<del>\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*</del>

CAUSE OF FAILURE.— Robert C. harmonious color schemes for floor, Ogden, upon whose able shoulders walls and draperies?" rests the executive responsibility of John Wanamaker's great New York establishment, is of opinion, based on ating. forty-odd years' experience in the employment of young men, that all the causes contributive to failure in a busicomprehensive negative quality: lack of thoroughness-that paucity of intellect which begets the perfunctory man in the dry goods trade is better qualified to speak convincingly on the subject of why men fail than Mr. Ogden, and this is what he says about the very important question says the Philadelphia Saturday Post:

LACK OF THOROUGHNESS. -Failure to achieve success in business the falling short of great desires and high aims on the part of young men is traceable to one primal cause—the absence of thoroughness. In the race for supremacy in all commercial undertakings, nine out of every ten men either fail absolutely or become nonentities, not because they lack ambition, not because the proper opportunities for advancement have not come to them, not because they have not received the best educational advatages or are handicapped by poor health, but because they have never been at the pains to master completely the thing that has been given them to do. The world is overcrowded with men, young and old, who remain stationary, filling minor positions and drawing meagre salaries. simply because they have never thought it worth while to achieve mastery in the pursuits they have chosen to follow. Mostly, this is so because the average young man fears hard work, and would rather drift with the tide of circumstances than pull against it.
Everywhere I see mentally wear-sighted men discontented because of

their small incomes, and chafing under the burden of their hundrum duties, wondering all the while why others are advanced and they are left behind, but never for an instant opening their eyes to the real fact that they have taken hold of their lossiness with but half a heart and to mind except for what is just beyond the hour's need, INCOMPETENT CLASS .- The cry-

ing curse of our land at the present time is its vast army of incompetents, and its lack of workers who know their business from the ground up. For every thoroughly informed and competent salesman who has sought employment at my hands there have been a hundred who were of mediocre ability or down-right incapacity. There are too many young men who are content to remain amstep beyond the beaten path to acquire thoroughness.

Almost every working day in the year L am called upon to receive highly recommended for a position in world's failures." our establishment. The letters of introduction these applicants bring meundoubtedly be a valuable aid in the more responsible and go. We are striving continually by the published testimonial of Rev. to accomplish more than we are built and some one of the more responsible to accomplish more than we are built are sufficiently and go. We are striving continually the published testimonial of Rev. There were two loads on sale, with a serious his attention was attracted by the published testimonial of Rev. There were two loads on sale, with a serious his attention was attracted by the published testimonial of Rev. There were two loads on sale, with a serious his attention was attracted by the published testimonial of Rev. what in this vein:

"What can you do?"

our store?"

details of buying silks " our city deliveries?"

partment.

department and suggest to patrons |ly.

In the case of serious crimes deca-

pitation is the usual punishment. The

prisoner's head off with a sharp

knife, but this he seldom does, pre-

ferring to open two or three veins

in abeyance for nearly half a century.

the Shah's assassination crime was

increasing throughout the country,

his head sticking out at top. Plaster

the condemned man bleed to death.

from him.

CRIME AND ITS PUNISHMENT IN PERSIA.

CONTINUED FROM PAGE ONE.

jected to far more awful tortures in punishment met their death on May

the hope of wringing a confession 10, 1896. They were five in number

of the throat with his knife and let ran Gate, near the Bagh-i-No, where

On extraordinary occasions death Round the neck of the first man was

is inflicted by "gatching." This most a steel collar, with a chain, which

cruel mode of punishment, after being his guard held tightly in his hand,

was revived a few years ago by the fore his fellows, and calmly he wait-

Governor of Shiraz, H. R. H. Ruhkn-ed-Dowlah. He found that ever since spent in filling in the well with

and he resolved to suppress it by in- he waited, and he accepted it eager-

flicting upon any notorious criminal ly. Meanwhile a troop of soldiers

who might be caught one of the stood around in a circle, pressing

most horrible deaths that can be im- back the eager and impetuous crowd.

about two feet deep, and into this became greater. Slowly the "gatch"

well the prisoner is put, sometimes became solid, and, as a consequence.

of Paris is then emptied in, and be-finally they were tightly encased, as

tween each basketful water is poured it were, in a solid tomb. Terrible

down the well. As a result the were their sufferings during the last gatch swells, and as it hardens the half hour. Persians almost always

circulation of the blood stops, caus- meet death bravely and stoically, but

ing most intense agony. The first vic- there are some tortures which no hu-

tims selected by the governor for this man being can endure, and of such 'a

his head downward, at others with pitilessly and slowly the flow

hollow pillar is erected over a hole as each minute passed,

When a victim is to be "gatched" a prisoners were thrust into them, and

executioner is supposed to back the had failed to pay their taxes.

"I'm afraid I couldn't do that, sir. I can sell carpets and waft paper but I don't understand interior decor-

And it all ends in placing the name ness career are embraced in a single thought to be worth employing at cases do I find a man who knows evperformance of duty and deprives the erything about some one thing. The hand of dominating skill. Perhaps no man who is the spare peg in the round hole is the rule; the thorough master of a trade or branch of business is the rare exception that proves horribly tortured on various occasthe rule. Education, breeding, even a high order of intelligence, curiously possessor will achieve success. Lacking the capacity for doing his best with a thoroughness beyond all criti- in Oriental countries the infliction cism, the most gifted young man in of punishment follows very soon after the universe will fail and fall into the commission of crime. Tass, howthe ranks of second-class plodders.

> small a thing as peamanship the average young business man is astoundingly deficient, If I could get clerks who wrote a uniformly rapid and legible hand, I could in the course of a year save hundreds of dollars arising from blunders due to careless writing. It is easy to find men who write with a beautiful flourish, but the WILLIAM HEMSTREET'S REALTH man who writes legibly under all conditions and at all times is as rare as hen's teeth.

> Take the average stenographer; he is usually an expert in the transcription [ of phonetic signs, but he is more often a perfect ass in making grammatical, well-phrased and correctly oung- From the Free Press, Acton, Ont. tuated English of the necessarily hurried dictation of his busy employer. There is no department of human activity a business or the professions where failure is not due to lack of a pioneer and much esteemed resident thoroughness.

There is one man in my employ school tand that, as one may read in | ed a tanning business. He subsequentmy whitening hair, was many years by engaged in the droving and butchago: who has not stepped forward ering business, and some twenty-five one inch on the road to success. This years ago, owing to his superior man has a fine brain, and keeps abreast of current events. He is soher, honest and courteous, but he has never earned a higher salary than fif- pular, and he was constantly on the teen dollars a week, and all because he is a Jack of all trades and master holding auction sales several days a of none. He is shifted about from one department to another in a vain endeavor to find the one in which he will prove himself of greatest value, some days for six hours at a str(!cl., He has lived the life of a mere auto- he gradually lost his strength and maton and does things mechanically. Other men of one-third his number of found himself a collapsed and wornyears can tell him more about his own business in half an hour than he porter of the Free Press he said: — would care to listento. An old man, "i felt that my days of usefulness would care to listento. An old man, ; he is still dissatisfied with his lot. but will not remedy it by acquiring my voice was gone. I was too weak ong the "hewers of wood and drawers of water." because they will not branch of the dry-goods trade. It is undeniably useless to myself or any-

which some well-meaning pastor or has much to do with personal fail- cluded that my days on earth were 1034c to 104c. person of influence is certain that ure. The fever to gain riches and hon-numbered and that my worn-out sysacquisition to your husiness." or that work and a laxity of morals. We down in eternal rest. I had to give steady for white at 53s. "Mr. Brown, with his superior intel- have too little of the stubbornness of up all my business interests," When lect and many accomplishments, will purpose of our early ancestors. Mod- Mr. Hemstreet's condition was mk? tions to such applicants are some- to accomplish; the end-of-the-century business man is a two-horse-power ing to his restoration to health aftengine trying to do the work of a Oh. I can do anything Mr. Ogden. freight locomotive. The tendency of was particularly impressed with this I am an all-around man, and have the average young man is to fly before he has learned to crawl. He will filled many responsible positions.

"Can you take charge of our silk quote you Emerson's phrase, "hitch department and buy to advantage in your waggon to a star," but he forthe open market as well as sell in gets that one must get near enough to his particular star before the Well, no. I do not understand the hitching process can be accomplished. There is one kind of ambition that "Can you go down in our shipping works only for evil, and that is the marked effects, he says, were noticedepartment and take charge of the kind of ambition which says. "I will general freighting of goods, or direct succeed at once. Let those who have to plod along. I will go straight to "I have been a shipping clerk, but the mark." Nothing but purest folly am afraid I couldn't take quite all could dictate such a procedure of conthe responsibility of the shipping de- duct for a young man. Failure, after all, is merely the leaving undone, or Perhaps you can assume the man-badly done, those things which should agement of our interior decorations have been done, and done thorough-

and, curiously enough, they were not

notorious criminals, at least in the

American sense of the word, the sole

charge against them being that they

Chained together neck to neck, the

five doomed men were led to the Ko-

the necessary well had been prepared.

He, being the leader, was to die be-

drink of water from a pitcher while

When the five wells were ready the

their life-blood was checked, until

nature were those suffered by the five men in this living tomb. An eyewitness says that their yells were frightful, and that even if they had been silent the agony stamped on their ly they were suffering.

When the Shah, Nasr-de-Din was assassinated, in May, 1896, there was a general domand among the courtiers and officials of Persia that his murof the application our waiting list then put to death in some unusual as an ordinary salesman, if he is manner, and steps were at once tak- work to this end. en to mete out to him the penalty all. They all know something about for his crime and at the same time very doubtful if his passionate affimalcontents who might be inclined to exists. follow in his footsteps.

It is said that the unfortunate man -Mollah Reza his name was-was ions, but life was still strong in him when he was led out to die on Augenough, are no guarantee that their ust 10-three months after his crime was committed. Why he was not executed sooner is rather a mystery, as ever, was an exceptional crime, and the supposition that a portion of the VALUE OF PENMANSHIP. In my punishment consisted of extraordinexperience I have found that in so ary tortures, renewed at frequent intervals, may not be erroneous.

## A Pioneer's Story.

KENEWED AT SEVENTY.

He Was Afflicted With Illuess for a Long Period, and Thought His Days export. of tseluluoss Were Pust - He is Again as tienrly and Robust as me

Man Twenty Yours Ago.

No man is better known to the ed at 15c to 151/2c. people of the counties of Halton and Weblington than William Hemstreedt. of Acton, Mr. Hemstreet is a native of this county, having been born in to-day who began his business career Tratagar township in 1817. In his at the same time I launched out from Younger days Mr. Hemstreet conduct-Knowledge of the value of five stock. he took out a license as auctioneer. In this calling he becam, at once po- following quotations :-Prime Westroad, driving in all kinds of weather. week. Although possessing a strong. healthy constitution; the continued exposure and hard work of selling vigor, and about three years ago out man, In conversation with a rewere over. My strength had departed, but was a very sick man. Had no ap- small. TOO MUCH HURRY, - 1 think | petite, no strength, could not sleeep, | er using Dr. Williams' Pink Pills, He testimonial and concluded that these pills must possess singular merit and healing power, or Rev. Mr. Freeman would not lend his name to their approbation. Mr. Hemstreet then beeidced to give them a trial; he first got one box, then three, then half a dozen and took them regularly. No very able but with characteristic persistence—he purchased a further supply. By the time twelve or thirteen boxes had been taken, he felt that new blood was coursing through his veias; that he possessed renewed vigor and was able to perform all the duties his business calls demanded, "For a year I continued to take the pills"he said. "I knew I was regaining my old time strength and good health and I was determined the cure should be complete and permanent, and I give them the credit for making me the new man I feel myself to be today. As evidence that my recovery is complete I have only to state that conducted a spring 1 number of auction sales in the open general quality not quite so good. For

air with perfect wase and with tire satisfaction to my clients. am as much public illness was so widely known and my recovery has been so marked and satisfactory that I feel that I owe a effective remedy which cured me, and in years and in ill-health what Dr. Williams' Pink Pills did for me."

Dr. Williams' Pink Pills cure by renew and build up the blood, and disease from the system. Avoid imitations by insisting that every box er. A good show of fat calves met you purchase is enclosed in a wranbearing the full trade mark, Dr. Williams' Pink Pills for Pale People.

Think only healthful thoughts, "As a man thinketh in his heart, so Avoid passion and excitement. A

Associate with the healthy people. Health is contagious as well as dis-

moment's anger may be fatal.

Herr Kathrein, one of the Catholic faces would have shown how great-be they were suffering. leaders in Austria, recently made a powerful speech during the course of which he deplored the systematic obstruction paralying constitutional life, and he insisted that Germans and Tzechs should, in the supreme interest of the common country, arderer be first made to confess, and rive at an understanding. He promised that he and his party would

An exchange remarks that it everything, but only once in many to punish him in such a manner that peal will have any good result owhis fate would be a warning to all ing to the bitter party strife which

Boys' School Boots, sizes 11 to 13, FLOUR AND FEED .- The feature Boys' School Boots, sizes 1 to 5. of the market at present is the large cable enquiry. Deals for a large amount are under consideration by the large milling firms.

Quotations for local trade are as follows: Manitoba patents at \$3.90 to \$4.00; strong bakers at \$3.50 to \$4; straight roller sat \$5.30 to \$3.-40, and \$1.57 to \$1.65 in bags; bran at \$14 to \$15; short at \$16 to \$17 and moullie at \$20 per ton.

EGGS .-- The trade is reported quiet with large quantities going into cold storage, instead of being exported as in previous years. The British markets are too low to allow of profitable

Prices in Montreal are steady. Fresh selected stock are quoted at 16c to 16½c; candled fresh receipts at 14c to 1442c, and second sat 12 to 13c. Fresh eggs for export are quot-

PROVISIONS. -- The local provision market is steady and unchanged. Hams at 11c to 1212c, according to size: English boneless bacon at 12 to 1212c; Wiltshire baron, at 11c; Windsor bacon at 13c, and green bacon at 7c to 71/2c; dressed hogs at 634c to 71 ic; barrel pork at \$14 to \$15; compound lard at 514c to 524c; pure lard at 61/2c to 7c, with special brands as high as 81/2c.

Reports from liverpool give the ern lard at 28s; Am. ref. at 28s 6d; American tallow at 24s 6d; mess pork, at 50s; bacon long cut, light, at 32s; do., heavy, at 31s; short cut. at 29s, 6d.

BUTTER .- The butter market continues to decline, and sales of finest creamery are reported at 2012c to 20%c, with fancy held at about 21c.

CHEESE. - The market is decidedly quiet. There is no enquiry from England, and consequently, while dealers will not offer cheese at a low pitiful, but not inexplicable. To the one else. My symptoms were peculiar figure. they are unwilling to buy young man who would rise in the and baffled several of the best local more stock, even at what they call world I have but one word of cau- physicians, who differed very much market value. Reports from Ingersoll tion-be thorough, if you do not in their diagnosis. I took their med - are to the effect that the market Some young man who comes to me want to be numbered amongst the cines faithfully but no improvements there was very dull, attendance of resulted, I did not suffer much pain both buyers and salesmen being

> On spot Western cheese are held at our American spirit of restlessness and both mysell and my friends con- 11c to 1134c, and Quebec make at

The Liverpool cable was 6d lower Person or annualize is vertain that ors in a hurry leads to a shirring of tem would in a very short time lie for colored this morning, at 54s, and

> he was personally acquainted, relat- Calves were in light supply, good demand, steady.

Choice to extra were quotable at \$7.50 to \$8.00; good to choice at \$7 to \$7.50. Sheep and lambs— The trade was rather slow and lower. with about twenty loads on sale, including four loads of Canada lambs. The basis of choice lambs prices was \$6. Sheep were firm and quotable at \$4.75 for top grades. There were few decks of under grade lambs left

HOGS .- The offerings were about 10 loads. The market ruled at vesterday's closing figures, the basis being \$4,60 to \$4.80. Heavy were quotable at \$4.85; mixed at \$4.80 to \$4.85; Yorkers at \$4,80; pigs at \$4 to \$4. 70; grassers, \$4.60 to \$4.70; roughs at \$3.65 to \$3.90; stags at \$3.00 to \$3.50. The close was weak.

CATTLE MARKETS ABROAD. -Edinburgh, August 28.— Messrs J. Wwan & Sons (Limited), weekly report on the live stock trade, says:

The supplies of fat cattle have been rather larger than last week, and the en- the best description a fair trade is experienced a tprices nearly equal to averse those current lately, but secondary making personal matters and Irish Cattle have been distinctly could cheaper, the reduction being from 15s public as any one could cheaper, the reduction being from 15s possibly be, but my long continued to 20s per head. Fat cows have met a similar fall in price. Fat sheep and lambs all over have been very large show. The extremely hot weather has debt of gratitude to the simple but affected the trade for these the same as for cattle, and with worse reports this is why I acknowledge it. as from the South also, trade has been well as to show to those who are up considerably cheaper, best sheep suffering a drop of from 1s to 2s each. and others making quite the worst trade of the season. A great number going to the root of the disease. They of lambs are coming to the fat market in very middling condition, and strengthen the nerves, thus driving while for the very best fair prices can be got, trade generally is cheap-

> A thing of beauty is joy forever, and of all the beauties that adorn humanity, there is nothing like a fine head of hair. The surest way of obtaining that is newer. At all druggists. 50ca bottle.

## UNITY IN AUSTRIA. COME AT ONCE,

## And Avoid Disappointment.

Our sale of Men's Samples are clearing out fast, the public recognizing the fact that we are selling them at manufacturer's prices, thereby SAVING THEM 25 per cent.

Come quickly, if you want your choice.

Men's Enamel Boots \$5.00, all sizes, for \$3.50 Men's \$5.00 and \$6.00 Boots, sizes  $6\frac{1}{2}$  to  $7\frac{1}{2}$ , for -\$3.50 Men's \$4.00 Boots, \$3.00 Men's \$3 50 and \$3.00 Boots, " - \$2.25 THE ABOVE LINES ARE ALL GOOD YEAR WELT MAKE. Men's \$2.50 Boots, sizes 61/2 to 71/2, for \$1.75

All those Goods are of the Newest Shapes and Styles, and made in Patent and Box Calf, also ::: Vici Kid and all Colors. :::

83.60; Ontario patents at 83.50 to Sal Come Early For Your Choice as they are Pound to Sell Fast. SEE GOODS IN OUR WINDOW,

Men's \$2.00 Boots, "

124 St. Lawrence Street. Mansfeld, 124 of. Lawrence Street.

\$1.50

75c

90c

Phone Main 849.

# HAVE YOU THOUGHT OF ONE? If you want to economize and get: good value in clothing, give us a trial

We have the largest retail stock of Men's Clothing Ready-to-wear in Montreal, in every grade. We do not claim to be exclusive in High-Priced Garments. We cater to the Workingmen. of Montreal. Some want cheap suits to work with and others want better suits for Business and Sunday wear. We can fit all tastes and purses from our large and varied stock. Our own make Allwool Navy Blue Cheviots and Tweed Suits, cut and made in equal style to the highest priced, lined, with extra quality trimmings, for FIVE DOLLARS per suit, up to our High-class Gustom Tailor-made Suits at FIFTEEN

DOLLARS.

## Here Are a Few of Our Prices:

\$5.00Men's All Wool Blue Serge Suits, double and single breasted, our own make...... Men's All Wool Tweed Fuits, in mixtures brown and grev. at..... Men's Tweed Suits, in new patterns, latest cut, well trimmed, for ...... Men's Scotch Tweed Suits, in a large assortment of patterns, made with large French \$12.00 facings, weight right for present wear

Men's Sui s in Whip Cord, Fancy Worsted Blue Sorges and Cheviots, also Scotch Tweeds, \$13.50

"MY CLOTHIER." And 2299 St. Catherine Street. Corner Craig and Bleury,

in large variety, made up and trimmed equal to custom, at ...



rather a better trade, and pigs, which | both low and dull. Calves, 163; poor many store sheep in the market, and a fair enquiry. Store lambs too, where the quality is good, have met a better demand, but for secondary desstone, Mutton, 7d to 7%d per lb.

age supply, of beats; trade showed no alteration, and was very slow for both prime and second quality. Less demand for fat cows and bull; races easier. Top value— Primest Herefords, at 4s 6d per 8 lbs. British arrivals-35 Irish, 52 Norfolk, Saffolk and Essex, 5,180 midland, home and western counties, 40 Devon. Sheep supply small and poor quality, ic consequence of shortness of really good wedders; trade shade firmer at an advance of 1d to 3d per 8 lbs.; middling. qualities met slower trade; also ewes in both cases favoring buyers. Fair enquiry for best small grass lambs at last week's rates, middling sorts difficult to cash. Beef, 2s 4d to 4s 6d; mutton, 3s 2d to 5s 8d; lamb, 5s to 6s 2d per 8 lbs. Total supply-beasts 1.670; sheep and lambs, 6,800; calves

Newcastle, August 30 .- Fair attendance yesterday, and prices firm ast late rates. Number of cattle, 1.746; sheep sheep 9,550; pigs. 556; calves, 97. Pricesby the LUBY'S Parisian Beef, 5s to 8s; sheep, 4%d to 6%d; use of LUBY'S Hair Re- lambs, 71/2 to 81/d; year at 4% to 8d; pork, 3s 6d to 6s 9d,

Salford, August, 30- At market yesterday; Cattle, 2,158; trade slow; sheep and lambs, 13,631; demand for

were more plentiful, made decidedly trade. Quotations-Cattle 414d to more money. There have been a good | 612d; sheep , 512d to 6d; lambs, 6d to 8d; calves, 5d to 7d per lb.

BUTTER .- Manchester, August 30 -For Irish the demand yesterday was limited to creameries, which oncriptions of both sheep and lambs, a ly made 2s advance on last week's stiff trade has been got. Remarkably rates. Large supply of foreign, couplfew store cattle on offer, and very ed with the last Copenhagen advance. little demand, Milch cows have been which has been maintained, brought offered for sale, and trade for these the market here to a standstill, Buyhas been better. Best beef, top, Ss to ers are now agreed that prices have 8s 3d; current, 7s 6d to 7s 9d per reached high water mark. Stocks of medium butters are considerable, sellers being anxious to meet purchas-London, August 28. - Fair aver- ers to induce a clearance. Quotations -Choice Danish at 126s to 128s; fine at 122s to 124s; finest Finnish at 118s to 120i Irish creamery at 118s to 120s; Canadian creamery at 108s to 110s.

Cork, August, 29 .- Firsts, 91s; se conds, 84s; thirds, 78s; fourths, 73s Factory firkins, thirds, 76s. Mild cured superfine, 100s; fine, 80s; choicest boxes, 99s; choice boxes, 90s. Fresh butter, 80s to 87s. In market, 324 firking, 149 mild and 7 boxes.

### A Blessing to the Fair Sex



PERFECT BUSTS by the ORIENTAL Powder. the only Powder that assures perfect development of the bust within three months, and cures Dyspopsis and Liver Complaint.

Price per box, with directions, \$1.00; six boxes for \$5 (0. General Agent for the Dominion :

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