

Life Canada

note of success... the Company, are honest and

eat Men

life of Eng... first, said: s dependent m reproach m insured." If free from matter, you a policy of

Company

Toronto

BELLS

Memorial Church Windows

LEADED ART GLASS

Estimates and Sketches Application.

Art Glass Co.

434 Richmond St. LONDON, CANADA

LIQUID OF WITH IRON

Preparation for

and BODY

ly assimilated, into the circula any other iron.

ue in all forms General Deliv-

Drug Stores

WOOD

Canada

limited

"That Georgian Bay Trip"

MacInnis Island, S. Marie and way

travels via North

Effective June 21st.

ings from Colling- and Owen Sound

on days, Wednes- and Saturdays.

Six days water trip.

The ideal routes for business or

asure trips.

g and Way Ports, onto and Penetang

CHATS WITH YOUNG MEN

THE EXCEPTIONAL EMPLOYEE

Mr. Carnegie says "The most valuable acquisition to his business which an employer can obtain is an exceptional young man. There is no bargain so fruitful."

By the exceptional young man, Mr. Carnegie means the one who is always looking out for his employer's interests, the young man who keeps his eyes open, who is always trying to make suggestions for improvements in the business, who is always studying for some better, simpler, more efficient way of doing things.

The exceptional boy or young man is the one whose main ambition is to help along the business, to further his employer's interests in every possible way; the one who stays after hours during the busy season to help out wherever he can.

Napoleon said that his soldiers fought so well because every man carried a field marshal's baton in his knapsack. In other words, every man in Napoleon's army expected advancement and was prepared for it.

I often get letters from employees who complain bitterly that they have remained in the same position for many years, with practically no advancement in salary or prospects. But there is usually something wrong with these employees. They lack enterprise, lack a comprehensive grasp of affairs; often they work mechanically; have a mere superficial knowledge of the business, and hence they are not the kind of material the employer is seeking for promotion.

Knowledge is power everywhere, and especially in one's own specialty. I know young men who have been clerks in stores for many years in the same department with no advancement, who never appear to show the slightest interest in any other department, or in the way in which the business as a whole is conducted; they are simply cogs in a wheel, mere automatons working mechanically so many hours a day, and they are always glad when the day's work is done.

This lack of interest in the business, this indifference of the employees to learning anything outside their own routine, is fatal to promotion. What would become of the business if the proprietor were to show the same indifference, the same lack of interest as do these automaton clerks?

The principle of advancement or growth, of progress, is the same whether in employer or employee. Business grows because of enterprising, progressive, up-to-date methods. Promotion for the employee requires the same pushing, vigorous, alert methods.

Lack of ambition, laziness, the disinclination to pay the price for promotion and success, is one of the greatest curses of the employee. A mere wish, a mere desire to get on, unless backed by resolution, "push," the determination which never looks back, will never accomplish anything.

Most people who fail to get on would resent the accusation of laziness; but it is the real cause in multitudes of cases. What keeps so many employees back is simply unwillingness to pay the price, to make the exertion, the effort to sacrifice their ease and comfort.

If you think more of your comfort and your ease and of having your little pleasures as you go along than of your

great life purpose, you need not expect to make any great deal out of the world. Men who do this are made of sterner stuff.

If you want to be advanced, you must be dead-in-earnest and enthusiastic over your employer's business. You must go to the bottom of it; study it; get a comprehensive view of it; know just as much about it as possible. If you intend to take up the same line of business yourself, your present opportunity of observation and study will be of untold value to you. At present you are really an apprentice, being well paid for your work.

When your employer finds that you have a lot of enterprise; that you are trying to learn as much about his business as he knows himself, he will begin to think you are made of promotion material. But if he sees that your ambition is just to get your salary and have as easy a time as you can, you will never attract his attention, except for a possible blacklist. An employer wants no dead-weight around him. He wants live wires. He wants employees who have ambition enough to be willing to pay the price for promotion.

STUDY YOUR OWN BUSINESS

You can always get plenty of books and literature along the line of your employer's business, and when he finds that you are keeping your eyes, ears and mind open, that you are studying his business, he will keep his eyes on you. Do not think because he is not constantly patting you on the back that he is not taking your measure.

The first thing the successful employee must realize is that he is really working for himself. Every bit of work he does heartily, honestly, thoroughly, is developing his own capacity, making him a bigger, broader, more capable man. If he robs his employer of time or energy, he is robbing himself more because he is practising dishonesty, and cultivating a weakness which will slowly undermine his character and destroy his reputation for trustworthiness.

The men who have done great things in the world have been prodigious workers, particularly during the time when they were struggling to establish themselves in life. Young men who are sticklers for hours who are afraid of working overtime, who want to leave the office on the minute or a little before, who are always a little late in the morning, or who take their employer's time for their own personal uses—such employees never get very far.

In every large establishment there are a few employees who show promise and are sure of promotion. They stick and dig and hang on to their task when other people are in a hurry to quit. They do not measure their hours by the clock, or their obligation to their employer by the amount of salary they receive; they do not feel that, when they begin work earlier or stay later, it is an injustice on his part not to pay them for overtime.

I have never known an employee to rise very high who dealt out his service by measure, according to strict hours, who thought he was overworked if asked to stay overtime, and who shirked extra labor. If there is anything that makes a bad impression upon an employer it is a manifestation of indifference to his interests, a selfishness that measures every demand by personal interest.

If you want to be something more than the average worker you must do something more than average work. If you expect to become an important figure in the world of commerce, a captain of industry, instead of a common soldier in the ranks of labor, you must put your shoulder to the wheel.

If you envy your employer his freedom from restraint, his independence, his financial power, it will pay you to inquire into the methods by which he rose from employee to employer. You will perhaps find that he worked for many years from twelve to eighteen hours a day for a small salary, that he rarely took a vacation, that he got up every once in a while to go to the office, and that he picked his bucket from the stem where he had left it, but it was of no use. All the buckets were tightly fastened to the stems and turned upside down.

They have been fastened that way ever since, and perhaps, if you look in your garden you will find some of the fairies' ivory buckets.—Catholic Columbian

KINDLNESS OF THOUGHT "It was a liberal education in charity to go to her with a bit of gossip." The speaker laughed softly over the memory. "She was the gentlest heart and the kindest judge you ever saw. No matter how dreadful and how true the news might be, she always managed to find some pity or some praise to mix in and sweeten it. She always sent you away with the shamed and chastened resolution to gossip no more, and to go back to the garden, instead of to the tale and modify it after her pattern." Such a gentle heart and kindly judge would be a blessing in every community—aye, in every household. For we all need more or less training and reminding to use gentleness and kindness of thought and word in our dealings with those about us. It is so easy to judge keenly and harshly; to get into the habit of seeing the faults, and allowing them to obscure the virtues; of gossip and criticism, instead of praise and encouragement. Suppose we try instead to ignore the faults that we cannot remedy by notice, and bright forth to the light every virtue we can find in everybody we know. Would it not make a wonderful and splendid change in our view of our friends and neighbors. Who knows but it might make them all rally to the standard we set for them, thereby growing out of the faults ignored and into more than the virtues noticed—and taking us right along with them!

prejudiced him against the man that he decided not to take him as he had fully intended to do.

Every little while an employee is surprised to get a call from some other establishment when he never dreamed that they knew anything about him; but he finds that they had been watching him for a long time and knew all about his habits in business and outside, his ways of doing things, and his character and had decided that he was just the man they wanted to fill an important position.

We can not always tell what stands in the way of our promotion. Employers are very human, and they are influenced by their likes and dislikes. They think a great deal of their own comfort. Employees who have disagreeable traits, unpleasant peculiarities, who antagonize them, or who make them nervous or uncomfortable are not as likely to be promoted, other things equal, as those who are always agreeable, pleasant, and who have a pleasant, attractive manner. One's manners have much to do with one's promotion.

A proprietor often advances an employee because he likes him, because he is agreeable and obliging, even when there may be others who have more ability. Employers go very largely by the impressions which employees make upon them. If an employee gives an unfavorable impression, and the employer becomes prejudiced, it always counts in his future dealings with him. He can not avoid it. It is a factor which often outweighs superior ability.

We see the same thing in politics and in business everywhere. Appointments go very largely by favor. While a man may be perfectly just and not have the slightest desire to take advantage, he is unconsciously influenced by his prejudices, his likes and dislikes. A great many people are kept down through foolish antagonisms which they might prevent if they only used more tact and diplomacy.

It is very poor policy for an employee, even when he knows he is right and his employer wrong, to make it unpleasant in the office. This again, it always encourages an employer to see that those about him act upon his suggestions, and try to improve themselves. You will find that your employer will notice every bit of evidence of your improvement. He knows very well whether you are looking up or down, growing or shrinking, whether you have a future or not.—O. S. M., in Success.

OUR BOYS AND GIRLS

Here is a pretty legend of one of the most beautiful blossoms of the Springtime, the Lily of the Valley: Once, a long while ago, there lived in a tiny house near a large garden a fairy mother with never and ever so many fairy children. All the children were dressed alike in green slippers and stockings, with a dewdrop shining on top.

One evening the fairy mother said: "You may take your small ivory buckets and fill them with dew from the flowers in the garden, but be sure to get it before the sun rises." Off they started, running and swinging the buckets in their hands; but when they reached the garden, instead of working they began to teeter and totter, and hid and play hide-and-seek among the flowers.

And do you know, they played and played all that night, and forgot all about the dew and the ivory buckets, till the great red sun could be seen. It was past time for going home and too late to gather dew. What would the fairy mother say!

"We will hang our ivory buckets on these stems and to-night come and fill them," they said. Then they went home and they felt very sorry when they saw how and their fairy mother looked. As soon as the sun went down they hurried to the garden. First one tried to pick up his bucket from the stem where he had left it, but it was of no use. All the buckets were tightly fastened to the stems and turned upside down.

They have been fastened that way ever since, and perhaps, if you look in your garden you will find some of the fairies' ivory buckets.—Catholic Columbian

A Noteworthy Illustration An illustration of the tolerance of the Irish Catholic people in their practical affairs was exhibited the other day at a meeting in Donegal, the most Catholic County in Ireland, by Mr. Swift MacNeill, the Protestant representative in Parliament for one of the Divisions of the County. Mr. MacNeill said: "It would be wrong for me, perhaps, to refrain from saying here in Donegal what I have so often said in England, and which I have been again and again constrained by Englishmen to say. It is this—that the Catholic priests and people of Donegal have done a large service in disabusing the minds of the English people of a fear of religious intolerance on the part of the Irish people, and I am always glad to say that a Protestant, the son and grandson of Irish Protestant clergymen, and the descendant of some Irish Protestant Church dignitaries, I have been elected for

GILLETTS PERFORMED LYE



FOR MAKING SOAP, SOFTENING WATER, REMOVING PAINT, DISINFECTING SINKS, CLOSETS, DRAINS, ETC. SOLD EVERYWHERE REFUSE SUBSTITUTES

The breakfast table may be made a time of family reunion and pleasant beginning of the day, or a place of hurry and ill-temper. The day's work in home, school or office may be attacked punctually and energetically or with tardiness and fret. It is a matter of every hour, by serving one's fellows at every turn, and the place where it is made does not matter. All places are the same to the soul that is doing its best, and not stopping to complain.

One who always finds their road to larger things. The story of the pair of gloves repeats itself in all sorts of forms. The old fairy tales are full of the fairy godmother disguised as a beggar woman by the roadside, the fairy prince in the garb of a scullion. Opportunity masquerades to-day in the same old-fashioned, and kindness and honesty and cheerfulness and generosity find their wayward where they never sought for any. When the day tests a man and finds him true gold, he will not fail of success and honor and of the real satisfaction of life.

HOW A CAT SHOWED KINDNESS

It is not often one looks to our younger brethren, the animals, for examples of practical brotherhood, but I remember very distinctly the one act of kindness on the part of a cat which would put many of us to shame when we think of the many opportunities we let go by because there is not sufficient interest in our fellow-beings to rouse in us a response even to most pressing needs. It happened when I was a boy, and was very fond of birds and animals; and from time to time kept, and cared for, some pet or other. This cat had come into the house a stranger, and to induce it to stay I promptly buttered its paws, for I was sure that if you rubbed a cat's paws with lard it will at once settle and make its home there. The cat and I became constant friends.

One day the maid came to me in distress, "Oh! Master Sydney, the cat is in the kitchen looking so ill and won't touch its food." I went at once to the kitchen to see what was the matter and found that she had a piece of meat, and from the breast of a fowl upon which it had been feeding, firmly wedged into the roof of its mouth.

Trembling with excitement for fear the cat would bite or scratch me, I reached its home with the handle of a small spoon, and it never forgot this act of kindness afterwards, but always looked on me as a friend in need. Now at this time I kept two white Java doves which were nesting, and though my cat would not molest them, they were often disturbed day and night by other cats. It worried me very much to see them constantly watched by the green eyes, and one day seeing an cat prowling around I was seized with the sudden impulse to kill it; so, going upstairs I took my big brother's revolver, and taking aim from the window, fired. The cat ran away and I was under the impression that I had only frightened it.

Two days after, however, my cat came to me very worried, constantly pawing them, then turning to go, as much as to say, "Do please come with me." At first I did not understand, but as the cat was so persistent I at last got up and followed it into the garden. It led me down the path to some planks that were leaning against the wall, constantly stopping on the way to see if I were following, and moving plaintively. Behind the planks I followed; when to my surprise I found the cat that I had shot at, lying there dead.

I had shot it through the back. My cat always relied on my help, and no doubt had solicited my aid on her friend's behalf, little knowing that he had died at my hand and as a result of my cruelty. I sometimes think and wonder: "Will my cat ever find out, and will it then place the same trust in me as before?"

I cannot quite feel that I deserve even my cat's good opinion and regard, but I do hope that all animals may feel that they may safely look to me for help and care, and give me other opportunities to follow my cat's example of consideration for others.—S. D. O. in Lotus Journal.

THE MIDDLE AGES It is noteworthy how the Middle Ages are gaining in the esteem of competent scholars. It is not so long ago that the Middle Ages were spoken of as the "dark ages." Real scholars resent this appellation and Martland, a specialist on these times, has written a book, "The Middle Ages," because the school world was so much in the "dark" about them. It must rejoice Dr. Walsh's heart when he witnesses this restitution which historic justice is forcing upon the surface nibbling scholars. A remarkable work dealing with the Middle Ages has just been published by an American, Henry Osborn Taylor, in two volumes. Its title is "The Medieval Mind." In reviewing this work the New York Sun says this tribute to the Middle Ages: "To sum up the present book in two words its keynotes are a description of the gradual appropriation and assimilation of the classical heritage of the surcharging with a passionate emotionalism of the intellectual faith of the fathers, and the emergence of the joy of life in the spheres of knightly and chivalry. One feels throughout a unity and sympathy of view. Extraordinary as it may seem, America appears to have produced in Mr. Taylor the man who can most fundamentally apprehend the Middle Ages and express them with full knowledge of the sources and of recent literature. He makes one feel that so much of modern thought and feeling is a direct heritage from the Middle Ages that we should feel close kinship with the Dutch Reformer, in their various splendid qualities are distinctly medieval. To the dilettantish triflers, the copyists, the scepticisms and tyrants of the Renaissance we owe and wish to owe but little. Even in the corporate aspect of the trusts, combines, monopolies and

unions which is beginning to characterize our own material life we are merely reverting to medieval methods except that we insist on excluding the things of the mind and the spirit from the stimulation and accrued power of enforced unity.—N. Y. Freeman's Journal.

Neither Paul nor Timothy "I often hear it thrown at us," said an Irish teetotaler recently, "that Paul told Timothy to take a little wine for the stomach's sake, and his many infirmities. That reminds me of a man who had been a pretty heavy drinker. He saw the folly of his ways, and took the total abstinence pledge. Passing the public-house door one morning the publican said to him, 'Good morning.' " "Good morning," replied the man as he was going on. "Hullo," said the publican; 'are you not coming in to have a glass?' " "Oh, no," was the reply; 'I'm not taking anything now; I'm a teetotaler.' " "Oh, said the publican, 'that is ridiculous. Didn't Paul tell Timothy to take a little wine for the good of his

Professional

JOHN FERGUSON & SONS 180 King Street The Leading Undertakers and Embalmers Open Night and Day. Telephone—Hines, 375. Factory 545.

W. J. SMITH & SON UNDERTAKERS AND EMBALMERS 113 Dundas Street OPEN DAY AND NIGHT Phone 88.

stomach, and when the Scripture tells you, why not do it? " "Well," said the man, 'you are not Paul, and I am not Timothy, and—there is nothing the matter with my stomach.' "—Sacred Heart Review.

MENDETS advertisement with image of a product box.

PEASE FURNACE advertisement with image of a furnace.

Stop, Madam! Do not throw out that old piece of furniture. Lacqueret advertisement with image of a woman and a product.

IHC WAGONS HAVE STOOD THE TEST OF ALL LOADS AND ROADS FOR YEARS advertisement with image of a wagon.

Petrolia Chatham advertisement with image of a wagon and text about International Harvester Company of America.