

The selling of an article at a profitable basis in this the age of keen competition is the constant worry which every business man has to contend with.

The obstacle you have to overcome is not so much the convincing of your prospective purchaser as to any difference in price to that of your competitor, but to remove any doubt which may exist in his mind as to the superiority of your article. In order to do this it is necessary to produce absolute and positive proof, backed up by statements which will show your article in its true worth, and by producing sufficient evidence as to the superiority of your goods it is then an easy matter to market it at a profitable basis.

There is no line to our mind in which competition is as keen as in the sale of Carbon paper, therefore Quality invariably is the main factor and it is this feature which explains the secret of the large sale of Ellam's Carbon in Canada to-day. Our price being the same as all other well known Carbons the superiority of our line gives us a distinct advantage over our competitors.

75% of the Carbon used in Kingston to-day is Ellam's. Why? and this is only one of the many cities in Canada where the same conditions exist.

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I have been asked to offer to investors for immediate subscription at par, \$10,000.00 worth of the capital stock of the Comet Oil Company, Limited.

The company is engaged in merchandising coal oil, a commodity which pays a gross profit of fully 100 per cent for its distribution.

The business has been established about seven years, in which term a trade of over nine thousand steady customers has been built up.

Without the advantage of this additional capital, the earnings of the business for the past year were sufficient to pay 30 per cent upon the entire capitalization of the company.

Personally I feel satisfied that the business is an exceptionally good one, and that an investment in its shares will net a substantial revenue to those interested.

The shares are being marketed at \$10.00 par, payable \$5.00 per share with order, and balance at allotment. Applications to have shares reserved may be made by letter or telegram, subject to prospectus, a copy of which will be mailed to all interested.

Subscription books will remain open for six days only, and shares will be allotted in the same order as the applications are received, and all over or late subscriptions will be returned to subscribers. Address all correspondence to

Athol George Robertson

Commercial and Financial Agent,

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## GORILLA OF GOTHAM

JOHN MCGURK IS MOURNED IN NEW YORK.

Annesley Burrows Tells of the Man Who Kept the Lower End of the Primrose Path on the Bowery.

The following article by Annesley Burrows, on "McGurk, the Gorilla of Gotham," appears in the Detroit Journal:

John McGurk, loathed and hated by millions who never knew him — "the Gorilla of Gotham" — McGurk, of Suicide Hall, is dead.

I knew McGurk. I was in New York when the newspapers of that city, figuratively speaking, flung themselves upon him. They described him as a ravening wolf, a fiend in human form. They cartooned him as a gorilla, feasting hideously upon helpless women.

But, according to his own lights, McGurk was not altogether a bad sort. He was an Irishman by birth, from the black county of Tyrone. On arriving in the new world, like others of his race and class, he drifted to the lower east side, and after many vicissitudes, accumulated enough money to open a saloon, to which was subsequently added a dancing annex. Naturally he opened the place in his own neighborhood; naturally, also, he got the patronage of people living thereabout.

Now, if to conduct a saloon is to be a scandal, McGurk was undoubtedly such a man, but he did not look upon his business in that way. McGurk argued that he was engaged in a lawful traffic, which the people of the state of New York authorized him to follow, and that, as the state received a portion of his profits in the form of a tax, or license, the people were, therefore, his partners. He was of the opinion that if his business was wicked, the people of the state were his accomplices and abettors. But, on the whole, he thought that himself and his partners were all right.

So, when the newspapers called him a wild-beast and a "fiend-in-human-form," McGurk was much pained. Had his assailants known of his own class, he would have settled the matter with his hands, but pitted against gentlemen like Joseph Pulitzer, James Gordon Bennett and Whitelaw Reid — or their representatives — all McGurk could do was to feel very badly about it and shed a tear or two; and these things he did. I know, because I saw him.

The trouble with McGurk was that his place was at 295 Bowery, instead of being among the bright lights of the Great White Way. Had he been the landlord of Martin's, or Rector's, or the Madison Square Garden, he would have had his patrons like Stanford White, Harry Thaw, and Evelyn Nesbit nobody would have raised a word against him, except perhaps Mr. Comstock, Mr. Parkhurst or Mr. Rockefeller, jr., and their opinions, as everybody knows, are not counted for much among "real people."

McGurk had a different class of patrons. His tables were filled with poor wretches who had no place else to go except to jail, or the poorhouse. No doubt they would have been better off in either, or at the bottom of the East river for that matter. But such people have an altogether perverse and wicked longing to stay out of jail, out of the poorhouse and out of the river.

So they went to McGurk's and McGurk welcomed them, and made them feel at home. And the strange part of it was that he couldn't see where he was wrong. He argued that Pegleg Shanahan had just as good a right to his bootleg of beer as Reginald Vanderbilt had to his magnum of champagne, provided Pegleg could produce the price. And McGurk could not see that it was any worse for him to wet Shanahan's whistle than it was for Mr. Sherry to irrigate the oesophagus of the aforesaid Vanderbilt.

"These poor devils have just as good a right to be catered to as the Tenderloin bunch," at McGurk said, in his coarse way. "So why do they call me a fiend-in-human form, any more than Delmonico?"

Nobody was ever ruined in McGurk's. They were all ruined before they got there. Most of them were pretty well destroyed before they got below Fourteenth street. To any half-decent mind McGurk was a warning — a sermon against vice.

The really dangerous resorts were lined up along Herald and Longacre squares, with one or two of them on Fifth avenue, not far from Millionaires' Row. But in these places vice was so heavily gilded that nobody but a member of the Women's Christian Temperance union could distinguish it from the golden glow of a honorable virtue. It was from these places that the primrose path started. It ended at McGurk's. McGurk's was the jumping-off place. To any half-decent mind McGurk was a warning — a sermon against vice.

McGurk was "the goat." He felt the weight of all the reproach, the disgrace, which should have been distributed to rum-sellers from Harlem to the Battery, and he sickened under it.

God forgive him! There are worse men than McGurk, who stand in higher places than ever he aspired to. The money he took was not stolen, but tainted dollars have not been unknown in pure atmosphere than he ever breathed. The dispatches say there is sadness on the Bowery for McGurk — "the Gorilla of Gotham" — had many friends.

THE SOUTH POLE FUND.

One Million Dollars Has Already Been Subscribed.

London, Feb. 27.—Sir Edgar Speyer said that the British Antarctic committee was well satisfied with the present state of the Scott fund, which now amounted to nearly \$1,000,000.

He added that it had not yet been decided how far the funds would be kept open. The committee is waiting to see the government's proposal before setting a limit. He added:

"We are not likely to adopt Lord Curzon's suggestion of a Scott memorial hall, owing to the fact that we do not attach great importance to a concrete memorial. Personally, I feel that the deeds of Captain Scott and his companions and the forthcoming book will be the only necessary memorial, and also the best memorial."

Sir Edgar said he expected that the expenses of compiling and publishing the book would be about \$50,000.

DEATH LIST IS SIXTY.

Many Killed During Harbor Work at Gijon, Spain.

Madrid, Feb. 27.—It is reported that sixty persons were killed and many others injured while operations for dynamiting the rocks in front of the harbor of Gijon were going on. Fragments of the rocks came down on the workmen and spectators, and many were killed and injured.

It's the easiest thing in the world to instruct another how to do things.

## COMMERCIAL NEWS

DOMINION STEEL IS PLANNING NEW PLANT IN WEST.

Official Company at Head of Lakes Making An Investigation.—Financial Topics.

Fort William, Ont., Feb. 26.—A McKensie, general manager of the Dominion Steel company, is spending a few days in the city on important business. The Dominion Steel company, as is generally known in financial circles, is merged with the Dominion Steel company, and Mr. McKensie's business here has had to do with several big arrangements in connection with the real estate deal recently put through on Island No. 1 for J. H. Plummer, president of the big Cape Breton Steel concern.

It is believed that the Dominion Steel Corporation will erect a new steel plant here to supply western trade, and that work on this will be commenced shortly.

Increased Dividend.

Ottawa, Feb. 26.—An increase in the quarterly dividend of from 1 1/2 to 2 per cent, making 8 per cent. annually, was declared at the annual meeting of the Ottawa Light, Heat and Power company. Last year 7 per cent. was paid.

The matter of a bonus was left over for future consideration, but it was declared likely that an issue of \$500,000 new stock would be made in the coming year in order to pay for the new gas plant. The net profits were \$298,000, and the gross receipts \$770,972. The company has 300 shareholders. The new gas plant will be completed and in operation in the coming summer.

Decline in Trade Activity.

New York, Feb. 26.—The London correspondent of the New York Evening Post in his weekly financial cable says: There are undoubtedly numerous indications, both here and in Germany, of some decline in trade. Such indications are at present chiefly confined to the heavy fall in the price of metals. Consequently, it is difficult to determine whether the movement is due simply to liquidation of an isolated speculative position or to genuinely diminishing consumption. The consensus of opinion, however, momentarily holds the view that trade activity is receding. If this is so, it is not improbable that the reaction, combined with other influences, would occasion a gradual shifting of investment capital from speculative to high-grade securities—which of itself would be a highly desirable feature.

No Doubt of Election.

Montreal, Feb. 26.—It was announced by Mr. Carruthers, the new president of the Richeleu and Ontario Navigation company, that any doubt as to the validity of J. P. Steedman's election to the R. and O. board had been settled in his favor.

Mr. Carruthers further stated that the English interests, who wished him to be closely associated with Sir Henry Pellatt in the management of the western lines, and the Niagara Navigation company in particular, their desire being that Mr. Steedman should also remain vice-president of the Inland Lines, limited, a position which he has held since that company was organized.

Financial Notes.

The plant of the new Ontario National Brick company, limited, at Cooksville, seventeen miles from Toronto, will soon be completed and ready to commence operations.

Bonds of the Barcelona Traction company to the amount of \$3,000,000 have been listed on the Toronto Stock Exchange.

J. F. Weston has been appointed general manager of Imperial Life Assurance company, Montreal.

DEFENDS POSITION.

Preached Though Rector Objected, He Said.

London, Ont., Feb. 27.—It is strange that a sensation should be caused by an Anglican clergyman preaching the gospel of Jesus Christ, in a Presbyterian church. It is hard to understand why there should be any commotion regarding a matter of such small consequence.

Rev. Dr. Symonds of Christ Church Cathedral, Montreal, who recently preached in a Presbyterian church in St. Giles parish, in that section, about which a heated controversy is now taking place, explained the situation in this manner, at the residence of Rev. R. W. Norwood, rector of Memorial church, at which place he is stopping during his London visit.

Dr. Symonds gave a frank and open statement of the whole case, with absolutely no recriminations against any party of the controversy.

"Some time ago I was invited to preach in the Presbyterian church in St. Giles parish, and asked Rev. Mr. Flanagan, rector of the parish for permission. As there was no canonical law against it, he gave his permission and I made the engagement. The fact that I was going to preach in this church, caused some controversy in his congregation, and pressure was brought to bear upon him to refuse to grant me permission.

"Two days before I was to preach, Mr. Flanagan did withdraw his permission, but I told him that on the strength of his former offer, I had made the engagement and was going to keep it. I did, although Bishop Farthing advised me against it. He did not forbid me to preach."

Not True to Life.

The son of a man who had been a great philanthropist welcomed a visitor to his office. The talk turned on the career of the father of the young man.

"It was a great blow to everybody — my father's death," lamented the youth. "By the way, here's the last portrait painted by him."

He led the visitor to where hung on the wall a large portrait of the dead philanthropist, depicting him as standing erect with his right hand in his pocket.

"A fine piece of work," said the visitor, grimly, "but it's not true to life. Nobody ever saw your father with his hand in his own pocket."

## SYRUP OF FIGS FOR INDIGESTION, BILIOUSNESS AND CONSTIPATION

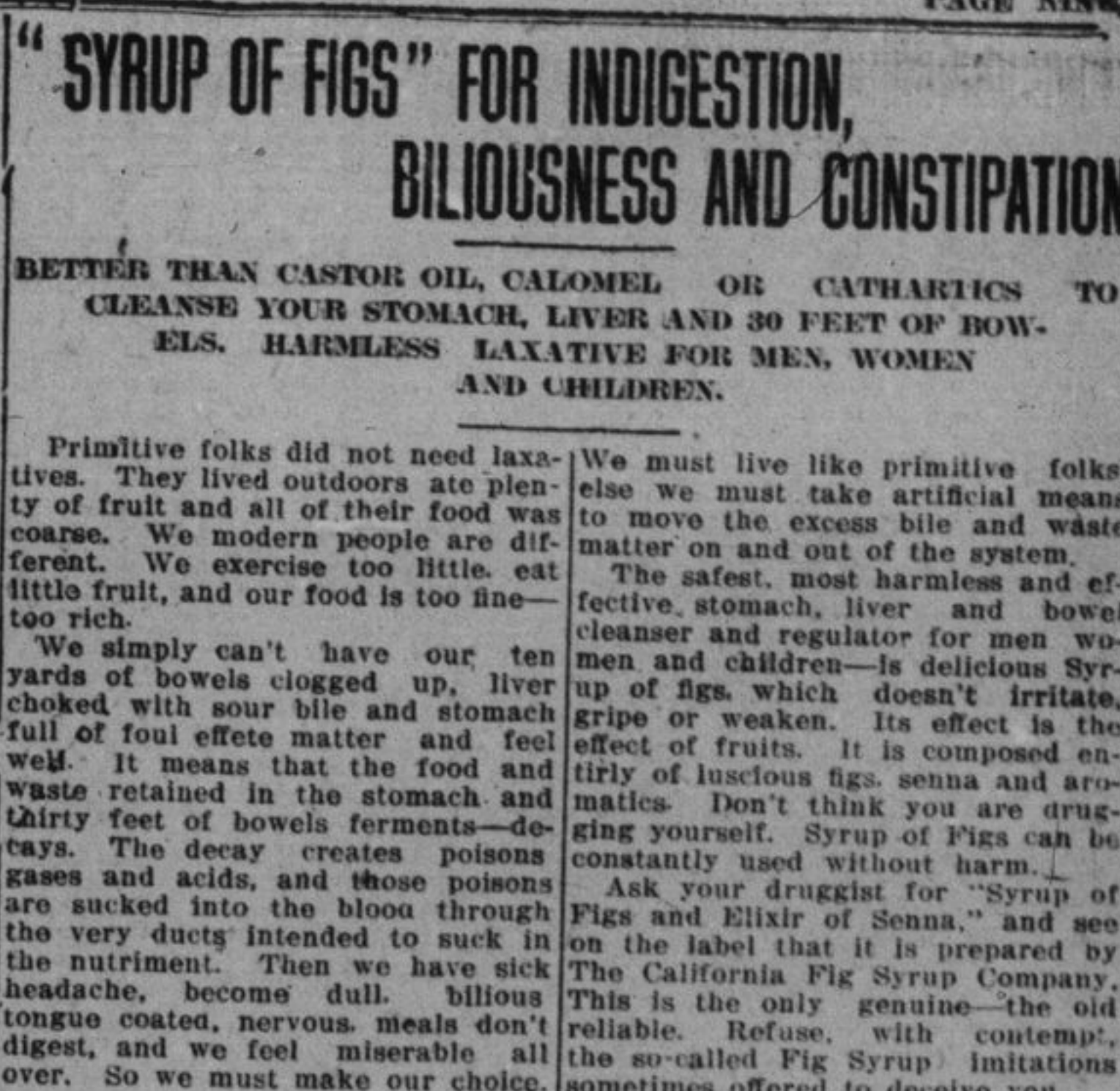
BETTER THAN CASTOR OIL, CALOMEL OR CATHARTICS TO CLEANSE YOUR STOMACH, LIVER AND 30 FEET OF BOWELS. HARMLESS LAXATIVE FOR MEN, WOMEN AND CHILDREN.

Primitive folks did not need laxatives. They lived outdoors ate plenty of fruit and all of their food was coarse. We modern people are different. We exercise too little eat little fruit, and our food is too fine — too rich.

We simply can't have our ten yards of bowels clogged up, liver choked with sour bile and stomach full of foul effete matter and feel well. It means that the food and waste retained in the stomach and thirty feet of bowels ferments — decays. The decay creates poisons gases and acids, and those poisons are sucked into the blood through the very ducts intended to suck in the nutriment. Then we have sick headache, become dull, bilious, tongue coated, nervous, meals don't digest, and we feel miserable all over. So we must make our choice.

We must live like primitive folks, else we must take artificial means to move the excess bile and waste matter on and out of the system. The safest, most harmless and effective cleanser and regulator for men, women and children — is delicious Syrup of Figs, which doesn't irritate, gripe or weaken. Its effect is the effect of fruits. It is composed entirely of luscious figs, senna and aromatics. Don't think you are drugging yourself. Syrup of Figs can be constantly used without harm.

Ask your druggist for "Syrup of Figs and Elixir of Senna," and see on the label that it is prepared by The California Fig Syrup Company. This is the only genuine — the old reliable. Refuse with contempt the so-called Fig Syrup imitations sometimes offered to deceive you.



THE COLLIE AND COP WITH CHARMED LIVES.

This policeman who does "point duty," or traffic direction, on one of Toronto's busiest corners, has recently had as his voluntary assistant, a tagless collie dog, named "Spot," who regularly takes up his station with the policeman at the intersection of the car tracks during the busiest hours of the day, and with remarkable agility dodges the cars. Nobody knows who owns the dog, or who feeds him. He just becomes quiet a handman.

BROCKVILLE FAILED.

To Block the Grand Trunk Prescott Bill.

Toronto, Feb. 27.—Sympathy, but little encouragement, was given the town of Brockville by the private bills committee of the legislature when the chairman did not see eye to eye with him.

"We sympathize with you," he remarked, "but I don't see that we can help you." The bill was reported.

Many a man manages to sidestep a lot of trouble by travelling according to his wife's intuition.

If a woman's photograph is a good likeness she thinks it cannot do her justice.

No inventor has been able to produce a noiseless flat wheel as yet. A true friend neither bores nor borrows.

WITH CLEVELAND'S SUPERIOR BAKING POWDER

Use Any Flour You Like!

There are scores of different brands of flour, each commended by its manufacturers and preferred by its friends because of some peculiar quality. With Cleveland's Baking Powder there is successful cookery with any and every brand of flour. The housekeeper can take her choice.

Isn't this a Great Convenience?

But be sure to buy your flour and baking powder separately — never mixed together in the so called prepared, self-raising, or quick flours. These are made sometimes with alum, sometimes with lime phosphates.