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# THE WATCHMAN-WARDER.

County of Victoria

Vol. XLIV. No. 33

LINDSAY, THURSDAY, AUGUST 15th, 1901

75c. a Year in Advance; \$1 if not so Paid

## Harvesters are Very Busy

And so are we, going through our shelves getting ready a crop of Summer Goods, which we will offer at prices to clear in a few days.

- Ladies' Shirts Waists
- Ladies' Skirts, Gowns
- Ladies' Vests, Ties and Belts
- Ladies' Gloves and Parasols, also
- Muslins, Chambrays, Piques and all short ends of Dress Goods.
- Men's Straw Hats, Outing Hats
- Men's Caps, Colored Shirts
- Men's Bike Hose and Belts
- Boys' Wash Suits
- Boys' Bathing Suits
- Boys' Straw Hats, Linen Hats and Caps, etc., etc.

We will be ready for you on THURSDAY, AUG. 15th.

## O'Loughlin & McIntyre

Cash and One Price

## Rudd Harness Co.



We have in stock at all times Team Harness and Harness Parts, Light of all kinds, and prices that please. Dusters, all kinds from 50c up to \$1.00. New, Cotton and Leather at prices that will shock you. Fly Sheets and Stable Sheets all makes, Sweat Pads worth 40c for 25c. Also every thing usually kept in a harness shop at away down prices.

Repairing Neatly and Promptly Done

## HERB. J. LITTLE, Mgr.

LITTLE'S OLD STAND

## New Lines of Furniture

See the new lines of FURNITURE we have just placed in stock. Many beautiful designs from the leading factories in the Dominion. All high-class goods. Prices very reasonable.

No Trouble to Show Goods

## Anderson, Nugent & Co.

Lindsay's Leading Furniture Dealers

UNDERTAKING IN ALL ITS BRANCHES

## Gillespie & Co.

New Boot and Shoe Store for the latest styles in Boots and Shoes. No old stock on hand. All our goods are bought direct from the manufacturer for spot cash, which enables us to sell cheap.

We Guarantee Satisfaction or your Money Refunded.

## GILLESPIE & Co.

Kent-st., Lindsay



## LIFE

Putting off insurance is like waiting for a rising river to run by: the longer you wait, the smaller becomes the opportunity to cross. See our Compound Investment Plans. In 10 years we loan you the remainder of the premium and carry your risk. Call and see us; it will be a pleasure for us to give you all information.

R. CAMPBELL, of J. W. GARVIN, Lindsay Peterboro

## WEDDING PRESENTS WEDDING RINGS

Gaps made by Xmas Trade now filled up. Many new things just opened. ASSORTMENT COMPLETE. GEO. W. BEALL THE JEWELER

## Hot Weather Suits

at Zero prices. Cheaper than Ready-Mades. Good Workmanship Correct Fits Satisfaction Guaranteed. See my Stock of Canadian and Imported Tweeds.

## J. J. RICH,

The Nobby Tailor, Little Britain

## The Rathbun Co.

Lindsay Agency

LUMBER—All kinds, Rough and Dressed. Dimension timber cut to order. SHINGLES—all grades. DOORS and SASH—Perfectly seasoned, all standard sizes on hand. Special sizes made to order. MOULDINGS—and all other finishing materials. FRESH LIME, CEMENT, PLASTER and CHARCOAL—in sack or bulk. BEST HARD COAL—Grate Coal and Blacksmith Coal. CORDWOOD—Dry 4 ft. soft cord, Dry 4 ft. hardwood. Short Hardwood and all kinds of mill wood. Prompt Delivery

## G. H. M. BAKER,

AGENT

## THERE'S BUT ONE ROAD TO SUCCESS

EARN FIRST, SPEND AFTERWARDS, IF YOU MUST

Letter from a Self-Made Merchant to His Son at College

From John Graham, head of the house of Graham & Co., pork packers in Chicago, and familiarly known on 'change as "Old Gorgon Graham," to his son Pierrepoint, member of the senior class of Harvard University, and facetiously known to his fellow-students as "Piggy." Chicago, May 4th, 189— Dear Pierrepoint: The cashier has just handed me your expense account for the month, and it fairly makes a fellow hump-shouldered to look over it. When I told you that I wished you to get a liberal education, I didn't mean that I wanted to buy Cambridge. Of course the bills won't break me, but they will break you unless you are very, very careful.

I have noticed for the last two years that your accounts have been growing heavier every month, but I haven't seen any signs of your taking honors to justify the increased operating expenses; and that is bad business—a good deal like feeding his weight in corn to a scalawag steer that won't fat up. I haven't said anything about this before, as I trusted a good deal to your native common-sense to keep you from making a fool of yourself in the way that some of these young fellows who haven't had to work hard for it do. But because I have kept silent, I don't want you to get it into your head that the old man's rich, and that he can stand it, because he won't stand it after you leave college. The sooner you adjust your spending to what your earning capacity will be, the easier they will find it to live together.

The only sure way that a man can get rich quick is to have it given to him or to inherit it. You are not going to get rich that way—at least, not until after you have proven your ability to hold a pretty important position with the firm; and, of course, there is just one place from which a man can start for that position with Graham & Co. It doesn't make any difference whether he is the son of the old man or of the cellar boss—that place is the bottom. And the bottom in the office end of this business is a seat at the mailing desk, with eight dollars every Saturday night.

I can't hand out any ready-made success to you. It would do you no good, and it would do the house harm. There is plenty of room at the top here, but there is no elevator in the building. Starting, as you do, with a good education, you should be able to climb quicker than the fellow who hasn't got it; but there's going to be a time when you begin at the factory when you won't be able to lick stamps so fast as the other boys at the desk. Yet the man who hasn't licked stamps isn't fit to write letters. Naturally that is the time when knowing whether the pie comes before the ice cream, and how to run an automobile isn't going to be of any real use to you.

I simply mention these things because I am afraid your ideas as to the basis on which you are coming with the house have swelled up a little in the east. I can give you a start, but after that you will have to dynamite your way to the front by yourself. It is all with the man. If you gave some fellow a talent wrapped in a napkin to start with in business, they would swap the talent for a gold brick and lose the napkin; and there are others that you could start out with just a napkin who would set up with it in the dry-goods business in a small way and then coax the other fellow's talent into it.

I have pride enough to believe that you have the right sort of stuff in you, but I want to see some of it come out. You will never make a good merchant of yourself by reversing the order in which the Lord decreed that we should proceed—learning the spending before the earning end of business. Pay day is always a month off for the spendthrift, and he is never able to realize more than sixty cents on any dollar that comes to him. But a dollar is worth one hundred and sixty cents to a good business man, and he never spends the dollar. It is the man who keeps saying up and expenses down that buys an interest in the concern. That

is where you are going to find yourself weak if your expense accounts don't lie; and they generally don't lie in that particular way, although Baron Munchausen was the first travelling man, and my drummers' bills still show his influence.

I know that when a lot of young men get off by themselves some of them think that recklessness with money brands them as good fellows, and that carefulness is meanness. That is the one end of a college education that is pure cussedness; and that is the one thing that makes nine business men out of ten hesitate to send their boys off to school. But on the other hand, that is the spot where a young man has the chance to show that he is not a lightweight. I know that a good many people say that I am a pretty close old proposition; that I make every hog that goes through my packing-house give up more lard than the Lord gave him gross weight; that I have improved on nature to the extent of getting four hams out of an animal that began life with two; but you have lived with me long enough to know that my hand is usually in my pocket at the right time.

Now I want to say right here that the meanest man alive is the one who is generous with money that he has not had to sweat for, and that the boy who is a good fellow at some one else's expense would not work up into first-class fertilizer. That same ambition to be known as a good fellow has crowded my office with second rate clerks, and they will always be second rate clerks. If you have it hold it, hold it down until you have worked for a year. Then, if your ambition runs to hunching up all week over a desk, to earn eight dollars to blow on a few rounds of drinks for the boys on Saturday night, there is no objection to your gratifying it; for I will know that the Lord didn't intend you to be your own boss.

You know how I began—I was started off with a kick, but that was a kick up, and in the end every one since has lifted me a little bit higher. I got two dollars a week, and slept under the counter, and you can bet I knew just how many pennies there were in each of those dollars and how hard the floor was. That is what you have got to learn.

I remember when I was on the Lakes, our schooner was passing out through the draw at Buffalo when I saw little Bill Riggs, the butcher, standing up above me on the end of the bridge with a big roast of beef in his basket. They were a little short in the galley on that trip, so I called to Bill and he threw the roast down to me. I asked him how much, and he called back, "about a dollar." That was mighty good beef, and when we struck Buffalo again on the return trip I thought I would like a little more of it. So I went up to Bill's shop and asked him for a piece of the same. But this time he gave me a little roast, not near so big as the other, and it was pretty tough and stringy. But when I asked him how much, he answered "about a dollar." He simply didn't have any sense of values, and that's the business man's sixth sense. Bill has always been a big, healthy, hard-working man, but today he is very, very poor.

The Bills ain't all in the butcher business. I've got some of them right now in my office, but they will never climb over the railing that separates the clerks from the executives. Yet if they would put in half the time thinking for the house that they give up to hatching out reasons why they ought to be allowed to over draw their salary accounts, I couldn't keep them out of our private offices with a pole-axe, and I wouldn't want to; for they could double their salaries and my profits in a year. But I always lay it down as a safe proposition that the fellow who has to break open the baby's bank for car-fare toward the last of the week isn't going to be any Russel Sage when it comes to trading with the old man's money. He'd punch my bank account as full of holes as a carload of wild Texans a fool stockman that they'd got in a corner.

Now I know that you'll say that I don't understand how it is; that you've got to do as other fellows do, and that things have changed since I was a boy. There's nothing in it. Adam invented all the different ways in which the young man can make a fool of himself, and the college yell at the end of them is just a frill that doesn't change essentials. The boy who does anything just because

the other fellows do it is apt to scratch a poor man's back all his life. He's the chap that's buying wheat at ninety-seven cents the day before market breaks. They call him "the country" in the market reports, but the city's full of him. It's the fellow that has the spunk to think and act for himself, and sells short when prices hit the high C and the house is standing on its hind legs yelling for more, that sits in the directors' meetings when he gets on towards forty.

We've got an old steer out at the packing-house that stands around at the foot of the runway leading up to the killing pens, looking for all the world like one of the village fathers sitting on the cracker box before the grocery—sort of sad-eyed, dreamy old cuss—always has two or three straws from his cud sticking out of the corner of his mouth. You never saw a steer that looked as if he took less interest in things. But by and by the boys drive a bunch of steers towards him, or cows maybe, if we're canning, and then you'll see old Abe move off up that runway, sort of becoming the bunch after him with that wicked old stump of a tail of his, as if there was something mighty interesting to steers at the top, and something that every Te-an and Colorado, raw from the prairies, ought to have a look at to put a metropolitan finish on him. Those steers just naturally follow along on up that runway and into the killing pens. But just as they get up the top Old Abe someways gets lost in the crowd and he isn't among those present when the gates are closed and the real trouble begins for his new friends.

I never saw a dozen boys together that there wasn't an Old Abe among them. If you find your crowd follow him keep away from it. There are times when it is best to be lonesome. Use a little common-sense, caution and conscience. You can stock a store with those three commodities, when you get enough of them. But you've got to begin getting them young. They ain't catching after you toughen up a bit.

You needn't write me if you feel yourself getting them. The symptoms will show in your expense account. Good-by; life's too short to write letters and New York's calling me on the wire.

Your affectionate father, JOHN GRAHAM.

## Teaching Domestic Science

In order to bring the merits of domestic science and art instruction more intelligently before the public, Hon. Richard Harcourt, Minister of Education, has planned a new scheme of practical demonstration. Mr. Harcourt hopes to be able to send an experienced lady teacher of these subjects to towns and other localities, the school boards of which contemplate the introduction of these new subjects. The lady who is sent would during, say a whole week, give practical demonstrations of the lessons ordinarily given in domestic science and art schools. In other words, she would, in the presence of a class, and probably their parents, give a practical lesson in cooking at one time and in some branch of sewing at another time. It is thought that lessons of this kind will do much to convince boards of trustees and the public generally of the great importance of these subjects, and that the result will be their introduction into our most important schools in the near future.

## Lord Kitchener's Proclamation.

No one can find fault with Lord Kitchener's proclamation with regard to the guerilla bands which are protracting hostilities in South Africa. No other nation ever took care, as the British have done, of the families of their enemies, thereby enabling the men who would otherwise have to look after them and earn a living for them to continue in the field, shooting every Englishman they can see and even threatening the Kafirs. Any other power would have left them to support their own families, and let us hope, most of them would have regarded these as having a first claim upon their endeavors. All that Lord Kitchener has done has been to make known first that all leaders who continue in the field after a given date will be regarded as irreconcilable enemies of peace and permanently banished from South Africa, when captured; and second, that the keep of the families of men still in the field will henceforth be charged up against those men and distrained upon any property they may possess, thus bringing their farms, if they have any, into the hands of the government, to be settled by loyal men.