THE ST. JOHN EVENING TIMES, THURSDAY, JANUARY 19, 1905.



with the inclination and the ability

as hard as if the business were their A battle cannot be won by the skill at 3 per cent. of the commander alone; its outcome depends largely upon the spirit of the men whom he leads. So in business, men whom he leads. So in business, success lies in the energy and ability of the men in the ranks—the manacers, superintendents, foremen, salesmen, and clerks. When, as often hapns in this age of keen competition, pens in this age of keen competition, two firms are turning out products of equal merit at the same cost, and with methods, equipment and finan-cial strength of equal merit the fight cial strength of equal merit. the fight for trade is won by the firm that secures the most capable employees. In a Western city there is a man who made a fortune in a small business, but who failed signally as soon as his business began to grow and require the services of a larger number of men. People wondered why. He had a practical monopoly pof an unusual profitable line. :Bus-iness conditions were favorable. He famous men to the world, but there tow of tug Springhill. and ample capital. He knew every are few of whom the good folks of detail of the work of his establish-Towie are so proud to-day as Willie top to bottom was filled with in- sense, cultivated literature on a lit-competents, and here and there a tle oatmeal. His University career few competent men, whose worth at Aberdeen and Glasgow was an unwas not appreciated. And so, just broken record of success. When he when his business ought to have was capped he obtained the coveted been yielding big dividends it began medal as the most distingusihed stuto make news for the "business trou- dent of his year. He joined first the bles" columns. The growing appreciation of the value of employees among the pro-gressive employers is shown by the natives had killed and eaten a Britargument that is constantly going on ish missionary; but so well did he er as to the relative worth of different succeed that in a few years the ic classes or types of men. The cudgels whole machinery of the Government ed young men and old men, college men and non-college men, men from the M. D., K. C. B., has been respectively Post; country and men from the city. The Governor-General of New Guinea and needs of employers vary so greatly of Lagos. that these questions can never he definitely decided, but the experience of a great many firms seems to show that the merits of young men, celled on a friend and suid: 'You've been living information in regard to here called on a friend and suid: 'You've been living in the suburbs so long I suppose you've had considerable seperience with scrvants girls?'' 'Well, yes,'' replied the other. 'It's so that when my wife is interview-ing an applicant now she always begins by asking: 'Were you ever employed by the before? If so, when and for how how?' that these questions can never be de-

BANK OF ENGLAND. IN BUSINESS TO ADVERTISE IN The fact that such reaction has needed

OPPOSED TO MERGER.

CATTLE EXPORTS.

St. John to Liverpool 1.110 Portland to Liverpool 3. 700 St. John to Glasgow St. John to Glasgow

Total ... ... ... ... ... Last week ... .....  $1,564 \\ 2,358$ ...2,8773,805

## ONE MAN'S PROGRESS.

Coastwise: Donside, Scotland, has given many

388

Sheep. 1,176

Uleared.

MINIATURE ALMANAC.

PORT OF SAINT JOHN.

Arrived.

Stmr St. Helena 592, Mason, from Halifax, J. H. Scammell & Co., ballast.

Jan. 19th.

KINSALE, Jan. 18—Passed stmr Ulun-a. Halifax and St. John's Mfld, for Liv-

Halifax

NEW HAVEN, Jan. 18-Ard and sldin Wyandotte, 2712 at Natal Dom. 300-

MINIATURE ALMANAC. 1905. Sun. Tides. January. Rises. Sets. High Low. 16 Mon. 3. s. g. .....8.05 5.03 7.36 1.17 17 Tues .......8.04 5.06 9.20 3.06 19 Wed. ......8.04 5.06 9.20 3.06 19 Thurs ......8.02 5.08 10.54 4.44 21 Sat ......8.01 5.10 11.39 5.39 The time used is Atlantic Standard for the doth Meridan which is four hours Some than Greenwich Mean Time. BORT OF SAME Joint Constants of the same standard tor Stanford Cons. Stanfor REPORTS, DISASTERS, Etc. LUNENBURG, N. S., Jan. 18—The to-tal number of vessels of all kinds on the Lunenburg register at the close of 1904 was three hundred and sixteen with a tomage of twenty nine thousand, three hundred and eighty-nine. Of this num-ber one hundred and fifty six are fishing vessels, with thirteen thousand is ix hund-dred and fifteen tons, and twenty six hun-dred and thirteen men. Hill Cathornia Nurses association has drafted for presentation to the next legislature a bill providing for the registration of professional nurses. Japanese Formosa did an export business of \$380,000 in August, 1894 laving a balance of \$420,000 in fav-or of the island. Also nice pots in bloom suitable for the choicest table or sick room. Floratembers made of the choicest the sector of the sector The California Nurses' association

PEOPLE AND THINGS.

not been far more violent, after the the plea of having been "disappoint

SHIPPING.

ed on.'



Red and Grey Granite,

All Kinds of Cemetery Work and Rapairs Building Work of all Kinds attended to and Estimates Furnished.

ed in some money that it had count- Freestone and Marble.

NOW OPEN.

BAND

\$3