

For Business Men

A Cause of Non-Success

It is not because of lack of opportunity, but because of lack of the qualities of ambition and energy that there are so many men—both young and old—in the world who are "neither fish, flesh or good red herring"; in other words, so many men in business, behind counters, and in the professions, who do not amount to much.

A man who is without ambition and energy merely drifts with the tide. And the farther he drifts the farther does he get from the sources from which success springs.

A man who has no ambition can no more forge ahead than can an engine without steam. Ambition is the steam of human progress.

Have ambition. Have an aim in life, and a high aim. Utilize the golden and spare moments in fitting yourself for the goal. Read good books. And think, as well as read. Then, when the opportunities come you will be prepared to grasp them.

Success is no more the offspring of indolence than is a sparrow the offspring of an eagle.—Canadian Grocer.

Quite Naturally.

"You can't fill the bucket by one stroke of the pump handle."

Many business men insert a small advertisement once or twice in a publication "as a trial," and then sit back and wait to see what comes of it. Quite naturally, nothing—or next to nothing—comes of it. People who see your advertisement once or twice are just beginning to take note of what you say, and perhaps to resolve to give your goods a trial. The next time they look over the advertisements in their favourite paper you aren't there. Consequently the man who advertises steadily and persistently wins their confidence and gets their trade. It is quite just and proper that he should. Nobody is going to take the trouble to hunt up a man who shyly bobs up to the surface now and then, and then, bobs down again.—The Curtis Publishing Company.

Give Thought to This.

The secret of many young man's success in life has been thoroughness. No little detail, however small has been neglected in the things he has had to do. Emerson, who has written so many true and helpful things, once said: "If a man can write a better book, preach a better sermon, or make a better mousetrap than his neighbor, though he build his home in the woods, the world will make a beaten path to his door."

If you give thought and attention to the matter you will discover that the work of the thorough man is always in demand, and that the slack workers never secure the best places. The other day I heard a wealthy man say approvingly to his office boy who was putting things to rights in the gentleman's private office: "That's right George; always dust out the corners as well as the centre of my desk." And when the boy had left the room the gentleman said "he is the most satisfactory office boy I ever had, because his bump of thoroughness is so large."

Worth Memorizing.

Don't make the mistake of weighing advertising by what it costs.

It is impossible to pay too much for advertising if it pays.

Nothing is cheaper than costly advertising that brings big, profitable returns.

Nothing is more expensive than "cheap advertising that brings no results.

If a newspaper charges you fifty cents a line, and every line brings you a dollar profit, you've got a regular Klondike.

If a newspaper charges you fifty cents a square foot and you never hear from it, you are pouring money into a rat-hole.

Advertising is a merchandise.

Buy the kind you can make a profit on, no matter what it costs.

Have nothing to do with the unprofitable kind, no matter how low the price is.—Bates.

The law of the times is progress. If you are ahead to-day it is not given you to rest even for a moment. Not to forge ahead is surely to drift behind. There is no such thing in this nineteenth-century as standing still. To stand still is to be sent to the rear in the great march of progress.—C. B. Atwell & Sons Co.

THE WEST INDIES.

Outlook for the Coming year is said to be Brighter

London advices received at Kingston, Jamaica, bring promise that the West Indian colonies will enter upon the new year with brighter industrial prospects, owing to the successful launching of the West Indian Co-operative Union, organized on the lines of the Californian Fruit Union, and the Irish Agricultural Organization, which achieved wonderfully rapid success. Subsequently various local co-operative societies and banks will be established by the union. Important results in the direction of obviating the present disastrous economic deadlock are anticipated, the promoters realizing the fact that only artificial conditions hamper the profitable working of the natural resources, which two centuries of devotion to a single industry has obscured. This, together with Sir Thomas Lipson's solving scheme, is regarded as satisfactorily solving the West Indian problem.

NOTES AND COMMENTS.

—Admiral Dewey has declined an offer of £1,000 for a short magazine article on the Philippines. Lieutenant Hobson is to receive £1,200 from the Century for an article describing his exploit. He says this is even more delicious than the kisses of those 400 and more modest Kansas maidens, the sound of which is still echoing through the papers.

—The Imperial Penny Postage, introduced on Christmas Day, is fairly general. The Mother Country leads the way, followed by British India, and up to date the following colonies and independencies have agreed to adopt the reform: Canada, Cyprus, British East Africa, Uganda, Zanzibar, British Central Africa, the Niger Coast Protectorate, the Niger Company's territory, Hong-Kong, the Straits Settlements, Ceylon, the Seychelles, Gambia, Sierra Leone, the Gold Coast, Lagos, Gibraltar, St. Helena, Fiji, Falkland Islands, Turks Island, Tobago, Trinidad, Grenada, Santa Lucia, St. Vincent, Antigua, Christopher Nevis, Dominica, Montserrat, and the Virginian Islands.

NEWS NOTES.

British Africa is gradually being consolidated under one control. The Government recently decided to transfer the administration of Somaliland from the Indian Government to the Foreign Office. This change will be made immediately. Uganda, Somaliland, and British East Africa, Nyassaland, and the Central African provinces which are not under the Chartered Company, are already placed under one strong administration in close connection with the Foreign office in London.

A writer in The Boston Transcript gives an account of a voyage down the Volga, and dwells on the immense volume of traffic that is borne on it in vessels that cannot have a greater draught when loaded than four and a half feet. Often one steamer may be seen drawing a string of barges deeply laden. The great fair of Nijon Novgorod is the destination of these crafts. The waterways in America are not used at all to the extent that they are in Europe. A four and a half foot waterway in this country would be wholly neglected, and people sometimes wonder at the fact. There are economic reasons, of course, and one of them very likely is the difference in wages in the two countries. Where wages are low time is not of so much account as where they are high. A shallow barge ascending the Volga filled with moujiks, to whom time is no object, may be able to transport a little load of commodities cheaply enough. In this country the wages of the hands would eat up the profits, and the railroad which carries a great load in a comparatively short time can do the business more economically. It is worth considering, however, that the latitude of Nijon Novgorod passes through the Nelson River a short distance north of its mouth in Lake Winnipeg, and that prior to the advent of railways these northern waters to some of which the Volga would be a mere streamlet, may yet play an important part in developing distant parts of the Dominion.

CAN A DYSPLECTIC BE A CHRISTIAN ?

How "the Doctor" Answered This Puzzling Question.

Whether a Dyspeptic Can or Cannot be Christian, No Person Need be a Dyspeptic—Dodd's Dyspepsia Tablets to the Rescue.

Can a Dyspeptic be a Christian? This was the question our friend the lawyer asked the doctor, during a conversation in a street car a few days ago. The doctor's answer was characteristic. Said he: "In these enlightened days, there are very few dyspeptics who do not break the chains of their slavery. "Since Dodd's Dyspepsia Tablets were introduced to the public, the number of dyspeptics in Canada has rapidly decreased. "If it is a christian virtue to help ourselves, and that it is, everyone now admits then those dyspeptics who use Dodd's Dyspepsia Tablets thereby do a Christian act."

GEN. SHAFTER'S LESSON.

It Was on This Occasion That He Learned to Decide For Himself.

Here is a story that the Cleveland Leader proffers about General Shafter. It centers about his salient trait of being pugnacious, just as all current and well invented anecdotes of "Fighting Bob" Evans revolve around some incandescent bit of profanity. But the story runs thus, as the general is made to tell it:

"Once, when I was a boy at school I wasn't more than 10 or 11 years old at the time—our teacher called up the class in mental arithmetic and began putting questions, beginning with the pupil at the head of the row and going down toward the foot, until some one could give the correct answer. I stood somewhere near the middle, and next below me was a boy who was three years older and considerably ahead of me in the various studies that we had. "How much are 18 and 9 and 8?" the teacher asked.

"While one after another of the boys and girls ahead of me guessed and failed to get it right I figured out what I thought the answer ought to be. The question had almost got to me when I heard the big boy just below me whispering, apparently to himself, but loud enough for me to hear, '29, 29, 29.' "Finally the pupil above me failed to answer correctly, and then it was my turn.

"Well, Willie," said the teacher, 'let's see if you know the answer. Come, now, be prompt.' "I cocked my head up proudly on one side, cast a triumphant look at those who had 'fallen down' on the problem and said, so that everybody in the schoolroom could hear me: "'Twenty-nine!'"

"Next, How many are 18 and 9 and 8?"

"'Aw!' said the big boy below me, with a look of supreme contempt at the rest of us, '30!'"

"That was what I had figured it to be myself, and when the teacher said 'correct' I wanted to fight.

"I didn't assault him, but I made up my mind right there and then to depend on my own judgment in the future, and ever since then when I have had anything to do and had figured out what I considered the best way to do it I have gone ahead, remembering, when people criticised or tried to throw me off the track, how that big boy made a fool of me in the mental arithmetic class."

SETTLED THE BORE.

An Abrupt Termination to a Restaurant Conversation.

Hon. Joseph Chamberlain, when on his first visit to this country several years ago, was taking a chop and a glass of ale in a Washington restaurant one afternoon, and a man around town who is somewhat noted for his forwardness, not to say his freshness, was dining in the same room, and he recognized the English parliamentarian. He walked over to Chamberlain's table, and, quite uninvited, took the opposite seat. Within the space of five minutes he was telling Chamberlain what a third rate outfit he considered England to be. The man's talk, needless to say, was in very rank taste. Chamberlain adjusted his monocle firmly and looked at the obtrusive chap amusedly.

"Now, we'll take England in the matter of great men," said Chamberlain's uninvited table mate. "Where does England out in in the matter of great men nowadays, anyhow? England has got Gladstone, of course, but he was born about 110 years ago, and he's a back number. I'll just ask you, Mr. Chamberlain, a fair question, What really great man, what noted character, has England produced, say, within the past 50 years? Answer me that, sir!"

"With pleasure," said Chamberlain, permitting his monocle to fall into his lap and taking his hat and cane from the rack. "Great man, me. Noted character, Jack the Ripper. I bid you good afternoon."

Roasting Jack Frost. May seem strange, but to those who are using No GRATE FIRE BRICK LINED, QUEBEC HEATER (Registered) it is all right. This wonderful stove upsets Old Foggy Ideas on the heating question. No more clinkers. No more escaping gas or smoke. No more worry for fear the fire will go out. Not necessary to watch it like a cat watching a mouse—it will burn 48 hours without renewing fuel! No more shaking—it has no grate—just poke it a little—no more shivering for want of heat. No more BIG coal bills. Buy one and then wonder why you put up with the old style so long as you did. BEWARE of imitations, see that the name QUEBEC HEATER (Registered) is on the stove you buy. CARRIER LANE & CO., Levis, P. Q. R. B. NORTON & CO., Ltd. Sole Agents

Simplest, Lightest Plate Camera. Eastman's No. 2 Eureka Jr. \$2.50. Takes pictures 3 1/4 x 3 1/4 inches; weighs but 12 1/2 ounces. Meniscus lens, rotary shutter, three stops, view finder, socket for tripod screw. Perfectly adapted to snap-shots or time exposures and equally convenient as a hand or tripod camera. See with plate holder, \$2.50. Complete developing and printing outfit, 1.00. Catalogue of Eureka Cameras and Kodaks free at agencies or by mail. EASTMAN KODAK CO. Rochester, N. Y.

For Xmas Eve. NICE JUICY ORANGES : : : 15c per dozen. Pure Mixed Candy 3 LBS FOR 25 CENTS Sanderson & Co. Central : Restaurant. Nearest to market, Post Office, City Building, and Principal Stores. The right place for Oysters, Dinners, Lunches, etc, etc. New Rooms. New Appointments, everything up-to-date. Call and see us. ALFRED J. QUIRK, 272-3400 UPPER QUEEN STREET. TO LET.—The store at the corner of Gt. George and Grafton Street (known as May's corner). Also three rooms above store. The store and rooms are fitted up in first class style and will be rented either together or separately to Apply to Catherine May, corner Prince and King Sts.

GOOD BUYERS

Will be quick to see the superior make of our Ready-to-Wear Clothing.....

Fit-Reform

is the best in fit, quality, and workmanship and the prices are only a shade over half what it cost to get the same goods made to order.

A 1 sizes in stock. We can fit the tall man, the short man, the thin man, the stout man, the tall man, the poor man, the rich man, the big hearted man, the mean man, in fact the man we cannot suit with FIT-REFORM is no man at all.

Don't waste your time and squander your money looking over Shoddy Clothing, when you can buy the best that is made right in here from the

WONDERFUL CHEAP MEN

We don't ask you to buy our goods unless we can demonstrate to you beyond a shadow of a doubt that ours is the best and that ours is the cheapest.

Every garment guaranteed, your money back if it goes wrong.

If you don't like to take our word come in and see and then if you cannot see the superior make of our goods over those sold by others then we can only come to one conclusion and that is that you don't know anything about clothing. In that case it would be advisable to place yourself in our hands as we have a reputation at stake that we would not care to sacrifice for the few paltry cents that we make on a suit of clothing

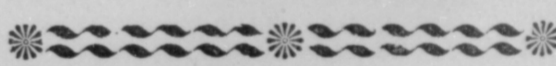
SPECIAL

One Hundred Factory Made Suits

Made by the Tryon Woolen Mills double or single breasted for \$8, 9 10.

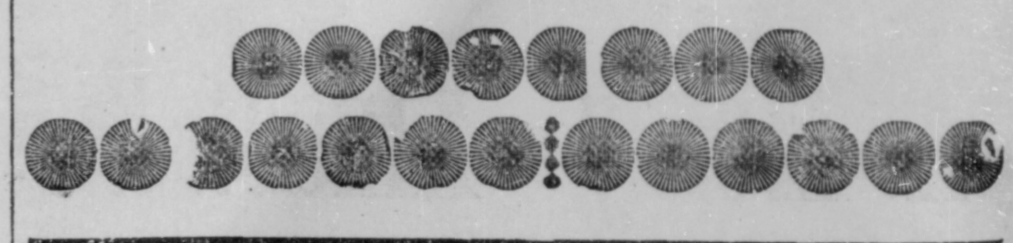
Fit-Reform suits \$10, 12, 15, and 18. Fit-Reform overcoats \$12, 15, 18, and 20.

Remember we are sole agents for Messrs Johnston's ready to wear clothing and those two firms are the best makers of high class clothing in Canada



PROWSE BROS

The Wonderful Cheap Men



DESIRABLE --- PRESENTS

Table with 3 columns: GENTS, CHILDREN S, LADIES. Items include Snow Moccasins, Patent Slippers, Hockey Boot, Ice Creepers, Slippers Kid and Velvet, Leather Leggings, Trunks, Overshoes, Moccasins, Patent Slippers, Skating boots, Rubber Boots, To-ddlers Boots, Gaiters, Chock Slippers, Overshoes, Moccasins, Box calf skating Boot, Felt Boots, Felt Slippers, Kid Slippers, Cloth Gaiters, Valises.

GOFF - BROS.