OCTOBER 28 1916

#### CHATS WITH YOUNG MEN

#### TO TRY THEIR COURAGE

One of the favorite "tricks of the trade" of great sales managers and executives is to put new salesmen up against a lot of "tough nuts"-men whom it is hard to sell even gold dollars for fifty cents.

This is not done with the idea that the new man will be able to sell customers that the house has never been able to sell before but in order to test out the courage of the man. One of the greatest sales managers

in the country once said : "I can make a salesman of any man who not get discouraged, but a man who has lost his courage and enthusiasm is about as valuable as a windbroken horse."

The able executive thoroughly realizes and understands that the constant rebuffs, turndowns and failures which every salesman must encounter have a tremendous effect on the efficiency of the man.

The depth of a man's courage, his smile ability to rise above and conquer these discouragements, is the measure of his success as a seller.

The better he can do this the better salesman he is. - Catholic Columbian.

#### INFLUENCES ON CHARACTER

Occasionally you may hear a man who has made some money, say when bragging of his success : "I'm a self-made man." This is a silly boast, if it means anything more than that he succeeded pecuniarily without any inherited capital. Outside of that, he was made by inherited health, disposition, tendencies, temperament, bearing, and home example; by the influence of every day that he lived as a boy, and a youth; by his opportunities, surrounding habits, acquaintances, friends and enemies; by his failures and discouragements ; by the fate that happened to his neighbors; by everything that he saw, or heard, thought, desired, or disliked. No man is self-made. A million influences have shaped him to what he

There is a certain grape which grows in France that has a world-wide reputation for its delicious flavour. It has been transplanted in many different parts of the world in vain attempt to cultivate fruit of the same quality but it always deteriorates when transplanted. It is impossible to reproduce the peculiar chemistry of soil, the influence of the congenial original climate. No one has ever been able to grow this peculiar, deliciously flavoured grape in any other part of the world ecause identical conditions cannot be found.

How often we hear strong-willed lame boy. people boast they rise superior to their surroandings. This is foolishness. Nobody is independent of his environment. We are not only of proud response. the earth earthly, but we partake of the quality of the soul of the environment in which we are born and reared.

We are a part of all we meet in as he could when I get off." life. Every person who has ever spoken to us, every book or article we have read helped to shape our We are never exactly lives. the same after reading a book or talking with any human being, and we are not the same to-day as we were yesterday, and we shall be different breathless and smiling. It was only tomorrow.

Children, like plants, absorb the characteristics of their environment. They drink in their surroundings, unconsciously imitate the and models in their homes. We can easily tell whether a child has been

## OUR BOYS AND GIRLS

## DUTY FIRST

hungry.

plete it

sing from God.

to keep pace with the car.

A gentleman had a little pet dog that always came the moment it was called. One day this gentleman ANT AT DEVOTION AND IS SO IMPRESSED THAT HE ASKS thought he would put the little dog's obedience to the test, so he told his INSTRUCTIONS servant to put a plate of mutton chops on the floor for him. The serv-The Catholic faith is gradually being accepted by the Chinese even in highest posts. Conversion after

ant did so, and the little dog came conversion takes place among the officials of the government in spite running to the plate, for he was very But just as the poor thing that it often means for these men a degrading and almost always insults. was thinking what a fine treat he was going to have, and was about to But once converted, they are true to their new religion. Such a converhelp himself to the meat, his master called him away. The little dog heard the call, and

sion, that may be cited as typical of The little dog heard the call, and looked wistfully at the chops. They were nice and fresh from the butcher's shop, and certainly very tempting to a hungry dog. But the little creature knew that the first the many that occur weekly, is told most interestingly by a missionary, Rev. Albert Botty, B. F. M., in a letter to the American headquarters of the Society for the Propagation of thing was to obey his master. He, the Faith therefore, turned from the plate of

Captain Ki fong ling, in command of the military police of Eul-tao, in meat, without touching, it, and ran to see what was wanted, not with his whose care is the safeguarding of the whole country, was returning one evening with a handful of his men from an expedition into the moun-That little dog, I think, was deserved tains. It was getting dark, and they edly a favorite : and it would be well if all little folks followed his example, were still at some distance from their quarters. doing what they know to be their Observing a farm some distance off

duty before seeking their own pleason the slope of a ravine, the property of a family of splendid Christians named Lou: "We will lodge there," was not what the writ ure or gratification. More than once I have heard a mother call her little girl, who has answered, "Yes, mamma," but never said he. No sooner said than done. The gone. She was busy dressing her doll, perhaps, or undressing it for

little band were well received, because it had the reputation of doing bed, or just finishing her lessons, and good work in the neighborhood. Its did not wish to leave them, or putting leader was known as a perfectly upright man, and furthermore, he the last touch to the picture she had been painting and wanted to compaid generously, for the services he

When little folks do so they are received. While the captain was sweetening pleasing themselves instead of obey-ing mamma, and cannot expect a his tea a strange sound came to his

ears. "What is that murmuring?" he 'Duty first and pleasure afterasked his host, "can you tell me?" "Certainly, captain. What you wards," children ; that is the way to be truly happy.—St. Paul Bulletin. hear is prayers. We have given our-selves to the religion of the Master KINDNESS BRINGS HAPPINESS of Heaven Doubtless your excel-lency has heard of this doctrine prop-How little it costs to make hearts, particularly young hearts, happy ! An incident which took place recently agated in China by priests from the

West ?' in a street car carries its own lessons. The car remained at a standstill for "Heard of it, yes. But I have never assisted at any of its ceremonso long a time that everyone wonies. May I look ?"

dered if something had gone wrong, Certainly, captain. but soon a sturdy urchin very ten-derly helped a lame child aboard and Whereupon both men approached the room where were assembled the as the car moved on his cheery farm hands, the women and children, good-by" brought a smile to the and some of the neighbors. All were cripple's wan face. The latter seated himself so that kneeling before a large picture representing the tragedy of Calvary and he could look out of the window and were engaged in reciting the litany every few minutes he waved his hand of the Blessed Virgin. Tchenn, the to someone in the street. The other catechist, who had been sent by the people on the car became curious missionaries from Tapaolewa, made the invocations: "Mother of Divine and, looking out, saw the little fellow running along the sidewalk, trying Grace! Mother of our Creator! Mother of our Redeemer! Virgin most prudent!" To which those assisting replied : "Pray for us! "Who is that ?" asked a lady of the

assisting replied : "Why, that is Jim," was the pray for us!" The brave soldier, standing in the Is Jim your brother ?" she asked, hall, listened intently. "I don't Yes," answered the little fellow, understand," he murmured from and then volunteered to tell why Jim was running. "We only had 5 cents time to time. After the litanies Master Tchenn announced : "Let n and Jim put me on the car and said now pray for our country, that God

he would run and meet me as soon may protect it from enemies within and without ' With eyes bright with joy the little At last the soldier understood, but what he understood puzzled him greatly. Was it possible that in a boy looked at the coin dropped by the kind woman in the torn cap that remote ravine poor peasants were praying devoutly for their country's laid on the seat next to him and then with frantic gestures and shouting safety? What was the meaning of it all? The matter must be investihailed "Jim." who boarded the car

gated. When the prayers were ended he warrant the attention it attracted, but it is the little things that count after all in this busy world, where him. So flattering an invitation by the clergy of New York. It is the him. So flattering an invitation from a great man was accepted with fruition of the prayers and aspirapeople are often too careless and from a g alacrity.

replying.

kindness that really exists in their hearts.—Intermountain Catholic. And so the military man and the churchman sat down together, the are interested in the welfare of those

## THE CATHOLIC RECORD

"I have come," said he, "to ask you A CHINESE CAPTAIN to admit me among the catechumens together with my sergeant here. The subaltern Kiou also wishes to be BECOMES CONVERT STUMBLES ON CHRISTIAN PEASconverted.'

Hitherto the Evil One had stood aside, but now his patience was ex-hausted. Shortly after this an in-spector general came to Eul-tao. He

saw in the captain's room a crucifix in a prominent place on the bureau. The Dangerous Condition "Come, captain," said he, with a scornful smile, "throw this piece of wood out of the window.

"As a soldier," said the captain vehemently, "I am at your command. Never have I faltered in matters of **HOW TOGUARD AGAINST** discipline. But for my religious beliefs I have no need of your advice. Let us talk of something else." And they did so.

Not long after this the captain had to undergo a new attack. One day there came to him a sealed packet sent by the secretary of the colonel at

The result of this wheedling epistle

was not what the writer expected, for

in order to put a stop to all further

attempts at intimidation, the officer

went to Tapaolewa and requested

baptism. The day was set and the captain notified his colonel. On the

and Sergeant Kiou entered the Cath-

But our neophyte's troubles were

not over. However, God bestowed a great joy upon him. His conversion

had created a great stir, and one day

a merchant of San-tsou t'a, in speak

the conversation to the case of his

subordinate of Eul-tao. "Captain Ki!" exclaimed the

officers. He has captured more than

twenty brigands. If all the others

did the same the mountains would

In fact, a month later our hero re-

ceived the military decoration of

Wenn-hou-chang, for services ren-

peared a presidential decree enjoin-

ing on all the officers of the Chinese

republic the taking of a special oath before the God of War on a certain

day of a certain month. "Well, what shall you do?" asked

the bearer of this news." "I will do nothing," replied the

captain. I would break my sword

and discard my decoration rather

than be false to my baptismal vow." Six months later there arrived at

Pekin a presidential rescript dispens-ing the Christian officers from the

OF SOCIOLOGY

idolatrous oath .- New World.

But another and more serious

"He is the best of my

ing to his general, maliciously

olic Church.

general.

soon be rid of them.'

dered to his country.

Hata. The tone of the letter was that of a friend, who wanted to do his comrade a good turn and avert from him a great misfortune.

led

Captain," it read in substance, Instead of the refuse matter passing "think of your stripes. You are among those marked for promotion. A splendid career awaits you Do not spoil it by becoming a Christian. rid the blood of this poisoning. Or at least postpone your conver-sion until you have investigated the

causes Indigestion, Loss of Appetite appointed day Captain Ki-fong-ling

> "Fruit-a-tives" acts gently on bowels, kidneys and skin, strengthens the bowels and tones up the nervous system. 50c. a box, 6 for \$2.50, trial size, 25c. At all dealers or sent postpaid on receipt of price by Fruit-a-tives Limited, Ottawa.

THIS TROUBLE

**ORSELF-POISONING** 

Which Produces Many Well

Known Diseases.

#### "FRUIT-A-TIVES" - The Wonderful Fruit Medicine - will Protect You

Autointoxication means self-poison. ing, caused by continuous or partial constipation, or insufficient action of the bowels.

daily from the body, it is absorbed by the blood. As a result, the Kidneys and Skin are overworked, in their efforts to Poisoning of the blood in this way often

and Disturbed Stomach. It may produce Headaches and Sleeplessness. It may irritate the Kidneys and bring on Pain in the Back, Rheumatism, Gout, and Rheumatic Pains. It is the chief cause of Eczema-and keeps the whole system unhealthy by the constant absorption into the blood of this refuse matter. "Fruit-a-tives" will always cure Auto-

intoxication or self-poisoning - as

of New York, whose beneficent rule has been the source of countless blessings to his vast diocese, and in h arty approbation of the zealous Auxiliary of New York, the Right R-v. Patrick J. Hayes, D. D. Fostered by the care and wisdom of a noble university, may the Fordham School of Sociology become a great alarm awaited him, for there ap- training center from which will issue forth many a Catbolic hero of charity to lead God's suffering and stricken children into the paths of redemption.-America.

## UNDIVIDED AND

## INDIVISIBLE

An organ of the Reformed or Calvinistic Church in Holland, the Heraut (Herald) makes this striking commentary on the contrast between Catholicism and Protestantism in the war of the European nations ' The Roman Church as a Church

is out of and above the controversy THE FORDHAM SCHOOL which divides the feelings and inspires the war-like polemics of her members. Whatsoever repre sents the great unit of Catholicity, On Nov. 6, 1916, Fordham Univerwhether in the Papacy or in the Roman Episcopate of all nations, is sity in the City of New York will open a School of Sociology. This is in spirit and utterance aloof from the simple announcement authorthis divergence of personal views. ized by the university. The impor-As a World Church she stands above tance of the enterprise cannot be it all, and holds her members firmly overestimated. It is the happy realization of a hope long cherished united. She is spiritual enough to lift all her members out of even this worst of temporal antagonisms ; her unity has not suffered any legion. The Pope speaks words of peace to tions of our devoted Sisters, our all nations, and not a few observers look to him to be the final mediator



fire, you can do so without taking off the lids or disturbing your cooking. This is the sort of range every woman should have-one that saves her time on busy days. It is almost as import-ant as the saving of coal for which the Pandora is famous. McClary's Pandora

Range

OFF

TEAR

On "wash-day" the range should take care of both the din-

ner and the washing. And if you have a Pandora, it will.

Set the boiler on the long way of the Pandora-not on top,

but right down in the pot holes. That leaves two of the hot front holes free for cooking and at the same time keeps

the boiler on the boil. Should you have to add coal to the

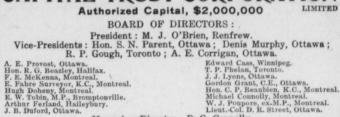
coupon If you would like to know why the Pandora gives a lifetime of perfect service, why it saves coal, why it saves time, send for a copy of our new illustrated booklet. "The Magic of the Pandora." Use the coupon. THIS

## M<sup>c</sup>Clary's

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SEVEN



CAPITAL TRUST CORPORATION

Busy Day

reared in an atmosphere of culture and refinement, in an environment of elevated ideals, or in the absence of everything that is uplifting and inspiring.

The child is a photograph recording everything it sees. It is a camera reproducing in the minutest detail everything it takes in. Every day there is a new layer, as it were of home impressions fixed indelibly in the character.

What a difference it makes in the right. It is their nature to enjoy life cultivation of our tastes and in our whilst young and the man who would to considered insoluble had found capacity for happiness whether we deny them their rightful enjoyment clear answers from the lips of his have been reared in a home of refine-ment and culture, presided over by tice. But despite the fact that they an intelligent mother of high ideals, are joy-loving creatures they can in fine and cultivated tastes, or in a home of low ideals, of vulgar standards, of coarse tastes.

Association with the good produces good ; with the wicked, evil. No strongest part of a house is its foundamatter how sly, how secret, no tion. matter how siy, how secret, ho structure may appear, yet if it matter if our associations have been structure may appear, yet if it in the dark, their images will sooner possesses a weak foundation it will in the dark, their images will sooner totter and its beauty will be no more. or later appear in our faces and conduct.

How careful a young man should be, therefore, of his environment and his associates ! If he desires to become a noble, clean, high-minded, manly man, with no sad and shameful memories to dog his thoughts, he will consort only with decent things and virtuous people. He will go only among those whose like he vants to be. He will think of the influence exerted by bad books, immoral shows, and vicious persons, and will steer clear of them as from a plague. He will determine that every day he will live true and truer to the ideal of a Christian gentleman .- Catholic Columbian.

St. Augustine says that the Scriptures are " the epistles of the King " sent to us. But when the King is with us, we lay up His epistles and speak with Him, as friends read the letters of an absent friend, but turn to him when he is among them .--Cardinal Manning.

future career.

a little incident that would scarcely

#### IDEALS

" Aim high," is a motto that every interruption. Both the mounted young lad should ever keep before his eyes, for if his standard is low he will never make himself felt as a power later on, and he will glide through life taking things as they come and go down to his grave with matters. The officer was unwilling to termithe realization that he has accomplished nothing. Boys will have pleasures.

nate the interview. He had learned All so many things since nightfall. So many problems which he had hitherclear answers from the lips of his humble instructor. He could not help coming to the conclusion : "Perhaps the religion of the Master some measure prepare themselves of heaven is the true one. "Finally," said Master Tchenn. when they are young, for their

whose eyelids were closing from It is an acknowledged fact that the weariness (the good catechist is sixty years old,) "if your excellency will No matter how beautiful a take the trouble to go to Tapaolewa, you will find there two missionaries who will be delighted to make your

acquaintance and to give you further We all know that the "boy is the father of the man." Now if in youth information." "That is a good idea," said the the boy is contented with ill pre-pared lessons, if he spends his time officer. "I will go to to see them." And so the interview ended. officer. in the evenings at the movies instead of at home, if his companions are far Five days later a soldier delivered to Fathers Joseph Sioen and Leonard

from ideal, what kind of a man will Joosten, missionaries of Tapaolewa. the card of Captain Ki-fong-ling, com he be later on in life ? It certainly would be a very unusal thing to see mandant of the military post of this lad when matured into manhood Eultao. The officer had kept his word. He

as a leading business man, or as a lawyer, or fulfilling the holy functions of the priesthood. Just as the young tree must be trained to grow straight, so also must the young boy be watched and trained if he would wish to do something great in life. forth his doubts, and listened. -Our Sunday Visitor.

Be assured that we gain more merit in the sight of the Divine would, with the grace of God, com-Majesty in one single day by the tribulations that come from Him and from our neighbors than during ten years by the sufferings that we On this occasion he was attired in dress uniform, gloved and shod as voluntarily take upon ourselves. St. Teresa. though for parade.

of peace one asking questions and the other countless institutions which prove Whilst the war has broken

Time passed, while quesbeyond refutation, the faith and tions and answers went on without charity of the Catholics of this great city. During the last decade, need of a Catholic school During the last decade, the police and the farm people had been sleeping soundly for hours, but the sociology has been felt to be parcaptain and the catechist still sat ticularly pressing. Because of together gravely discussing religious favorable local circumstances, it was Because thought desirable that our young

men and women of suitable char-acter and talent, should be induced to take up as a profession some phase of social work. But where was the school, which, while posses sing all the really valuable resources of the non-Catholic school, could train the aspirant in the principles practices fundamental and to genuinely constructive social work

The excellent School of Social Science conducted by the College of St. Francis Xavier supplied this need to a certain extent; yet none realized more keenly than the authorities of this School, which is now merged with the new founda tion, that work of a more extended and intensive character was required for the thorough training

of the Catholic sociologist and social worker. This sore need has now been met,

and met well. The staff of the Fordham School of Philanthropy and Social Science will be compos ed of men who are masters in their

respective courses, the courses them selves will be thorough and compre hensive, while the opportunities for field work will be practically inexrequested an interview, which, need ss to say, was immediately granted. haustible. The very locality of the The conversation on religious school, in the heart of New York, is matters went even deeper than the previous one with the catechist. highly favorable to varied and accurate sociological study. New captain asked questions, set York is not so much a city as a vast When cosmopolitan commonwealth, re he went away he took with him several books of a doctrinal and conmarkable alike for its opulence and

troversial nature, which it was hoped its poverty, for its zeal in the cause of learning and religion, and for its pursuit of the perishable things of Catholic Universe. plete the work of opening his eyes. time. To the earnest student, the Two months later he again sought value of these opportunities is an interview with the missionaries.

The new School is happy in the nothing from human respect. - St patronage of the venerable Cardinal Vincent de Paul.

as those of science and arts, the Roman Church, and she alone has preserved her international unity absolutely intact : she has just given a brilliant proof of the solidarity of her organic life. In contrast consider how Socialism, one of whose essential dogmas is the international solidarity of the world's toilers, has been shattered to pieces by the war, whilst not a stone of the Roman world-arch has been in the least egree loosened. On the bitterest battlefields Catholics of the warring races have mutually aided another in imparting and bestowing the comforts of their common faith whether wounded or not they felt not the least survival of passion in presence of their Church's call for mutual charity. Consider, too, that the Pope was able to assemble the Cardinals of the various warring peoples around his throne in the very capital of one of the belligerent nations to hold conference with him upon the prospects of peace. In presence of this spectacle we Protestants can show very little of/this spirit of human brotherhood.

asunder all ties of social life, as well

#### KEYHOLE CATHOLICS

Those keyhole Catholics that get the little religion they have by hang-ing around church doors on Sunday mornings rarely amount to much Always the last in and the first out, they often regard the Holy Sacrifice of the Mass as an ordeal to be avoided. If they would get up nearer to the altar and the priest, the experiment might reveal beauties in our divine faith that they have little dreamed of. Move up, gentlemen, and take your religion at short range.

Curb the desire of display, and do

## rent easier

E90.

O matter how brief a "house-to-rent" ad may be, hot water heating is mentioned, if the house is so heated, because it makes the house more readily rentable or saleable. And the house is even more easily rented if the ad says "Safford" heating, because

# Safford **Boilers** and Radiators

are acknowledged to be "The Standard"-the one system that is built by an organization of specialists, who devote their time exclusively to the manufacture of hot water and steam heating systems.

You would naturally expect a *specialized* system to be very superior. The Safford boiler, for example, has 70% of its heating surface directly around the fire, whereas ordinary boilers have but 51%. The more direct the heating, the less coal required to heat your home to 70 degrees, provided the water circulation is rapid.

And the Safford water circulation is rapid, because after being heated, it has only one-third the distance to travel to get out of the fire-pot

that the water in an ordinary boiler has. It circulates three times as rapidly.

The proof of the Safford's superiority shows in the coal bill, for you will pay for *one-third less* fuel than the man with an ordinary boiler of same size. And you will experience the comfort of a perfectly heated home,

Full particulars about the Safford —the specialized system—are variable in our "Home Heating" booklet. will only take you a minute or so to nd a post-card-request for it. You buildn't put your time to a better purpose.

DOMINION RADIATOR COMPANY TORONTO, CANADA

Branches : Montreal, St. John, Hamilton, Winnipeg, Vancouver, Calgary

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