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MEN OF PLUCK

How Geniuses Have Overcome
Their Difficulties.

The Victories of Bull-Dog Tenacity Described.

Edison, Gibbon, Newton, Shaftesbury
Curran and Others in Evidence.

A writer in Blackwood's Magazine relates a striking incident in the life of Nassau William Senior, Professor of Political Economy at Oxford University.

When examined for his bachelor's degree he was "plucked." He failed in divinity, which, as it was then the first subject on which the aspirant was examined, rendered fruitless any amount of general acquisition, and insured immediate rejection. Nowise distrustful of himself, the young man determined to try again, and meanwhile looked out for a private tutor with whom to read. He called upon Richard Whately, afterward Archbishop of Dublin, and expressed a wish to be received by him as his pupil. Whately scarcely took the trouble to look his visitor in the face, but coolly answered:

"You were plucked, I believe. I never receive pupils unless I see reason to assume that they mean to aspire at honors."

"I mean to aspire at honors."

"You do, do you?" was the rejoinder. "May I ask what class you intend to take?"

"A first class," said Senior coolly. Whately's brow relaxed. He seemed tickled with the idea that a lad who had been plucked in November should propose to get into the first class in March, and he at once desired the plucky youth to come to be coached. Never were tutor and pupil better matched. Senior read hard—went up into the schools in March—and came out with the highest honors.

THE VICTORIES OF BULLDOG TENACITY.

Who does not admire the pluck which this incident exemplifies? History abounds with illustrations showing that it is this bulldog tenacity that wins his battles, whether fought in the field, the mart, the senate or the forum. It was the bold onset made by a few resolute men against troops that had maintained successfully a hard day's combat that turned the scale, at last, at Luxemburg, and broke the charm of Wallenstein's invincibility.

It was the pluck of Isaac Newton that led him, when he stood at school at the bottom of the lowest form, but one, to thrust the boy above him who had kicked him, and then to determine to vanquish him as a scholar, which he also did, rising to the top of his class. It was this quality that enabled him to triumph over the "booby" of his school, who, when sneeringly asked one day by the master what he proposed to become, since he was so poor a scholar, answered that he would be a chemist—a reply which provoked a laugh of derision from the whole school. Yet he lived to become one of the most eminent chemists of modern Europe.

Who can think without a thrill of admiration of that glover's apprentice in Glasgow, Scotland, who battled with almost incredible earnestness and persistence against the obstacles that confronted him in the acquisition of knowledge? Laving with a relative, an old woman who was too poor to afford him a candle or even a bright freight, he read by the light of a shop window, and when the shop was closed, climbed a lamp-post, and, clinging to it with one hand, held his book in the other, and thus mastered its contents. Who can wonder that he became one of his country's eminent scholars?

MEN WHO HAVE DEFTED FAILURE.

How long and strenuously, against baffling discouragements, did Edison labor to make the phonograph produce an aspirated sound? "From eighteen to twenty hours a day, for the last seven months, I have worked at this single word—speca. I sent into the phonograph 'speca,' 'speca,' 'speca,' but the instrument responded 'peca,' 'peca,' 'peca.' It was months to drive one mad. But I held firm, and I have succeeded."

What was it that stung the little, ugly, stuttering Jack Curran into eloquence, and led him to tell to his advantage one of the most powerful and brilliant advocates in Great Britain?



It was sarcasm of a member of a club the nickname of "Orator Mum" given to him, a law-student, when, rising one evening to speak, he had failed in a most humiliating way, and sat down without uttering a word. What did he then do? Give up? No; he began at once committing to memory and declaiming, day after day, for several hours, with earnestness and distinctness of enunciation, before a mirror, passages from the masterpieces of literature. By this practice he gradually overcame his defects, and, having Lord Eldon's requisite to distinction, viz., "to be not worth a shilling," rose in spite of his physical disadvantages and inborn shyness, to the Alpine heights of his profession. Go miserably poor was he at his start in life that, writing afterward to a friend about his marriage, he said: "My wife and I were the only furniture of our apartments, and as to my rent, it stood pretty much the same chance of liquidation as the national debt."

John Ashley Cooper, the first Earl of Shaftesbury, was born a cripple, and could not in any time of life move without his man and his crutch. "I was never," he once said, "without a dull, aching pain of that side. He suffered also from daily epileptic fits; yet he became a member of Oliver Cromwell's council, with reference to which that man of iron will used to say that 'there was no one whom there was more at a loss how to manage than little Marcus Tullius Cicero, the little man with three names'—meaning Shaftesbury. The little man was afterward made Chancellor by Charles II, and it is to him that every Englishman and every American is indebted for that sheet-anchor of their liberties, the Habeas Corpus Act. Imprisoned in the Tower by the caricature king, and compelled, at last, to fly to Holland, where he died, he seems never for a moment to have lost his self-confidence, his pluck, or elasticity and buoyancy of spirits.

THE STIMULUS OF DEFEAT.

Some of the most extraordinary examples of pluck under discouraging circumstances have been furnished by military commanders. Napoleon said of one of his marshals, Massena, that "he was not himself until the battle began to go against him; then his dead fell in ranks about him, were awakened his powers of combination, and he put on terror and victory as a robe."

Blucher, the obstinate old Prussian general, lost nine battles out of ten, but he quickly rallied, and showed to Napoleon, after every defeat, a more formidable front than before. Defeated and wounded, and thrown from his horse at Ligny, he led his troops two days later through mud, up steep defiles, amid torrents of rain, from Wavre to Waterloo, and won with Wellington the immortal victory that sealed the fate of his foe.

SOME PLUCKY MEN OF LETTERS.

Brilliant as are these instances, the literary calling has shown examples of grit noticable as any seen in the field of arms. Look at Gibbon, toiling for years with Herculean industry over his monumental history of The Decline and Fall of the Roman Empire! Seven years of ceaseless labor were spent in gathering and meditating on the materials for the work, the enormous scope of which rendered indispensable the most vast and accurate knowledge, not only of the whole range of Classical, Byzantine, Medieval and Oriental literature, during upward of the greatest religious and social changes that have shaped the destinies of man—the rise of Christianity, the Mussulman domination, and the institution of Feudalism and Chivalry. The amount of reading, almost wholly in foreign tongues, involved in such a task might well appal the most indefatigable student. The task was, nevertheless, achieved; but when the historian began the labor of writing his great work, "all was dark and doubtful," and he was tempted to throw away all his labor. Finding, however, with heroic resolution, he toiled on for thirteen years more, at the end of which his colossal task was done and the gulf between ancient and modern history was bridged. See a Milton dictating his immortal epic in old age and in a world he cannot see; a Prescott and a Parkman writing their histories under constant physical discouragements; a Balzac in Paris, in silence, in hunger, and in the deepest poverty; an Almsworth patiently recompiling his Latin dictionary, which his wife had angrily burned; a Carlyle calmly buckling himself to the task of rewriting his French Revolution, which had cost him years of thought and drudging; a search, the manuscript of which was consigned to the flames; and a Bulwer giving to the world a hundred volumes of novels, essays, plays, histories and historical romances, in spite of ill-health and incessant sneers at his shallowness and dandyism!

STATYING POWER THE SECRET OF SUCCESS.

What lessons are these for young men? "I have been watching the careers of young men in this city for thirty years," said an eminent New York preacher recently. "and I find the chief difference between the successful and the failures lies in the single element of staying power." It is by tenacity of purpose, rather than by sudden dash, however brilliant, that success is won. Hindrances, checks, trials, instead of defeating one, should bring out one's native force. "Feeble natures," on the contrary, as Balzac strikingly wrote, "live in their sorrows, instead of conquering them into spheres of experience. They are saturated with them, and they consume themselves by sinking back each day into the misfortunes of the past. To forget is the greatest secret of strong and creative existence—to forget after the manner of Nature, which knows no past, and begins again every hour the mysteries of her indefatigable productivity." Harkened to an old English dramatist:

"The wise and active conquer difficulties By daring to attempt them; sloth and folly Shiver and shrink at sight of toil and hazard, And make the impossibility their fear."

—Wm. Matthews, LL.D., in the Philadelphia Saturday Post.

HOW DUBLIN IS GOVERNED

The Lord Mayor Favors City Ownership

Of Natural Monopolies—Dublin's Experience Successful.

Detroit News.

"There is a strong and growing tendency in the United States to municipalize. Where the franchises are owned by the municipality the taxes are very light and the progress of the cities is astounding, particularly in the instances of Glasgow and Birmingham. We of Dublin have watched it, and when our contracts with the tramway companies expire I venture to say we will take and run the lines ourselves."

Thus spoke Right Hon. Daniel Tallon, lord mayor of Dublin, who is at the Russell House in company with Hon. John E. Redmond, M.P., and Thomas Kennedy, an Irish barrister, who is secretary to the lord mayor. Mr. Tallon is a genial man who has apparently passed through about 60 years of English rule very easily, for they seem to rest lightly on his head. His full beard of iron gray sets off a kindly face, and the lord mayor speaks with determination and conviction when discussing topics of political economics.

In private life Mr. Tallon is one of the largest real estate dealers in Ireland, and in addition, he is a whole-saler of spirits. The term of the mayorship there is one year, and the choice is made by the city council. Mr. Tallon was first unanimously elected to the position of honor which he now holds, then he was twice re-elected unanimously, record unparalleled in 800 years of Dublin's history. These facts were recited by Mr. Kennedy, and as he was finishing the lord mayor himself interrupted with a kindly twinkle in his eye. "That is the perception for having been good natured."

After complimenting Detroit on its beauty, its wide and clean streets and the swift-moving cars, the lord mayor spoke of his own as one of the most attractive cities in the old world, and generally regarded as one of the best governed. Asked what arrangement they made about the street cars he replied:

"STREETS ARE LEASED."

"We hand the specific streets over to the company and they pay us £10,000 a year for the right to use them. That is, certain streets were included in this arrangement, and for all additional streets the company pays at the rate of £1,000 a mile for the rights. We have spent two and a half millions in thoroughly draining the city and the money received for the use of our streets has paid the cost of the drainage and created a sinking fund for the improvement. The arrangements have been satisfactory to us, but the spread of the desire on the part of municipalities to control their own rights is to be very popular in our city. We will seriously consider the matter before we enter into another contract with any company, as the municipal lines in Birmingham and Glasgow have been a great success and materially reduced the city taxation."

"What are the rates of fare on your lines?"

"In the city boundary the minimum is one penny, or two cents in your money, per mile. We think that is cheaper than your method of charging two and a half cents, and we do not, as popularly supposed, find that it congests the population. One of our lines is 16 miles long, as Dublin lies on a bay and is shaped much like a quarter-gallon."

"Our lighting is done by gas and electricity. The gas company is a private corporation, but we own the electric lighting plant. It is being extended right up to the city limits, in fact, as soon as we can so enlarge our service as to supply private consumers we expect to have a very good income."

"Our water we bring from the Wicklow Mountains, 50 or 60 miles away, and the current through the mains is sufficiently strong to throw a stream 150 feet from the hydrant without the use of a pump. The charge to consumers is but nominal. For the poor we have absolutely free water, and manufacturing and mercantile industries pay for their consumption by the meter. The charge to the city water plant we derive a splendid revenue, and this with the expectations of our lighting system has convinced us that municipal control is of great benefit to the taxpayer."

THE BROOM-MAKERS

Vouch for the Statement of A. Bong, of 10 Leslie Street, London.

Had to Work Ten Hours a Day—Suffered With Backache Severely—Dodd's Kidney Pills Made a New Man of Him.

London, Ont., Dec. 15.—The broom-makers of this city are as industrious and as much money as the average tradesman in this country. But the way the business has been going of recent years necessitates that the men work very hard. Competition is life in broom manufacturing as in most lines today.

A. Bong, of 10 Leslie Street, London West, broke down under the strain. He was working the regulation ten hours a day, but a broom-maker has to work very fast and very steady. Bong's back gave out, he continued to work at his trade, however, though it was continual misery.

Only those who have suffered with backache know how disabling and painful the trouble is. It is wonderful how every movement of the body seems to jar on the back. It is as if the back were the center point from which all the muscles radiated. The reason of this is that backache is not backache at all literally. Backache is kidney ache, and every movement of the body shakes the diseased kidneys to a greater or less extent and keeps them in a constant state of irritation. To cure backache you must use Dodd's Kidney Pills, as Mr. Bong found out. He writes:

"I have been troubled with a very severe pain in my back and I concluded to take some Dodd's Kidney Pills. I have done so and I find they have cured me. I have to work ten hours a day at broom-making and now I am a new man. I highly recommend them to any one for backache. I do not feel the pain any more or has it since returned."

"I remain, your truly,"

"A. Bong."

He that would make sure of success should keep Dodd's Kidney Pills and his expectation low.—Jeremy Collier.

Subscription List Opens on 13th and Closes on the 22nd day of December.

Dunlop Pneumatic Tyre Company of Australasia, Limited.

(Incorporated in Victoria, Australia, under the Companies Act, August 30, 1899).

CAPITAL, - £170,000 (\$827,333).

DIVIDED INTO

- (a) 80,000 7 per cent. Fixed Cumulative Preference Shares of £1 (\$4.87) each, fully paid.
- (b) 20,000 7½ per cent. Deferred Non-Cumulative Preference Shares of £1 (\$4.87) each, fully paid.
- (c) 70,000 Ordinary Shares of £1 (\$4.87) each, fully paid, the dividend on which is not to exceed 9 per cent. in any year.

MESSRS. PELLATT & PELLATT

Now invite Subscriptions for

25,000

7 per cent. Fixed Cumulative Preference Shares OF £1 EACH (\$4.87).

The Dividends on these Shares will be paid, Free of Exchange, at Toronto.

THESE SHARES ARE PREFERENTIAL AS TO CAPITAL. They are also entitled to a Fixed Cumulative Preferential Dividend of 7 per cent. per annum, payable half-yearly, in March and September, and besides are entitled to participate pro rata with the Deferred Stock in all extra dividends declared in any year after payment of a dividend of 9 per cent. on the Ordinary Stock. These Shares are specially protected by the Articles of the Company, which provide as a fundamental article that no Debenture or Mortgage on the Assets of the Company shall at any time be given without the previous consent of at least two-thirds of the Preferential Shareholders for the time being of such shares present personally or by proxy at a Meeting to be specially convened for the purpose.

PROVISION is made in the Company's Articles for the creation of a Reserve Fund of \$190,000 for the further benefit of these Shares; and one-fourth of the net profits in each year, after payment of the dividends on the Fixed Preferential and Deferred Preferential Shares, will be placed to the credit of this Fund.

SUBSCRIPTION for the above 25,000 Shares of £1 (\$4.87) each is now invited, payable as follows: \$1.00 per Share with application, \$3.87 per Share on Allotment.

DIRECTORS: THE HON. NICHOLAS FITZGERALD, Member of Legislative Council, Melbourne (Chairman of the National Trustees, Executors and Agency Co. of Australasia, Limited); JOHN GRIGIE, Esq., Melbourne (Director of the National Bank of Australasia, Limited); VALENTINE J. SADDLER, Esq., Melbourne (Messrs. Baxter & Saddler, Railway Contractors); MAJOR F. C. HUGHES, 385 Collins Street, Melbourne; Z. C. RENNIE, Esq., Sydney (General Manager for Australasia of the Mutual Life Insurance Company of New York).

LOCAL CANADIAN BOARD: JOHN J. PALMER, Esq., President Toronto Type Foundry Co., Limited, Toronto; RICHARD GARLAND, Esq., Late Manager and Director of the Dunlop Tyre Company, Limited, of Canada, Toronto. SHARE TRANSFER AGENTS IN CANADA: THE TORONTO GENERAL TRUSTS CORPORATION, TORONTO. BANKERS IN CANADA: THE BANK OF BRITISH NORTH AMERICA, TORONTO. SOLICITORS: MESSRS. EDGAR & MALONE, TORONTO.

THIS COMPANY has acquired, as a going concern, the well-known business in Australasia of The Dunlop Pneumatic Tyre Company (Australasia), Limited, together with its Good-will, including Trade Marks and Trade Name, Patent Rights, Leases, Plant and Furniture in Australasia; and an Agreement was entered into, securing to this Company the exclusive rights throughout Australasia for all Inventions and Patent Rights relating to Pneumatic Tyres that may hereafter belong to THE DUNLOP PNEUMATIC TYRE COMPANY, LIMITED, of England, and special facilities are also given to this Company in regard to the purchase of raw material for the manufacture of Tyres. The English Dunlop Company has agreed not to compete with this Company in Australasia, nor allow other manufacturers whom it controls, who are operating under their licenses, to do so, thereby securing to this Company the Exclusive sales of the celebrated DUNLOP CYCLE TYRES, and also of the DUNLOP CARRIAGE TYRES.

The Australasian business was formed by the world-famed DUNLOP PNEUMATIC TYRE COMPANY of England in the year 1893. The net profits for the last year have been greater than for any previous year, and amounted to \$71,578.96.

The Head Office and Manufactory of the Australasian Company is situate in Melbourne, and the Company has Branch Depots (where a full supply of stock is kept) at Sydney, Adelaide, Brisbane, Perth and Christchurch (New Zealand).

The business of the Dunlop Pneumatic Tyre Company (Australasia), Limited, was taken over by this Company as a going concern from the 1st day of August, 1899, and the Company has the benefit of all profits from that date. The accounts of the Australasian business were submitted to the well-known Accountant, THOMAS BRENTNALL, Esq., F.I.A.V., of Melbourne, Victoria, who has given the following Certificate with respect to the sales and profits for the last two years, and also as to the sales for the present year up to July 1st, and it will be noticed therefrom that the business is worked practically on a cash basis. The Company commenced business free from debt, with a working capital of \$170,000.

"424 CHANCERY LANE, MELBOURNE, July 20th, 1899.

"Messrs. MOULE, HAMILTON AND KIDDE, Solicitors, Melbourne.

"GENTLEMEN,—As requested, I have examined the Accounts of the DUNLOP PNEUMATIC TYRE COMPANY (AUSTRALASIA), LIMITED, for the Two Years ended January 31st, 1899, and beg to report as follows:

"The Sales for the year ended January 31st, 1898, amounted to \$370,009.95, and for the year ended January 31st, 1899, to \$447,106.05, being an average of \$408,557.99 per annum.

"The Net Profit for the same periods was \$58,280.58 and \$71,578.96 respectively, being an average of \$64,929.67 per annum, and equal to over 15 per cent. per annum on the net sales.

"The total Sales for the Six Months ended June 30th, 1899, have reached \$237,756.63 as compared with \$215,575.74 for the corresponding period of 1898.

"The business is, practically, worked on a cash basis, the bad debts for the two years under review representing less than three-fourths of one per cent. upon the turnover for the whole period.

"The above figures speak for themselves as to the magnitude and soundness of the business of the Company.

"I am, Gentlemen, yours faithfully, THOS. BRENTNALL."

N.B.—All figures in the original reports of the Accountant, and in the original Memorandum and Articles of Association of the Company are given in pounds, shillings and pence, but same are herein given in dollars and cents for the benefit of the Canadian public.

As appears from the Accountant's Certificate, the net profits for the year ending January 31st last were \$71,578.96, and, as the preferential dividend on the 80,000 Cumulative Preference Shares amounts to only \$27,253.35, THESE PROFITS WOULD ENABLE SUCH DIVIDEND TO BE PAID MORE THAN TWO AND A HALF TIMES OVER. In addition to this, it will be noticed from the Certificate that the sales of the Dunlop Tyres for the present year exceed the sales for the corresponding months of last year, and the Balance Sheets for the half-year ending July 31st, 1899, show the Net Profits exceeded those for the same period of 1898 by 33½ per cent., making the Net Profits for the 12 months ending July 31st, \$78,977.57.

The business position of the Dunlop Pneumatic Tyre Company in Australia is a particularly strong one; as the Company has never relied upon patent rights for its business and profits, but simply upon the superior quality of its productions and upon its extensively advertised TRADE MARKS.

It is intended to further extend the scope of the business in Australasia by introducing the DUNLOP PNEUMATIC CARRIAGE TYRES AND AUTOMOBILES, which are now, so extensively used throughout Europe.

The whole of the capital stock of the Company, amounting to \$170,000, has been subscribed for, paid-up in full, and allotted; the 25,000 Shares now being offered are a portion of the 80,000 7½ Fixed Cumulative Preference Shares. The control of the Company is held in Canada. The Articles of Association of the Company and List of Shareholders, and the half-yearly Balance Sheets of the old Company for the past three years, can be inspected at our office.

Application will be made to have the Company's Shares listed on the Toronto and Montreal Stock Exchanges.

Applications for Shares Must Be Made in the form Accompanying, and sent with a Cheque for the amount payable on application.

Address all applications to

MESSRS. PELLATT & PELLATT, Bankers and Share Brokers, TORONTO.

SHOULD COAL GIVE OUT.

What then? Are we utterly dependent upon coal, so that the wheels of industry will stop and the forests be consumed for fuel when coal gives out? Of course not. It is an idle fear. Already to have the beginning of a new method of utilizing natural energy, which will prove enormously more effective than coal ever has been, and will be practically inexhaustible, to whatever extent industry may expand. Electrical energy, developed by water power, will run the world's industries, furnish its light and heat, and be the universal substitute for all forms of

combustion methods. Water power is practically unlimited, and it will be utilized more and more in proportion as the need for it arises and as the need for it becomes, at different places and at successive periods, cheaper than coal. The substitution will proceed gradually, until, when the coal supply finally is exhausted, nobody will have anything more than a curious or academic interest in the matter, and probably not a ripple will be produced in the steady onward flow of the world's industry. As the use of water power to the point of formidable competition with coal, electrical students and in-

ventors will probably bring out improvements making it possible to store the power or conduct it long distances at small cost, until our factories, railroads and ships can be operated by it, our houses lighted and warmed, and food prepared, all at even less expense than is possible today with coal.—Gunton's Magazine.

The D. & L. Emulsion benefits most those having Lung troubles with tendency to hemorrhages. A few bottles taken regularly make a wonderful improvement. Made by Davis & Lawrence Company, Limited.