

# WHY SCOTSMEN SUCCEED.

AN ARTICLE THAT WILL MAKE MAC FEEL PROUD.

Causes of the Success of Scotchmen as Business Men and Merchants.

It is a curious fact that, compared with the average Englishman, Irishman, or Welshman, the Scotsman in business is head and shoulders above the rest. The number of bankruptcies, for instance, listed from time to time in the London Gazette shows a very low percentage of failures, relatively speaking, in Scotland, or of Scotsmen in business anywhere else. But their success is not such a great mystery after all. The solution of the problem is to be found in the Scot's hardy natural characteristics, in his indefatigable resolution to overcome difficulties, in his quietness and slow forging ahead, and in gaining ground where others have failed, and, finally, it may be found in his painstaking, industrious, careful, plodding ways, says Pearson's Weekly.

The Scotsman in business is a very serious person; he regards life and business as very responsible matters, and he is not to be led away from his object by play. The Scotsman's motto is that there is no sentiment or sympathy in business, wherever else it may be found. It is a great argument put forward by those who favor statistics that the success of the Scotsman is due to his good brains, which are clearly made of the right sort of stuff for making good business men, and that enshrining therein is an intellect which is perhaps keener and sharper than that of the ordinary Englishman or Irishman's.

It is conceded by most people that the sons of Caledonia would succeed in business under any condition for the reasons we have given. We shall not go into the ethics of their success, nor pry into the psychological bearings on the subject; we simply take Scotsmen as they are and as we find them. We may refer to the undeniable fact that wherever they may be found in any corner of the globe or whatever they may be in life, as tradesmen, clerks, or professional men, Scotsmen are identified with thrift, shrewdness, and coolness, and always an eye on the main chance, they rarely go wrong.

A bad or indifferent workman among their number is a phenomenon. They are all good workmen. Take the industrial trades and you will find that a Scotsman is, in a greater or lesser degree of responsibility, the pilot of our big firms. In the higher crafts we get the same results—the Scotsmen come first.

Even in the professions the position is not changed. In London journalism the best leader-writers and descriptive writers are Scotsmen; in mechanical and consultative engineering the best of the men and of the consultants hail from the north; whilst in medicine and surgery the men of Edinburgh and St. Andrew's are better men than the men of England or of Ireland, except, perhaps, in the matter of operative surgery, and in this branch of the science the men of England take the lead. And yet it must be said, in justice to the other countries comprising the British Isles, that Scotland as a nation is a failure. England is pre-eminently the leader. This sounds perhaps paradoxical, but reflection will solve the problem.

Why the individual Scotsman is successful is because he is inclined to work more in his own behalf than for others, and herein lies the root of his success. As we have said, he keeps an eye on the main chance, a thing which Englishmen and Irishmen ought to do. The Welshman in this respect is first cousin to the Scotsman. An Englishman will stand and let a good chance fly by him; so, too, will the Irishman. But the Scotsman who can see things at a greater distance than can his brother of England, or of Ireland, will lie in waiting for his chance, and seize it when it comes his way.

We do not second the opinion so often expressed that the Scotsman is a mean fellow. He is no such thing. If to look after the main chance in life—and what are we in business for but for that?—a man is to be condemned by the voice of others who are less careful than he, and less thrifty than he, then the condemnation is not only unfair but it is unjust.

The virtue lies in the struggle, not in the prize.—Miles. Honest error is to be pitied, not ridiculed.—Chesterfield. Wisdom is to the mind what health is to the body.—Rochefoucauld. Celery is never more admired than by the negligent.—Shakspeare. Do not rejoice in the prosperity of another is to partake of it.—W. Austin. An obstinate man does not hold opinions—they hold him.—Bishop Butler. The seeds of our punishment are sown at the same time we commit the sin.—Hesiod. Seeing much, suffering much, and studying much, are the three pillars of learning.—Disraeli. Life is a quarry out of which we are to mold and chisel and complete a character.—Goethe. That is true philanthropy that buries not its gold in ostentatious charity, but builds its hospital in the human heart.—Harley. Do little things now, so shall big things come to thee by and by, and be done.—Persian proverb. A proud man is seldom a grateful man, for he never thinks he gets as much as he deserves. H. W. Beecher. The reason why borrowed books are seldom returned is that it is easier to retain the books themselves than what is inside of them.—Gilles Menage.

Out of 126 Norwegian farmers 109,000 have their own farms. In England only one farmer in twenty-five owns his farm.

# ILL WITHOUT KNOWING IT.

DISEASES THAT CREEP INTO THE SYSTEM.

When it is Time to Consult a Doctor or go to a Hospital.

We all know the man who thinks he is ill when he is in perfectly sound health. But there is also the less-known person who rides himself on being the pink of health when a doctor will detect the signs of insidious disease. If you think you are a consumptive, the chances are that you are not, while the real sufferer from the fatal malady is usually the greatest of mortals, and, whether from ignorance of it, or out of bravado, appears unconscious of his danger. He will be cheerful even when breathing his last, and will laugh at the doctor's suggestion that he should make his will.

Another disease which creeps on without the victim being conscious of it is hydrophobia. The earliest symptom of it is a slight fixed smile which in time develops into a laugh, then settles down into a grin. He would at once be ordered to a hospital, but would probably scoff at the idea. Then the grin assumes a sardonic expression, the muscles of the neck stiffen, and the man becomes seriously ill. Locomotor ataxia is a complaint that has a sneaking, underhand way of asserting itself. You find some difficulty in going downstairs; but on turning round and ascending, and everything is all smooth. But in going down again, the unsteadiness in your feet returns. You attribute it to stiffness from walking, or to some unnatural position of lying in bed, and think no more about it. If you close your eyes and can stand still and straight for one minute

YOU ARE ALL RIGHT.

But if you sway, it may be locomotor ataxia, and it is time you consulted a doctor. But don't let all those who cannot stand steady for a minute think they have locomotor ataxia. Their conscience may suggest a much simpler explanation. Typhoid creeps on in a very stealthy, unobtrusive fashion. If you wake up with a headache your palms have a saffron color, and a glance at the soles of your feet shows them to be of a corresponding tint, you are probably entering on the stages of typhoid. If your face has a dull expression, intensified by a bulging of the pupils of the eyes, there is also a possibility that this disease is imminent.

Sometimes a man will complain of a touch of rheumatism in the shoulder, but will go on with his work as if nothing was the matter. He may be in for pleurisy, as this is one of its earliest symptoms. A hardened liver, too, also shows itself first in a slight pain in the shoulder blade. A man once went to a physician complaining that he could not walk without keeping his head bent towards the ground. The doctor saw that he was suffering from a creeping

A Child's Suffering.

HER MOTHER FEARED SHE WOULD NOT REGAIN HER HEALTH.

She Was First Attacked With Rheumatism and Then With St. Vitus' Dance—She Was Unable to Help Herself and Had to be Cared for Almost Like an Infant.

(From the Orangeville Sun.) Among the most respected residents of Orangeville is Mrs. Marshall, who lives in a pretty little cottage on First street. For some years her twelve-year-old daughter, Mamie, has been a sufferer from rheumatism combined with that other terrible affliction—St. Vitus' dance. In conversation recently with a reporter of the Sun Mrs. Marshall told the following story of her daughter's suffering and subsequent restoration to health:—"At the age of eight," says Mrs. Marshall, "Mamie was attacked with rheumatism from which she suffered very much, and although she was treated by a clever doctor her health did not improve. To make her condition worse she was attacked with St. Vitus' dance, and I really gave up hope of ever seeing her enjoy good health again. Her arms and limbs would twitch and jerk spasmodically and she could scarcely hold a dish in her hand, and had to be looked after almost like an infant. While Mamie was in this condition a neighbor who had used Dr. Williams' Pink Pills for Pale People, and who had seen the results in her own family, advised me to try them in Mamie's case. I had myself often heard these pills highly spoken of, but it had not occurred to me before that they might cure my little girl, but now I decided to give them to her. Before she had completed the second box I could see a marked change for the better, and by the time she had taken five boxes all trace of both the rheumatism and St. Vitus' dance had vanished, and she is now as bright, active and healthy as any child of her age. Some time has elapsed since she discontinued the use of the pills, but not the slightest trace of the trouble has since made itself manifest. I think therefore, that I am safe in saying that I believe Dr. Williams' Pink Pills not only restored my child to health, but have worked a permanent cure." Rheumatism, St. Vitus' dance and all kindred diseases of the blood and nerves, speedily yield to Dr. Williams' Pink Pills and the cures thus effected are permanent, because this medicine makes rich, red blood, strengthens the nerves, and thus reaches the root of the trouble. These pills are sold by all dealers in medicine or will be sent post paid at 50 cents a box or six boxes for \$2.50 by addressing the Dr. Williams' Medicine Co., Brockville, Ont.

# CEYLON AND INDIA

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ing form of paralysis but the man scorned the idea. Yet the sequel showed the doctor to be right. Another form of this complaint shows itself in a hand-dog expression of the face, which the bearer believes to be due to fatigue. If, in addition to this, he cannot easily raise the upper lip or bring the eyelids together, he is certainly suffering from a growing form of paralysis, though he feels as though he could perform any prescribed athletic feat. An outward and visible sign of shaking palsy is a slow movement of the lips while eating—a trifling and perhaps unnoticed habit. It is generally accompanied by a tendency to walk fast, and finally

BREAK INTO A RUN.

If you find yourself running down a crowded thoroughfare, when you intended to take a stroll, drop into a hospital.

That much affected pose, the far-away look, may arise from less beautiful causes than a poetic train of thought. It may be an early stage of meningitis. A look of self-satisfaction coupled with a tremendous increase of vanity does not necessarily mean insufferable conceit. It may arise from an approaching paralysis of the brain.

Disease often disguises its approach by deceptive strategy. Insanity is in many cases preceded by a wonderful increase of bodily fitness and mental power, by which latter the possessor feels capable of squaring the circle or discovering the fourth dimension. All sorts of things may mean danger signals to health. Wrinkles on the forehead and a difficulty in opening the eyes may mean "large white kidney." Heart or liver diseases often show themselves in enlarged ankles. Beware also of excessive appetite, which does not always signify robust health. It is a regular sign of diabetes or a form of nervous dyspepsia. Still, don't get scared. The surest way to get any disease is to imagine you've got it, and worry about it. The object of this article is to warn people, should they feel queer, not to postpone seeing the doctor.

CURIOUS CUSTOMS.

Places in England Where You Can Live for Nothing a Day.

In Norwich, England, there are three days in the year when anyone may claim a very substantial meal for nothing. The only qualification for it is that the applicant shall repeat aloud, in St. Giles' Church, a prayer for the sovereign's health. Afterwards they partake of a meal of broth, beef and bread, topped off with a liberal allowance of beer.

The little village of Godstone, in Surrey, is, however, ahead of Norwich in generosity. There, from the first Thursday in November to the last in April, free broth is given to all who wish to ask for it. And on any Sunday throughout the year you can get a cut of fresh roast beef.

There are places in which you can not only be fed but a night's lodging will be given you. At Rochester, in Kent, there is a hotel where you can get a supper, a night's lodging, and fourpence on your departure next morning. At no other place in the world do they pay you for the honor of making yourself their guest. At Bucks is a place for hospitalities. If you happen to be cycling, or wandering in the neighborhood of Waddesdon any day in the year, you can in the morning or evening demand a drink of new milk, and it will be supplied to you free. A cow is kept specially for this purpose by the parish. At Drayton Beauchamp on Boxing Day, if you wish to apply at the door of the vicarage, you will be supplied with all the bread and cheese you can eat and as much ale as you can drink. Still, the sameness of diet might become trying, although during Lent you could vary it by going to Farnham Royal, where you would be given herrings, in bread. And at Christmas, in Burnham, you would get a most elaborate meal, with plenty of good ale, tobacco, or snuff to finish with. Perhaps in anticipation of some evil effects of such gratuitous living, Slopton long ago made provision for free funerals. If death should overtake you there you will be buried free, and the mourners, if any, will be provided with a half peck loaf, a pound of cheese and four quarts of beer.

WINGS SPROUTED.

"Mamma," asked little Nellie, "what is an angel?" "An angel? Well, an angel is a beautiful young girl that flies." "But, mamma, why does papa always call my nurse an angel?" "Hum," responded the mother after a moment of thought. "Your nurse is going to fly immediately." "After all, a mother-in-law is a pretty good thing to have sometimes." "What wonderful experience have you been having lately?" "My wife was afraid to discharge our cook, and she wouldn't go for me, so we sent for Birdie's mother and turned her loose in the kitchen. They smashed some of the furniture, but the cook's gone."

# ALWAYS READY FOR WAR

Reasons Why Germany is Ever Up in Arms.

It must be very horrid, from one point of view, to be a German, says the London Spectator. We English constantly forget it, because we at once admire and slightly dread the action of the German emperor, but no people are anything like so dangerously situated as the Germans, who at three days' notice may all be fighting for their lives. We English get panics occasionally, but we have always a secret confidence in the sea. The Austrians have many troubles, but they have only one foreign enemy, and a friend whom they regard as almost irresistibly strong. The French are nervous, but they can be invaded only from one side, and besides their frequent historic successes against that enemy they trust in an ally, who they think will make the invaders always dread an attack in the rear.

But the Germans are liable to invasion at once from the east and from the west, in each case by the mightiest armies of Europe, separated from them only by frontiers which a history have always been successfully passed. The rock upon which the German military system rests is black necessity. No German's home can be made safe without a prodigious army, an army unprocureable by wages; and even that army, vast as it is, would not be sufficient security but for a professional action which makes it superior to enemies far beyond itself in the numbers who can be drawn together for battle. Taking the fighting class as 6 per cent. of the nation, Germany has only 8,000,000 warriors, against 9,500,000 who might be opposed to her, and the difference can only be made up by incessant attention, rigid drill, and a certain military tone infused into the whole life of the nation. Everybody, to take a single illustration familiar to all Germans, must not only be ordered, but be ready to give up his horse if the cavalry requires the beast, or to obey with a certain willingness any other requisition.

JOHN WANTED TO KNOW.

A good story is told of one of the dignitaries of the Scottish Church. Before he became known to fame he was minister of a remote parish in Perthshire, and was not considered a particularly attractive preacher. At his suggestion extensive alterations were made in the transept of his church, and these had the effect of sweeping away considerable seating accommodation had been effected, he visited the church to see how it looked. "What do you think of the improvements, John?" he asked of the beadle. "Improvements!" exclaimed John, in disdain; "they're no improvements at all. 'Whaur are ye goin' to put the folk?'" "Oh," said the minister, "we have abundance of room, John, considering the size of the congregation." "That's a' very weel the noo," retorted the beadle; "but what will we do when we get a popular preacher?"

THE COMMONEST OF ALL TROUBLES.

DODD'S KIDNEY PILLS ARE USED MORE FOR BACKACHE THAN FOR ANY OTHER KIDNEY AFFECTION.

Bright's Disease not so Frequent of Late Years—Dodd's Kidney Pills Undoubtedly the Cause—Diabetes also far less Prevalent.

Matane, Que., July 15.—(Special)—Not only in this neighborhood but throughout the Province of Quebec there is a marked decrease noticeable in the number of cases of Bright's Disease reported. This fact is undoubtedly due to the wide use of Dodd's Kidney Pills in the earlier stages of Kidney Disease.

Bright's Disease at one time was the cause of a large proportion of the deaths in this Province. It was considered incurable and until Dodd's Kidney Pills were introduced it was incurable. Not so, however, now. Dodd's Kidney Pills have almost wiped the disease out. Nor is Diabetes heard of now to any great extent.

The most common form by which Kidney Disease manifests itself is Backache, and here Dodd's Kidney Pills are doing their most active work. They are recognized as the surest and quickest cure for Backache ever invented. They work on the sound principle of going to the root of the trouble—the Kidneys—wherein they differ from all other Backache medicines except imitations of Dodd's Kidney Pills. They do more than merely relieve. They positively and permanently cure, as thousands of people are ready to testify. Dionne, a well-known resident of Matane, says, "Dodd's Kidney Pills have made a grand success in curing me of Backache and I recommend everybody to keep them in the house. They are a wonder as a remedy for Backache and Disease of the Kidneys."

IT MAKES A DIFFERENCE, DOESN'T IT?

He kissed devoutly the hand that passed him the autograph album, and wrote therein, "I would write my name upon this page. Would that I could inscribe it upon the pure scroll of your heart, and in that invisible ink which shall only appear as the thing upon which it is written is warmed at the fires of a love which takes no note of time." That was a year ago. They're married now; and when she asks him for his autograph, in the shape of a pretty heavy cheque, to liquidate her millinery bill, he grasps that album, or a larger-sized book if handy, preferably the latter, and threatens to fling it at her head.

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SPECIAL TRAIN TO SAN FRANCISCO.

For Canadian delegates and all others going to the Epworth League Convention, via Chicago and North-Western Railway, to leave Chicago Tuesday, July 9th, 11.59 p. m. Stops will be made at Denver, Colorado Springs, Glenwood Springs and Salt Lake, passing en route the finest scenery in the Rocky and Sierra Nevada Mountains. Through Pullman Palace and Tourist Sleeping Cars. Order berths early, as party will be limited in number. Fare only \$50 round trip, with choice of routes returning. Send stamp for illustrated itinerary and map of San Francisco to B. H. Bennett, Gen'l Agent, 2 King St. East, Toronto, Ont.

French ironclads, built in Government dockyards have cost on an average 30 per cent. more than those built by contractors. In the British Navy the price is almost the same.

Minard's Liniment Lumberman's Friend.

Katrina—Hans, vy you didn't greet me dot gold necklace mine last birthday? Hans—I was afraid dot he was make you look so pooty somebody, else fall in love mit you.

Beware of Ointments for Catarrh that contain Mercury.

As mercury will surely destroy the sense of smell and completely derange the whole system when entering it through the mucous surfaces, such articles should never be used except on prescriptions from reputable physicians, as the damage they will do is often found to be good you can possibly derive from them. Hall's Catarrh Cure, manufactured by F. J. Cheney & Co., Toledo, O., contains no mercury, and is taken internally, acting directly upon the blood and mucous surfaces of the system. In buying Hall's Catarrh Cure be sure you get the genuine. It is taken internally and made in Toledo, Ohio, by F. J. Cheney & Co. Testimonials free. Sold by Druggists, price 75c per bottle. Hall's Family Pills are the best.

On the day of the King's silver wedding, in 1888, all the Royalties in England, including his mother, called at Marlborough House.

Minard's Liniment is used by Physicians.

They were talking about trees. My favorite, she said, is the oak. It is so noble, so magnificent in its strength. But what is your favorite? Yew, he replied.

Beddoek, June 11, 1897. C. C. RICHARDS & CO.

Dear Sirs,—MINARD'S LINIMENT is my remedy for NEURALGIA. It relieves at once. A. S. McDONALD.

Oh, sir, won't you go in and stop that man and his wife from fighting? Just listen to that! Who? Me? Not much I won't. I remember too vividly the fate of the man who interfered between me and my wife.

Advice to a Bride—Don't take any chances at the outset of your married life—Bros dim Monsoon Ceylon Tea

How is it that Smith seems just as poor as ever? I heard he was one of the heirs to a million? Oh, he was; but you see there were seven hundred and fifty other heirs.

Cheap round trip rate between St. Paul, Minn., and the Pacific coast. On July 6th the Northern Pacific Ry. will place in effect a low first-class round trip rate of \$45.00 from eastern terminals to Seattle, Tacoma and Portland. Dates of sale at eastern terminals will be from July 6th to July 13th inclusive, and the final limit for return will be Aug. 31st, 1901. Destination must be reached not later than July 18th, stopovers being allowed in EITHER DIRECTION within the transit limits. This offers an unsurpassed opportunity for those desiring to hunt new homes and farms to go into the northwest and look over the country, or for those wishing to visit relatives or friends or to make pleasure trips, to do so.

The only votes the King has ever cast in the House of Lords have been in favor of legalizing marriage with a deceased wife's sister.

Ask for Minard's and take no other. Mamma—We must get a nurse for the baby. Papa—Nurse be hang!! What he wants is a nightwatchman. For Over Fifty Years Mrs. WINSLOW'S SCORCHING SYSTEM has been used by millions of mothers for their children, while it reaches the child, softens the gums, allays pain, cures wind colic, regulates the stomach and bowels, and is the best remedy for Diarrhoea. Twenty-five cents a bottle. Sold by druggists throughout the world. Be sure and ask for "Mrs. WINSLOW'S SCORCHING SYSTEM."

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