

**JOHN MACDONALD & CO.**

**W**E often hear the remark: "What a successful man Mr. So-and-So has been"; "how is it that the firm ——— is doing such a live and profitable business, while other firms are struggling for an existence and others cannot exist?" We would say in reply to these, that the principal requisite toward success is in the man who is head of the business being possessed of determined will power, and that power controlled by the highest, best and most noble motives, not only for his own but for his fellow man's success. A man may be endowed with a few brilliant business qualities, but to be a successful business man he must have at his command all of them. What a striking example we have in the late Hon. Senator John Macdonald, who from a clerk in a retail store raised himself to be a "Merchant Prince" and a Senator in the land he loved so well. On February 4th, 1890, Senator Macdonald laid aside this mortal coil, leaving behind him a memory that will be handed down to posterity as a noble and good example to the youth of a Canadian nation, a business that, notwithstanding its already extensive proportions, will grow with our Dominion, as the father's mantle seems to have fallen upon the son. It is now six years since the late Senator's eldest son, Mr. John Macdonald, who was a partner of the firm at the time of his father's death, became head, taking full control of the general management of the affairs of the firm. That there cannot be a greater proof of his successful management is the position of the firm at the present time.

Notwithstanding the commercial wave of depression that has passed over the whole world during the past few years, the firm of John Macdonald & Co. rides on towards greater and more extensive business, expecting that the business of 1896 will be the largest in its history of 46 years. Ask Canadian and foreign manufacturers if there is a firm in Canada from whom they would sooner receive an order, ask our Custom House the amount of duties paid, enquire of our Canadian railways the quantities of freight and express packages forwarded to customers all over the Dominion and down to Newfoundland, you will then conclude that this firm is one of the greatest factors in our Dominion's progress, and that John Macdonald & Co. of tomorrow will be still greater than the John Macdonald & Co. of today.

**TO MAKE SILK IN VANCOUVER.**

A scheme is said to be well in hand to establish a large silk manufactory in Vancouver. A member of a wealthy Oriental house, interviewed on the subject by a correspondent, says: "We have a scheme well in hand to start a factory either in Victoria or Vancouver. The reasons we choose British Columbia are apparent. We are on the Pacific seaboard, we have a climate exactly similar to the silk manufacturing climates of the Orient, there is no severe weather, and the damp climate is just what is needed by the silk dyer. Location and close proximity to steamboat and railway lines is a greater advantage to us than bonuses or land grants. We will pay in wages on the start from \$35,000 to \$50,000 a year."

**FASHION CLIPPINGS.**

A bright New York woman has been making for many years a collection that is far from completed, that is absolutely unique, and that has great intrinsic value. In the early days of the late war she began a scrap-book of nothing but fashion plates. This

has been added to from time to time, until the one volume has grown to several. It is a wonderfully interesting sight, the paging in review of all the absurd fancies that have flourished in these thirty odd years. There are the Grecian bend, the chignon, the waterfall, the pull-back, the crinoline, the tiny bonnets and the pokes, the large bustles and the large sleeves. Only extremes of style and oddities are used, or the collection would swell beyond all proportion. As it is, it is the source of much mirth whenever she brings it out as a "company trap."

**THE WEARY DRUMMER.**

The hotel bus from the midnight train  
Brought only one passenger through the rain—  
A traveling man, tired, weary and sad;  
For he had toiled all day and trade was bad.

Not a single order was on his book;  
The disgust he felt was shown in his look.  
With a careless hand he wrote his name  
On a page of the book unknown to fame.

The drowsy clerk the signature scanned,  
Then a letter placed in the drummer's hand.  
See how he starts, while a smile of delight  
Comes o'er his face at the welcome sight.

These clouds of despair that will ever appear  
To the traveling man sometimes in the year  
Are often dispelled by such simple means  
As one friendly letter—how queer it seems!

So, wives and sweethearts, brothers and clunks,  
If you know where we'll be when Sunday comes,  
Write to us there, if your time will permit;  
Draw on us at sight, and we will remit—OUR THANKS.  
—Carpet and Upholstery.

**IT DID CANADA GOOD ANYWAY.**

From the London, Eng., Drapers' Record.

Perhaps as time goes on it may be possible to discover some good effects evoked by the war scare of the past fortnight: but at present they are only to be found in the proof that has been given that Canada still prizes her connection with the Mother Country.

**A BIG STORE IN THE WEST.**

Whyte Bros., general merchants, of Brandon, Manitoba, have joined forces with J. R. Strome, dry goods, and the united concern opened out on the 1st of February as one of the largest department stores in the west, carrying crockery, groceries, dry goods, house furnishings, men's furnishings, clothing and boots and shoes. They will do a cash business.

**STRIPED AWNINGS.**

W. R. Brock & Co. have cleared 500 pieces of striped awnings at a great reduction in price. These are the best qualities of goods in the latest styles, and the attention of makers of awnings is directed to them as a great opportunity for saving money on a first-class article.

**AN OLD TRAVELER GONE.**

The death is recorded, in England, of J. Miller, of Cook, Sons & Co. He was well known as one of the oldest carpet travelers who came across the ocean to the Canadian trade.