

Greatheart

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Ethel M. Dell

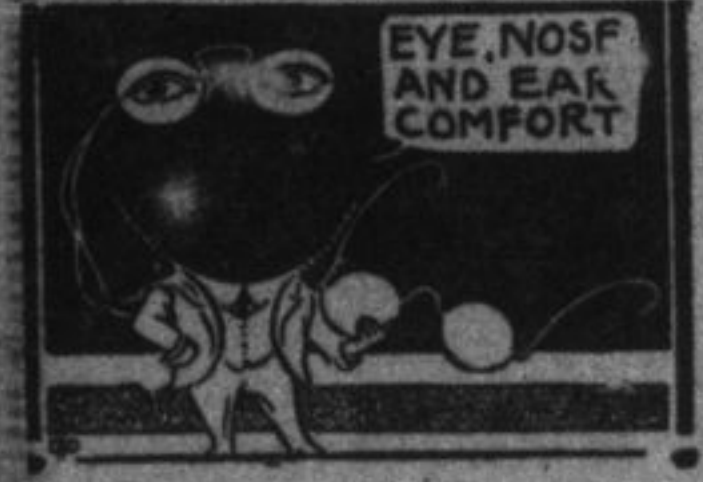
SPECIAL FOR FRIDAY

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BY J. Stewart



HERE you will find eye glass comfort. If you prefer spectacles we will adjust the nose piece and the bows to fit your facial characteristics. We are skilled in the profession of optometry and can be trusted to make an exact inquiry into your eye condition and to prescribe for you the glasses that will restore your sight.

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The Great English Preparation. Tones and invigorates the whole nervous system, makes new blood in old veins. Used for Nervous Debility, Mental and Brain Weakness, Loss of Energy, Palpitation of the Heart, Failing Memory. Price \$1 per box, six for \$5. Sold by all druggists, or mailed in plain box on receipt of price. New pamphlet mailed free. THE WOOD MEDICINE CO., TORONTO, ONT.

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DON'T WAIT TILL SPRING.
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Child's Brown Calf Button Boots; extension soles; sizes 8 to 10 1/2.
Misses' Highest, Gun Metal Calf and Vici Kid Bala; sizes 11 to 2.
Regular \$4.00 and \$4.50
Now **\$2.75**

Allan M. Reid,

SHOE STORE
111 PRINCESS STREET KINGSTON

Famous Kingstonians Abroad

Kingston Men Who Left Home To Gain Fame

No. 15

HERBERT JOHN SMITH,
Of the Montgomery, Ward Company,
Chicago.

In this series of famous Kingstonians we have had names of men from nearly all the professions, and of men who have risen to be heads of big concerns. The next man to be included in the list is one who, while he does not give his name to any company, has reached a position which gives him the right to take his place in this series. Herbert John Smith, one of Kingston's humble sons, is the subject of this sketch, and he is well worthy of the honor of being included as one of his native city's famous old boys.

Herbert John Smith was born in Kingston on January 26th, 1880, his father being J. A. B. Smith, originally a native of Newfoundland, and his mother Isabella Linklater, who hailed from the stormy and rocky Orkney Islands, in the north of Scotland. Thus he was sprung from



HERBERT J. SMITH

hardy, rugged stock on both sides, and was well equipped, naturally, to take his place in the battle of life. The period of his education can be passed over briefly. It is recorded that of the whole family of sons and daughters, he had perhaps the least education, but he certainly made good use of what he did have. He passed through the local public schools, however, and then passed out to work. As a lad he worked in several positions, and finally settled down in the employment of Macnee and Minnes. There he showed the great aptitude for business which was later to bring him success and fortune, and he soon became a valued employee of that firm.

But like so many other young Kingstonians of ability, he found his field of endeavor so limited in his home town that he looked abroad to a world of wider opportunity. In 1903 he secured a position with the William Taylor Dry Goods Co., of Cleveland, Ohio, one of the largest wholesale houses in the United States at that time. Soon after going there, however, the company changed hands, and became a retail concern which did not suit young Herbert nearly so well, so he again changed his location, and settled down with Tootle, Campbell & Company, wholesale dry goods merchants, situated in St. Joseph, Missouri. He went there to be in complete charge of the piece goods department, but before long he began to branch out, and became buyer for several departments of the business. He was manager of a large part of the concern, and remained with that firm for seven very pleasant years, during

which he obtained so thorough a grasp of the entire dry goods business that he attracted the attention of the large house of Montgomery, Ward & Company, of Chicago. He was offered the position of manager of the entire mail order and buying staff of that company, and accepted it. The Tootle, Campbell Company was very loath to lose his services, and he was offered the vice-presidency of the company at a very large salary. But Chicago called him, and he went there in 1917.

Since going to the Montgomery, Ward Company he has made remarkable progress. He has risen to the position of having almost entire control of the buying departments for the firm, which is one of the largest department stores in the whole of America, putting the Toronto stores of T. Eaton Company far in the shade. He is now the travelling buyer and agent for this concern, and travels far and wide, signing up trade conditions, buying where it is advantageous, and securing new markets for this firm's goods. His salary is numbered in the tens of thousands yearly, and during the past year he has acquired a large share of stock in the company. He is destined to rise even higher in the industrial conditions of the United States, for he has the ability and the knowledge which will enable him to climb.

His work carries him to all parts of the globe. A month ago he returned from an extensive trip through the southern states, Mexico and through western Canada. At present he is touring Europe in the interests of his company, and is visiting England, France, Belgium, Italy, Germany, Austria, Switzerland, and parts of Spain. His trip will include a visit to all the large industrial centres of the British Isles and of Europe, where he will study industrial conditions and make several big deals for the firm which he represents. On his return from Europe he is booked for a trip to Alaska, and also to China and Japan. During the present year he expects to find time to visit his old home town of Kingston, and will be welcomed by his many friends, admirers and relatives.

While in Cleveland, with the William Taylor Company, Herbert Smith met the young lady who is now his wife. She was Miss Turabull, of Le Peer, Michigan, daughter of a well-known elevator operator. He met her as a member of John D. Rockefeller's Bible class, and, in 1910, they were married in Cleveland. They have one little daughter, and their permanent home is now in Chicago, although Mr. Smith travels so extensively that much of his time is spent elsewhere. He has two brothers in Kingston, one of them ex-Alderman Norman Smith, and the other Sidney Smith, of the firm of the Robertson Grocery Company. A sister is Mrs. G. F. Marshall, of Syracuse, N.Y.

Having only recently passed his fortieth birthday, Herbert Smith has his greatest work still before him. He is young, active, ambitious, and has the ability that makes for success in any sphere of life. He has mastered the line which he has chosen, and is now ready to rise to the very highest man who looks far and wide for his business opportunities. During his younger days, he was an enthusiastic member of the Kingston Bicycle Club, and was very fond of canoeing. In these pastimes he built up a strong and healthy constitution, and is now a sturdy, well-built man who looks far younger than his years. In religion he is an Anglican. In spite of the high position which he has realized, he is still the same modest and natural young fellow as he was when a clerk in the firm of Macnee & Minnes. He writes very often to his brothers in Kingston, and his letters are full of interesting notes on the many lands in which he travels. He is a typical example of how a man, even although not blessed with a high school or university education may, by persistent effort and application to his duties, rise to the very highest positions in trade and commerce.

whose company will again be seen in the wonderful dramatic production to-night.

"The Servant in the House," above all teaches the lesson of the great value of truth and love of our fellowmen. It is a morality play that makes people think, but it is also full of humor, and has the humor touch. Its characters are all strong, from the leading role of Mr. Power down to that taken by the page boy. Galway Herbert is the page, and his conception of the role is very taking. Mr. Power grips the audience by his masterful presentation of "The Drunken Man." He retains his wonderful deep and resonant voice. Harvey Hays plays the role of "Manson, the Butler," in reality a bishop from India. This is a role that requires great elocutionary powers, which Mr. Hays possesses to the highest degree. Walter Edwards, the vicar; Miss Chela Knight, as Mary the Drunken Man's daughter; Miss Alma Chester, as the vicar's wife; and Edward Foster, as the Bishop of Lancashire, acted with noticeable skill. The production is an excellent play, requires a very strong company, and Mr. Power has the most adequate support.

All the scenes take place in one room of the vicarage. There are five acts, and the intervals are of brief duration.

BETTER THAN FOR YEARS
Moisture in the Ground Will Aid Germination.
Calgary, Alta., Feb. 19.—Several farmers, interviewed in Calgary are all inclined to the belief that the present moisture in the ground is better than has been the case for several years past, and all agree that there will be ample germination next spring in practically every section of the province. "I am convinced myself that the drought has been broken," said H. W. Wood, president of the United Farmers of Alberta. "Farmers should put in every ounce of seed they can this spring," was the remark of another farmer who has had long experience in Alberta.

MIDWINTER REDUCTION SALE

59 CENTS

LADIES' WHITE and GREY RUBBERS
with high heels. Special Sale Price

59c.

5.95

Sale of Men's Fine Boots—brown and black, with heavy soles; also black with light soles and medium narrow toes.

35c.

CHILDREN'S BLACK RUBBERS,
Sizes 3 and 4 only. Special Price 35c.

Abernethy's Shoe Store

ECONOMY

VALUE

Fur Neck Pieces and Muffs

We have the new models in the fashionable Fur and now is the time to buy as next year's prices will be higher. Come in and look.

CAMPBELL BROS.

Kingston's Oldest Fur Store



ASTOUNDING FACTS THAT COUNT

Household Furnishings are "pouring" out of this immense stock daily to our utmost capacity. It is a fact that if the buying public knew the conditions of the market to-day, the advanced prices that are coming, and the great sacrifices we are making, they would grasp the chance while it is on.

James Reid

THE LEADING UNDERTAKER
Phone 147 for Service.

SAKELL'S

Our Ice Cream is of the purest quality, made only from the best of farm cream, and our Fruit is of the finest, but what is the use of telling you all this—what we want is for you to try our Cream and we are assured you will never use any other.

SAKELL'S

Next to Opera House

KINGSTON EVENTS

25 YEARS AGO.

Dr. A. P. Knight lectured on the social life of animals at the school of mining.
The county roads are in a terrible state as the result of a heavy snow storm.
Byron M. Britton has been nominated as the Liberal candidate for the Kingston riding for the House of Commons, and has accepted the nomination.
White Bros., evangelists, are doing good work in Queen street Methodist church.

SCIATICA

Would you be rid of that sickening pain—that sharp knife-like thrust along the side of your body at every movement? Thousands have found lasting relief in

Templeton's Rheumatic Capsules

Many doctors prescribe this.
Write Templeton's, 120 King St. W., Toronto, for free sample.
Sold by reliable druggists everywhere for \$1.00.

FIGHT THE FLU

By using
KLEAN ALL JAVEL WATER
A Great Disinfectant
For Sinks, Toilets, Cesspools—germs cannot live where it is used.
For sale by all grocers.

TYRONE POWER PLAYS HERE

IN THE GREAT PLAY, "THE SERVANT IN THE HOUSE."

A Large Audience Delighted With the Noted English Actor at the Grand—Play to be Produced Again To-night.

Tyrone Power, the noted English actor, appeared at the Grand Opera House on Wednesday night before a large audience in "The Servant in the House," a drama by Charles Rann Kennedy, that caused a great sensation when it was first produced twelve years ago. This is Mr. Power's third appearance in the play in Kingston. The production is revived under the auspices of the Trans-Canada Theatres, Limited, and Mr. Power is having great success in his own created role of "The Drunken Man." Kingston is being favored by two appearances of Mr. Power.

"FLU," GRIP, COLDS,

Pneumonia, Fevers, Hard Coughs, Tonsillitis.

Read this plain statement.
First, This whole brood of wicked enemies of health may be kept at bay, the medical authorities say, by keeping up high quality of the blood, and observing the ordinary laws relating to sanitation and health.
That is why Hood's Sarsaparilla is recommended as a preventive of "flu" and other diseases—it is the standard blood-purifier and vitalizer.
Second, for a definite case of any of the prevailing complaints, it is wise immediately to call a physician.
Third, for that weakness and prostration following the "flu" grip and other diseases, Hood's Sarsaparilla by renewing the red blood corpuscles wonderfully restores health, builds up the whole system, creates an appetite and "makes food taste good." If a cathartic is needed Hood's Pills are recommended.