

A FORTUNE IN FRENCH.

Valuable Hint for Ambitious and Earnest Young Canadians.

How many of the younger men now that, if they will only grasp it, there is awaiting them a golden prize? It can be attained only by study; the study of French. The big wholesale of Toronto are pushing their trade into Quebec, says the Toronto News. The manufacturers are doing the same thing. And the representatives of these firms, if they are to be successful in the French Province, must speak the language. Toronto employers have had great difficulty in obtaining traveling salesmen who would be able to talk to the French-Canadian merchant in his own tongue. They had plenty of bright, alert, pushing young fellows, but they had only the language that their fathers taught them. All the things being equal, the young man who knows French will stand a much better chance of doing business in Quebec than will his competitor, who compels his customer to speak a language that is alien to his lips. The French-Canadian merchant in a small town does not attempt to speak English more than once a month. So, it is gratifying to find an English-speaking salesman acquainted with his own tongue; so that the French-speaking man from Ontario stands in with a manifest advantage. So far, many of the Ontario firms have been forced to engage French-Canadian travelers to cover the territory. The result is usually earnest and enthusiastic, but he is not so efficient as the man who has been brought up in his employer's business, and several years at his apprenticeship before being sent out on the road.

Then, everybody knows that Quebec is full of water powers that will make her, in the near future, a quantity to be reckoned with when it comes to manufacturing. Where water powers are, there will be electrical development, and electrical development means positions for many young men who know something of that branch of engineering. Toronto is full of its students. Many of them will get posts in Quebec, and under them will be hundreds of French-Canadians. Will it not be easier for them to manage the business when they know the tongue of their employers? The man who has nothing but English at his command, will have to depend largely on his French-Canadian assistants or foremen. He will often have to pay salaries that he could save if he had both languages to work on. The electrical engineer of the future, who is now studying in Ontario, had better have a try at French. The younger he is, the better. Still, a man who has attained middle age can "pick it up." Many a politician has gone to Ottawa knowing no word of the alien tongue. He has found that a knowledge of it would help him in Parliament, and has commenced its study. People of our blood are notoriously timid about learning foreign languages, but there is nothing very difficult in the task of acquiring a working knowledge of French. It is something that pretty nearly any man possessing a High School education should be able to achieve in six months. If he knows his Latin grammar pretty well, he will be immeasurably helped. But even if he has no Latin, he will do well to take up French. He will be richer financially and mentally.

PRESENCE OF MIND.

The Duke of Wellington's Experience With a Marvellous Masque.

One day as the Duke of Wellington sat writing at his library table quite alone his door was suddenly opened without a knock or announcement of any sort, and in stalked a gaunt man, who stood before the commander in chief with his hat on and a savage expression of countenance. The duke was of course a little annoyed at such an unceremonious interruption, and, looking up, he asked, "Who are you?" "I am Dionysius," was the singular answer. "Well, what do you want?" "Your life," "My life?" "Yes; I am sent to kill you." "Very odd," said the duke, sitting back and calmly gazing at the intruder. "Not at all, for I am Dionysius," said the stranger, "and I must put you to death." "Are you obliged to perform this duty today?" asked the commander in chief. "I am very busy just now and have a large number of letters to write. It would be very inconvenient today." The visitor looked hard during a moment's pause. "Call again," said the duke, "for write and make an appointment." "You'll be ready?" "Without

hesitation a schooner and made a voyage to Fortress Monroe and Norfolk for them. There are about 200 bushels. Where do you want 'em?"

Bailey did really make the trip, hired his men and sold oysters enough in Georgetown before "reporting" to pay all expenses and leave him a profit of about \$100. The 200 bushels were divided among the members of the regiment, and Bailey returned to his duty.

For Pains and Lameness use KENDRICK'S LINIMENT.

De Graft is one of the most remarkably successful financiers this city has produced in a decade. I thought he was broke. Broke? Why, that man can write his debts in six figures!

Get the reliable KENDRICKS.

She—Mr. Niblack is a very skillful golfer, isn't he? He—I don't know about that, but he certainly is a very fluent golfer.

Dear Sirs.—Within the past year I know of three fatty tumors on the head having been removed by the application of MINARD'S LINIMENT without any surgical operation and there is no indication of a return.

CAPT. W. A. PITT.
Clifton, N. B. Gondola Ferry.

Miss Angular—Do you think my age is beginning to tell on me? Miss Plump—Yes, dear; but then you have no cause for worry. It doesn't begin to tell the whole truth.

Markley—No, I can't let you have a V. Why don't you get Jenks to lend it to you? Borrow—But he doesn't know me very well. Markley—That's why I suggested him.

CARIGNAN SALIERES.

French Fighting Men Sent Over to Canada in 1665.

Mr. F. D. Monk, K. C., M. P., recently delivered the closing lecture of this year's series of the Lindsay Collegiate Institute lecture course. His subject was "A Page of Old French-Canadian History," the story of the regiment of Carignan Salieres. After a graphic description of the Champlain and Richelieu valley, Mr. Monk sketched the origin of the regiment of Carignan Salieres in France about 1650, noted their many deeds of daring and their last fight in Europe against the Turks in 1664. The danger of the French colony from the Iroquois was so great that Louis XIV. sent out a regiment of regulars for protection in 1665, and the Carignan Salieres were chosen. Their work was to fortify the Richelieu valley, drive back the hated Iroquois and hunt them away from the borders of New France. This they did at great cost to themselves. Their work done, the regiment was disbanded, and the majority of surviving officers and men settled in the Richelieu. Their descendants are there and throughout Quebec still, farmers most of them, but with a military spirit that flamed out on the Plains of Abraham and has since 1763 shown itself many times in Britain's cause.

A Very Old Staff.

A large employer of labor in this city, says the Montreal Star, who has in his service many hands past the age of usefulness told this joke to a circle of amused friends. A gentleman from Chicago or somewhere else came to one of my deputies and said, "I can save you from a strike if you will get me \$500."

I said: "That seems a very business-like proposition," and I led him on. Finally I said: "I will tell you what I will do—I will tell you

There is one thing to be said in favor of our style of government, said the South American dictator. What is that?

It promotes veracity. When some one starts a rumor that a high official is going to resign his office, you can pretty near depend on its coming true.

She—And were you successful with your first case, doctor? He—Yes—yes. The—er—widow paid the bill.

Q—Why are regular travellers by the shepherd's Bush and City Railway like certain vegetables? A—Because they're Tubers.

Reporter—Here is the notice of two chums marrying two sisters. Editor—Head it, Putting Two and Two Together.

Clevertown—Since you have been calling on Miss Pinkerly, how has her father and mother treated you? Dashaway—Splendidly. I haven't even met them.

The Kentucky Husband—What do you suppose a man would do if the time should ever come when he'd have as much trouble finding his pocket as a woman does? The Kentucky Wife—Carry his flask in his boot.

Mrs. A—I sent my daughter to a cooking school to fit her for marriage. Mrs. B—Was the experiment a success?

Mrs. A—No; the man she was engaged to found it out.

Whatever became of Lamb? Oh! He played the markets and went broke.

And Wolff—what became of him? Oh! He worked the markets and got rich.

Taking Life Too Seriously.
Taking life too seriously is said to be an especially American failing. This may be true; but, judging from appearances, it would seem to be worldwide, for, go where you may, you will find the proportion of serious, not to say anxious, faces tend to one as compared with the merry or happy ones. If "the outer is always the form and shadow of the inner" and if "the present is the fullness of the past and the herald of the future" (and how can we doubt it?), how many sad histories can be read in the faces of those we meet every day! The pity of it is, too, that the sadness is a self-worn garment, even as is the joy with which it might be replaced. Ruskin says: "Girls should be sunbeams not only to members of their own circle, but to everybody with whom they come in contact. Every room they enter should be brighter for their presence." Why shouldn't all of us be sunbeams, boys as well as girls, all along the way from twenty-five years and under to eighty-five years and over?

A Cheerful Expression.
"I wish I could always look as cheerful as you do," said the sweet young thing as she dropped down beside the attractive widow. "There are times when it is embarrassing, that cheerful expression of mine," said the widow. "Let me tell you. When my husband died, I was journeying alone to his home, where he was to be buried. I was much annoyed at the persistence with which men across the aisle attempted to flirt with me. Finally he took a seat in front of me and said, 'I beg pardon, but I thought I'd like to talk with you awhile because you have such a cheerful expression.' "And there I'd been weeping my eyes out for two days. So don't cultivate that cheerful look too much or you'll find some one accusing you of looking happy at a funeral."

A Medieval Survival.
It may interest some of your readers to know that the archaic method of reckoning by tallies is still in vogue in 'au. While there I saw a bundle of tally sticks (these called tallies) suspended in a baker's shop, and on inquiry I found that most of the poorer untried people thus registered their purchases until they were able to pay. The tally stick is cut down the center, a baker and purchaser each retaining half, and when a loaf is sold the two ends are fitted together, and a notch, giving an exact check upon the baker's score. Upon any payment being made a corresponding number of notches are shaved off.

Harriet—Have you read the magazine, Charles?

Charles—Everything but the matter that's inserted between the front and back advertising pages; but I guess I've got the cream of the number.

A woman has acted as Speaker of the Colorado House of Representatives, said Kilduff.

Mrs. Tiff acts constantly as speaker of my house, added Mr. Tiff.

McJigger—What's the matter with your neck?

Thingumbob—Bile.

McJigger—Boil, eh?

Thingumbob—No, bill. Automo.

Smith—Has Brown any capital?

Jones—No. But he gives employment to a great many men.

Smith—What do they do?

Jones—Try to collect money due his creditors.

WANTED—SEVERAL INDUSTRIOUS PERSONS in each state to travel for house established eleven years for and with a large capital to call upon merchants agents for successful and profitable line. Permanent engagement. Weekly cash salary of \$18 and all travelling expenses and hotel bills advanced in cash each week. Experience not essential. Mention reference and enclosed self addressed envelope. THE NATIONAL, 334 Dearborn St. Chicago.

Good Stationery

is equivalent to

Good Clothes.

The old saying that a man must not be judged by his clothes is perhaps true, but how many business men live up to this?

If a man in ragged clothes and ancient appearance endeavored to sell you goods or asks for credit, would he have as good a chance as a well dressed man of good appearance?

It is the same with your stationery. It goes direct to your customers and wholesale firms and by it you either impress or fail to impress them.

We make a specialty of the good clothing sort of stationery and do not charge exorbitant prices for it either.

If you are interested let us know your wants and we will endeavor to please you.

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The old reliable remedy for Spavin, Ringbone, Splints, Curbs, etc., and all forms of Lameness. It cures, thousands of cures annually. Cures without a lancet, as it does not bleed.



Complete Cure for Bone Spavin.

Dr. B. J. Kendall Co., Gentlemen: I had to treat a young horse of mine some years ago which had a Bone Spavin and got locked on the same leg and was very badly crippled. I had tried all the remedies I could find, but nothing would cure him. I then got your Kendall's Spavin Cure. I had the horse bleed the same water and only gave the Kendall's Spavin Cure half a pint, and he was cured. I am a full believer in your cure, and I will give you a full bottle to cure his leg with very little treatment, and I will do so completely that you will never know that he had a spavin; he never has gone lame since. GEO. S. HARRIS, Very Yours.

Such endorsements as the above are a guarantee of merit. Price \$1.50 per bottle. As a present for family use it has no equal. Ask your druggist for Kendall's Spavin Cure. Also "A Treatise on the Horse," the book free, or address DR. B. J. KENDALL CO., ENOSBURG FALLS, VT.



This plan is slow and not very sure.

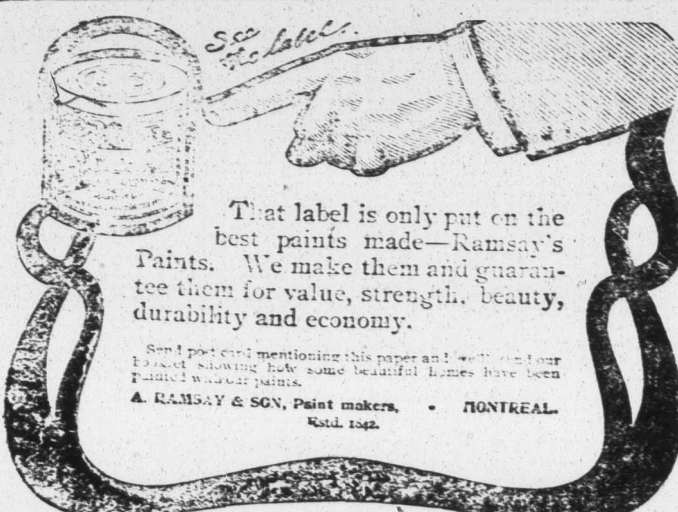
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GEO. S. STOTHART.

AT McLEOD'S

Fashionable Tailoring Establishment.

For the balance of this month and all of February I will sell some suits in Black Clay, Serge and Tyke at a very low figure to clear, as I do not want to carry them over. Call and see and you will be surprised at the price.

All kinds of

LADIES' GARMENTS

Made to order in our establishment.

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L. B. McMURDO,
AGENT.

WANTED.

We want a good reliable man to act as local Salesman in your district. The position is a permanent one and offers large pay to any wide awake honest worker. All our goods are guaranteed. We want to deal only with those who can appreciate a good position and represent us fairly. We instruct you and furnish up to date samples free. We pay weekly. All freight and packing charges are paid by us. From \$50.00 to \$150.00 per month and expenses can be earned, by selling our goods. E. P. BLACKFORD, Toronto, Ont.

Oh! But It's Nice.

That is, our new line of Stationery which we have just opened. It comprises the very latest styles in writing material.

Kid Finish

Square note in White, Wedgewood and Bluite in boxes, 50c. It's expensive but it's good.

Holland Linen

In Square Note, Colors, Neat, Attractive boxes, 25c.

Note Paper & Envelopes

Either in neat boxes or in bulk. Boxes 25 & 15c. Bulk 5c & 10c per quire.

Letter and Note Pads

A great variety from 5c to 30c.

Passe Partout Binding

In colors 15c per roll.

Mounting Board

In Grey, Dark Grey and Green. 20x30 10c per sheet.

Anslow Bros.,
Newcastle.

They have asked the visiting Englishwoman what she thought of New York.

I think it will be charming—when it is finished, said the Englishwoman.

Ask for Minard's and take no other.

Ascum—What did that rich old uncle of yours give you for Christmas? Something useful, I'll bet.

Hauskeep—Yes, a little device for saving bills.

Ascum—Ah! An arrangement to attach to the heater.

Hauskeep—No; to keep on my desk. It's a billfile.

Minard's Liniment Lumberman's Friend.

Mother (just before Christmas)—Why did you jump and run when your father came in?

Daughter—I had a lap full of Christmas presents.

Mother—But they are not for him.

Daughter—No; but I wanted him to have the pleasure of thinking they were.

Strength and vigor come of good food duly digested. "Force," a ready to serve wheat and barley food, adds no burden, but sustains, nourishes, invigorates.

Some people have called me a plug, remarked the patient horse, but just now I guess I'm a nail.

A nail? exclaimed the dog, running along under the carriage.

Yes. This woman doesn't seem able to drive me straight.

Minard's Liniment is used by Physicians.

Teacher—Name a web-footed animal.

Willie Green—A spider.

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wishing to secure a Commercial, or Shorthand & Typewriting Training the

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