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CHATS WITH YOUNG MEN.
Mottos of a Great Merchant.

Herbert Whiteley was the greatest retail merchant in London. He went to London a poor boy, with no other capital than a determination to win, and he did win many millions, and was a God-fearing man. He claimed to have achieved success through resolutions always adhered to:

Save the small earnings; they will make large ones.
Never fail to fill an order after you have taken it; keep your word.
Never say you cannot do what is asked of you.
Never say "I'll try," but "I will."
Never hunt for excuses, good or bad.
If you have an idea, stick to it, use it, make it pay.
You must either conquer or be conquered.
Be something; always be doing something practical and helpful.

Begin At The Bottom.

There is no other place to begin than at the beginning. If you are starting at a business, you cannot start too low down. Many boys make the mistake in thinking that the acceptance of a humble position at a very small salary is an acknowledgment of inferiority. But the higher a building is to be laid, the lower the foundation must be laid. The master of a business must know it from the bottom to the top. The college graduate who is not afraid to put on overalls and go to work in factories or machine shops, stands a far better chance than if he drew back, fearing that this would be an admission that his education was a failure. Don't be afraid to begin at the beginning.

Overcoming Obstacles.

We often hear young men say that if their circumstances were different they might succeed, but as it is, there are too many obstacles against them. What did Napoleon say about circumstances? He asked one of his marshals about a movement he had in contemplation, and the answer was, "If circumstances were favorable, it might be accomplished. Napoleon replied, "Circumstances! I care nothing about circumstances; I make circumstances."

"Only give me a standing place, and I will lift the world," says one.

The man of business, of energy, makes his own standing place. Captain Stevens was a man of this sort. He never wanted to take hold of a great undertaking until everybody else had failed and pronounced it an utter impossibility. Then he was ready to undertake the job. The engineers who first undertook to build a dam across the Merrimac river at Lawrence, Mass., were swept away with their lives, before it was completed, and narrowly escaped drowning. Captain Stevens enthusiastically undertook the work. He put in the dam and it will stand for centuries.

Young Men!

The idea is prevalent in some communities that young men are fit neither for generals nor statesmen, and that they must be kept in the background until their physical strength is impaired by age and their intellectual faculties become blunted by years. Let us look to the history of the past, and from the long list of heroes and statesmen who have nobly distinguished themselves we shall find that they were young men who performed those acts which have won for them an imperishable meed of fame and placed their names high on the page of history. Alexander, the conqueror of the whole civilized world, died at the age of thirty-three. Bonaparte was crowned Emperor of France when thirty-three years of age. Pitt, the younger brother, was about twenty years of age, when, in Britain's Parliament, he boldly advocated the cause of the American Colonies, and but twenty of the American Colonies, and but twenty when made Edmund Burke at the age of twenty-five, was the first Lord of the Treasury. Our own Washington was but twenty-five when he covered the retreat of the British at Braddock's defeat, and was appointed Commander-in-chief of all the Virginia forces. Alexander Hamilton, at twenty, was a lieutenant colonel and aid to Congress and at twenty-five a member of Congress and at thirty-three Secretary of the Treasury. Thomas Jefferson was but twenty-three when he drafted the ever memorable Declaration of Independence.

Master Your Business.

If you are eager to rise in the world, consider yourself in relation to your employer's business from his standpoint. Try to get his aims and difficulties and consider your work in relation to those aims and difficulties.

Do you want to "work up?" Then you are not contented to remain a cog in a big machine. The first thing to do is to master your employer's point of view so that you can work intelligently step by step toward the ultimate goal of your ambition. By putting yourself in touch with your employer's ideas and methods you are able to give him your most valuable service. Instead of pulling the wrong way, as you might do if you did not know his point of view, or at best working at a hazard, you can put your energy to the best account, and accomplish the greatest possible amount of work with it.

But more important from the standpoint of your ambition, you will be able to take advantage of any special circumstances that may arise. You will be able to make any accident or emergency that may come up your opportunity; you will be able to take the lead without hesitation if you have mastered your employer's methods and aims. It is ideas that count, if your ideas are great enough, you can buy the world with them. The steady, unthinking plodder will accomplish something, but the steady, persistent thinker will pass him on the road. The subordinate who in

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OUR BOYS AND GIRLS.
Forgive and be Forgiveness.

An European duke of the Middle Ages heard that his enemy was to pass unprotected near his domain. He determined to capture and murder him. His chaplain at prayer that evening, instead of the usual worship, repeated the Lord's prayer with great earnestness, asking the duke to repeat each sentence after him. When the chaplain said:

"Forgive us our trespasses as we forgive those who trespass against us," the duke was silent. Then he said:

"I will not forgive my enemy."

"God cannot forgive you," answered the chaplain. "Go to your revenge, and meet your sins unforgiven at the judgment."

The duke was silent for a long time. Then he was heard to pray:

"Forgive me as I desire to forgive the man who has wronged me."

The chaplain responded, "Amen," knowing that the enemy was safe, and the duke forgiven.

Smile When You Can.

The choice is before us all to smile and make others happy, or to frown and make them miserable whilst they are compelled to be in our presence. We can be pleasant, and make others love us, or we can be crabbed and make them hate us.

The amount of happiness which can be radiated from a smiling face is incalculable. That man or woman who has a kind heart and speaks pleasant words is an angel of mercy sent to earth. On the other hand, sour looks, cross words, and a fretful disposition chill everything.

It is the duty of all to smile whenever they can. A kind act leaves in the soul a lingering balm which freshens at night when we sleep, in the morning when we rise, and through the day when we are about our toil. There is no joy so pure and abiding as that which comes from making others happy.

Touchiness.

I use this word purposely, because it exactly expresses my meaning, and I do not know any other word which expresses it so well. We know perfectly well what it is to be touchy about our own interests, or the interests of those who are near and dear to us. We fire up at the least hint or suspicion of an attack. We are always on the lookout with a watchful jealousy, as if every one we met had a design upon us. We are quick to complain, and quick to discern. Sometimes if we do not take care, we judge others censoriously, or we lose our temper and speak rudely. But do we do this where the interest of God and the Church are concerned? Apply all of this to the interests of Jesus, and you will get a fair idea of what it is to be a saint. Yet even good people do not understand it, and condemn it as extravagance and indiscretion, simply because they do not know what it is to serve God with a service of love. The person who is touchy about the interests of Jesus hears of some scandal, and it makes him perfectly miserable. He broods over it day and night; he talks querulously about it; it takes the sunshine out of his life for the time being. His friends cannot conceive why he should make so much out of it, or take it so to heart. It is no affair of theirs or his, and there is no blame attached to him in the matter. They are ready to accuse him of affectation, but they do not see that all his love is for his Master and that it is a positive pain to him that the dear God's interests should be injured. They fret for months over being vexatiously entangled in a spiteful or unjust lawsuit; but what is that compared to the least hindrance thrown in the way of the interests of God. Sometimes a person striving toward heaven, or bitter. He suspects where there is no ground for suspicion, and he does not bear with the slowness or coldness of others, as he would do if the habit of charity were more perfectly grounded in him. This often brings discredit on devotion, for there are no persons judged with more unfeeling rigor than those who make profession of a devout life. But they must have the less lovely stages of the spiritual life to pass through; and it must be their consolation that many times when men blame them

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God does not, while the sage criticism and pompous moderation of their censurers are hateful in His eyes. This is the chain at prayer that evening, instead of the usual worship, repeated the Lord's prayer with great earnestness, asking the duke to repeat each sentence after him. When the chaplain said:

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The Voice of God.

There are times when the consciousness of a divine call to some particular work is secret joy and strength. The duties then imposed upon us may seem trivial, even menial, to the careless observer. It is not so with those whose souls are stirred by this inward Voice from above. Each incident of the day, so divested of all interest under ordinary circumstances, now has an important function to fulfill in bringing desired results to pass. Even disappoint-



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ment has its use. That which is often called defeat is only the Divine method of conquest, for the soul whose awakened consciousness is filled with God. At such times the best preparation for future service is to be found diligent in the discharge of present duties, however insignificant they may appear to others.

Let no one make this Divine call a ground for self-boasting. The call of God is only heard by those who are intensely loyal to Christ, who cherish sentiments of unaffected humility towards Him, and whose earnestness and simplicity are manifested in His service.

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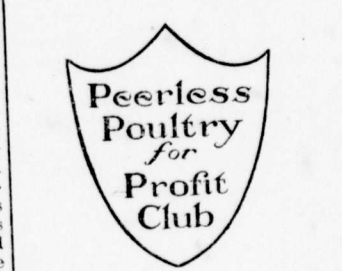
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amplification will come spontaneously in due time, but he should never seek them.

"6. He must creep before he can fly—by which I mean that humility, which is a great Christian virtue, has a place in literary composition.

"7. He who is ambitious will never write well; but he who tries to say simply what he feels and thinks, what religion demands, what faith teaches, what the Gospel promises, will be eloquent without intending it, and will write

Every Owner of a Peerless Incubator and Brooder gets the Free advice and help of the Peerless Poultry-for-Profit Club and a chance to compete for the \$510.00 in Cash Prizes



The Peerless Poultry-for-Profit Club offers free advice and help to every Canadian farmer

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Why don't you try for one of the 103 Cash Prizes which we offer Canadian Farmers?

EVERY Farmer in Canada should raise poultry.

You will never realize what big money there is in this department of your farm until you start raising poultry right.

It has been estimated by an authority that the value of the table-poultry and eggs produced by Canadian Farmers during the year 1908 amounted to \$25,750,000.

Yet the supply was not sufficient to meet the demand.

You should get your share of this money. You can if you raise poultry right—raise poultry under the advice and with the help of the Peerless Poultry-for-Profit Club.

Every Purchaser of a Peerless Incubator—every one who owns a Peerless Incubator now becomes a Member of the Peerless Poultry-for-Profit Club without paying one cent and is entitled to advice and help absolutely free.

This advice deals with every problem that may come up in poultry raising and is given by experts who are raising poultry now and making money out of it.

The first step towards becoming a member of the Peerless Poultry-for-Profit Club, is to write for our Booklet "When Poultry Pays." Write for it to-day and start raising poultry right—profitably.



WE who make the Peerless Incubators are closely allied with the largest and most successful poultry farm in the Dominion—the Poultry Yards of Canada, Limited.

It was raising poultry on this farm looking for every means to make it more successful more profitable, that induced us to produce the Peerless Incubator.

We tested every incubator on the market—gave each one a thorough and careful trial.

Not one of them came up to the standard which we were looking for. The best United States machine failed because they were not built to suit Canada's climate. The Canadian incubators were mere copies of obsolete United States machines—built to sell, not to hatch chicks.

So we built the Peerless Incubators and Brooders out of the knowledge and experience which actual poultry raising in Canada taught us.

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WE want to help the Farmers of Canada raise more poultry and make more money out of it.

We want them to investigate the Poultry Department of their farms and see what big money they can make out of it if they go about it right.

For this reason we offer 103 prizes to the Farmers of Canada who meet with the best results in poultry raising.

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- First Prize \$100.00**
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Professor A. G. Gilbert

Chief of the Government Poultry Department at Ottawa, has kindly consented to act as judge and when the winners are decided upon the names will be published in this journal. This competition is open to every owner of a Peerless Incubator.

Write to-day for full particulars of the contest.

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