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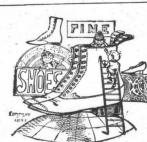
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The goods in this line must be re duced before taking stock, and in order to do so the prices have been

Marked Away Down. If you want a cheap Cap, Muff Collar or Cape, don't fail to take advantage of this genuine Cheap Fur Sale—now going on at the

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Best Quality. Low Price KARLEY BLOCK

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LAUGH and the world laughs with you. WEEP and you weep alone DRESS WELL

LOOK SHABBY

BUT WHY LOOK SHABBY WHEN A. M. CHASSELLS Tailor.

IS PREPARED TO TAKE YOUR ORDER FOR SIUTS :: ::

said, "Yes, it came (hic) from 'merica, Moody and Sankey fetched it—send 'em

in any style, made of any material, and at very low prices, con-sidering the workmanship.

sideration of the subject. As compared with a Londoner, the Scotchman

proachable being. You can get his ear when you talk business to him. A

condoner, if he is going home or to a horse race, cannot be engaged in any

sort of business. Sandy is all business, and like the Canadian will talk busi-

ness anywhere or any time. A distinguished restaurant manager in London said to me, "The reason you Canadons are to the control of the contro

lians succeed so is that you are willing

o work twenty-four hours in the day, f paid for it, while an Englishman, no natter how poor he is, when the hour omes for his recreation or holiday, nothing can tempt him to work." Sandy is all business, and while he onjoys his rest and relaxation, his fun

nd his merry making, he has always a eye to the main chance; hence he

whom he chooses to steer him. Talk

n each other and suspicion of all that

they would not have.

ade with than John Bull.

finitely a better business man to

n eye to the

LETTER FROM SOUTLAND.

The Menths' agents in the Land of Section and Barras.

And Dear Sire.—For four months I have been ploughing the insurance field of Scoland and painting a new idea, and not without observations. Socialand is the Jew land of the British in a distinctive character. I have been ploughing the insurance head of Scoland and painting a new idea, and not without observations. Socialand is the Jew land of the British in a distinctive character. I have been in glessed to designate the Scotchman, is a distinctive character. I have been in the globes, is of course, a region of the Scoland they came into the very low ording with a grave and serious opposition of the same of the state of the same of the same

Scotland is the Home of life insur-ance, and its benefits are far more ap-presiated and utilized to a greater extent than in England. Scotch thrift, foresight, and love of domestic life prompts generous provision for the future. Nearly every other business man seems to be insured and under-Front of Yonge and Escott—W. P. Dailey, Charles N. Purvis. Elizabethtown-R. M. Arnold, W.

system is based; hence it is easy to reach him and engage him in the con-Brockville-D. W. Downey, J. A.

Nominations were then proceeded with, the name of Hon C. F. Fraser with, the name of Hon C. F. Fraser being first proposed. It was received with cheers by the convention. In stating that the nomination (as was well known) could not be accepted, the president, Mr. O. K. Fraser, said that the Hon. C. F. Fraser's first, last and only reason for resigning his high position in the Provincial Legislature was his continued ill-health.

A friend of mine said to me, "You get a Scotchman's confidence and you an rob him." "Oh, yes." I said, "but would need to live a thousand years before you can get that confince" . He is so cautious that he r fuses to trust himself, and fellows with the blindest sort of faith the man

about clanishness, no people on earth are more so than the Scotch; hence ne strange combination of confidence toreign. It is no easy job to break down the walls of reconceived notions that have crystalized with them for enturies, but once you succeed and gain confidence, the victory is no doubt

The beauty of Sandy's haracter is that there is strength there. Honesty is a ruling trait, and what he says he generally puts in plain, blunt sentences. You can easily understand, and as a rule he means what he

I find the hardest element to ontend with is a pronounced prejudice against things foreign to them, and in favor of their own established notions. Sewing machines, elevators, telephones and many other American inventions are simply hated and despised because Though the night was the wildest, Said a native dozen friends and neighbors assembled Pullman cars. Scot to me, "no, sir, no American insurance for me." I at once said, "mine is not an American; my company is a Canadian company." "Oh," strance for sie." I at once said, "mine is not an American; my company is a Canadians; my company is a Canadians; my company is a Canadians, "ob," and the yankee boat, "Batt," I said, "you are all in the yankee boat, "Batt," I said, "you are mistaken." "Well, perhaps I am, but I don't think so. No matter if I am, Scotch companies are good enough for me, and as for your governmental supervision, if you bring me the sworm statement of the whole United States government officials I would not believe them. You are a nation of fraud and corruption from one end of the land to the other." Well, this seemed aweeping enough, surely. I waited until the "cannie Scot" had exhausted his gun, then said to him, "My dear sir, I am a few cannies scot" had exhausted his gun, then said to him, "My dear sir, I am a can be seen to the candian." "I do not care who you are or where you are from, Scotch companies are good enough for me. I said, "Come with me to our police departments of the large cities in a man past the all the date and re-popded awen, as he asked the company to join are or where you are from, Scotch companies are good enough for me. I said, "Come with me to our police departments of the large cities in a man past the all the date and re-popded awen, as he asked the company to join the face and the said way and that the clubman not only refused to accept it, but ignored Cody was friendship's good will. These being almeited in due form, the chairman past she all the words over the actress. Whether the line of robbers, and you will find the majority come from Glasgow. Does that prove that all men from Glasgow are thieves and robbers. By no means; so if rascash hail from you in your own cosy home on the proving man to the said by the first since their trouble in London. Against the first since their trouble in London. The first since their trouble in London. Against the line of robbers, and you will find the majority come from Glasgow are thieves and robbers. By no means; so if rascash hail from you will you or own cosy

Does that prove that all men from Glasgow are thieves and robbers. By no means; so if rascals half from America, and are clever enough to defraud you, it is by no means just to defraud you, it is by no means just to condemn the land for the sins of a few, and I am not an American, I am a Canadian."

Drunken men and children often tell the truth. Just to my left left dozen lads and rosy lasses proves Canadian."

Drunken men and children oftented the truth. Just to my left stood a Scotchnan who had imbibed a wee drop too much of the Scotch beverage. Said he to the man who was berating all American institutions, "Look ere, you say you don't want 'merican insurance; why don't you send back all the s-s-ewing machines (hie!)—s-s-end 'em back; why don't you send back all the telephones, telegraph—s-s-end 'em back; why don't you (hic) send 'em back all the Pullman cars and train cars, all the flour and wheat and corn—they all come from 'merica—don't want 'em. Now, look' ere (hic), my friend, why don't you send back the Gospel—send it back." Just here the man got aroused and said, "What do you mean by saying the gospel game from America?" The word and hanniness may ever the standard seal of seady mators in that time increases the endearment of wedded love. The presence of these shalf dozen lads and rosy lasses proves that enlarged responsibility serves but the planes of your bear the back of six cities with police matrons and wheat and to the back all the man and the assumption of you, seems to have been your married life, ere the time shall be repeated, greater changes will probably appear by dis-flower the time shall be repeated, greater changes will probably appear by dis-flower the time shall be repeated, greater changes will probably appear by dis-flower the time shall be repeated, greater changes will probably appear by dis-flower the time shall be repeated, greater changes will probably appear by dis-flower the time shall be repeated, greater changes and the assumption of cares on the other. The highway of human life is rarely straight and level for a long distance at a time, yet by going for ward and trusting, its aspertities can be easily borne; doubting and anticipating tropible is ever certain to double the trouble and sorrow of existence. You have the flower the flower than the

ing the gospet came from America wishes and sincere prayers are that Who brought it from America? The prosperity and happiness may ever who brought it from America? The prosperity and happiness may ever fellow, tight as he was, burst out and said. "Yes, it came (hic) from 'merica,"

J. W. WILTSE, J. A. RAPPELL, M. B. HOLMES.



"BUFFALO BILL" CODY, WHO STRUCK THE



WOMAN'S GOSSIP.

Of the 100 medical missionaries in China, Connecticul, the "land of steady habits, boasts of six cities with police matrons and has a school suffrage law.

Tid-Bits.
"Dabbles is passionately fond of art," remarked the young man. "Yes," she replied, "and not fond enough to stop trying to make pictures."—Washington Star.

PRESS INTERVIEWING.

"When you want anything go straight to the fountain head. Don't ever make a request on a matter of importance to an underling."

These words were addressed to me several years ago by a city editor who knew his business. I have interviewed a goodly number of men since and have come to the conclusion that his advice was sound.

viewed a goodly number of men since and have come to the conclusion that his advice was sound.

I have found that in most instances where an interview is requested from a man who has but recently sprang into prominence, or where he holds a subordinate position, or where he is ignorant, it is extremely difficult to accomplish your object. In the first instance the individual is so full of his own importance that he usually considers that it would be beneath his dignity to grant an interview. In the second case he may be quite in sympathy with you, but afraid of saying anything which might not accord with the views of his chief, and in the last instance you are likely to find the subject so susjicious that you are attempting to take advantage of him that your real object, namely, to secure his opinion, will be frustrated.

The thorougly well educated gentleman in any walk of life is the ideal subject for an interview. He is easy of access, in case you have good grounds for meeting him; he believes you honest until such time as you have given him cause to think otherwise; he listens to you, and immediately grants you the interview, or refuses, stating his reasons, and he always treats you with the utmost courtesy. There are men who, when asked by a reporter to grant an interview, appear to think that the granting all the while that he has been paid a great compliment, inasmuch as the newspaper offers to publish his views to

great compliment, inasmuch as the newspaper offers to publish his views to the world at the sacrifice of other im-

portant items of news. Courteous Wilfrid Laurier. Courtequs Wilfrid Laurier.

Perhaps the most pleasing duty to which I was ever assigned, in the interviewing line, was that which secured me an introduction to Hon. Wilfrid Laurier. I was detailed to ask him a series of questions bearing upon the policy of the Reform party. I found him at the house of a friend in Toronto and made known my mission. I was at once admitted to the presence of the great leader of the Reform party. He was sitting alone in the library writing. Immediately I entered the room he arose and extended his hand in friendly greeting.

"Are you visiting me as Koko, my young friend, or as an Empire reporter" he said, as he graciously motioned me to a chair.

position in the Provincial Legislature as his continued ill-health. There had been and were no differences behad been and were no differences behad been and were no differences belagues in the caolinet. He then read a private letter from the commissioner, expressing deep regret that he was to confirm the blow. May made several attempts from the commissioner, and the blow. May made several attempts from the commissioner, and the blow. May made several attempts from the commissioner, and the blow. May made several attempts from the commissioner, and the blow. May made several attempts from the commissioner, and the blow. May made several attempts from the commissioner, and the blow. May made several attempts from the commissioner, and the blow. May made several attempts from the commissioner, and the blow. May made several attempts from the blow from the blow from the blow from the blow. important incident of the day. After you had stated the object of your visit he would reply at once and say whether or not he would grant the interview for publication. I know of cases where he would grant the interview, but request that it should not be published before a certain date in the future. He always seemed interested in young then. I never met him but in young men. I never met him but what he enquired as to my health, how I was getting along, how the different members of my family were, and always concluded with a word of encourage-

Patient Sir Oliver. Patient Sir Oliver.

Sir Oliver Mowat has the reputation of being a dyed-in-the-wool Tory. He is considered by many who know him intimately to be one of the most conservative of inen, and yet in the matter of granting an interview he is perhaps one of the most accessible in Canada. I have never yet left him after an interview without a feeling that the predominant feature of his nature is kindness. If he grants an interview for

view without a feeling that the predominant feature of his nature is kindness. If he grants an interview for publication—which is rare in the case of Conservative journals—he does not begin by giving elaborate instructions. He says what he wants to and trusts implicitly to the reporter to do him justice. He seldom refuses point blank to grant an interview, but has an exasperating habit of telling you after you have had your interview that "Of course I have not said a word for publication."

I have observed him keenly during the session, when he almost daily receives deputations soliciting Government aid for various projects. No matter what twaddle he may omit, the Attorney General appears interested, and never for a moment allows the impression that he is bored to circulate. His usual answer is simply, "We will take the matter into our serious consideration," and usually that is the last heard of the affair. There are times, however, when he evinces great interest in what is said, and while he is always guarded in his rephies. I have known him to say of hand that he was much win to say of hand that he was much win to say of hand that he was much win to say of hand that he was much guarded in in rophes. I have know him to say off hand that he was muc impressed and that aid would be grante to this or that scheme under consider

The Premier's Style.

Sir John Thompson has the power to put his ideas into fewer words than any other man I know. He wastes no time on formalities. If you have business with him he will see you, no matter what paper you represent. He does not make fish of one and flesh of another. You are expected to state as briefly as possible your business, and on the instant you will receive your reply. Like all men of powerful minds he seems to have thought out beforehand any question you might chance to ask him. He takes your word every time, but somehow you leave him with the impression that it would a terrible mistake to ever deceive him. He usually stands during an interview. Invariably he shakes hands before you begin. He asks no questions. After you have stated your case he gives you your, answer, and in most cases asks you to repeat your or tores that he may be sure that you have correctly caught his idea. That is all. He bids you a pleasant good-day, and is ready for the next of many callers.

A Pleasant Man is Mr. Meredith. Mr. W. R. Meredith is a man whonts heart into a reporter the moment.

Aluminium Not for Bicycles.

Thomas A. Edison, the great electric. The Premier's Style.

Mr. W. R. Meredith is a man who puts heart into a reporter the moment he shakes hands. He inspires you at once with the idea that he is a noble gentleman, who thoroughly understands your anxiety and intends doing all he can to assist you. If he has anything to

admire him as a man and make special efforts to see that he is correctly reported.

About the hardest men to interview are railway officials, especially after an accident. None of them know anything, won't know anything, and try, so far as in their power, to prevent you knowing anything about the affair. They don't appear to be able to grasp the idea that all the particulars are bound to come out, and that the very fact that they refuse to give them stimulates the reporter to increased effort. In many cases the railroad officials could by giving the facts to the reporters, save themselves and the newspapers a great deal of trouble and annoyance. In every railway accident, where any people are injured, their friends or relatives are anxious to obtain particulars. In cases where the officials refuse to give them, very often the reporters, who are anxious to obtain facts, only secure data of an erroneous character from outsiders, and, as a consesquence, a great deal of annoyance ensues.

The chief requisite in a successful interviewer is a thorough knowledge of his subject before he approaches the person from whom he desires to draw opinions.—Koko, in The Empire.

rommie— "Papa, when people sell things by the pound, do they ever weigh the scales?" Papa—"Certainly not, my boy." Tommie— "Then how do they weigh fish?"—Harper's Young People.

COCOA. The Oft times Query, What Is It, Full,

The Oft times Query. What Is It. Fall.
Answered.

Of the thousands who drink cocoa few know exactly how and where it is obtained. From an article in Good House-keeping on the subject we take the following description:

It is a popular error that cocoa and the cocoanut are in some way related—an error which is due to the similarity of the names, but to no other property in common. Cocoa is the product of the seeds of trees of the genus Theobroms—signifying "food of the gods." The trees are natives of the tropical portions of this continent, though they now grow, by cultivation in some of the low latitudes of the Eastern hemisphere. At the time of the discovery of Yucatan, it is said the Indians were using the seeds as money, while in Mexico, when it was first visited by the Spaniards, the Aztecs made from them a beverage which they called chocolate.—whence the modern name of chocolate. The first writer to state these facts was the Spanish explorer, Capt. Gonzalo Fernandez de Oviedo y Valdes, who wrote about the middle of the sixteenth century regarding the origin of the new beverage, which was at that time first

about the middle of the sixteenth century regarding the origin of the new beverage, which was at that time first attracting attention in some of the European countries.

There are several species of the genus Theobroma, the most valuable of which is the Theobroma cacao, which is frequently spoken of as the cocoa tree, in distinction from other members of the genus. This tree is extensively cultivated in the countries lying near the equator on this continent, and has been introduced with success into similar latitudes in Asia and Africa. It usually grews to a height of some twenty feet, introduced with success into similar latifudes in Asia and Africa. It suaully grews to a height of some twenty feet, though occasionally attaining thirty or thrty-five feet. The trunk grows in a straight stem to the height of from six to ten feet, when it divides into numerous brasches. The fruit of the tree ripens twice a year, and may be compared to a cucumber in shape, being six to ten inches in length, red on side most exposed to the sun, and yellow elsewhere. The rind is hard and warty, enclosing a sweetish, pleasantly flavored pulp, embedded in which are about twenty beans, the size of large almonds, each of which is inclosed in a thin, reddish-brown scale or skin, which when broken and separated from the inner bean or kernel forms the cocoa shells of commerce, which are often used in the preparation of a very mild and healthful beverage. The tree attains its full vigor and productiveness when seven or eight years old, and will yield a satisfactory crop for perhaps twenty years or more. The average yield of a tree is from twenty to thirty pounds of dried beans in a year.

tree is from twenty to thirty pounds of dried beans in a year. The ripened pods are gathered twice a year, and after being picked from the tree are allowed to lie and ferment for some five or six days, being kept in earthen vessels or piled in heaps on the ground. They are then opened by hand, the seeds are removed from the pulp and dried, either by the sun or artificially. There is another method, not so agreeable in contemplation, but which is said to yield an even better quality of cocoa. In that case the fruit is buried in the ground till the pulp has decayed, when the seeds are dug out and the product is sold as cacao terre.

"It is a well-known fact," said a citizen, that men not habitually accustomed to wearing evening dress sometimes find difficulty in disposing of their hands to their entire satisfaction; indeed, it takes a "blooded" man to know what to do with his hands and to be able to forget them. The man with his hands behind his back is a familiar figure; and it is a curious fact that upon the signs which one may see in various parts of the town announcing dress suits for sale or to hire and displaying the figure of a man in evening dress, the man is almost always represented with one or both hands behind his back; even upon these painted canvases, while the man's face is bold, his hands are sly. This seems almost a pitv. It may be that the painters are moved by a subtle sympathy with the generality of mankind, or by the fact that the human hand is a pretty difficult thing to paint: but it seems as thouch, both for art's sake and for the public thist thing to paint: but it seems as thouch, both for art's sake and for the public thist truction, they should give to the man on canvas the appearance and the bearing of a trained society man. "New York Sun. "It is a well-kne wn fact." said a citizer

Belgian Marriage Certificates. Helgian Marriage Certificates.

In Belgium it is the custom to give certificates of marriages in the form of little books with paper covers. These books, which are often produced in course of law proceedings, and are taken in evidence, are apt to become dirty and dog's-eared. The burgomaster of Brussels, has therefore, hit upon a new plan. Henceforth a charge will be made for the books, which will be neathy bound in moroco and cilit-edged. They will be something more than a mere certificate. A summary of Belgian law on the married state is given in them for the cate. A summary of Belgian law on the married state is given in them for the use of young couples, and among a mass of other miscellaneous information are directions for the feeding and care of infants. There are also places for entering the names and birthdays of the children of the marriage, the authorities considerately affording space for twelve such entries. To poor persons the books will be issued free of charge. One of the two councillors was in favor of adding directions for obtaining a divorce, but it is needless to say his suggestion was not adopted.

Thomas A. Edison, the great electrician, says aluminium will not fill the bill as the best metal for the construction of bicycles, owing to its softness. It is light, but lacks strength. He thinks nickel steel is the metal of the future.

jures himself; mae woons, bealing others, heal yourself." In a cra they say, "Nobody is twice a foo among the Oji. "The moon does a grow full in a day," "The poor man in ofriends." A Pashto proverb as "A feather does not stick without gur Others are: "A crab does not bridgeth a bird," "A razor cannot an itself," "Cross the river before y abuse the crocodile," "Truth is o spoken by a strong man or a foo "Perseverance always triumphs," "Ithread follows the needle," "Preparatis better than after thought."

Egg dealers must soon push the Eng-lish language one step further. The distinction of eggs, fresh eggs and strict-ly fresh eggs, sometimes called "stric-lies," have become historic, but house-wives have discovered this winter, per-haps as the result of hard times, that striclies are no longer to be trusted. Some of them, indeed, are little better than "fresh eggs," and others are neither more or less than just "eggs."

RIGHT. Sunlight Soap has the Because it is And also because Those who use it will d what no other Soap can do. For Laundry and Household, it is a

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Also a general purpose Plow, warranted b cast steel mould, steel beam colter and la side, for ten dollars. Fair trial allowed. Poi &c. for almost any plow in use, cheap. Se p. c. for prices.

G. P. McNISH

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The one great cause of its popularity is, that it makes no

unfounded pretensions, but PERFORMS ALL THAT IS CLAIMED FOR IT

Thos La i , Toronto, 0 Was afflicted with a severe case of Fistula and terrible pains in his back. Had no faith in M.K., but used it and got radically cured. J. S. Allen, Goderich, Ont.

For twenty years suffered from Stomach Liver and Kidney troubles; had tried man emedies, but it remained for M.K. to cur John R. Murray, Halifax. As an army officer. contracted Chronic Rheumatism of the nerves; was compelled to use morphine altogether to obtain relief, until he tried M.K. It cured him.

120 KING ST. W. TORONTO, ONT. Wm. Radam Microbe Killer Co Ltmied,

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All pains taken to please.

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