

FIRST EDITION PERSPECTIVES OF THE SEA.

HOW TO ADVERTISE.

The following conversation occurred between the editor of this paper and H. T. Heimbald, druggist, No. 594 Broadway—

Editor.—"Doctor, I understand that you advertise in more than two thousand newspapers."

Doctor.—"Yes, sir. Of the four thousand papers published in the United States, I advertise in two thousand seven hundred."

Editor.—"It is really astonishing, doctor, how you can make it pay, and how you manage to keep the account of all of them, keeping your advertisements in the positions agreed upon, make the necessary changes, etc."

Doctor.—"Well, sir, I will explain the matter, and enter into a few details which may interest you. Some eighteen years ago I had a small drug store in the city of Philadelphia, and at that time manufactured my fluid extracts. They had but a limited sale, and it required considerable effort to bring them to the notice of physicians. I was tolerably successful ultimately, and they were very generally prescribed by medical practitioners. At this time extracts were sold in bulk—by the pound—by the ounce, by the drachm, and other compounds were sold. My business increased in this way, but the protection afforded me was slight. A druggist, receiving a physician's prescription for my article, for instance, would, in many cases, substitute that of his own manufacture, thereby causing difficulty between the practitioner and myself. My interests became so completely jeopardized that I considered either not to sell to druggists in bulk, notify physicians of my determination, and be satisfied to remain an obscure druggist in the upper part of a large city, or adopt some entirely different method. My mind was considerably exercised as to what plan was the best to adopt. I was aware of the singular prejudice existing in the minds of practitioners and 'high-toned druggists' against advertised remedies; and, in truth, I then had but limited means at my command to experiment in 'printer's ink,' when, one bright morning, while I was sitting in my store waiting for customers, the Rev. Mr. Oatim, of Philadelphia, happened in, and said, 'doctor, you have a nice little store, and seem to be doing a fair business; to which I replied in the affirmative. He then remarked, 'doctor, this is a business I think would suit me. I presume I could employ a competent druggist, devote some of my spare time to looking after the business, and thus make it pay. What think you?' The idea at once dashed across my mind to sell out, and I said I did not suppose he would have any difficulty in carrying out his proposition. He then inquired the amount I would sell out for, whereupon I named a sum, and he accepted the offer. The negotiation was no sooner concluded than I began to look out for a new place, and with a few hundred dollars in my pocket, was not long in finding a small office, at No. 210 Chestnut street, Philadelphia, which I rented, opened, and made ready for business in a few days. Advertising to me was a new and untried field; but, with the small capital left, I determined to know—and that quickly—its merits and value; for even at that early date I was no had to loiter, and I concluded to know in a month. I manufactured a small stock and expended my money in advertising. My experimental program worked admirably, and from that time I continued to succeed, and increased my advertising in a corresponding proportion. As my business grew, I engaged a clerk, and expanded my business, until it has assumed its present magnitude.

Editor.—"But, doctor, how do you manage about the making of contracts, the payments to publishers, etc.?"

Doctor.—"That is a simple matter. When I had funds to spare I invest the money in extending my name and business, just as a man does who purchases real estate or cultivates a farm; and I consider the investment made in extending my name and business as no less profitable than any other. Nor do I ever attempt to make contracts without the means to make payments; and more than a good farmer would think of sowing his seed without the funds to put in cultivation."

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The Particulars of the Loss of the Steamship Hermann—Two Hundred Human Beings Swallowed Up by the Ocean—The Captain's Account.

It is our sad duty, says the Japan Gazette, to report the loss of the Pacific Mail Steamship Company's steamer Hermann. On the night of the 13th of February, at about 9 o'clock, she ran upon a reef about 100 miles down the coast of Japan, the weather being exceedingly stormy. From the first there was no hope of getting her off, or even of saving the lives of all on board, of whom over two hundred perished. The survivors, having landed, walked three days along the coast, when they got a Japanese boat to bring them up to Yokohama, where they arrived at 4 o'clock this afternoon. Captain Newell thus recounts the disaster:

THE CAPTAIN'S STORY. I was ordered to take command of the Hermann as soon as that vessel should return to Yokohama from Yeddo, and did so on the morning of the 13th of February. The wind was from the east, and the sea was very rough. At 10 o'clock the wind had veered to N. E. and the barometer indicating better weather, I proceeded to sea at noon, bound to the Straits of Sangar. Outside of Cape Nagasaki we encountered a heavy southwesterly swell, but wind fresh from N. and E. Passed the breakers on the Milla Ledge, about six miles distant, at 1 P. M., and at 2 P. M. the vessel was struck by a heavy sea from N. E. by E. 1/2 E. one hour; then E. N. E. till 3 P. M., then steered E. by N. 1/2 N., the ship making about seven knots per hour against the heavy sea. At 4 o'clock the vessel was struck by a heavy sea from the land at the point of Kawatzu, but I supposed the heavy S. W. sea was the cause of the disaster. The vessel was struck by a heavy sea from the land at the point of Kawatzu, but I supposed the heavy S. W. sea was the cause of the disaster.

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