

**MR. GAGE'S GENEROSITY.**

**M**ANY men wait until after their death before they give of their wealth to lighten the burdens of suffering humanity. Not so with W. J. Gage. His timely offer to contribute \$25,000 towards the erection of a hospital for consumptives comes at a time when Mr. Gage is in the vigor of his full manhood to oversee the proper investment of his gift. Moreover, Mr. Gage will, during his proposed visit to Europe this month, visit various hospitals on that continent, which, owing to the recent scientific discoveries and experiments concerning bacilli, are now successfully treating cases of consumption. This will enable him to supply the latest information as to the methods adopted by such hospitals, and enable him to exercise his duty as a founder-patron of the institution in an understanding manner.

The hospital is to be open to Canadians of all classes, and two cots at least are to be free for members of the bookselling and printing or allied trades, such as school teaching. The city of Toronto is asked to grant a site and an equal amount of money with Mr. Gage. High Park, at the west end of the city, is the place chosen by Mr. Gage, but it is doubtful if a site can be procured there. It is to be hoped, however, that suitable arrangements can be made so that Mr. Gage's generous gift may not be lost.

**WHAT LARGE SALARIES ARE PAID FOR.**

**T**HE masses of people in this and other countries receive wages which will little more than pay the necessary cost of living, while a few receive comfortable salaries, and a still smaller number are paid more every year than the ordinary workman or clerk receives in a life-time. What are these large salaries paid for? What is there in one man in a thousand which enables him to obtain such high prices for his services, while the remaining nine hundred and ninety-nine must work for small wages? Why are a few sought out, promoted and rewarded, while the many are not even invited to take higher places and increased pay?

Three factors enter into all business enterprises. They are labor, capital and ability. Those who speak of labor and capital as the forces which keep our industries in operation and extend them into new fields are in error, and no theory of human society or of the relations between employers and employees can be correct which is based on such a premise. There must be capital to sustain and reward labor; there must be labor to employ capital and make it fruitful—but over and superior to labor and capital is ability, or, as we usually name it, "brains." Capital is dead and useless matter until ability takes it in hand. Labor undirected by ability is not much more than the waving of arms in the

air and the wearying of muscles, without purpose or result.

Ability is the power to wisely employ capital, to influence, control and guide men, to make plans and carry them out, to see what is the right thing to do and to do it. It is a capacity for securing results—of "getting there," as we say.

The masses of mankind desire to be under the mastership of ability. Note how organized labor (a misused term, by the way) seeks leaders, and having found them submits to their control with a loyalty which becomes pitiful at times. How proud they are of the men who, they believe, possess this ability of leadership; how enthusiastically they do their bidding! The same is true of nearly all men. They are even searching for leaders; in the presence of ability they willingly do obeisance.

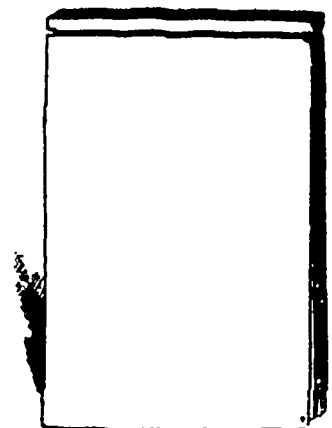
Note, too, how capital yields itself to the bright, shrewd, magnetic man. It puts itself in his hands that he may use it and make it fruitful. The capitalists are all the time earnestly looking for the man who can suggest profitable investments, or who can make use of their money to their advantage and his own. If one shows himself to have the ability which makes intrusted capital safe and fruitful in his hands, there is hardly any limit to the money he can command.

The railroad and manufacturing companies and the business houses are on the watch for ability. Of course it must prove itself to them—they may be hard to convince—but when they know that they have found it they are glad to welcome and reward it. It is in proving that they have ability that so many fail. They get impatient, it takes too long, the work is too hard, or it is uncongenial, and they gradually slip down and out. How many there are who know that they could have made a great success if—Ability of the genuine and proved kind does not stumble over an "if." It takes things as they are; it accepts all the conditions and succeeds.

No doubt the seeds of this ability which is the master of labor and capital are born in the man. Before he lay in his cradle the gift came to him. But two things help to develop this gift and make it more common than it otherwise would be, viz.: education and reward. Education will not credit it, but neither will it take it away. Add education and you have greater ability; the man can do much more than he could have done without the education.

And where ability is highly rewarded its development is encouraged. Even nature seems to provide a larger supply of strong men at certain eras, when new continents are to be subdued and settled, or great conflicts to be fought. The better ability is rewarded the more of it there will be. To pay the manager of the railway or of the great industrial establishment a great salary which he earns tends to keep every

subordinate official in the line of promotion on the strain to do his best and keep in training for a higher position and reward. It is right that there should be large rewards for those capable of discharging great responsibilities. It would not be true to say that every highly paid official has high ability, but on the average the distribution of rewards is fairly just. Many, no doubt, feel that they have been passed over and unfairly treated in the struggle of life; they are convinced that they have unrecognized ability. But rewards are not bestowed on ability except as it is recognized. And usually to have one's ability recognized involves many hard things. It means rising early, working hard, not at the work which one likes, but the work which one has to do; it means devoting one's self to the interests of others with perfect loyalty; it means self-denial and enthusiasm in work. It is not an easy path, but it is, after all, a good path to walk in, for every step is an advance toward better things. One of the reasons why so few obtain the high rewards of ability, is that they are unwilling, or, perhaps, unable to walk in this path.—*Railway Engineering and Mechanics.*

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