COURIER "Classified" Advertising Pays

RATES: Wants, For Sale, To Let, Lost and Found, Business Chances, etc., 10 words or less; 1 insertion, 15c; 2 insertions, 20c; 3 insertions, 25c. Over 10 words, 1 cent per word; 1-2 cent per word each subsequent insertion.

Coming Events — Two cents a word each insertion. Minimum ad., 25 words.

Births, Marriages, Deaths, Memorial Notices and Cards of Thanks, 50c per insertion.

Above rates are strictly cash with the order. For information on advertising, phone 139.

CIRCULATION COURIER CHARACTER

Buy, Sell, Rent, Lease, Hire or secure a situation. Use Courier Classified Columns.

Don't close that empty room. Rent it through a Courier Classified Advt. It's easy.

Male Help Wante

WANTED—Two Lathe hands. John H. Hall & Sons, Ltd. M|9

WANTED—Good smart man to drive wagon. The Canadian Express Co. M|3

WANTED —Floor and machine moulders, Apply Supt. Cockshutt Plow Company.

WANTED—Two boys about sixteen years old. Ham & Nott. M|15

WANTED—Two men for general work in picker department. Apply Slingsby Mfg. Co. M|15

WANTED—Two good men for a garbage wagon. Apply J. T. Burrows. M|3

WANTED—A boy for office work and errands. Apply Pratt and Letchworth Ltd.

WANTED — Gentleman roomer, private home, central all conveniences. Box 401 Courier. M|W|11

WANTED—A man for delivery. Apply 48 Dalhousie street. Benwell Fish Co. M|11

WANTED—Boy to carry papers to Starch Works. Good wages. Apply Courier Office.

WANTED—The Austin Co. wants at once twenty carpenters at the Dominion Steel Products Co. 50 cents per hour, pay each week. J. E. Anderson, Supt. M|15

WANTED—Driver for single wagon, must know the city well. Steady job for right man. Apply Dominion Flour Mills Limited. Market street. M|9

Legal

BREWSTER & HEYD—Barristers, etc., Solicitors for the Royal Loan and Savings Co., the Bank of Hamilton, etc. Money to loan at lowest rates. W. S. Brewster, K. C., Geo. D. Heyd.

ERNEST R. READ—Barrister, Solicitor, Notary public, etc. Money to loan on improved real estate at current rates and on easy terms. Office 121 1-2 Colborne St. Phone 487.

JONES AND HEWITT—Barristers, etc., Solicitors. Solicitors for the Bank of Nova Scotia. Money to loan. Offices: Bank of Hamilton Chambers Colborne and Market Sts. Bell phone 604. S. Alfred Jones, K. C., H. S. Hewitt.

Elocution

MISS SQUIRE will resume her classes in psychology, elocution, oratory, dramatic art, and literature on Monday, October 1st. All subjects are taught on the Mind Development, principle. Studio 12 Peel street.

Boy's Shoes

HAND MADE, machine finished, all solid leather, sizes 11 to 5. All so shoe repairing of all kinds. W. S. Pettit. 10 South Market street.

For Rent

TO RENT—Two unfurnished rooms. Apply 41 Duke St. T30

TO LET—House 171 Bruce St. $9 per month. Appply 17 Marlboro, Bell phone 1832. T11tf

TO RENT—Medium moderate, house; conveniences. Apply 172 Sheridan street. T5

TO LET—First class site for up-to-date grocery store in North Ward, all conveniences. Apply corner Pearl and Palace streets.

Chiropractic

CARRIE M. HESS, D. C., AND FRANK CROSS, D. C.— Graduates of the Universal Chiropractic College, Davenport, Ia. Office in Ballantyne Building, 195 Colborne St. Office hours 9.30 a.m., 11.30 and 7.30 to 8.30 p.m. Evenings by appointment Phone Bell 2025.

Business Cards

BRANTFORD BOTTLE EXCHANGE I am buying all kinds of bottles paper, metals and waste products, paying highest market price. Apply 153 Terrace Hill or phone 2185, and our wagon will be at your service.

FOUND

FOUND—In Royal Cafe two pair of glasses and small parcel. Owner can have same by proving properity and paying for ad. L|3

Female Help Wanted

WANTED—A house-maid. Apply Belmont Hotel. F3

WANTED—Stenographer by manufacturing Co. must be first-class and thoroughly experienced. Apply Box 392 Courier. F|1

WANTED—A woman to wash one day a week. North ward preferred. 99 William street.

WANTED—An experienced housekeeper at once. Apply Box 101 Courier.

WANTED—Two young women to help in sorting and grading department. Apply Slingsby Mfg Co. F|50

WANTED—Dining-room girl. Apply New Benwell Hotel, 187 Market street. F|9

WANTED—Steady girl to learn spooling. Apply Slingsby Mfg. Co.

WANTED— Experienced weavers and apprentices; steady work. Highest wages paid. Apply Slingsby Mfg. Co., Ltd. F|46tf

WANTED— Housekeeper, good home, two in family, permanent home for right party. Apply Box 402 Courier. F|11

LADIES WANTED to do plain and light sewing at home, whole or spare time; good pay; work sent any distance, charges paid Send stamp for particulars. National Manufacturing Co., Montreal Feb.|9

Miscellaneous Wants

WANTED—To buy, used records. Apply Box 376 Courier. M|W|12

WANTED TO BUY—A general purpose team also single outfit. Apply Box 405 Courier.

WANTED—Will board and care for elderly lady. Good home. Box 102 Courier. M|W|17

WANTED—By young lady of experience, general office work. Apply Box 403 Courier. SW|13

WANTED—A warm room with board, refined private family. Box 100 Courier. M|W|15

WANTED—Room and board for young couple. Centrally located. Phone 18. M|W|7

WANTED—Position as fireman and night watchman. Experienced. Apply 11 Wilkes street. M|W|11

Wanted—Warm room, single, central, reasonable. Apply Box 399 Courier.

WANTED—One or two respectable gentlemen boarders in a private home. Apply 277 Murray. M|W|3

SKATES hollow ground by new electrical method. J. W. King. General repairing. 150 Dalhousie Street. Jan27

WANTED—All A. R. men in Brantford to join A. R. Club. Meets every Friday evening returned Soldiers home, Dalhousie St. M|W|13

WANTED—Old False Teeth; don't matter if broken. I pay $2 to $15 per set. Send by parcel post and receive check by return mail F. Terl, 403 N. Wolfe St. Baltimore, Md. Feb. 8,

Homework

WOULD you like $1 or $2 daily at home, knitting war sox on Auto Knitters? Experience unnecessary. Send 3c stamp. Dept. 12C, Auto Knitter Company, College st., Toronto D|17

Situations Vacant

YOU CAN MAKE $25 TO $75 weekly, writing show cards at home; easily learned by our simple method; no canvassing or soliciting. We sell your work. Write for particulars. American Show Card School, 801 Yonge street, Toronto. SV—Feb|28

Architects

WILLIAM C. TILLEY —Registered Architect, Member of the Ontario Association of Architects. Office, 11 Temple Building, Phone 1997.

Professional

DR. L. G. PEARCE, Specialist in Diseases of the Eye, Ear, Nose and Throat. Office: Bank of Commerce Building. Hours: 1.30 to 5 p.m. Other hours by appointment. Phone, office: Bell 1885, machine 558. Residence Bell 2430.

Articles For Sale

FOR SALE—Three fresh cows. Phone 211 R. 3. A|43

FOR SALE—In good village 8-roomed brick dwelling grocery store connected would consider garden property or cottage in city in exchange. Box 397 Courier. R|3

FOR SALE—Elmhurst Berkshires. We offer a choice selection in brood sows. H. M. Vanderlip, Brantford R. R. 1, phone 847-21

FOR SALE—Handsome two-seated cutter, convertible, Gray's make. Good as new Box 404.

FOR SALE OR RENT—Barber shop with furnishings. Apply Box 50 Lynden. Bell Phone 29. R|15

FOR SALE—An antique walnut sideboard in A. 1. condition. Apply 120 Darling. A|117

FOR SALE—Dodge Brothers Touring car in A-1 condition only driven 6,000 miles; will take Ford car in part payment. Apply Box 400 Courier. A|9

FOR SALE—Two fresh Jersey cows, two registered jersey bulls. Peter Porter, Burford, Automatic phone.

FOR SALE—Ford Touring car in good condition. Price $275.00 easy terms. Apply Box 398 Courier. A9

FOR SALE—Get Delone's Magic Oil for Lumbago, Rheumatism, Neuralgia, Bronchitis, Inflammation, Croup, Etc. Gives immediate relief. For sale at all leading druggists.

JEWELRY—On easy payments. Our stock is large and the prices low. Diamonds watches, rings etc. Use the articles while you are paying. Write for my prices on diamonds. Courier. Box 383.

FOR SALE—Hardwood, Beech and maple of the very best quality. Cut suitable for any stove, or furnace. Stovewood 12 to 14 inches, $6.00 per cord. Furnace blocks $6 cord. Delivered to any part of the city Thos. W. Martin, 548 Colborne St. Bell phone 2450. A|41

Osteopathic

DR. CHRISTIE IRWIN — Graduate of American School of Osteopathy is now at 38 Nelson street, Office hours; 9 to 12 a.m. and 2 to 5 p.m. Bell telephoine 1380.

DR. C. H. SAUDER—Graduate American School of Osteopathy, Kirkville, Missouri. Office Suite 6, Temple Building, 76 Dalhousie St. Residence, 38 Edgerton St., office phone 1544, house phone 2125. Office hours: 9 to 12 a.m. 2 to 5 p.m. evening by appointment at the house or office.

DR. GANDIER, Bank of Hamilton Building, Hours 9 to 6. Evenings, Tuesday and Saturday. Graduate under Discoverer. Osteopathy readjusts all parts of the human body, restoring freedom of nerve energy and blood flow which are the greatest essentials of good health.

Contractor

JOHN McGRAW AND SON, contractors. Get our tender before you build. Office phone 1227, Residence phone 1228. 5 King street.

Shoe Repairing

BRING your Repairs to Johnson's Electric Shoe Repair store, Eagle Place. Satisfaction guaranteed. Phone 497 Machine.

SHEPPARD'S 73 Colborne Street —Electric Shoe Repairing. Work guaranteed. Phones. Bell 1207 Automatic 207.

Eye, Ear, Nose, Throat

DR. C. B. ECKEL AND DR. N. W. BRAGG,—Eye, ear, nose and throat, specialists Office 65 Brant Avenue. Bell Telephone 1012, Machine 101. Office hours 10 to 12 a.m. and 2 to 4 p.m.

Dental

DR. RUSSELL, Dentist — Latest American methods of painless dentistry. 201 Colborne St., opposite the Market over Western Counties Office. Phone 306.

Lost

STRAYED—On premises of Wm. Smith, jr., Sour Springs, two colts, a bay and sorrel, about two years old. Owner may have same by pying expenses. L|15

LOST—A bunch of four keys at skating rink on Saturday night. Return to Courier office. F|15 F|15

STRAYED—One Jersey Steer rising two years old. Reward, Lawrence Stewart, Middleport. L|15

STRAYED—Two heifers rising two years old. One black and one black and white. Reward Martin L. Vansickle, Middleport, R. R. 1. L|15

LOST—On Dec. 31st, White Fox Terrier. Brown head. Answers name of Spike. Persons found harboring dog after this notice will be prosecuted. Reward at 31 Peel street. L|7

LOST—In West Brantford or on Burford road cushion out of chair, please leave at No. 9 George street. Reward.

SMOKE
El Fair Clear Havana Cigars
10 to 25 cents
Fair's Havana Bouquet Cigar
10 cents straight
Manufactured by
T. J. FAIR & CO., Ltd.,
BRANTFORD, ONT.

Your Dealer Can Supply You With
BLUE LAKE BRAND
PORTLAND CEMENT
Manufactured by
ONTARIO PORTLAND CEMENT COMPANY, LTD.
Head Office - Brantford

Bell Phone 560 Automatic 560
The Gentlemen's Valet
CLEANING, PRESSING
DYEING AND REPAIRING
LADIES WORK A SPECIALTY
Goods called for and delivered on the shortest notice
G. H. W. BECK, 132 Market St

Girls Wanted
Girls for various departments of knitting mill, good wages, light work. Previous experience not necessary. The Watson Manufacturing Co., Ltd., Holmedale.

SALTS IF BACKACHY AND KIDNEYS HURT

Stop eating meat for a while if your Bladder is troubling you

When you wake up with backache and dull misery in the kidney region it generally means you have been eating too much meat, says a well-known authority. Meat forms uric acid which overworks the kidneys in their effort to filter it from the blood and they become sort of paralyzed and loggy. When your kidneys get sluggish and clog you must relieve them, like you relieve your bowels; removing all the body's urinous waste, else you have backache, sick headache, dizzy spells; your stomach sours, tongue is coated, and when the weather is bad you have rheumatic twinges. The urine is cloudy, full of sediment, channels often get sore, water scalds and you are obliged to seek relief two or three times during the night.

Either consult a good, reliable physician at once or get from your pharmacist about four ounces of Jad Salts, take a tablespoonful in a glass of water before breakfast for a few days and your kidneys will then act fine. This famous salts is made from the acid of grapes and lemon juice, combined with lithia, and has been used for generations to clean and stimulate sluggish kidneys, also to neutralize acids in the urine so it no longer irritates, thus ending bladder weakness.

Jad Salts is a life-saver for regular meat eaters. It is inexpensive, cannot injure and makes a delightful effervescent lithia water drink.

FROM NEWS BOY TO MILLIONIARE

Henry L. Doherty Was Always Looking for Something Harder to Do and Has Not Yet Found Anything Too Difficult

There is a young man in the public utility business worth millions to-day who sold papers on the streets of Columbus, Ohio, not so many years ago—Henry L. Doherty. There are several reasons to account for his spectacular rise, but Doherty himself puts it down to will power and lets it go at that. A biographer, H. Thompson Rich, in the American Magazine, says that his success can be summed up by reference to the fact that he is always looking for something harder to do. As soon as something harder looms up he drops the work he is on and goes at the difficult task. Mr. Rich writes:

Although to-day one of the great men of finance, and probably the very greatest in building and operating American public utilities, Doherty started life humbly. At twelve he was a newsboy. At twenty, he was a gas engineer. At twenty-five, he was manager of a public utility plant. At twenty-seven, he was manager of a syndicate of such properties. At thirty-four, he was head of a concern of his own. At forty, he controlled an immense corporation and was really an extraordinary scientist, and at forty-seven, he is one of the few real powers on Wall Street, controlling two hundred gas and electric companies, reaching nearly every state in the Union, and having oil holdings the second largest in America.

Step by step he has risen. From an obscure boy, by push and grit, he has become a man of international importance. How did he do it? What is the secret power? Doherty says he doesn't know, but talk with men who have watched him fight his way to the top of the heap, and they will tell you that one of the reasons for Doherty's success is his love for "cracking a tough nut." "As soon as a job becomes easy," says one man, "Doherty's interest lessens. All the fun has gone from that job, and Doherty begins seeking another difficult piece of work. You know, you can't keep a man down who is always looking for something harder to do."

Doherty has cultivated the habit of trying to think straight and clear and without prejudice. That habit has now become a second nature. When he wants to solve a problem, he frees his mind from everything but the one thought. Then he concentrates until it works out.

For years one of the biggest problems connected with the gas industry was how to lay pipes past a sewer or other obstruction without making a trap for water, which would obstruct the free flow of the gas. Various expert engineers had attempted to solve the problem, but they had all given it up in despair —when along came Doherty, still in his teens, and devised the solution, a simple and practical method which is now in universal employ; namely, the use of separate pipes, one above the obstruction to carry the gas, and a small one below the obstruction to carry the water. Easy? Yes, but the experts had stumbled on around it, because they hadn't thought straight and clear.

One of Mr. Doherty's strongest convictions is that worry kills more men than overwork. He believes a man can stand any amount of work, provided he makes a pleasure of it.

In July of 1912, when Wall Street was temporarily upside down, there was a conference of large interests one morning. Henry L. Doherty was present. The occasion was marked by solemnity and deepest gloom. Suddenly some detail loomed up to Doherty in a humorous light. He laughed.

Consternation followed.

"Doherty," admonished one of his friends, "I don't see how you can laugh at a time like this."

"If I couldn't laugh at a time like this," replied Doherty, "I would have died long ago!"

Henry L. Doherty had no high school or college education, yet before he was forty he had invented and perfected processes and apparatus requiring the greatest technical skill, and had established a reputation for theoretical and practical achievement known the world over.

If you ask him where he got the rudiments of his education, he will tell you: "Out of a gas catalogue."

It sounds funny but it is true. While he was still a newsby in Columbus, he got a job at the gas works. There, down by the roaring coke furnaces and retorts, he pored over that catalogue until he knew, better than the words could tell him, what it was all about—those furnaces and retorts luring him like a romance from the Arabian Nights.

He looked into the heart of that gas house and saw coal turning into gas, and gas into power and heat, saw that the coal and the gas and the power and the heat all came from the bowels of the earth and resembled the fires of the sun. Then he tore back to the catalogue to find out, if he could, what the deuce made the thing happen. And if he couldn't find out there, he asked someone or dug up another book.

This is the keynote of his education. He went from the thing to the word, not from the word to the thing, as most of the schools and colleges teach.

Often during those early years, after a sleepless night spent over some deep scientific volume, he would duck his head into a basin of cold water and go cheerfully off to work, down to the gas plant or out on the street selling papers—a fourteen-hour-a-day man right from the start. Those were the hard years of preparation for the work to come. He was getting an education such as no school can give. He was learning first-hand from life as well as from books, taking practical and theoretical together.

By the time he was twenty he was a gas engineer, and an uncommonly good one. Yet he acknowledges that he did not really wake up mentally until he flung a stone through the air one day, and caught a glimpse of the vital scientific principles behind the parabola his random bit of rock described in its flight.

At twenty-two Doherty was made assistant to the manager of the Columbus plant—because he could do things men twice his age couldn't do. That was the first score in his game of success. I say game, for success was then, as it still is, essentially a game within him. He cares little for wealth and power. The joy is all in the work, and the work is play, because he makes it play.

They tell this story of Doherty's first big promotion: The Columbus company was operated by a large Wall Street bond house. They wanted a man to go up and reorganize the Madison, Wisconsin, company. Doherty was mentioned for the honor, and a representative was sent to try him out.

"Would you go, Doherty?" the representative asked.

"Yes."

"When?"

"At once!"

They gave him the job and he caught the next train out of Columbus, without so much baggage as a brush and comb. He was happy that he had got the job, because it meant new problems, harder work more responsibility. Columbus had begun to be too easy. Madison looked like a tougher job.

At Madison, Doherty made a splendid record, putting the disorganized company back on its feet and re-establishing public good will. So successful was he that in an incredibly short time he had become president of the Madison company.

Then they sent him to take hold of one company after another, always with equal success. Finally they sent him out to tackle the big Denver company. This company was suffering from ruinous opposition of another concern operating in the same city. The opposition company had organized itself solely to force its sale to the Denver company, had managed to secure a franchise, and was attempting, by cut rates, free appliances, and other questionable tactics, to win over the legitimate company's trade.

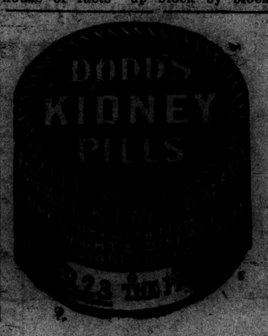
Such was the situation when Doherty stepped in. Now, nine men out of ten, under similar circumstances would have got angry and flown off the handle. But Doherty believes, at all costs, in letting the other fellow get mad. So he determined to keep cool, and set calmly about reorganizing the company. First, he put his rates back on a fair basis. The other manager had lowered them to compete with the opposition company. Next, he proceeded by a "quality" inducement to win over the select trade, content to let the rivals have the cheap trade.

It was a hard fight. It was perhaps as hard a fight as Doherty ever had. But in the end he was victorious, and forced the opposition company to sell out at his own figure.

Until the age of thirty-four, Doherty had not known what it was to be his own boss. But the break was bound to come, for a man of his original ideas and attainments would not always be willing to be hampered and held back by other people's hesitating methods and conservative capital. Also, his genius for organization had become so highly developed that reorganizing sick companies was rapidly becoming child's play. There were many problems in public utilities that were more interesting and harder to solve than the work he was doing at the time. He looked forward to tackling these hard jobs. So, when the break eventually came, the result of a difference of opinion between Doherty and those higher up, Doherty tendered his resignation and stepped out, free at last to go ahead as he chose.

Doherty's first capital was raised from his immediate friends—boys with whom he had sold papers, men with whom he had worked. With this he bought up a bankrupt western company, reorganized it, and put it back on its feet. That he was able to accomplish this is due to his former training.

That was the second score in his game of success. He took a chance and won, not because he was a gambler but because he had built his house of facts up block by block



SYNOPSIS OF CANADIAN NORTH WEST LAND REGULATIONS

The sole head of a family, or any male over 18 years old, who was at the commencement of the present war, and has since continued to be a British subject or a subject of an allied or neutral country, may homestead a quarter-section of available Dominion Land in Manitoba, Saskatchewan or Alberta. Applicant must appear in person at Dominion Lands Agency or Sub-Agency for District. Entry by proxy may be made on certain conditions. Duties—Six months residence upon and cultivation of land in each of three years.

In certain districts a homesteader may secure an adjoining quarter-section as pre-emption. Price $3.00 per acre. Duties—reside six months in each of three years after earning homestead patent and cultivate 50 acres extra. May obtain pre-emption patent as soon as homestead patent on certain conditions.

A settler after obtaining homestead patent, if he cannot secure a pre-emption, may take a purchased homestead in certain districts. Price $3.00 per acre. Must reside six months in each of three years, cultivate 50 acres and erect a house worth $300.00.

Holders of entries may count time of employment as farm labourers in Canada during 1917, as residence duties under certain conditions.

When Dominion Lands are advertised or posted for entry, returned soldiers who have served overseas and have been honourably discharged, receive one day priority in applying for entry at local Agent's Office (but not Sub-Agency). Discharge papers must be presented to Agent.

W. W. CORY,
Deputy Minister of the Interior.

N.B.—Unauthorized publication of this advertisement will not be paid for.

MORLEY'S SPECIAL
Oleo-MARGARINE
A fresh shipment just in and we guarantee every pound. Bring down the price of butter,
only 38 Cents per lb.

Easifirst Lard, 1 lb. 30c
24 lbs. best Pastry Flour $1.60
24 lbs. Purity Flour for.. $1.80
20 lb. Sack Redpaths Granulated Sugar for $2.00

Cash Bargain Grocery
Dalhousie St.

DR. HAYES TENSLETTS
PHOSPHONOL FOR MEN
Soon Doherty took over another "sick" company and "cured" it; then another and another, reorganizing them and putting them on a healthy dividend-paying basis, until gradually he acquired the great chain of companies he and his associates control to-day. The story of the reorganization of each separate company is too long to be told here. Moreover the story of one company is, in the rough the story of all, for to each he applied the same general principles. So successful has he been that his friends call him "the bankruptcy doctor," and allude to him as "the man who cures sick business."

An interesting phase of the Toledo fight [illegible] rare [illegible] Now Doherty knew that this was the result of previous bad management, and it continued trouble to use the company off the map. So he began a quiet attempt to have the fare put back to five cents.

The council had expected and hoped he would get out an injunction, whereupon a long-drawn political wrangle would have ensued. But Doherty is dead against politics in public utilities. So he kept the case away from the court house, and decided to let public opinion settle it. He instructed his conductors to charge five cents a ride and to give free rides to anyone who would not pay the full fare, thereby appealing directly to the people.

You can't damn a company that gives good service and free rides, so the mayor and council got together and decided they would force Doherty to accept the reduced rate. One day they went out in a body to proffer three-cent fares. But Doherty got wind of it and it roused his boyish devilry. With the aid of detectives he was informed where the party were to board the cars. Employing an automobile, he boarded at the same crossing, at once grasped the mayor's hand in a glad clasp, and with a "Permit me, gentlemen," handed the conductor full fares for all. The party didn't grin yet. They hadn't caught on. They rode a block or two and then got off to try it again. They crossed to another line operated by Doherty's company. But, behold, the genial generous Doherty once more mounted the platform and did the honors. This time every one shook hands so hard it was a cramp, and grins widened to laughter.

A third time the mayor and council tried it, but Doherty managed to treat them to rides once more, at five cents per person.

So those wily city fathers gave it up, and decided they would either have to pay full fare or ride free. As things turned out, they came to see it as Doherty did, and the five-cent ordinance was put back on the books.