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THE EVENING TIMES AND STAR, ST. JOHN, N. B., THURSDAY, AUGUST 24, 1911



The Evening Chit-Chat By RUTH CAMERON

O know how to do thoroughly good work in any line brings a man halfway up the ladder of business success.

But no further. But no further.

Unless he possesses the equally important talent of knowing how to show other people how to do good work, there he sticks.

The men and women who have climbed to the top of the ladder of success were nost invariably men and women who have had that second ability.

The other day I was visiting a business man who is at the head of a concern nich makes two hundred thousand dollars a year. I spent the whole forenoon with him, and in that time the only call that was made



with him, and in that time the only call that was made upon him was to sign a few checks.

"How is it that your employes ask you so few questions?" I inquired."I should think they would be constantly coming to you for instruction."

"Ah! Miss Cameron," he answered, "that is the secret of my success, that I have been able to pick and train men so that they won't need to come to me. I often say I am the only person in the establishment who has nothing to do. You see, I have put all my work on other shoulders. And if'I hadn't been able to do that, I would still be earning a few thousand a year instead of being where I am."

You see, the business man who knows how to make himself mnecessary in a small way will soon find himself necessary in a much larger way.

Another business man told me, with regret, of a thoroughly bright and intelligent man in his employ who "can

Another business man tool me, with regret, of a thoroughly bright and intelligent man in his employ who "can never go above three or four thousand a year because he the tall the work himself. If he could show others how to do it, we could get for three assistants for him and enlarge the department and pay him more, he can't.
Subsequently, when the work of the department made enlargement absolutely essary, the man who couldn't show others how to do his work actually had to discharged and was replaced by someone who could.

I know a very bright business woman who overworked herself to the verge nervous prostration while all the time the concern she was working for was

This is the cry not only of business men and women, but of all kinds of workeverywhere.

It is the cry. for instance, that often keeps the mother wearing herself out in kitchen while her daughters grow up in ignorance of the things they ought

CANADIAN PORTS. Pugwash, N S, Aug 21—Steamed, stmr the result, Competitor, Billburn, Brow Head, for orcan be taken

BRITISH PORTS.
Inistrahull, Aug 22—Passed, stmr Helmer Morch, Newcastle (N B) for Belfast.
Liverpool, Aug 22—Ard, stmr Manchester Corporation, Heath, Montreal for Man-

La MARQUISE

de FONTENOY

Greek Merchant Prince of London Leaves Millions For Public Use in Native Land - An East Africa

pany.)

Some explanation is necessary with regard to the will of Marino Corgialegho, of Mount street, Berkeley Square, London, S. W., a native of Cephalonia, a naturalized English citizen, who, dying at St. Leonard's at the age of eighty-two, has not only appointed the Crown Prince of Greece as the executor of his testamentary, disposition, but also one of the chief legatees of his estate, which amounts to something in the neighborhood of \$4,000,000.

The will, as I will presently show, serves to emphasize once more an argument that I have from time to time put forward in these letters, namely, that the

the diseased portion of the ear. There is only one way to cure deafness, and that is by constitutional remedies. Deafness is caused by an inflamed condition of the mucous lining of the Eustachian Tube When this tube is inflamed you have trumbling sound a imp feet learing, dwhen it is entitlely cle ed., Deafnes, is the result, an analyst the inflam ation can be taken at an the sube stored to its normal condit of the inflam ation destroyed forever; in he cless to of ten are caused by catan how he is nothing but an inflamed con it on of the mucous surfaces.

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directed, was likewise built and endowed for her by a great millionaire who had made an enormous fortune abroad and who placed a portion of it at her disposal, with this institution in view.

An East Africa Case

Lord Enniskillen's second son, the Hon. Galbraith Cole, whose killing of a native suspected of sheep-stealing in British East Africa has been engaging the attention of parliament in London, has been acquitted by a jury, after being placed on trial at the high court of sessions in Nakuru in East Africa.

He shot down the native and killed him because he found some sheep's wool in his hut and traces of the fact that mutton had been cooked there.

One of Galbraith Cole's neighbors in British East Africa is his brother-in-law, Lord Delamere, who married his sister, Lady Florence Cole. His estates adjoin those of Cole, and it was on his property that the killing of the native took place. Some years ago Lord Delamere was suspended by the governor of British East Africa, from membership of the legislative council, for his "truculent and aggressive manner in demanding, a change of the local black labor laws," with a view to making them more stringent, and a bitter feud ensued between the governor on the one hand and Lord Delamere, with all the English land owners, including Lord Cardross, Captain Van der Weyer, formerly of the Scots Guards, and Galbraith Cole, on the other, the representative of the soverieign being virtually boycotted, in a social please of the policy with a society of the soverieign being virtually boycotted, in a social clears, or Edmanson, lates & C. Limited, the color of the other, the representative of the soverieign being virtually boycotted, in a social clears, or Edmanson, lates & C. Limited, the color of the other of the soverieign being virtually boycotted, in a social clears, or Edmanson, lates & C. Limited, the color of the society of the soveries of the society of the society

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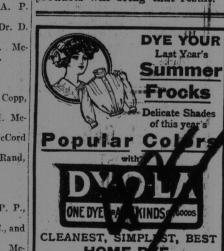
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vestigate that story."

She said she would take action for dam-



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