

# THE BOY WHO IS WILLING.



All experience proves that there are two factors in the success of every boy and every man. These are capacity and opportunity.

There are thousands of capable men to-day filling lower positions than those for which they are well qualified, because the opportunity to go higher has never come within their reach. It has been so since the world began; it will continue to be the case until the end of time. But it is also true that opportunity has knocked at many a man's door, and the man who was called for was not ready. It is rare, indeed, that Fortune makes the second visit.

The power that keeps the world moving is the hopefulness of youth. Almost every boy is determined to better his condition, and starts out in life with the ambition to belong to the successful few rather than stay in the ranks of the common workers. But not more than one in a hundred of these says to himself: "I will not permit pride, or laziness, or carelessness, or work, or demands of any kind, no matter how unpleasant they may be, to stand between me and success."

With this spirit the hundredth boy goes into a shop to learn his trade or into a store as clerk, and, although he may never reach the summit of his desires, he will as surely ascend as the sun is certain to shine on the morrow.

The very first quality that he must make the foundation stone of his character is a cheerful willingness to do any and everything that he is called upon to do. The boy who is willing to drop one task upon which he is engaged and pleasantly turn to something else, when requested by some one who is over him, is so different from the vast majority of his companions that this gift will quickly be noted, and then one rung upon the ladder of success will have been mounted.

One of my friends, a dry-goods merchant, during a very dull day noticed that the windows were not so bright as they might be, while several of the younger clerks were doing nothing. He said to the first one he met: "Jim, as there's nothing doing indoors, don't you want to rub up the windows a bit?" Jim looked and slammered, and finally got up courage to say: "I'd rather not, Mr. A.; I didn't come here to wash windows." "That is true," said my friend, "but I thought you might be willing to do it, as trade is so dull." Another clerk overheard the conversation, and when Mr. A. was near his counter, said: "I'd just as soon clean the windows as be inside," and he was put at the work, doing it in a pleasant and cheery way.

When Saturday night came around Jim was dropped from the force because of the dullness of trade, while the other was commended for the way he had kept himself busy, and when trade was better he was advanced.

In a wholesale house in a thriving Western city it was no uncommon thing for country merchants, in their desire to carry home all their purchases that they could, to have more bundles than they could very well manage to handle, and if the porter was busy one of the boys was called upon to help the customer to the railroad station. In a store that I knew about, one boy was just as willing to go as the other, but always wanted time to brush himself up a bit and arrange his toilet to his liking. The other was ready the moment he was spoken to, and would start off in his shirt sleeves if the time was so short as to make it seem necessary. This apparently trifling difference in the two was the cause of one being advanced ahead of the other at the first opening, and though both were about equal in ability, one became a salesman with a good salary, while the other is a stock clerk in the same store at one-half the pay that his old companion receives.

I frequently meet a successful merchant who was taken out of a very ordinary position in a factory and given a place in the office because he was willing to do or go, and quick to perform his tasks. A part of his work was to run errands for the office men. These errands were of every imaginable kind, but it was a matter of pride with him to perform every task in the quickest possible time.

One day, toward the closing hour, he was asked if he would run on an errand that would take him about five miles out into the country. (This was before the days of telephones.) He was told that no one would blame him in the least if he felt that it was too long a walk. He knew that the matter was one where time was of importance, and he felt sure that his employer would be thankful to have him do the errand that day, so he answered as cheerily as if the task were for his own pleasure: "Why, yes, sir; of course I can do it, and will be glad to do it for you."

The pleased look that came into his employer's face was ample payment for his long walk, and that errand and his way of doing it were links in the chain of his success.

Just as the men in the office of a large factory were about putting their books into the safe for the night, a despatch came to the manufacturer telling him that his best customer would call on him early next morning, to talk over the coming season's prices, etc. Much regret was expressed that the news had not come a day sooner, so that some figures that they were not at work upon could have been completed, for they were of great importance in the coming interview.

The boy at the office—eighteen or nineteen years of age, perhaps—made no offer, but he did not lack the sale. He went back to the office after supper, putting in six or eight hours of intensely hard work in

copying the figures off loose sheets and getting them into available use for the morning. When the manufacturer appeared, the customer was with him; these sheets of figures played an important part in the day's work, and enabled the two to come to specific terms on a large contract.

When the customer was gone the employer wanted to know the particulars regarding these papers, and not only paid the boy handsomely, then and there, for his thoughtfulness and diligence, but opened the way later to a step forward in his advancement.

One of my companions began his business education in a retail dry-goods store in one of the smaller cities. After he had been there a year I asked him if he had made many acquaintances outside those in the store. "No; I know very few people," he said, "and I am not ready to make acquaintances just yet. The younger clerks frequently have to deliver goods, and the work would be very unpleasant for me if I had a large circle of acquaintances. I can make acquaintances hereafter when I am in a higher position."

I knew him to be more fond of society than the average young man, but he was willing to get along without it so long as it might embarrass him in his work.

I have observed that the boy who is willing to do anything he is called to do soon learns to do things without waiting to be asked, and often steps forward to assist before his employer or associates have realized that help would be necessary. This gives him the reputation of being thoughtful and ready; and that is a second step on the ladder of promotion.

In every shop and store there are seasons when the work crowds all hands. When left to themselves the great mass of workmen and clerks watch the clock so as to quit work on the stroke. But here is one who keeps on working; his task is so nearly completed, he says, that he guesses he will finish it before going home. Or he sees that a day will make quite a difference sending off an order, so he determines to see that it goes that night rather than wait till the morrow. Or he finds new goods left lying on the floor, and knows that it would be better that they were put on the shelves before sweeping time, so he puts them away before he goes home. These are his excuses for working a little late, as if apologizing for breaking a rule of the house; but those over him say: "That man is not afraid of work, and has an interest in this store." They look upon him with increasing favor, and his progress is sure.

I knew two clerks in a wholesale house; one, the stockman, was paid \$1,500; the other, an office man, was paid \$900. The stock clerk was an efficient one; he put away new goods in fine shape, kept his stock looking well, and got out orders accurately and expeditiously. His salary was for doing this work, and so long as he did it well he was content. The office man was paid for his work on the books, but it seemed to him that the man who sold a bill of goods was a more important factor in the house than the one who got out the order or who charged and billed it.

In these days retail dealers went to jobbing centres far more than they do to-day, and salesmen in one house would look in upon their acquaintances in other lines of trade, inquiring as to what country buyers were in town, and getting introduced to them as often as possible. They would then do a little "drumming" for their own house, and secure a visit from the retailers if they could.

Our young bookkeeper made acquaintances in these other stores, and occasionally found a retailer who wanted goods in his line. This interfered with his regular work, but he went back evenings and kept his books in shape. He began to be looked upon as a fair salesman, and help was given him in the office that he might devote more of his time to selling goods. In four years he was a partner in the house, his interest for the first year paying him \$7,000, while the stockman was still in his old position at \$1,500.

I read of two workmen in one shop who spent their noon hour in the work-room. One man devoted his time, month after month, to teaching a dog to do many wonderful tricks. He was quite successful, and sold the trained animal for a good price.

The other mechanic spent his hour in trying to perfect a machine for which there would be a large demand if one could but obviate difficulties which however, most men said were insurmountable. He was not a brilliant workman, but he studied nights and worked noons at his models.

There are three conditions: When the blood is poor; When more flesh is needed; When there is weakness of the throat or lungs.

There is one cure: that is Scott's Emulsion.

It contains the best cod-liver oil emulsified, or digested, and combined with the hypophosphites and glycerine. It promises more prompt relief and more lasting benefit in these cases than can be obtained from the use of any other remedy.

Sole and Retail, all druggists. SCOTT & BOWNE, Chemists, Toronto.

never getting out of patience nor discouraged, until at last, quite by accident, he hit upon the solution of the whole trouble. He at once patented his device, made a full-sized machine that was a success, and as a result of this he was given an interest in the business and eventually became a very rich man.

I overheard one man say to another: "If you and I had been as lucky as Tom, we would live in a fine house, too." But I knew Tom's history; the long days he made at his work when he was merely a clerk; the thought he gave the business, as if it were his own; the pleasures he pushed aside when there was work to do, and I said to myself that all the luck there was in Tom's career was of his own manufacture.

But the boy who is willing to work must work intelligently and along the lines that lead to increased knowledge of his trade or his business. The man who trained the dog worked faithfully and made a success of the task, but it did not help him in his trade or make him one whit more valuable to his employers. Had he devoted that noon hour to a study of the metals in which he worked, or of the machines he used or made, he would have been a better workman, and his employers would have learned that in due time.

The masses do not know, and will not believe it when they are told, that every employer and every foreman is searching for boys and men who have their hearts in their work and their minds on the alert to forward their employers' interests. When they are found they are advanced in pay and responsibility, and when opportunity comes to go up still higher they are fitted for the place. From their ranks are drawn our most successful merchants and manufacturers.

There is always a demand for just such boys as these.—William H. Mahar, in the Philadelphia Saturday Post.

Plain puddings and mince pies often have bad effects upon the small boy who over indulges in them. Pain-Killer as a household medicine for all such ills is unequalled. Avoid substitutes; there's but one Pain-Killer, Perry Davis', 25 cents and 50 cents.

# JOHN MURPHY & CO.

## Toys and Novelties FOR THE HOLIDAY TRADE!

An Unrivalled Assortment of the World's Brightest and Best Productions Adapted to Holiday Giving!

Our Holiday Department is now open and fully stocked with an unrivalled assortment of the World's brightest and best productions adapted to holiday giving. In addition to practically an unlimited collection of

Toys and Dolls of all Kinds, we are showing a magnificent display of

Novelties, Curios, Bric-a-Brac, Xmas Cards, Xmas Booklets, Xmas Calendars, etc.

WE INVITE INSPECTION.

Country orders carefully filled.

# JOHN MURPHY & CO.

2343 St. Catherine Street, Corner of Metcalfe Street. TERMS Cash. TELEPHONE UP 933.

# THINKING OF XMAS

Of Course Suggests Xmas Presents.

WE HAVE TWO STORES FULL OF FINE FURNITURE, Which is Just the Thing for Xmas Presents.

CALL IN AND SEE OUR SPECIAL XMAS PRICES.

# RENAUD, KING & PATTERSON

DOWNTOWN, 652 Craig Street, UPTOWN, 2442 ST. CATHERINE STREET.

... Good Advice About ...

# UNDERCLOTHING.

What Kind to Wear.

It all depends on the individual; but from all information gathered from the various medical specialists, ALL-WOOL UNDERWEAR is the safest for the majority of people to wear. Most people delay too long in putting on the heavy-weight underwear, thinking they will not derive the benefit when the real cold weather sets in. This is a great mistake. More people die of pneumonia than smother, the corollary of which is that there is more danger of freezing too lightly than too heavily. Most men need a barrier between them and the raw, cold atmosphere, which shall be a non-conductor of heat, and woollen goods are an excellent non-conductor. Wool is the natural protection of all animals. After a man has put on heavy-weight he should keep it to his soul with rods of steel, for if he tries to dodge the autumnal changes by shifting his attire to suit the conditions, sooner or later the weather will catch him napping.

## WHERE TO BUY YOUR WINTER UNDERWEAR.

We want your trade and we have the assortment of goods. Our prices will be found very reasonable when the qualities of the goods are considered. We purchase direct from the manufacturer in larger quantities than some wholesale houses, and we buy only for cash, therefore we are able to sell you at the lowest prices.

### READ A FEW OF OUR PRICES.

**50c per suit.** Heavy and Medium Cotton Underwear Shirts and Pants.

**75c per suit.** Mixed Cotton and Wool Underwear, good value.

**\$1.00 per suit.** It is always our aim to have the very best value in every line we show in Underwear, but there are some prices that we buy largely to secure lower prices and offer better grades for the money, and our one dollar per suit is the best that can be procured in Scotch Knit Pure All-Wool.

**\$1.50 per suit.** Also Fleeced Lined Natural Color Underwear at \$1.00 is the best line on the market retailed at that price.

**\$1.25 per suit.** Fine Soft Pure Wool in Shirts and Pants. Small men's Men's and Out Size Men's.

### FINE GRADE GOODS.

We have also a good assortment of higher class goods in Natural Wool, Medium and Heavy Weight Scotch Lamb's Wool, Silk and Wool and Pure Silk Underwear at \$2.50, \$3.00 up to \$9.00 per Suit.

**\$200 per suit.** Our big selling line the last three years was the \$2.25 per suit, and this year, notwithstanding the big advance in wools, we have secured a large stock of this line at a very close figure, and we have decided to sell them at \$2.00 per suit, making it, without doubt, the best line offered in Montreal for the money. All sizes, 34 to 46 inches.

Corner of Craig and Bleury Streets

2299 St. Catherine Street.

AND

# The S. CARSLLEY CO., Limited.

Notre Dame Street. Montreal's Greatest Store. Dec. 2, 1899

## SUGGESTIONS FOR HOLIDAY SHOPPERS.



And the glad time is coming! Before it comes we'd like to help you along with your Xmas shopping.

The store is bountifully full of novelties and staple goods that readily suggest themselves to early holiday shoppers. Bright new merchandise greets your sight at every turn at prices that have never been equalled before for economy.

Everything indicates that a merry Xmas is coming to Montreal and The Big Store. We're helping it along with all our might.

## Xmas Gift Suggestions.

Begin your Xmas shopping now. Get the pleasant worry over. On our part we promise faithful service no matter when you come. Goods bought now stored and insured until wanted free of charge.

- Ladies' Winter Jackets from \$1.35 to \$30.00.
- Ladies' Fur Lined Capes from \$15.00 to \$50.00.
- Ladies' Fur Muffs, from 72c to \$10.00.
- Ladies' Fur Ruffs, from \$2.00 to \$20.00.
- Ladies' Fur Capes, from \$8.35 to \$26.00.
- Ladies' Dress Skirts, from \$1.69 to \$10.00.
- Ladies' Dressing Sacques, from \$1.20 to \$3.75.
- Ladies' House Wrappers, from 79c to \$9.50.
- Ladies' Cashmere Hose, from 25c to 90c.
- Ladies' Winter Gaiters, from 21c to 40c.
- Ladies' Winter Gloves, from 9c to \$3.55.
- Ladies' Silk Skirts, from \$4.10 to \$18.00.
- Child's Winter Coats, from \$1.45 to \$4.50.
- Child's Winter Hoods, from 75c to \$3.25.
- Misses' Winter Reefers, from \$1.57 to \$4.50.
- Children's Dresses, from \$2.10 to \$5.75.
- Ladies' Silk Waists, from \$2.75 to \$15.00.
- Ladies' Silver Watches, from \$2.50 to \$4.50.
- Morris' Chairs, from \$3.90 to \$11.00.
- Fancy Tables, from 70c to \$13.00.
- Men's Dressing Gowns, from \$5.00 to \$21.00.
- Men's Smoking Coats, from \$1.75 to \$18.00.
- Men's Lined Kid Gloves, from 50c to \$4.50.
- Men's Silk Mufflers, from 75c to \$2.75.
- Men's Initial Handkerchiefs, from 36c to \$1.25.
- Men's Neckwear Novelties, from 19c to \$1.00.
- Men's Cardigan Jackets, from 69c to \$4.00.
- Men's Pyjama Suits, from \$2.10 to \$5.50.
- Boys' Winter Overcoats, \$3.75 to \$7.50.
- Boys' Winter Reefers, \$1.30 to \$6.50.
- Boys' Winter Suits, \$1.65 to \$5.50.
- Pretty Sofa Cushions, from 23c to \$6.50.
- Silk Piano Drapes, from \$1.75 to \$8.75.
- Silk Table Covers, from \$1.10 to \$3.10.
- Oriental Rugs, from \$1.50 to \$7.50.
- Carpet Sweepers, from \$2.10 to \$3.50.
- Carpet Hosiery, from 75c to \$1.55.
- Pretty Pictures, from 25c to \$5.00.
- Fancy Baskets, from 5c to \$3.75.
- Down Quilts, from \$3.70 to \$27.00.

## The Xmas Campaign in Books

Begins in real earnest on Monday, and the whole department will be in a regular state of siege. Juveniles, Toy Books, Poets, Standard Works, Sets, Leather Bound Books, Booklets, Cards, etc., are piled high ready for the terrific onslaught. Never before was such profusion of popular Books seen in Montreal, never were prices so tempting.

MAIL ORDERS CAREFULLY FILLED.

# The S. CARSLLEY CO., Limited.

1785 to 1783 Notre Dame St. 184 to 184 St. James St., Montreal.

Established 1852.

# LORGE & CO.,

Manufacturing Furriers,

21, ST. LAWRENCE STREET.

## SPECIAL SALE OF FURS,

COMPRISING EXCLUSIVE NOVELTIES IN

.. SEAL-SKIN COATS ..

Persian and Baby Lamb Jackets,

Neck Pieces, Scarfs, Collarettes,

And Muffs in all Furs.

AT PRICES FULLY 25 Per Cent LOWER THAN ANY OTHER HOUSE

REMEMBER THE ADDRESS :

No. 21, St. Lawrence Street.



## MODEL DESIGNS.

You will be satisfied with the designs and prices of our carpets. Our assortment is the largest in the city and contains the latest up-to-date designs, thus affording an excellent opportunity to secure a carpet that looks right and wears well, at a moderate price.

Pay us a visit and convince yourself that our statement is correct.

Thomas Ligget, 1844 Notre Dame Street, 2446 St. Catherine Street, MONTREAL, 176 to 178 Sparks St., OTTAWA.