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A Special Lot of Canadian Muskrat Coats, well furred, regularly sold at \$200, our

Clearing Price \$150.00

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We are offering at factory prices. It will pay you to see McKay Furs—dependable in quality and wearing service. (From Trapper to Wearer)

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John McKay Limited KINGSTON, CANADA

149 TO 157 BROCK STREET, KINGSTON

### The Railway Traffic Barometer Shows Rising Volume of Trade

Ottawa, Oct. 30.—The railway traffic barometer has continued to show a rising volume of trade. For the first two weeks of October there was a gain in loaded cars moved of 20,990 over the first two weeks of September, and of 13,321 carloads over the corresponding period of last year. This upward movement has not only been cheering to the railways, but it carries a message of assurance to everybody. Traffic and trade always move up or down together, for the sufficient reason that it is trade which produces traffic.

Of the 13,321 carloads gained over the first two weeks of October last year, grain and grain products accounted for 4,704. That left a betterment of 8,617 carloads on the side of general business. It is that fact which is peculiarly significant and stimulating. The movement of grain in increased volume is just as helpful to the railways as the movement of any other commodity; but such a substantial improvement in the distribution of other classes points conclusively to bettered trade conditions throughout the Dominion.

The West showed a gain of 10,808 carloads for the first two weeks of October over the corresponding period of last year, and 6,244 of that gain was represented by grain and grain products. That left 4,564 on the side of other commodities. On looking into the details, it is found that the increases were in live stock, coal, lumber, forest products, merchandise and miscellaneous. The last two classes have much to do with wholesale and retail trade.

Eastern Canada, subtracting grain and grain products, moved 2,809 more carloads during the first two weeks of October than were moved during the same period in 1924. This increase was fairly distributed among the eleven commodity classes; but significance attaches to the fact that miscellaneous accounted for 2,571 carloads. There were at the same time gains in lumber, live stock, pulpwood, pulp and paper, forest products and ore.

The larger movement of ore this year is the direct result of steadily growing development in the mining fields of the country. It is approaching 2,000 carloads per week, and the prospects of increasing gains along that line are bright. This work is going on in British Columbia, Ontario and Quebec. While the transportation of ore cannot be taken as the measure of growth in the mining areas, it will always be a factor in the situation.

The bodies of the two Diesel-electric motor passenger cars which have given such fine performance in the service of the Canadian National were built by the Ottawa Car Manufacturing Company and the other parts at the Montreal shops of the railway. These cars have shown a speed of sixty miles an hour, and give 3 1-2 and 7 miles respectively per gallon of gasoline. They are operated at exceptionally low cost.

Since September 1st the Canadian Pacific has moved more grain than during any corresponding period in its history. While the figures are not available, it is believed the Canadian National has also established a record. The movement in large volume began earlier this year than usual.

One of the primary effects of oil developments in Alberta has been the giving of a contract by the Canadian National for the construction of 7,700 feet of pipe line at New Bridgen. A pump house will also be installed.

Since 1917 the capitalization of American railways has increased by \$4,400,000,000, bringing the total up to \$22,178,000,000. The capitalization of Canadian railways has increased during the same period in even a higher ratio, and now stands at nearly \$3,500,000,000, including the Canadian National figures.

The average annual compensation of railway employees in Canada, according to the latest available statistics, is \$1,423. The corresponding figures for the United States are \$1,617. The difference is largely in the relative number of higher paid employees across the line. The Canadian average in 1915 was \$727, and the American \$825.

The Canadian National is adding to the facilities at Halifax in preparation for increased winter business. The removal of discrimination against Canadian winter ports by marine underwriters is expected to curtail operations at Portland and Boston, and improve the situation at both Halifax and St. John. It has taken a long time to bring about satisfactory insurance rates.

The Canadian Pacific is planning the construction of a single-track tunnel between its yards at Burrard Inlet and False Creek. The estimated cost is \$1,700,000.

The railways are catching up rapidly on last year's gross earnings, and, with eight weeks of high pressure traffic before them the outlook for a considerable improvement over the first half of the year is bright.

These Two Toilet Articles for \$1.50  
 Vinolia Old English Lavender Face Powder ..... \$1.00 size  
 Gold Plated Loose Powder Compact ... \$1.00  
 WHILE SUPPLY LASTS—BOTH FOR ..... \$1.50

**Branigan's Drug** ST/ZE W/IED  
 288 Princess Street Phone 78

**SPECIAL FULL COURSE DINNER 65c**

For a real, tempting dinner drop in and see us. The very best food and excellent service. Private dinners and banquets given best attention.

**THE GRAND CAFE**  
 JUST ABOVE GRAND THEATRE  
 PETER LEE, Proprietor.

GET UP AND GET BUSY IT'S WASHDAY

IF HUBBY HAD TO DO THE WASHING—

THE CHANCES are that if hubby was invited to do the family washing or to stick around while it was being done he would say, "Let George do it." Our advice is to let one of our electric washing machines take the toil out of your wife's life. Let us demonstrate their workmanship and economy.

**BURKE ELECTRIC & CO.**  
 ELECTRICAL SUPPLIES & SERVICE  
 PHONE 423, 74 PRINCESS ST.

SAVE A LITTLE EVERY DAY BUYING HERE

Creamery Butter, lb.	40c.
Granulated Sugar .10 lb.	65c.
Choice Dates	3 lbs. 29c.
White Beans	4 lbs. 25c.
Sugar and Ginger Cakes	2 pounds for 25c.
White Mealy Potatoes, peck	35c.
Salada, Black or Green, lb.	75c.
Cream of Wheat	4 lbs. 25c.
Mixed Nuts (all kinds) pound	27c.
Sweet Oranges, doz.	25c.
Laundry Soap	9 bars 50c.
Corn, Peas, Tomatoes 2 for	25c.
Excellent Black Tea, lb.	65c.
Cider, Grapes, Bananas, Chickens and Fillet Haddie, Pork Sausage.	

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THERE'S NO MIDDLE STATION IN EYEGLASS OR SPECTACLE FITTING

They are right or wrong—one or the other. We fit eyeglasses and spectacles and fit them right. Right mountings, frames, lenses, treatment, prices.

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 188 Wellington Street Phone 2201

### YOUNG MEN IN FINANCE

James Macdonnell, a Former Queen's Rugby and Hockey Player.

Riello Thomson in Financial Post. Tradition dies hard. The business community has many "taboos" regarding young men—especially those who are supposed to be best fitted to take a prominent place in the mad whirl of earning the daily bread—and butter (especially the latter). Generally speaking, young men who have been athletes do not meet with a kind reception from prospective employers; nor does scholarship find many business men who regard it with favor; whilst an Oxford or Cambridge education may be even regarded as a handicap. Broadly speaking, too, the world of business is inclined to figure that lawyers are unequipped to enter those paths which lead to the depths of mere bartering. For one reason or another, also, some business men may regard the ex-officer as being more or less unsuited for the tremendous struggle of the business world, despite the fact that these men have engaged in struggles for far greater stakes.

Here is a young man who knocks all these inhibitions into a cocked hat. James Macdonnell is a lawyer, was a Rhodes scholar, was an athlete of championship stature at Queen's University, is a graduate of Balliol College, Oxford, and served from the beginning of the war until its conclusion with the Canadian Field Artillery, ending up as a major, with the Military Cross and the Croix de Guerre.

Despite these many handicaps, "Jim" Macdonnell is the Montreal manager of the National Trust Company, and is another young man who is making a real niche for himself in the business world.

Born in the ancient but sleepy city of Kingston, Ontario, Macdonnell in 1904, at the age of 20, graduated from Queen's University, where he found the time to win a Rhodes scholarship between intervals of playing in that University's championship football and hockey teams. His scholarship took him to Oxford, where he graduated in 1908. Then back to Canada and once again more study at Osgoode Hall, Toronto, which he left in 1911 as a barrister. The same year found him in the employ of the National Trust Company. Macdonnell, while at college, does not seem to have gotten into any bad scrapes—at least, one Montreal engineer who was at college with him phrased it thus, "Jim never got himself into any scrapes that he was not clever enough to get himself out of."

Macdonnell's height, and the dourness of his Scottish humor, recently awoke the creative muse in the mind of his brother-in-law, Honorable Vincent Massey. Those who know Macdonnell and are accustomed to seeing him striding along St. James

street, with his four-foot pace, will appreciate the rhyme:

JIM  
 D'you know him?  
 Smile is prim;  
 Jokes are grim;  
 Morals trim;  
 Legs are slim;  
 (Irreducible—each limb!)  
 One of the longer seraphim!  
 Attenuated cherubim!!  
 And uno Presbyterian-im!!!  
 That's JIM!

Probably due to his Scotch ancestry, Macdonnell is extraordinarily reserved. This is illustrated in an incident which took place several years ago, when he, with a party of others, visited Mexico. The organizer of the party was Home Smith, a friend of Macdonnell's. Everyone who knows Home Smith knows that he is something of a wag. As the party moved southward, a close friend of Macdonnell's in Toronto was surprised to receive the following series of telegrams:

Detroit—"Jim likes us, but does not approve of us."  
 Chicago—"Jim likes us and approves of us."  
 Laredo, Mexico—"Jim likes us, but we cannot approve of him."  
 He has had a good past—as far as achievement goes. As to his future, perhaps the best way of expressing it is in the tongue of his forbears: "He's a braw lad w' a future."

"Kingston's Famous Fur Store"

**Fur Coat Week**

COME TO-NIGHT

During this Special Sale and Showing, we have convinced scores of people that this is the right place to choose a Fur Coat. We have the right prices, the right styles and the big variety.

STARTLING SALE OF MILLINERY

100 Trimmed Hats, including new Satin Hata, worth up to ten dollars. Come to-night.

\$4.95

**GEORGE MILLS & CO.**  
 FURS—MILLINERY—HATS

Hallowe'en

New stock—everything for parties and Hallowe'en—False Faces—Masks—Favors—Guns—Pistols—Pea Shooters.

**MOORE'S**  
 206-8 WELLINGTON STREET

PICTORIAL MAGAZINE FOR NOVEMBER 15th

**Hustle For These Bargains TO-NIGHT**

BEADED BAGS  
 Ladies' Beaded Hand Bags and Under-Arm Bags—all the new shades and complete with mirror. One of these smart Bags are needed to complete the costume. Regular \$5.00.  
 HALF PRICE TO-NIGHT ... \$2.50 EACH

SILK AND WOOL HOSE  
 A special value in Women's Art Silk and Wool Hose—colors are Meadow Lark, Log Cabin, Sand, Black and White and Black. All sizes.  
 TO-NIGHT ... \$1.00 EACH

FANCY BORDER TOWELS  
 Guest size, fancy Turkish Towels, with pretty borders, in Mauve, Gold, Blue and Rose—only a limited quantity.  
 TO-NIGHT ... 45c. EACH

OILCLOTHS—LINOLEUMS—RUGS—BLINDS

**Newman & Shaw**  
 THE ALWAYS BUSY STORE

Clearing Sale of Fall Millinery  
**Parisian Shop**  
 522 BROCK STREET

**BOOKS**

Khan's Book of Verse. The Khan's Book of Verse, published by the Toronto Evening Telegram, price \$1.50, is a readable volume of verses republished from his column in the Telegram. The author, Robert Kirkland Kerrigan, has been well-known to Telegram readers for many years and his many admirers will no doubt be glad to have his poems in book form.

Clayton's Golf Links Complete. Work has been completed on the Clayton, N.Y., golf course, which has been under construction for the past six months, and the course now is one of the finest in northern New York. The work has been under the supervision of Mr. Dawson, Detroit. The greens and tees have been planted to stolon, and the fairways sown to mixed golf ground seed. The grass is up now, and the course will be ready for use early next year. The club now has a membership of nearly 100.

**INDUSTRY, NOT SUPERIOR ABILITY, SECRET OF SUCCESS IN BUSINESS**

By S. W. Straus, President American Society for Thrift

"ANY young man with common intelligence can succeed if he is willing to apply himself. Superior brains are not necessary."

This summing up of one of the great truths of life was made by a man who achieved outstanding success—James Buchanan Duke, whose recent death has brought forward some of the fundamentals of personal achievement.

With regard to the reasons for his own success Mr. Duke once gave this brief outline: "I have succeeded in business, not because I have more natural ability than many people who have not succeeded, but because I have applied myself harder and stuck to it longer. I know plenty of people who have failed to succeed in anything who have more brains than I, but they lacked application and determination. I had confidence in myself."

It is recalled that at the time Mr. Duke went to New York to build up the interests of his company in the metropolis, he adjusted his methods of living along the most modest lines in order to draw as little as possible upon the financial resources of his business at a time when it was facing a crisis.

And it may be said to the further honor of James Buchanan Duke that in his later years he exemplified the greater thrift by donating millions upon millions of dollars for the furtherance of education in this country.

Failure in life is not always due to want of ability or to unfavorable early environment. In most cases it comes through lack of industry, determination and a proper appreciation of thrift.

It is upon the foundation of thrift that those of determined mind always build their success.

**REAL ESTATE**

BARGAIN WEEK

\$1,100—Patrick Street, Bungalow.  
 \$1,850—Brock Street (below University Avenue), rough-cast dwelling and deep lot.  
 \$2,900—Johnson Street, central; double frame; deep lot.  
 \$2,000—Alfred Street, cottage, barn and garden.  
 \$4,100—Balclava street, new brick dwelling, all improvements.  
 \$2,100—Beverly Street; new brick; deep lot; all improvements.  
 \$2,400—Brock St., brick, all improvements. Easy terms if desired.

Can place the following amounts on first mortgage—\$1,500, \$2,200, \$3,500, \$2,000, \$4,600, \$3,900.

**E. W. Mullin**  
 Cor. Johnson and Division Sts.  
 Phone 588, 589-w and 589-J.

Will Have To Be Long Dead. Woodstock Sentinel Review: Premier King during his visit to Kingston is reported to have paid a magnificent tribute to Sir John A. Macdonald. And no doubt when Arthur Meighen is as long dead as Sir John has been, some Liberal premier will be paying him a tribute, too. Even Mr. King himself may expect to have nice things said of him by political opponents—when he has been dead long enough.

**AUNT NET**

"There ain't much chance o' me goin' to hell unless I die sudden when somebody is criticizin' my boy John."