

No. 151 F. & A. M.
Regular meetings
on Saturday nights
on or before the full
of the moon.

The Farmington Enterprise Co.
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NOTICE.

From this period we will de-
voted these two pages to Auto-
motive Topics. 'Keep alive!' Watch
them for good buys and good
news.

AUTOMOTIVE SECTION

DON'T FORGET
An ADVERTISEMENT in this
SECTION will bring RESULTS.

SALESMANSHIP.

Picture in your mind if you
will a warm August even-
ing the farmer sitting on his
porch, reading the morning paper
that had arrived in the mail, house-
wife sitting beside him doing the
family darning, the children play-
ing on the beautiful lawn, in the
far distant fields grazed, a large
flock of sheep and in the verdant
meadow at the extreme end of the
farm a herd of milch cows grazed.
A stranger drove up to the gate,
alighted with a dog on leash, walk-
ed in and asked the farmer if he
wanted to buy a dog, to which the
farmer replied, "No, I don't want
a dog." Stranger, "This is a
mighty fine dog, and he is worth
a hundred and fifty dollars and I
will sell him to you for a hundred
dollars." The farmer said, "I
never saw a dog that I would pay
over ten dollars for and then he
would have to be an unusually
good one."

So the man with the dog climbed
into his buggy and drove away.
The following evening, the
same scene, a stranger drove up
to the gate, came into the yard
and spoke to the farmer, doffed
his hat and addressed the farm-
er's wife and then proceeded to
express his enthusiasm and ad-
miration regarding the location
and beauty of the scenery, with
the well-kept lawn and the expan-
sive fields of grain and remarked
what a sense of satisfaction the
family must take in sitting on the
porch and viewing his wonderful
sight after the work of the day was
finished. "But," replied the
farmer, "my work is not all done.
I have to go to the fields and drive
up the sheep and the cattle." The
stranger expressed his surprise
that the cattle and sheep would not
come up to the barn of their own
accord every evening. However,
the farmer insisted that they
would not do it. That it was
necessary for him each evening
to make that long trip to drive in
each herd of stock separately. At
this point the stranger emitted a
sharp whistle, a dog bounded out
of the buggy, came up to the
stranger as if to await instruc-
tions and the dog's master turned
to him, pointed to the sheep and
told him to go and round up the
sheep and bring them to the cor-
rall. Away bounded the dog with
his tail expressing the pleasure of
obeying his master's commands.
He rounded up the sheep and by
continuous barks of animation and
with careful and intelligent ap-
plication started the sheep moving
across the pasture to the gates
which had been opened. When the
sheep were safely in the corral
and the gates were closed, the dog
was looking at his master for fur-
ther instructions. The master di-
rected the dog's attention to the
cattle, telling him to bring them in.
The cattle were brought up in the
same careful manner, great care
being used by the dog to prevent
excitement or running by the stock,
and the cattle were safely placed
in the corral.

Then the stranger turned to
the farmer and said, "neighbor I
must apologize to you for taking
up your time, but the beautiful
surroundings compelled me to stop
and get closer to the scene." With
this the stranger called the dog
and started for the buggy. The
farmer said, "Say stranger, that
is a mighty fine dog you have."
"Yes it is a fine dog and valuable
to anyone who has use for it," re-
plied the stranger. "Do you want
to sell him," asked the farmer.
"Well, I hadn't thought of it," said
the stranger.
"I'll give you \$100 for the dog,"
exclaimed the farmer. The deal
was closed. Which demonstrates
the difference between taking an
order and selling service.

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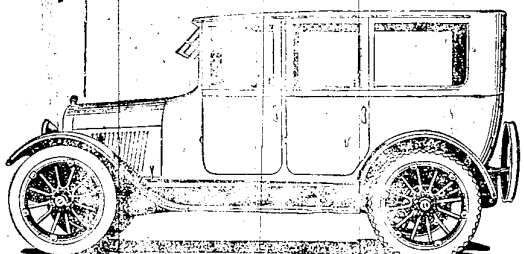
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