.50, or the money will be refunded in every instance. Price only \$1 by mail, post-paid. Illustrated sample free to any body. Send now. Gold medal awarded the author by the National Medical Association, to the President of which, the Hon. P. A. Bissell and associate officers of the Board, the reader is respectfully referred.

The Science of Life is worth more to the young and middle-aged men of this generation than all the gold mines of California and the silver mines of Nevada combined.—S. P. Chronicle. The Science of Life points out the rocks and quicksands on which the constitution and hopes of many a young man have been fatally wrecked. Manchester Herald.

The Science of Life is of greater value than all the medical works published in this country for the past fifty years.—Atlanta Constitution.

The Science of Life is a superb and masterly treatise on nervous and physical debility.—Detroit Free Press.

There is no member of society to whom the Science of Life will not be useful, whether young parent, guardian, instructor or clergyman.—Argonaut.

Address the Peabody Medical Institute, or Dr. W. H. Parker, No. 4 Buttrick Street, Boston who may be consulted on all diseases requiring skill and experience. Chronic and obstinate diseases that have baffled the skill of all other physicians a specialty. Such treated successfully without an instance of failure. Mention EXAMINER AND ARGONAUT, Charlottetown, P. E. Island, May 23, 1886—cod & wky

Advertisement for SURPRISE SOAP, THE GREAT SELF WASHER TRY IT. A marvel of efficiency and economy. Quality never varies. The patent and best for all household purposes; washing and cleaning without injury to hands or fabric. No boiling, scalding or hard rubbing necessary. The saving of time alone pays for the soap. Makes white goods whiter, softens woolen goods and makes colored goods brighter. One soap for all purposes. Toilet, Bath, Laundry, Scrubbing, &c. Read the directions fully, given on the wrapper. It bears the new 'Surprise' way of washing clothes, saving time, money, labor and worry of the old way. Wash day is made a pleasure by the use of Surprise soap and joy and smiles take the place of frowns. Save 25 Surprises. Send to the manufacturers with your address and get a handsome picture for them. Ask for a sample. See the picture. Surprise Soap is sold by all leading grocers. If not obtainable at your home send 5 cents in stamps for a sample bar. The St. Croix Soap Mfg Co., St. Stephen, N. B.



Electro Sillicon Magic Brilliant.

Direct from Nature's Laboratory. THE UNRIVALLED POLISH —FOR— Gold and Silver Plated Ware, Glass Tin, Steel, or any Material wherea Brilliant Lustre is required.

Only 12 Cents a Box BEER & GOFF'S.

April 7—cod wky THIS PAPER may be found on Newspaper Advertising Bureau (10 Spruce Street), where advertising contracts may be made for it in NEW YORK.

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