

Shake Your Winter Cold — All Yield to **Dr. Hickey's Treatment**

**The Speedy Relief For All Coughs**

The chest rub for all heavy chest colds and congestion.

THE SPEEDY COLD CAPSULES

for head colds and all forms of Grippe. Each 25c. or 75c. for full treatment.

Made by:

**L. T. Best**  
Druggist  
Phone 59.

FOR SALE

**Bateman's Real Estate**

\$1,800—Frame, 5 rooms, electric light, B. & T.

\$2,000—Frame, 4 rooms, electric light, B. & T.

\$3,000—Frame, 8 rooms, improvements. 3 to choose from.

\$3,500—Frame, 7 rooms, improvements. Choice of 3.

\$4,000 Each—Double brick, 3-piece bath, electric light.

\$6,000—Brick, all improvements, University avenue.

\$6,500—Stucco, 7 rooms, all improvements.

\$7,000—Brick, 10 rooms, all modern.

Houses to rent, \$20 and \$25. Improvements.

Money to loan.

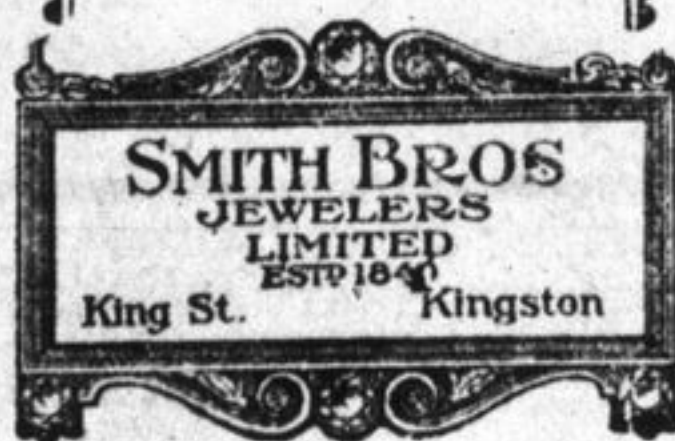
136 Wellington Street.

During the Month of **JANUARY**

We are offering very substantial **DISCOUNTS**

on many lines, the range or assortment of which has become broken during the Christmas rush, such as:—

- Attractive Desk Sets.
- Electric Lamps.
- Cut Glass Silver Flower Baskets.
- Blue and Brown Betty Sets.
- Entree Dishes.
- Sandwich Plates.
- Casserole.
- Cigarette Cases.
- Mesh Bags, etc.



**CHILD'S STORY OF THE HUMAN RACE**  
*By Uncle Ray*

A Poet Who Nearly Lost His Head. Our picture shows a German count of the Middle Ages sitting beside his wife. The count holds a sword in one hand. The blade is still in its scabbard. Notice how the two are dressed. There is a crown on the count's head and frills above the sleeves of the countess. That picture was made about six hundred years ago. The count was named Hermann, and his wife was called Sophie. At the castle of this couple lived several poets. They sang their poems as they played on harps or other instruments. Among the poets arose a dispute as to which was the best and which the worst. To settle the quarrel, they decided to have a "tournament of poetry." They agreed that whoever was judged to be the worst poet should pay for it by giving up his head. The poet who lost was named Heinrich. The man whose job it was to cut off heads began to get his ax ready. The poor poet was unhappy (as we might expect)!



Countess Sophie seated beside Count Hermann.

He wished he had never quarreled about who made the best poems. If Heinrich had given up all hope, he would soon have been a dead man. As it was, he decided to appeal to the countess. Falling on his knees before her, he begged to be saved. Countess Sophie took pity on him. She sent for a certain man who lived in Hungary. He came to the castle, talked with all the poets and patched up the quarrel. That happening led to the writing of a poem, a part of which has been saved for us. The poem says that Heinrich tested his skill against only one other poet, a man named Walther. Heinrich, as the tale goes, sang about the fine points of an Austrian duke. Walther was wiser. He sang about the fine points of his host and won the prize. The end of that poem is missing, but we can guess it came out the same way as the incident on which it was based.

**CHARACTER IN STEEL.**

(Continued from Page 1.) Standing by the awful glare of an open hearth, a perfect replica of hell with the lid off, one is especially impressed by the cogency of the remark, "There ain't no chance for a man to fourflush if he works in the business of iron and steel."

Often at night, from far away, I have hailed the blast furnaces of the Steel Company of Canada, glowing red against the darkened sky. It is a thrilling sight like that of the firing line by night. It comes as a signal from our Industrial Army. If the morale is high in that industrial army, the product will be good. If the morale is low the product will be bad.

A Kentucky colonel, void of the usual discrimination of those cavaliers, said, "All whiskey is good whiskey." Of course his statement met with immediate dissent. It would be just as fatuous for someone to proclaim "all steel is good steel."

There is such a thing as character in steel, it is the character of the man behind the open hearth.

A recent issue of the British Board of Trade Journal throws fresh light upon this truth. Commenting upon the trade of Egypt, this official publication declares that German knives are being exported to the Levant with "Sheffield" stamped upon the blade.

We were aware that Germany of late was attempting to pay her debts with a printing press. But here is a fresh evidence of decline.

"Made in Germany" was not a brand of inferiority before the war. That brand was accomplishing a peaceful penetration into every foreign market. What has happened since? Germany has gone down politically and financially. Worst of all, she has gone down morally.

Yesterday "Made in Germany" was a proud trade-mark. Today "Sheffield" is a forgery stamped on rotten German steel is a measure of the moral disintegration of the German people.

In recent world upheavals much has passed, but no Nicholai Lenin has yet been able to abrogate the law of the prominence of character.

We had good steel before we had big plants, its secret, the human element, remains the one unchangeable element beyond analysis of chemists.

An automobile manufacturer recently lamented that certain of his workmen coming from the forges of Clydebank arrived with the ancient standard: "Not how much but how well."

Shortly after their advent into his plant these excellent artisans in a new fervor were rushing and skimping their work, with a changed ideal of, "not how well but how much."

If our trade unions could only attain to the place where their imprimatur would become a guarantee of quality of work performed, thereby they would gain an infinite advantage.

The old guild system with its fine high standard in workmanship is an ideal out of the past commendable unto the future.

The Ferrara blade is an excellent example of the reflection of character in steel. Go into an old armory and examine the swords of other days. If among the rusty relics should be discovered a Scottish broadsword, with a crown upon it, and a certain Spanish name, the antiquary would suddenly snatch it up as a priceless treasure. Why? Because it was fashioned by a supreme artificer from Cordova in Spain.

We may not know the story of Andrea di Ferrara, but until swords are beaten into ploughshares we shall be acquainted with his character by the excellence which he wrought into his weapons.

The quality of the product can never surpass the quality of the producer.

Nothing could appear more impersonal than a consignment of rails fresh from the blooming mill, and yet that cold grey mass is reeking with personality.

Stand by the gates at the evening whistle when the day shift comes trooping through, the chief in his limousine, the superintendent in his Ford, the foreman on his bike, the workman afoot with his swinging pail. Each and all have left their mark upon the steel that goes forth from this plant. You may read their character as you gaze upon their faces, but even though they are unseen, their character may be read in the product of their toil.

We live in the steel age, as truly as mastodons flourished in the stone age. From top to bottom the fabric of this age is a fabric of steel.

Hamilton to-day might appropriately be called the Steel City of Canada. What Pittsburgh is to the United States, Hamilton is to our dominion. Steel is the basic principle of these two great industrial centres.

Kingston with its Locomotive Works, the Border Cities with their automobile plants, Toronto with its hiving factories, all alike are building up their futures upon the product of the blast furnace and the open hearth.

We need steel immediately for buildings, and other structures, for piers, for ships, for railroads, for farms, for factories, for mines, for guns, for tools, for implements, for watch springs and for giant cables, for unnumbered, undreamed of purposes. Every demand comes with the same appeal, "Give us character in steel." Strong steel is the product of strong heart, just as truly as "Yellow-streak" steel is the product of some who will be nameless.

PROBS:—Sunday, fresh winds, fair and not so cold

**To-night at Steacy's**

Store open until 9.30 o'clock.

**The greatest Dress Sale of the season**

**\$15.95**

Values from \$22.50 to \$35.00.

50 Afternoon and Evening Dresses developed in Silk Canton Crepe, Flat Crepe, Crepe de Chene, Georgette, Silk Morie, French Ninon, and a few Cloth Dresses in Tricotine and Poiret Twill.

All of the season's smartest styles and colors are included. The sizes are 16, 18, 20, 36, 38 and 40.

This is positively the most sensational offering of the season. All sales for cash and final.

**PENMAN'S FLEECE UNDERWEAR FOR MEN**  
75c. EACH

300 Penman's heavy, fleeced-lined Shirts and Drawers—first quality. Sizes 34 to 44. Regular \$1.25 values.

**PENMAN'S FLEECE UNDERWEAR FOR BOYS**  
49c. EACH

100 Shirts and Drawers in sizes 22 to 32. Regular 75c. a garment.

**WOMEN'S CASHMERE HOSE, 49c. PR.**

150 pair Penman's Cream and Navy, extra fine Cashmerette Hose. Regular 75c. values.

**WOMEN'S GAUNTLET GLOVES**  
98c. PAIR

60 pairs only, Wool Gauntlet Gloves, in colors Jaeger, Grey and Heather. Regular \$1.25 pair.

**CRIB COMFORTERS**  
\$1.98 EACH

15 only, Chintz Covered Cotton-Filled Comforters — size 27x50. Regular \$3.00 each.

**LADIES' BLOOMERS**  
69c. A PAIR

Flesh Colored winter weight, Elastic Knit Bloomers with elastic at knee and waist. Reg. 75c., 85c. and 90c. pair.

**LADIES' VESTS**  
59c. EACH

Winter weight Vests with long sleeves—a special value at 75c. each.

**PILLOW SLIPS**  
49c. EACH

200 fine, Cotton Pillow Slips with hemstitched borders — sizes 40 and 44 inches only. Regular 60c. values.

**CHILDREN'S SNOW SUITS**  
\$1.98 A SUIT

Brown Heather Brushed Wool Snow Suits, consisting of Cap, Sweater and Pullovers. Sizes 24 to 30. Regular \$3.00 Suit.

**JAP. MATS**  
\$1.29 EACH

38 only, Bedroom Mats, size 2 x 4 ft. Regular \$1.75 each.

**NEW SPRING HATS**  
\$5.95 ea.

125 New York Hats from the Charm Hat Co., all new styles, smartly trimmed. Regular \$8.50 to \$12.50 values.

**Now Is The Time For Heaters**

Electric Heaters with Cord to fit any socket—\$5.00, \$6.50, and \$10.00.

Gas Heaters \$3.00, \$8.50, \$10 and \$25.00.

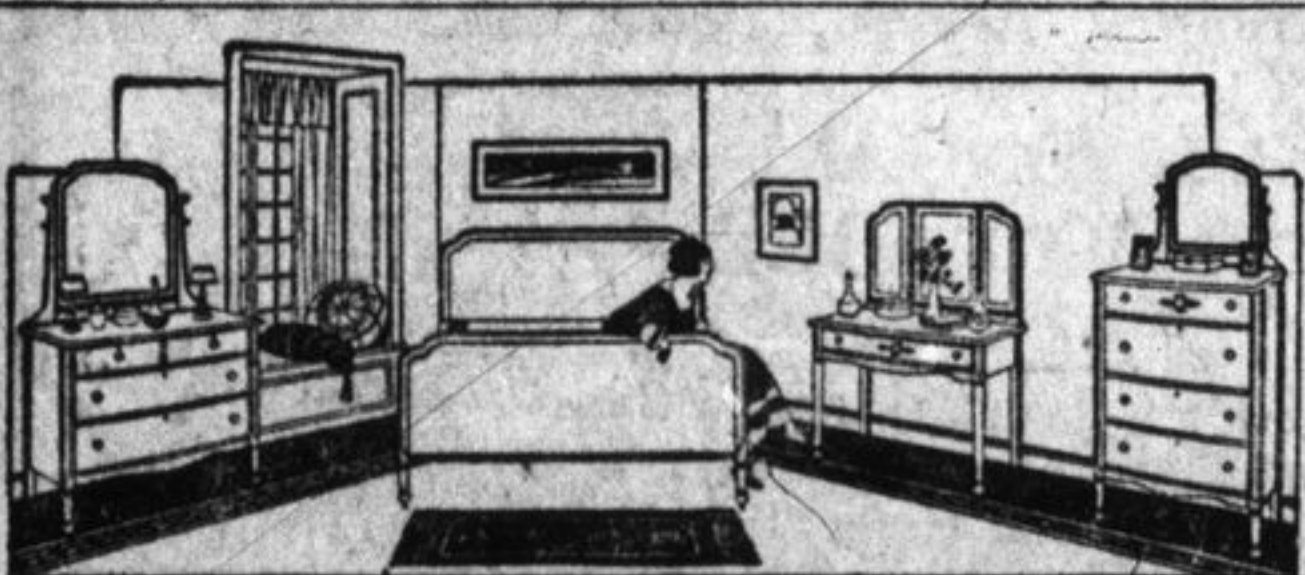
Special Morning Star, \$3.00.

Coal Oil Heaters, \$8.00.

20% sale on Enamelware this month.

**McKelvey & Birch, Limited**

General Contractors, Heating Specialists, Steam Fitters and Plumbers, Jobbers of Plumbers' and Gas-Fitters' Supplies, Stoves, Shelf, Heavy and House Furnishing Hardware, Tools, Oils, Best Supplies, Sheet Metal and Tin Work; Electric work; Painting and Paper Hanging. Special work of all kinds undertaken.



**Bedroom Specials**

1 Mahogany Bedroom Suite, Dresser, Chiffonier, Dressing Table and Bed—regular \$155.00 . . . . . \$105.00

1 genuine Walnut Bed and Chiffonier to match. Reg. \$140.00. 1/2 price, \$70.00 —These are extra good values.

**MATTRESS SPECIALS**

6 high grade Cotton Mattresses \$18 and \$19

With Each Mattress We Will Give FREE 1 Pair of Spring Pillows worth \$7.50.

**T.F. Harrison Co. Ltd.**

PHONE 90.

**STEACY'S - Limited**

IF IT'S NEW, STEACY'S HAVE IT!