

CHATTING.... with Mary Biehn

Business, Courtship Horses Prof. Nichols Had The Answer

● **WHAT PRICE** progress? I'll leave the answer to you, after revealing what an investment of \$2.25 could bring in terms of furthering your education and settling your problems. In the year 1895.

● **THAT WAS** the year Professor J. L. Nichols compiled what he called a 'Farmer's Manual'. It sold for the aforementioned sum, and to say it was good value is putting it mildly. I found it fascinating, because in addition to being crammed with information, it gives a glimpse into a vanished way of life.

● **FOR INSTANCE**, in the section devoted to giving

the farmer complete instructions on how to keep a double entry set of books (still valid today), were examples of various entries he might make. Thus we learn that the farm labourer was paid \$18.00 a month; casual labour for drawing manure, harrowing or plowing, rated \$2.50 per day; for cultivating, \$1.50 a day. And on the income side of the ledger was an entry for beef at 4c a pound.

● **ALSO IN THE** section devoted to business, book-keeping for a retail business was set up, and again the sample entries here were interesting for us today, price-wise. Coffee was entered at 18c a pound; cheese, 22c a pound;

molasses, 50c per gallon; sheet material 11c per yard; girls' cork-sole shoes 75c; ladies' opera gaiters (much like today's high-laced boots), selling for \$1.75; and men's double-soled boots priced \$1.50 a pair.

A promissory note for a person who cannot write, is included in the examples of every conceivable business form, also in this section.

● **THE MANUAL** outlines basic business laws, and then for good measure throws in some good advice on business ethics and attitudes. In order to succeed, Professor Nichols exhorts his readers to exert their energy to the utmost in the execution of their business; to have perseverance;

to be prompt; to make a study of human nature; to keep their own counsel; exercise foresight; depend on their own efforts; cultivate friends who can help them, but beware of becoming too involved; be exact and prompt in fulfilling contracts and promises.

● **INCLUDED IN** his advice on the general philosophy of living, Professor Nichols quotes two homilies:

(1) He that buys what he does not want will soon want what he cannot buy.

(2) Tyranny and anarchy are twin sisters.

● **ON THE SAME** page as these two little nuggets, a paragraph written under the heading 'A Cowardly Act' caught my eye. In it, Professor Nichols asserts . . . "A young man who makes promises of marriage to a young lady, or gives her reason to believe he is sincere in his visits and intentions and then without excuse or cause devotes his attentions to another commits a cowardly act. No honourable young man will do it. No young man has a right to demand a young lady's exclusive company without some definite under-

standing and a young lady (very injudicious, if not foolish, if she receives the attention of a young man who claims her entire society, without some understanding or promise of sincerity."

● **WRITING ABOUT** the relationship of 'Parent and Child', professor Nichols notes that by law a parent is entitled to all earnings of his minor child. If the child should refuse, the employer of the child may be notified and be compelled to pay the parent only!

● **WELL, THAT IS** just a small sampling of the truly vast stores of information and gems of wisdom to be garnered from reading the 1895 Manual. In addition to what I've touched on, there were sections devoted to 'Law without a Lawyer'; 'Insects Injurious to Vegetables'; 'How to breed and train horses'; and treat their common ailments, plus similar sections devoted to the raising and looking after of cattle, sheep, poultry, and bees.

● **THE FIRST** part of the book — and a fitting prelude to it — is all this erudition — contains a dozen or so

pages devoted to teaching writing, and the fine art of penmanship. Nobody will deny that the graceful, beautiful handwriting of yesterday has completely vanished from the scene. Yet maybe the pendulum has started to swing back. A straw in the wind might have been in a radio interview I heard recently with a handwriting expert who had a most interesting theory. He claimed that by teaching a person to 'smooth-out' his penmanship, he would at the same time 'smooth-out' his personality tensions!

● **ARE THERE** such publications today as Professor Nichols' Manual? Incidentally, the copy I read was not being kept as a curio. It had been lent to a friend of mine who had recently acquired a horse and was having his troubles training it. So it was Professor Nichols and his information about horses to the rescue.

Knowing nothing about horses, but being curious, I read the section too — and learned a lot in the process. It was complete with pictures of horses' heads, showing the 'look characteristics' of horses with various personality traits.

THE GEORGETOWN HERALD
THURSDAY, FEB. 4th, 1971
PAGE 8

COMPLETE
PRINTING
SERVICE
PHONE 877-2201
Georgetown Herald

Now Until Deadline

FROM MONDAY, FEBRUARY 1st, THIS OFFICE WILL BE OPEN EACH WEEKDAY FROM 9 UNTIL 5 P.M. (INCLUDING LUNCH HOUR) AND EACH SATURDAY FROM 9 UNTIL 1.

WITH AN INCREASED STAFF AND ENLARGED OFFICE SPACE WE LOOK FORWARD TO SERVING YOU . . . WHY NOT DROP IN THIS WEEKEND AND AVOID THE RUSH AT THE LAST MINUTE?

DEPT. OF TRANSPORT OFFICE
877-3078 41 MAIN SOUTH

A&P goes 1 better!

LOOK! SAVE!

ROBIN HOOD CAKE MIXES
19-oz pkg

25¢
Limit 3 per customer

Action Priced!

TULIP BRAND LUNCHEON MEAT
12-oz tin

28¢

Action Priced!
5 VARIETIES

Shake 'n Bake COMPLETE COATING MIX
2½-oz pkg

18¢

ASSORTED FLAVOURS
JELLY POWDERS 6 oz. pkg. 2 FOR 39¢

ORANGE FLAVORED CRYSTALS
START 7 oz. pkg. 3 FOR \$1.00

POST CEREALS
SUGAR CRISP 13 oz. 2 FOR 89¢
HONEYCOMB 9 oz.

ALL PRICES SHOWN IN THIS AD GUARANTEED THROUGH SATURDAY, FEBRUARY 6, 1971. City of Toronto and suburbs, Oakville, Brantville, Brampton, Georgetown, Agincourt, Aurora, Richmond Hill, Keswick, Markham, Stouffville, Bay Ridges, Whitby, Oshawa and Bowmanville

Check & Compare!
A&P's Own Super-Right Brand

SLICED SIDE BACON
1-LB VACUUM PACK

56¢

Super-Right Quality, Sliced, Skinless
BEEF LIVER LB 58¢

Canada Grade "A", Eviscerated, Frozen, 5 to 6-lbs average
CAPONS LB 49¢

Canada Grade "A", Eviscerated, Frozen, Vacuum Packed, Rock Cornish, 18-oz minimum
GAME CHICKENS EACH 89¢

Super-Right Quality, Boneless
PORK LOIN ROAST LB 78¢

Schneider
WIENERS "RED HOTS" LB 58¢

Schneider, "Country Style", Pure Pork
SAUSAGE LB 66¢

Super-Right Quality Frozen

PORK TENDERLOIN lb **88¢**

WHY PAY MORE?

Black Diamond, Process, Mild 1-lb pkg
CHEESE SLICES 58¢

COFFEE
Chase & Sanborn 1-lb bag 89¢
IN TOMATO, OIL OR MUSTARD

Sardines BRUNSWICK 3¼-oz tin 10¢

BEEF, CHICKEN, CHINESE, SPANISH
Minute Rice MIXES 6-oz pkg 39¢

FRESH BAKED GOODS!

Jane Parker, Daily Dated
RAISIN or LEMON PIE

2 full 8-inch 24-oz pies **89¢**

JANE PARKER, DAILY DATED, SLICED
Sandwich Bread 4 24-oz loaves 99¢

JANE PARKER
Wiener Rolls PKG OF 12 39¢ pkg of 8 29¢

JANE PARKER, HOMESTYLE
Glazed Donuts pkg of 9 49¢

HEINZ SPAGHETTI
IN TOMATO SAUCE
14-oz tin **16¢**

PEEK FREAN
ALL VARIETIES — BISCUITS
tin tie bag **49¢**

MEAT DINNERS
SULTANA BRAND, FROZEN
11-oz pkg **49¢**

AUNT JEMIMA
PANCAKE MIX
2-lb pkg **39¢**