

IRON-WILLED MEN WANTED

THE TYPE THAT ALWAYS WINS.

By Dr. Madison C. Peters.

Many fail in life through lack of the power to persevere in their purpose. They give up before they determine they can accomplish; their natures are weak, flaccid, and can be drawn this way and that at the whim of those who are stronger.

Men with splendid natural equipments, brilliant intellects, skillful hands, and agreeable personality go down and under and are drawn by waves of adversity into the gulf of forgetfulness, who, had they possessed the will and determination to reach the goal, might have benefited the world by their accomplishments.

Many a hewer of wood and drawer of water has the stuff within him to make a great statesman, soldier, merchant prince, lawyer, or preacher, but lets it lie dormant; is unable to bring it out to lead him from the bondage of his own slavery to the pinnacle of success because he has not that formative power which exerts its force to bring out of a man the best that is in him.

GREAT MEN MADE AMBITIOUS FIRST.

The great men of earth, the men whose names are on signposts to guide other feet on the pathway of life would never have risen above the crowd had they not willed to do so, had they not called to their aid the qualities they knew they possessed and made them subservient to their ambitions.

It was the iron will of Wilberforce and Garrison, Lincoln and Grant, Bismarck and Gladstone, that enabled them to pass their fellows in the race, that gave to them that indomitable courage which no obstacles could deter, no difficulties frustrate. It left them unconquered and made them unconquerable. They had but to plan in order to do; every scheme was carried out, its inception being the incentive to work. Their minds took in the universe and their hearts embraced all mankind. Once they set their hands to the plow, every sod was turned over to the last furrow, and completeness crowned their work.

Such men live not to eat, not to enjoy the transient vanities and silly pleasures of a purposeless existence, but they live to do and accomplish, to better their species and enrich the world. They give their best, their all, to the sacred cause of humanity, and this they never could do without ceaseless effort and unflinching perseverance, without putting forth their will resolutely and fearlessly to consummate their purpose.

WORKLIGHTS WAY FOR OTHERS

In their grim determination these men can no more be stopped than can the sun from revolving in its course. On, ever onward they go, and the grave only puts an end to their mission, but their work does not die; they leave behind them a light to guide others down the paths they have so successfully trodden themselves.

But the pity is that large numbers shut their eyes to such a light and prefer to grope about in the darkness of their own folly, letting every wind of adversity blow them hither and thither until they are swept altogether out of the right path and left to flounder in obscure corners, until they pass beyond the knowledge of their fellows.

Men wither and die from their own fanaticism on the arid soil of vacillation and hesitancy, when they might have bourgeoned and blossomed into fruitful usefulness in the fertile earth of endeavor and determination. For these life is but a brief existence passing away in the obscurity of nothingness.

Emerson says: "The education of the will is the object of our existence," and there is sufficient ground for such an emphatic statement. On the will depends accomplishment and accomplishment is the object of life.

MIND MUST BE TRAINED.

Will can be strengthened or weakened, all depending on the cultivation or absence of cultivation. If we would have a forceful will power we must cultivate it, put it into training as the athlete does his muscles. The mind must go into the training for the winning of life's race as the runner trains for the winning of a footrace.

The obtaining of self-mastery comes only through complete command of the mental powers, and such command can only be gained by persistent effort, but the acquisition more than repays for the trouble involved.

If you will observe the actions of successful men you will observe that they have the faculty of concentrating all the powers of their minds on

one subject and perform a given task easily, while others who have not trained themselves along definite lines or know not how to bring their will to bear upon the subject under consideration, hesitate, stop, try again and yet again and in the end fail. What the trained mind does easily the untrained cannot do at all; what is possible to the one is impossible to the other.

BALANCED MAN WORKS STEADILY.

The man of mental equipoise who has his will power rightly balanced so that it shall not tip to either side does his work at once, and it is over for the time being, but the one who has lost the balance and lets the will wobble from side to side attempts the task several times, and his work is never finished, he never can make a complete job of it. As Beecher said, some people do their work "once in anticipation, once in actuality, once in rumination."

It is the holding of energies on one point, the focusing of all the rays of the mind on one place, that enables the workers to accomplish so much.

MR. BALFOUR'S TERRIFIC SENTENCE

THE LARGEST ONE EVER UTTERED—OVER 500 WORDS WITHOUT A PERIOD—A SPEECH ON TARIFF REFORM AT CARDIFF.

The longest sentence ever uttered from a public platform is believed to be that which fell from the lips of Mr. Balfour, the Unionist leader, in a speech on tariff reform at Cardiff, Wales, on Nov. 19. Here are the actual words:

In 1907 the whole party represented here tonight gave at Birmingham its unqualified adhesion to those principles of general reform—(loud cheers)—which I ventured in their name to enunciate. I am convinced that the twelve months which have elapsed since that date have induced such doubts in our ranks as there were to modify, if not wholly to abandon, any objections that they may once have had to that view, and that, month by month, as the policy of the present Government develops, and as the necessities of the situation make themselves felt more and more, it becomes clear, to friends and foes alike, to the sympathizers in our colonies, and the alarmed spectator among our commercial friends elsewhere—(loud cheers)—that fiscal reform is no distant prospect of which men scarcely dare to dream on a far-off landscape which only shows itself dimly upon a vanishing horizon, but that all the movement of thought, all the political forces, all the trend of economic speculation are alike driving us to this great change in our system—(cheers)—and that most surely, if political prophecy be worth anything, most surely the time is not far distant—indeed, within the gaze—within the reach of vision of all the great audience I am now addressing—the time, I say, is coming when that great policy will be turned from an ardent hope into a great practical reality, and that the very furthest corners of the British Empire, in the heart of that Empire, in this country the effects will be seen in the closer knitting of our imperial bonds—(cheers)—in the steadying of the whole industrial machine, in the mitigation of this ever-present problem of unemployment—(cheers)—in the safeguarding of great interests against the combination of increasing industrial efficiency, backed by the use—I was going to say the unscrupulous use—of hostile tariffs by every commercial country in the world, and I may say the time will come when all these great problems will receive, if not a complete solution—what problems receive complete and immediate solution, however you manage your affairs—they will receive a solution approaching to a solution by a rational and reasonable rearrangement

of our fiscal system—(cheers)—rendered necessary, in any case, by the wild financial policy of the present Government—(cheers)—and which, quite apart from that, has justifications which, in my judgment, must appeal, in the first place, to every economist; in the second place, to every man who has realized the truth that you cannot look at the great industrial community merely as people who consume and not as people who produce—(hear, hear)—and, in the third place, to every man who realizes that the British Empire depends for its permanence, its power, and its existence upon the encouragement of those common sentiments of citizenship which cannot have their basis and root in a centralized government, but which may, nevertheless, flourish perennially, usefully, and fruitfully, if we only use every method by which our race, wherever they may be planted, look to this country, not merely as the head of the empire, but as a collaborator in the great work of industrial production. (Loud and continued cheers.)

They centralize their forces and by the lever of their will lift themselves to high places of power and influence. The mill wheel gets its power from the water that runs over it and not from that which flows through the holes into the dam. That is wasted as far as giving impetus to the wheel is concerned.

LET FORCE GO TO WASTE.

Some men let their energies slip through the holes of a vacillating, hesitating mind. Instead of concentrating them by will power to turn the mill wheel of success. They have plenty of force, but they allow it to go to waste. Hence it is that we find men of medium talent and mediocre ability passing those with mighty advantages, climbing up the heights while the others remain at the bottom.

What strength, solidity, decision, determination, confidence, and power there is in the round, ringing tones of the man who says: "I will." You feel attracted towards him and you know instinctively that he will redeem his promise and make good. The world does not want men of straw and sawdust, it wants men of blood and iron, men with a determination that will never surrender until it plants the flag of victory on the ramparts of success.

There are two classes in the world, the pushers and the pushed, the pushing and the pushed. Don't sigh for the waiting tide. Swim off and don't wait for anybody to put a cork under you!

MR. BALFOUR'S TERRIFIC SENTENCE

THE LARGEST ONE EVER UTTERED—OVER 500 WORDS WITHOUT A PERIOD—A SPEECH ON TARIFF REFORM AT CARDIFF.

The longest sentence ever uttered from a public platform is believed to be that which fell from the lips of Mr. Balfour, the Unionist leader, in a speech on tariff reform at Cardiff, Wales, on Nov. 19. Here are the actual words:

In 1907 the whole party represented here tonight gave at Birmingham its unqualified adhesion to those principles of general reform—(loud cheers)—which I ventured in their name to enunciate. I am convinced that the twelve months which have elapsed since that date have induced such doubts in our ranks as there were to modify, if not wholly to abandon, any objections that they may once have had to that view, and that, month by month, as the policy of the present Government develops, and as the necessities of the situation make themselves felt more and more, it becomes clear, to friends and foes alike, to the sympathizers in our colonies, and the alarmed spectator among our commercial friends elsewhere—(loud cheers)—that fiscal reform is no distant prospect of which men scarcely dare to dream on a far-off landscape which only shows itself dimly upon a vanishing horizon, but that all the movement of thought, all the political forces, all the trend of economic speculation are alike driving us to this great change in our system—(cheers)—and that most surely, if political prophecy be worth anything, most surely the time is not far distant—indeed, within the gaze—within the reach of vision of all the great audience I am now addressing—the time, I say, is coming when that great policy will be turned from an ardent hope into a great practical reality, and that the very furthest corners of the British Empire, in the heart of that Empire, in this country the effects will be seen in the closer knitting of our imperial bonds—(cheers)—in the steadying of the whole industrial machine, in the mitigation of this ever-present problem of unemployment—(cheers)—in the safeguarding of great interests against the combination of increasing industrial efficiency, backed by the use—I was going to say the unscrupulous use—of hostile tariffs by every commercial country in the world, and I may say the time will come when all these great problems will receive, if not a complete solution—what problems receive complete and immediate solution, however you manage your affairs—they will receive a solution approaching to a solution by a rational and reasonable rearrangement

of our fiscal system—(cheers)—rendered necessary, in any case, by the wild financial policy of the present Government—(cheers)—and which, quite apart from that, has justifications which, in my judgment, must appeal, in the first place, to every economist; in the second place, to every man who has realized the truth that you cannot look at the great industrial community merely as people who consume and not as people who produce—(hear, hear)—and, in the third place, to every man who realizes that the British Empire depends for its permanence, its power, and its existence upon the encouragement of those common sentiments of citizenship which cannot have their basis and root in a centralized government, but which may, nevertheless, flourish perennially, usefully, and fruitfully, if we only use every method by which our race, wherever they may be planted, look to this country, not merely as the head of the empire, but as a collaborator in the great work of industrial production. (Loud and continued cheers.)

HOUSE OF LORDS PLAINLY WARNED

SPEECHES BY LIBERAL AND LABOR LEADERS BEFORE THE LICENSING BILL WAS REJECTED.

In view of the subsequent defeat of the licensing bill in the House of Lords, the following speeches on the question by A. Henderson, M. P., Labor leader, and Augustine Birrell, M. P., Irish secretary, at Bristol, will be of interest:

THE LABOR LEADER.

Mr. A. Henderson, M. P., moved that the meeting, believing the licensing bill to be a measure of necessary reform, earnestly urge the House of Lords to pass it into law in such a form as would retain unimpaired all its main features, which were necessary for its successful working and for the national good. Mr. Henderson strongly supported the licensing bill. He said the action taken by Mr. Balfour's Government on the subject of licensing rendered it all the more imperative that the nation should receive from the hands of the succeeding Government such a measure as would undo the mischief that had been done by Mr. Balfour's Government. (Hear, hear.) He found that Mr. Balfour had stated that the bill was in no sense a temperance measure. All he (Mr. Henderson) could say was that there seemed to be no limit to the capacity of some people to say upon the credulity of the British nation. (Cheers.) Nothing rejoiced him more than the thought that every member of the little party he had the honor to represent was behind him in this matter. (Cheers.) He must confess that when he came to the question of the action of the House of Lords he was resigning himself to ground. (Hear, hear.) The resolution asked them earnestly to appeal to the House of Lords. Well, he must honestly admit that he had got beyond appealing to the House of Lords. Well, he must honestly admit that he had got beyond appealing to the House of Lords. Well, he must honestly admit that he had got beyond appealing to the House of Lords. (Laughter.) He did not know what faith in that assembly they had; he had none. (Cheers.) "However," he added, "we'll give them another chance." (Hear, hear.) We have got to recognize that we have reached the most dangerous crisis in the history of this measure. On Friday next it will be out of our hands, and its fortunes will rest with what is described as the superior chamber. I hope we shall have a marked evidence of superiority. (Laughter and cheers.) From a speech I read of the leader of the Opposition in the House of Lords, and from articles I have read in the newspapers, the indications are positively ominous.

MR. BIRRELL.

Mr. Birrell was at first interrupted by several suffragists, who were ejected, after which there was no further scenes, and he was able to proceed with his arguments in favor of the licensing bill. He said the time limit which was given by the measure was more generous than strict equity should have allowed them to make it. "We stand by that time limit," he declared amidst cheers. As to clubs, he said all the talk they heard about the horror of inspection was all nonsense. (Hear, hear.) So far as the House of Lords were concerned, all he had got to say was that this was not a concern of theirs. "This," he added, "is a question for the people, speaking

NEWBRO'S HERPICIDE

More men and women have gotten positive results from the use of NEWBRO'S HERPICIDE than from all other hair remedies combined.

Newbro's Herpicide is the ORIGINAL remedy that kills the dandruff germ. It eradicates dandruff, stops falling hair and permits a natural hair development by destroying the tiny vegetable growth (a germ or microbe) that causes hair destruction.

Nature constantly struggles to supply life and vigor to the hair, but the dandruff germ is this vitality and strangles the life out of the hair.

START RIGHT BY DESTROYING THE CAUSE

Of Hair Loss With NEWBRO'S HERPICIDE.

Extraordinary Results Sometimes Follow Its Continued Use.

It Benefits a Lady Scalp Specialist.

6432 Ingleside Avenue, Chicago, Ill.
"I am sending you my photograph to show what Newbro's Herpicide has done for me."
"Since I first tried Herpicide upon my hair I have used it exclusively in giving scalp treatments to others, and I would not think of trying to get along without it."

(Signed) MRS. ANNA CONNER.

Indispensable Following Severe Illness.

1717 Tremont Street, Denver, Col.
"I was convalescent from a critical illness of pneumonia and my hair was left in a deplorable condition, falling out and breaking off, dry, harsh and brittle. The scalp lacked nutrition and seemed dead. I used Herpicide according to directions with most beneficial results and attribute the restoration of my hair entirely to your Herpicide. I can conscientiously endorse it for doing all you claim, and it gives me great pleasure to recommend it."

(Signed) MRS. M. MEGRUE.

For regular toilet use, Newbro's Herpicide easily occupies first place. It is sold in practically every civilized country on the globe, and a single trial will show why discriminating ones prefer it. Contains no sticky substance. It will not stain or dye the hair. It stops itching of the scalp almost instantly.

Send 10 cents in stamps to The Herpicide Company, Dept. 42, Detroit, Mich., for sample and booklet. Two Sizes—50 cents and \$1. At Drug Stores. When you call for Herpicide, do not accept a substitute. Applications at prominent barber shops.



MRS. ANNA CONNER

SEE WINDOW DISPLAY AT

C. McCALLUM & CO., Corner Dundas and Richmond Streets
ANDERSON & NELLES 268 Dundas Street

Special Agents

LANCASHIRE HENPECKED CLUB

FOR THE REFORM OF HUSBANDS WHO HAVE FALLEN UNDER PETTICOAT DOMINATION.

Of all the queer clubs that exist in the world you will find some of the queerest in Lancashire. One of these is called the "henpecked" club. As the title indicates, the members are all males, and you can come across a club in almost every Lancashire town of any size.

The meetings are held as a rule in some bar parlor, and the discussions are about members, and very often non-members, who have the reputation of being henpecked. When evidence has been brought to show that a particular man has allowed himself to come under his wife's thumb, they tax him with it in the place of meeting. The president delivers a lecture on the danger of a husband permitting his wife to usurp his position as master, and when the others have endorsed his remarks, the person to whom the speeches are addressed is warned that if he continues to stand the henpecking he will be made the subject of a demonstration.

The announcement that a "henpecked" club demonstration is to take place is received in the district with mixed feelings. The men applaud it and the women condemn it, and the local police, recalling similar displays that led to trouble, become a little anxious. On the evening appointed the members of the club meet at a public house, where they arm themselves with all kinds of household utensils; then, led by concertina players, or a tin whistle band, they start out and march along the crowded streets of the district.

One man carries a broom, another a swab, a third a shovel, or a coal scuttle or a fender, or pokers. Fire tongs, blacklead brushes, washtubs, buckets—everything used in the home, in fact, is carried shoulder high. As they march along to the music in front and the discordant clanging of their baggage they sing snatches of songs, in which the name of the victim occurs often.

The mission of the verses, which have been specially composed for the occasion by a local poet, is to hold up the henpecked one to ridicule, the reason for the demonstrators hearing the household gods being, of course, to punish him for having fallen under petticoat government quickly he will become the slave.

When they reach the cottage where their victim resides they form a circle in front of the door and sing and clang their fenders and coal scuttles more loudly than ever.

The man inside is invoked by the president during a halt in the programme to "be a man" and join his brethren. Sometimes if he looks upon the affair as more of a joke than anything else he does their bidding, and they reform and march to headquarters with him at the head. Usually, however, his wife appears instead

In Front Every Time! We Lead, Others Follow Our FIRE SALE PRICES

- Carpenters' Adjustable Clamps; regular 75c, now ... 35c
- Larged Steel Nail Hammers; regular 60c, now 35c
- Draw Knives; regular 65c, now 35c
- Hack Saws and Frames; regular 40c, now 20c
- Hand Saws, a fine line; regular \$1.85, now \$1.40
- Pitchforks, 3-tine strap; regular 50c, now 30c
- Soapstone Foot Warmers, few left; regular 50c, now 35c
- Tack Hammers, each 5c
- Iron Dumb Bells; regular 6c per lb., now 4c
- Screws, assorted sizes, per pound package 10c
- One Butcher's Brass Wagon Scale; regular \$6.50, now \$4
- Acme Spring Skates; regular 50c, now 25c
- Hockey Skates; regular 50c, now 25c
- Boker's Beauty Skates; regular \$2, now \$1.25
- Hockey Sticks, each 10c
- Skate Straps, per pair 5c
- Granite Platters, 15 by 22 inches 35c
- Granite Dish Pans, 17-quart 50c
- Bread Boxes, four sizes, each \$1, 93c, 85c, 75c
- Nickel-Plated Tea Kettles, No. 9; regular \$1.75, for \$1.15

Westman's Hardware

Temporary Store, 436 Richmond Street.

Perrin's Santa Claus Biscuits

Our Latest Novelty.

Will please the children, as each Biscuit actually looks like "Santa Claus."

12 smiles and 72 delights in every pound.

About 72 to the Pound

"Silver Plate that Wears"

The Fame of spoons, forks, knives, etc., bearing the trade mark "1847 ROGERS BROS."

For exquisite designs, style, finish and long wear Is World Wide.

The standard for 60 years. SOLD BY LEADING DEALERS in buying trays, tereens, coffee sets, etc., and for goods made by MERIDEN BRITS CO.

Japanese silk to compete with French silk in the great market among the Parsees of India.

MINARD'S LINIMENT CURES DISTEMPER.