

FROM F. BLAKE CROFTON, ESQ.

Secure a rich father, if practicable. Failing this, learn to do something better than any one else can. Or find out a public want and supply it. Or get hold of a good article and advertise it. Or work and save. These are the main roads to success; and on them the undersigned has never travelled far.

Some people attain success by by-paths; as by marrying for money—or commercial union; or by stealing ideas; or by humbugging voters; or by organizing mutual admiration societies; or by directing patriotic movements; or by exhibiting themselves as dwarfs, or wild men of the woods, or reformed drunkards.

FROM THOS. S. WHITMAN, ESQ., ANNAPOLIS.

There is an old trite saying—nothing succeeds like success. It is rare, however, that this statement proves true in the long run; on the contrary, my experience is, that disappointments and temporary failures more surely lead to permanent success in life. And this, I think, applies not only to commercial, but to all the avocations of life; and the way to win success is, by diligently, persistently, steadily, and truthfully pursuing the particular congenial employment chosen for life-work; avoid meddling or interfering with other employments or business, and stick to the last.

FROM THE HON. J. W. LONGLEY.

To win success in life. What kind of success? The loftiest form of success possible to a mortal man is to have achieved the highest manhood, illustrated the purest virtue, and made his character nearest God's standard. But it is presumed that worldly success is what is meant in this connection—the acquisition of riches, honor and power. How to win this kind of success? In dealing with essentials, we must state general principles. Of course, there are exceptions.

The first essential is health, or physical vigor. The second is brains, unless wealth only is the object, when intellectuality is not an essential. The third is honesty. No man permanently succeeds—except as an accidental and exceptional case—whose word is not his bond. The fourth is industry. In this age there is no other genius known or possible except labor. There are no royal roads to success.

These are the four essentials. For superlative success a few special qualities must be added, and these are not so easily stated or defined. Stoutness of heart in the midst of emergencies and dangers, indomitable will, clear perceptions, and force of character—these are the supreme qualities which pluck success from mountain crags. To make them invincible, they must be combined with the heroic virtue of patience. Greatness becomes godlike when it is mellowed with patience. God waits for centuries for the development of a star. A man with health, brains, honesty, and industry, is bound to win, if he has only the courage to wait.

FROM C. H. TUPPER, ESQ., M. P.

Dear Sir,—Replying, briefly, to your circular note, I may say my views of the way to be successful in life, are as follows:—

In a free country like ours, a man can achieve great success by pluck and pertinacity. Application is of course required.

The lives of eminent Scots, both from Auld Scotland, as well as from Nova Scotia and other Colonies of the Empire, serve to remind us of what can be done by prudence, persevering assiduity, and integrity.

A fearless mind is over necessary—courage full of faith.

It is a grand thing in every calling to learn how to wait, to walk before you run, and to run before you leap.

"Wisely and slow; they stumble that run fast," was the advice of Friar Lawrence in an affair of the heart; but it is eminently applicable in preparing for the fierce race of life.

FROM REV. J. AMBROSE, DIGBY.

The way to win success in life.—This life is but the school in which immortal beings are prepared for the enjoyment of a better one, therefore, success, worthy the name, includes both.

This definition may be said to be only the idea of the theologian, and may be scouted by those who look upon the attainment of the rewards of covetousness or ambition as the mark of success in life. But these may be gained to the injury of others; and of many who have thus succeeded, it may be truly said—it were well for that man and the world at large, if he had never been born. The dishonest man, or the man who, for place or power, leaves his country, or the world at large, worse than he found it,—the man who, for any object, barter self-respect, is not among those whom history characterizes as successful men.

The successful man, if we look beyond this life, is the man who, having chosen a suitable vocation, pursues it with honesty towards God, his neighbor and himself. Honesty, with energy and self-denial, will achieve success.

FROM W. C. SILVER.

1. Consider carefully before adopting a business or profession; then stick to it, thoroughly master all its details, avoiding outside speculation.

2. Pay as you go, or be prompt in meeting bills when due, even at great inconvenience.

3. Live within your income.

4. Dress fairly well, and at all times preserve a neat and cleanly appearance.

5. Be polite and obliging to all classes, especially to women and inferiors.

6. Cultivate the friendship of intelligent people of good standing.

7. Be fairly posted in current literature, eschewing novels save the works of a few of the best authors.

8. Go but seldom to balls or social amusements entailing late hours; but cultivate manly and health-giving recreations, such as cricket, quoits, boating, angling.

9. Carefully regard the laws of health, and avoid the use of tobacco and alcohol.

10. Take an interest in the work of your church, and all the societies for the advancement of your locality, or the general good.

11. Persevere in public speaking until you can clearly express what you wish to impart while on your feet.

12. Enter into politics only so far as will enable you to give an intelligent vote.

13. Be cheerful, hopeful and generous.

14. Do not go surety for the speculations or debts of others.

15. Get a prudent, intelligent wife as soon as you can afford to support one.

16. Put your trust in God and in his guiding Providence.

INDUSTRIAL NOTES.

Few country towns have shown more praiseworthy enterprise, or enjoyed a greater degree of genuine prosperity than Bridgetown, the commercial centre of the fruit-growing portion of Annapolis County. Beautifully situated on the winding river which flows through the pretty valley, and having the advantages connected with both railroad and shipping facilities, this little town bids fair to become one of the wealthiest and most desirable in the land. Among its numerous enterprises, that of the Furniture factory of Messrs. J. B. Reed & Sons, takes the lead. Under the fostering influence of the national policy, this industry has developed with surprising rapidity. Less than thirty-two years ago, Mr. Reed began a little business in this line with a capital scarcely exceeding twenty dollars. A small workshop, a small trade, and small pay, gave little promise of any considerable degree of enlargement in the business. Close attention to the affairs of the establishment, together with the most scrupulous economy, and the most unremitting diligence, enabled the proprietor to improve his machinery, and to increase his trade from year to year. New engines, larger and more convenient buildings, and a great number of workmen, were demanded and secured from time to time. The establishment is now one of the finest in the Maritime Provinces. The workshops and engine rooms occupy a large four-storied building 132 feet in length, by 60 in breadth. The commodious warerooms and upholstering department occupy a building three stories in height, 75 feet long, by 40 broad. About 32 workmen are constantly employed in the various departments of the business, and 22 families derive their support from this employment. It is estimated that about \$40,000 is annually expended for raw material and wages. The manufacture of parlor and bedroom furniture is a specialty of the firm, but a great deal of general cabinet work is also done. A ready market for the products of the factory is found in Annapolis, Digby, and Kings Counties, and not a little is sent to Halifax, and especially to St. John. The sharp competition of other Dominion factories has reduced the profits of the business of late to a degree that has been almost ruinous, but the increasing prosperity of the country will, in some measure, counteract this serious drawback.

Within the past year, Mr. Reed has taken his sons into partnership with him. A ware-room has been opened at Kentville, and arrangements are being made to have similar rooms in other parts of the Province.

Much of the machinery, tools, and raw material employed in the establishment have hitherto been imported from the United States; but it is now found that better tools, and equally good raw material can be obtained in the Dominion at much more reasonable prices than are demanded in the United States. Mr. Reed is, therefore, of the opinion that commercial union will be of no advantage to his business, either in the matter of making sales or purchases; and as Uncle Sam appears to be so perfectly contented with his protective policy, let us show him that we can get along quite as contentedly with ours.

FROZEN FISH.—Frozen fish are now imported into France, and a society formed in Marseilles for the purpose of developing the trade, has a steamer and a sailing vessel engaged in it. The steamer *Rokelle* lately came into Marseilles with some 30,000 kilogrammes of frozen fish in its hold, the temperature of which is kept at 17 deg. C. below zero by means of a Pictet machine (evaporating sulphurous acid.) The fish are caught with the net in various parts of the Mediterranean and Atlantic. After arrival they are despatched by night in a cold chamber. Experiment has shown that fish can be kept seven or eight months at low temperature without the least alteration. These fish are wrapped in straw or marine algae, and have been sent on to Paris, and even to Switzerland.—*English Mechanic*.

The people of Manitoba have strangely enough a very direct interest in the fishery question. During the last year they exported to the United States a million and a-half pounds of white fish, jack fish, tullibe, and other fresh water fish with strange names, and their total export of fish was in all under two millions of pounds. The Manitobans are not inclined to be bashful, and they think that their fishing interest is deserving of recognition by the Fishery Commission. In fact they are dubious as to the results of any conference that does not include a representative of Manitoba.

The *Sydney Advocate* says:—"Mr. R. Gillis, architect, of this town, has taken out a patent for an improved school desk and seat, being the second patent on school furniture within two years. We understand that it is his intention to commence manufacturing on a large scale. Mr. Gillis speaks in the highest terms of the satisfactory manner in which business is conducted in the Canadian Patent Office."