



**THE MODERN SALESMAN.**  
He Realizes the Necessity For Correct Dress In Business.

It has become the unwritten but none the less stringent law that young men who dress well and properly dressed men in many of the largest banks and financial institutions none of the clerks is permitted to go to work unless in the mercantile establishments where salesmen are employed "good" attire is actually discouraged. The old time salesman gloried in his flamboyant cravats and shirts, his diamonds and his peculiar clothes. His capital in trade consisted of a flashy appearance, vulgar stories, a constitution that would stand intemperance liquor and an unlimited amount of cheek. He did not have to know anything about the goods he sold, except in a general way. He slugged men on the back, took them out to drink, got drunk with them and then looked their orders. The modern salesman is a well educated, neatly dressed gentleman who knows all about the goods he sells. He is never called upon to drink, he never needs to dine out, he trades on honor and brains, and his customers are the most discerning. He is not a peddler, he is a salesman, and he knows as much as or more than they do about their business. Dress plays the most important part in the game of commerce. The modern salesman is a well educated, neatly dressed gentleman who knows all about the goods he sells. He is never called upon to drink, he never needs to dine out, he trades on honor and brains, and his customers are the most discerning. He is not a peddler, he is a salesman, and he knows as much as or more than they do about their business. Dress plays the most important part in the game of commerce. The modern salesman is a well educated, neatly dressed gentleman who knows all about the goods he sells. He is never called upon to drink, he never needs to dine out, he trades on honor and brains, and his customers are the most discerning. He is not a peddler, he is a salesman, and he knows as much as or more than they do about their business. Dress plays the most important part in the game of commerce.

**NO STYLE ABOUT JACKSON**  
His Cook Was Called an Interpreter For French Diplomats.

"Although 'Old Hickory' was a blunt man in all matters of business and reached his proposals by the straightest road," said an old newspaper man, "he was courteous in an eminent degree and had a high respect for the forms of social intercourse. While the president of the United States as a reception of foreign ministers and eminent citizens was distinguished by courtesy and noble bearing. It is related that on one occasion a foreign minister just arrived had a day and an hour appointed by Mr. McLane, then secretary of state, to be presented to the president and, misunderstanding at fault by the apparent simplicity of republican manners, the minister at the appointed time proceeded to the White House alone and rang the bell. 'Je suis venur voir M. le President,' said the plenipotentiary to the Irish servant. 'What does that mean?' muttered Pat, and continued, 'He says president, though, an' I's wose he wishes to see the general.' 'Oul, oul,' said the minister, bowing. 'Without further ceremony the gentleman was ushered into the green room, where the general sat, complacently smoking his corncob pipe, and on the instant he commenced a conversation in French, of which 'Old Hickory' did not understand one word. 'What does the man want, Patrick?' asked the general, without concealing his surprise at what he had witnessed. 'It's French that he's speakin' in, an' with your lave I'll send for the cook to find out what the gentleman wants. In due time the presiding officer of the kitchen arrived, the mystery was explained, and to the astonishment of the cook, the servant and the old general, an accredited minister from a foreign government was developed. Fortunately at the instant the secretary came in, a ceremonious introduction took place and all parties were soon at ease.—Washington Star.

**POULTRY POINTERS.**  
Keep the turkey hens tame by feeding them close to the house. When the fowls have a free range, one cock to every fifteen or twenty hens is sufficient. The games have more meat for their size than any other fowl. They grow slowly, but are sold firm. Cooping up the mother hen and allowing the chickens to run around is the safest and most economical plan. Wooden floor cloths to the ground absorb the damp from the earth, and the atmosphere of the house is always moist. Bone meal will greatly assist the growth and development of bone in chickens and in a great measure prevent leg weakness. The nests must be renewed occasionally and kept clean. Chickens try straw is the best nesting material. Tobacco stems will help to keep away vermin. If it is desired to have the greatest number of pounds of meat from the smallest quantity of feed, select the large breed—Dorsets, Cochins or Brahmas.

**The Canals of France.**  
Few who have not traveled in southern and central France know of the vast systems of canals and canalized rivers. Many persons spend months or years in Paris and know nothing of the great basins in that city from which canals radiate, binding all parts of France to the heart of the capital. These canals run into rivers connecting those of the water sheds north, south and west. Through many of these small streams—were at home would call them creeks—will see little towboats puffing, grunting and lifting up a heavy chain from the canalized river bed, winding it round a drum and thus forcing long lines of barges with a most economic expenditure of power.—Argonaut.

**A Pair Exchange.**  
He was one of those irrepressible youngsters who are constantly brimming over with mischief. The loving tender-hearted mother wound up a serious talk by saying, "I love you even when you are naughty, darling." A day or two later this same small boy received a spanking, and in a fit of pique he climbed into his mother's arms, saying as he lovingly patted her face: "I lub you, mamma, so much, even when you 'pank me.'—Little Chronicle.

**The Ink That Homer Used.**  
Ink of various hues was used by the ancient Romans, that of a purple tint being considered the exclusive fluid for the execution of all royal writings, as it was distinguished by the reges color. It is said that Homer's works were written in letters of gold on a roll 120 feet in length, formed of the intestines of serpents, but as we are left in ignorance as to the method of preparing this ink.

**Professors Business.**  
"What's the 'ink' 'bout' your business?" "Settin' still an' growin' at the world." "What for?" "Well, the world won't rise up an' make a livin' for him."—Atlanta Constitution.

**He Had Arrived.**  
Lawyer—When I was a boy, my highest ambition was to be a pirate. Client—You're in luck. It doesn't every man who can realize the dreams of his youth.—Pittsburg Gazette.

**Victor Liniment**  
Takes Soreness out of Wounds and Sprains. Destroys fire in Scalds and Burns. Cures Croup in children. Relieves Rheumatism, and removes all Callous or Hard Lumps. Felons. Lumbago, Sciatica, and all deep seated inflammations.

**Victor Remedies Company** offers a reward for any certified case of Lockjaw, Blood Poison, in man or beast, resulting from the kick of an animal, from the insertion of a rusty nail, or from any fresh wound, provided Victor Liniment is applied strictly according to directions within 3 hours after wound has been received.

For further particulars address, VICTOR REMEDIES CO., Frederick, Maryland. For sale at Reed's Pharmacy.

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We have added a musical department—good music—good instruments and everything that belongs to a music store. Call and inspect the famous Merrill Piano. One of the best high grade pianos on the market. We can sell it on easy payments. Want a Violin, Mandolin, Banjo, Guitar or Accordion, we have them. Send for our catalogue of 10c sheet music, containing over 1000 titles, and we have them all in stock. We will get any piece of music you need, in fact we are in shape to supply all your wants in the musical line at

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**PAKOID.** The Roofing with NO TAR. Won't dry out. Won't grow brittle. ANYONE can apply it. Tins, Nails and Cement in core of each roll. REPRESENTS the results of years of Experience and Experimenting. ONLY requires painting every few years. Not when first laid. IS Cheaper than Gravel, Slate or Shingles. DEMAND for PAROID is world wide. MADE IN 1, 2 AND 3 PLY. Other Facts, Samples and Prices are yours if you will ask us.

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Of All Kinds, At All Prices. New Gas Cars as low as \$100. Old Steamers \$200. Also all the Leading Price Wines. ARZBERGER AUTO CO., 712 CEDAR AVENUE, ALLEGHENY, PA.

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BUTLER, PA.

**Wm. Foster, Architect.**  
Plans of all kind of buildings furnished on short notice. Located in Berg Building, Butler, Pa.

**REMOVAL.**  
We have removed our Marble and Granite shops from corner of Main and Clay streets to No. 208 N. Main street, (opposite W. D. Brandon's residence), where we will be pleased to meet our customers with figures that are right on.

**Monuments & Headstones**  
of all kinds and are also prepared to give best figures on

**Iron Fence, Flower Vases**  
etc., as we have secured the sole agency from the Stewart Iron Works of Cincinnati, O., for this town and vicinity.

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BRASS CASTINGS OF ALL KINDS MADE TO ORDER.  
REAR OF CAMPBELL'S MACHINE SHOP, E. WAYNE ST., BUTLER, PA.

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LADIES' TAILOR-MADE SUITS and RIDING HABITS.  
4597 Forbes Street, Corner Craig Street, PITTSBURG, PA.

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**PERSONAL VAPOR**, Washed and steam bath. Facial and scalp treatment a specialty. Best service given. MRS. HAYDEN, First Floor, 222 Federal St., Allegheny City, Pa.

**IF YOU ARE** seeking employment, have no doubt, but you will find it here. We have a list of employers. We have a list of employers. We have a list of employers. THEODORE YOSLEY, Real Estate and Insurance Agency, 238 S. Main St., Butler, Pa.

**Pearson B. Nace's**  
Livery Feed and Sale Stable Rear of Wick House, Butler Penn'a. The best of horses and first class rigs at ways on hand and for hire. Best accommodations in town for permanent boarding and transient trade. Special care guaranteed. Stable Room For 65 Horses. A good case of horses, both drivers and draft horses always on hand and for sale under full guarantee; and horses bought on proper modification by.

**NEW OWNER DRUGS STOCK**  
I have purchased the C. J. Harvey Pharmacy, in the Stein building, at 345 S. Main St., am remodeling and restocking the store. I have twenty-two years experience as a pharmacist, and compounding of prescriptions will be under my personal attention. Pure drugs and honest treatment guaranteed. When in town shopping, stop and leave your packages.

**J. L. McKee, Pharmacist,**  
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**Lincoln College,**  
Rogers, Ohio. Spring Term opens April 14th. Normal Term, six weeks, begins June 23rd. Commercial, Normal, Classical, Musical and Art Departments. Write for particulars Address: LINCOLN COLLEGE, P. O. Box 143, Rogers, Ohio.

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Have had quite an inning but they cannot shut off the energy of the American people. The country is making money as it never made money before. Get my daily letters and learn how to buy, and participate in this money-making.

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Stocks and Bonds  
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We often cause ourselves endless worry and remorse by neglecting to do some little thing. Get a good picture of your family and home made at your first opportunity. We make the best at \$6.00 per dozen, 8x10 inches and guarantee them permanent. Let us know in time to go out.

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is our occupation. We put our entire time to studying the best and latest methods of doing our work. If you are thinking of having some work done in this line, I am sure you will be well pleased if you have it done at

**The Butler Book Bindery,**  
W. W. AMON, Prop. Opp Court House.

**ENGLISH SHIRE STALLION**  
Cromwell of Willington. IMPORTED direct by owner. Dapple Gray, 5 years old, 17 1/2 hands, weighs over 3,000 lbs. Full registered for 70 years back. For limited number service \$15.00. FOR THIS SEASON ONLY. IRVINGTON STOCK FARM, Sewickley, Pa. Correspondence solicited. Bell Telephone No. 1. 5-14-14-14

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is a national illustrated agricultural weekly for farmers and their families, and stands at the head of the agricultural press. It is a practical paper for practical farmers, helping them to secure the largest possible profit from the farm, through practical methods. It is entertaining, instructive and practically useful to the farmer's wife, son and daughters, whose interests it covers in an attractive manner. The regular price is \$1.00 per year, but for a limited time we will receive your subscription for THE NEW-YORK TRIBUNE FARMER and also for your own favorite local newspaper, THE CITIZEN, Butler, Pa.

**Butler Savings & Trust Co.**  
SUCCESSION TO BUTLER SAVINGS BANK, 108 South Main Street. W. A. CAMPBELL, Jr., President. W. A. STEIN and Vice Pres. J. H. TROTTER, Asst. Vice Pres. J. W. B. STEIN, Asst. Treasurer. C. E. CRONENWETZ, Asst. Treasurer. Will continue to do a general banking business at the old stand and is also prepared to transact a general Trust Company business. 3 per cent. interest paid on time deposits subject to withdrawal without notice.

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BUTLER, PA. CAPITAL \$200,000. SURPLUS \$200,000. UNDIVIDED PROFITS \$21,138.00. Accounts of the public solicited. A liberal rate of interest paid. JOHN YOUNKINS, President. JOHN HUMPHREY, Vice President. E. W. BINGHAM, Cashier. J. F. HUTCHER, Asst. Cashier.

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Greatest Kidney and Liver Remedy. Positive cure for Sick Headache, Sour Stomach, Loss of Appetite, Constipation, Rheumatism, Blood/Purifier. For Sale by all Druggists, or by mail, 25c, 50c, and \$1.00. HAMMILL MEDICINE CO., No. 302 MILTENBERGER STREET, PITTSBURG, PENN'A.

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