

dull season, nobody is in town, and the thing is likely to fall flat. Then, again, South African mines are in deuced bad odor just now; and, lastly, it would be better, I think, to develop the property a bit before putting the scheme before the public."

"How do you mean?"

"Why, at present," he said, "you have only got so many square miles of waste land to offer, and have not the remotest idea whether there is a thimbleful of gold on the property or not."

"Quite so. What, then, do you propose to do?"

"This. To send out an engineer and some machinery—you can pick up a shipload for a fifty-pound note down Woolwich—and to dig a whole in the ground. Then there will be a report from the engineer, an analysis of the soil and a lot of figures to go on. It will be a going concern, you see. With a little ingenuity we ought to make the thing go like thunder. First of all, however, we must get hold of a good man to send out, one who knows how to fake up a tiptop report. I think I know the very man for the job."

He did. Smith was an old hand, and was prepared, in return for an adequate fee, to go to the North Pole and write a glowing report concerning the rich mineral treasures concealed in that hitherto inaccessible spot. Smith was commissioned to buy an engine, some spades, a pump, and a few other things, and to send the bill to us. The total cost was £75, which was not an excessive outlay, when you come to think of it, for developing and working a gigantic mine. Smith shipped himself and his belongings to the Cape, and in due course we heard that he had started work, and after a few weeks a long report on foolscap paper, and full of technical jargon about quartz, reefs, lodes, winzes, shafts and things followed, together with a sealed box of ore, which was handed to a big firm of chemists for analysis. The analysis was as rosy as one could wish, and everything looked well.

The next step was to get a vendor, for neither Phillips nor myself wanted to appear in connection with the scheme. An advertisement something like the following was inserted in the "Times":

WANTED: Young gentleman as secretary to a gentleman engaged in financial operations. Must be of good address. Clear handwriting, knowledge of shorthand and some acquaintance with business routine indispensable. Apply, in first instance, to K., care of Fishey and Co., Advertising Agents, Ledger lane, City.

We got 263 applications, and chose a smart youth, who, in due course, bought the property for which I had given £125 for the respectable sum of £125,000. Wonderful how land improves in value when it is situated only a few miles from a dividend-paying reef, and when a drunken engineer and a rusty boiler are dumped down on it. Our sharp solicitor saw that everything was right, drew up the contracts, and did everything else that was necessary. Then Phillips and I put our heads together and drew up the prospectus. I need not give that highly original and deeply interesting document in full. If I did, this might read like a romance instead of a plain statement of solid facts. The analysis gave an average of eighteen ounces of gold to the ton, and we reckoned how many tons we could bring to the surface daily, the cost of doing it, and the profit we could earn. It was a fearful profit; something to contemplate with awe-struck gaze. The dividends we reckoned to pay were 12 per cent. on the ordinary shares, and the founders' shares were to collar everything over that.

The capital was £300,000, divided into 50,000 shares of £5 each and 1,000 founders' shares of £50 each. Having gone through the prospectus a dozen times, making alterations and improvements here, there and everywhere, we finally got a clean proof from the printers, with spaces left for the names of directors and other officers of the company. Phillips got hold of some accountants, arranged with the London and Eastminster Bank to take the account, and fished up a secretary. The directors only remained to be secured, and these were netted one at a time. There were a Colonel, who knew absolutely nothing about company work; an M. P., who knew less, if such a state of things were possible; an East End mineral water maker and myself. It

(See page 27.)

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THESE TESTIMONIALS ARE UNSOLICITED.

Mr. Harold Leslie, tenor with the Adelaide Randall Opera Company, says concerning Ale and Beef:

HALIFAX, N. S., 26th July,

MESSRS. CANADA P. B. & A. Co.
GENTLEMEN,—

I have used Peptonized Ale and Beef and have received so much benefit from it that I feel it my duty to let others know of the wonderful virtues of this combination. After being worn out both physically and mentally on account of over-work in my profession, I used a few bottles of your Peptonized Ale and Beef, and the result was far beyond my highest expectations. It agreed with my stomach, aided my digestion, and gave me renewed strength and vigor, making me feel like a new individual altogether.

Yours truly,

HAROLD LESLIE,

Adelaide Randall Opera Co.

HALIFAX, N. S., 18 August, 1891.

MESSRS. CAN. PEPT. BEEF MFG. Co.
GENTLEMEN,—

I consider it but fair to you and my duty to others to send you this note of appreciation on account of having been so much benefited by the use of your Peptonized Ale and Beef.

Previous to July I had been losing strength gradually and had been reduced considerably below my ordinary weight.

I used your preparation for four weeks and my improvement has been very satisfactory which I must attribute to the use of your Ale and Beef.

Yours very truly,

W. V. MURRAY,

174 South St.

HALIFAX, N. S., Nov. 21st, 1890.

MESSRS. MANOLEATE MANF. Co.
GENTLEMEN,—

I have examined and used your new Soap Powder, called "Manoleate," as a disinfectant and deodorizer, I find it a most excellent article. It does its work well and is reliable as a cleanser where bad odors or disease germs are to be destroyed.

I have used the "Toilet Manoleate," particularly in the operating rooms of the Hospital and Infirmary as a hand washer, because it is a simple and handy preparation, being a powder, and can be quickly made use of. The "Laundry Manoleate" seems to meet a public want at the present time, and should be largely used in families where a cleanser and disinfectant are so frequently required in laundry work.

Yours truly,

EDWARD FARRELL, M. D.

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