

A GRAND OPPORTUNITY

TO SECURE GOODS AT YOUR OWN PRICES.

Our New Stock for the coming season has been bought for **SPOT CASH** and as we have still on hand some Winter Goods, we offer the same to the people of this town and vicinity at your own prices.

It is Cash and Room we want for our New Purchases.

We thank the people of Kent for their patronization bestowed on us in the past season and a **CHEAP SALE** will be given for their benefit on **Nomination Day--SATURDAY** next.

Sincerely Yours,

B. Schachter,

Next door to the Post Office.

THE FACTS OF BUSINESS.

By Wolstan Dixey.

Business grows from advertising, but advertising grows out of business; that's a bigger fact. Business is the first thing, the biggest thing; the advertising is an outgrowth—comes out of business—as the egg comes from the hen. Then if the advertising is good you can hatch more business out of it.

Advertising is the most matter-of-fact thing in the world. It grows out of the facts of business. You can hardly know anything worth knowing about advertising a business, by imagination or theory or surmise. Even the things you think are mere matters of common sense will turn out entirely different from what you expect when put to the test.

You will think your goods are exactly suited to a particular class of people; but that class will pass you by, and the sort of people you never looked for will run after you.

There is a weak spot somewhere in your staff which you are afraid everybody will jump on; you'll find nobody notices it. Even if you tell them about it, they won't pay any attention; but they'll punch you full of holes on some point you thought was dead solid.

You've got a special flavor or kink or something to your output, which you think the public will go crazy over; you think it's bright, original and hugely clever. The public won't have it; they will call it "same old thing; makes us tired." But some other thing you thought was pretty flat, not much good, but the best you can do, they fall in a fit over; declare it is just great! The slickest ever happened! Worth twice the money!

Where are you? Just take your little lesson as the public gives it to you. When they tell you what they want, give it to them, and let it go at that. Don't try to educate them; don't turn yourself into a pedagogical institute. Hand over the goods and bank the coin; because to-morrow they may change their minds and want something entirely different. Then you've got to learn your lesson all over again.

An accumulation of these facts and experiences gives an advertiser a certain amount of guidance: shows him the methods that will probably succeed and the ones that are not safe to try. Also the thing that is absolutely impossible; and along comes some rash, young fellow, tries that, and makes the biggest hit of all.

The only way is to find out by trying what is the best way to push a business. When things give way in a certain direction, push for all you're worth. When they resist, find out if you're against it or if there's another way to get through. Keep your finger on the public pulse; watch their symptoms every minute; be ready to move and move quickly.

AFTER GRIPPE

The heart and nerves are often weak, the blood watery, and the whole system debilitated. Nothing will restore the health and strength so quickly as Milburn's Heart and Nerve Pills. Thousands have found them the very remedy they needed. Price 50 cts., all druggists.

McNAIRN.

FEB. 4, 1899.—As I have not seen any notes from our section of the county, I thought I would write a few.

Another election is drawing near and I hope the electors of Kent will be wise and vote the Government ticket. One man says Backerfield will be elected, but if we wait until he is elected we will be very old. Vote for Barnes and Leger.

Our school is opened for another term with a new teacher in charge. She is well liked by the scholars and all. She is the right one in the right place. Our late teacher, Miss E. McNairn, taught here for six terms. She was well liked by all except a few of her near relatives. She was very successful in her profession, and I hope she will have success in her new school.

Times are a little dull here this winter, not much doing; but for all rumor says our worthy miller thinks he has lived long enough single—that means a wife for him.

This little settlement of ours finds it very hard to get along since the Lower End dropped off from us. The last basket social we had we just made about \$9 where we used to make about \$50 and \$60. That goes to show who has the money.

Finley McBeath's laid up with a sore back. Hope he will soon be out again.

A. Meshean had the misfortune of getting his horse badly hurt by a kick from another horse, but under the skilful treatment of W. Ward, he will soon be a right again.

DIXEY.

Cratifying Improvement.

"My face was covered with pimples and blackheads when I began taking Hood's Sarsaparilla, but after the use of this medicine a short time I was entirely cured. I cannot recommend it too highly since it has done so much for me." MAY RYAN, North Street, Oungah, Ontario.

Hood's Pills are the only pills to take with Hood's Sarsaparilla. 25c.

First Burglar—Did you see de 'ad' uv dat big jewellry house? I wish I could break in dere some night.

Second Burglar—Well, if you do, you might leave some word mentionin' de name uv de paper where you saw de 'ad'.

Public Attention.

Is at present being directed to Catarh, rhizone, and much interest has been aroused by its marvellous effect upon disease germs. Catarh, bronchitis, irritable throat, and such maladies instantly disappear when this apparently mild pine-scented gas is inhaled. It penetrates wherever air can go. Messrs. N. C. Polson & Co., Kingston, Ont., have generously intimated that sample outfits of Catarh rhizone will be given our readers free, for a short time, if sent for immediately.

Princess Elena Vamwanga, of Fiji, who is ten years of age, has gone to Sydney, N. S. W., with the intention of beginning her education there. It is intended that she shall study medicine in the Sydney University.

A DRUMMER'S TALE.

When following the road some years ago it was my luck to get delayed in a remote country town, and I had to put up at the only inn the place boasted, where the landlord was under private restraint.

Suspecting nothing unusual, I finished my supper and after a time retired to bed. I had scarcely fallen asleep when I was rudely awakened to find a wild-eyed individual towering over me grasping a large poker in his hand. In my fright I exclaimed:

"Mercy, I'm a dead man!"

"Then I'm hanged if I'll waste the poker over you!" cried my assailant as he threw down the weapon and left the room.

"Muggins called up his first wife at the seance last night, and what do you think he said to her?"

"Goodness knows."

"He told her he wished she would give his second wife her recipe for mince-meat."



DR. CHASE DAILY RECEIVING TESTIMONIALS FROM THANKFUL PEOPLE AFAR AND NEAR

Intelligent Citizens Pronounce Strongly in Favor of Dr. Chase's Ointment, Kidney-Liver Pills, and Catarh Cure.

Receipts are at Liberty to Write to the Following Parties to Get Their Endorsement of Testimonials.

INCIPIENT CATARRH CURED.

Mrs. Rosie Stearn, 30 Walton street, Toronto, says:—"I suffered at every change in the weather with cold in the head. At times it was so bad that I was unable to speak, being completely stuffed up. I was advised to try Dr. Chase's Catarh Cure, and did so, and received immediate relief. I am pleased to testify to its worth gladly. I also received a sample box of Dr. Chase's Ointment for itching of the skin, and it is the best remedy I have ever used. I shall at all times recommend to sufferers Dr. Chase's remedies. His recipes are indeed wonderful."

KIDNEY DISEASE CURED.

Mr. J. Kilfedder, 23 Gerrard street west, Toronto, an old and respected resident of the city, says:—"I have been suffering from kidney trouble since last fall and found the lightest kind of exercise very painful. I concluded to try Dr. Chase's Kidney-Liver Pills, which I saw advertised, and the effect was wonderful, the first box removing the pains in my back, and leaving me feeling very much better in every way. I can cheerfully recommend them as the working-man's friend. They are well named K. and L. Pills. The meaning which I took to be Knights of Labour Pills." One pill a dose. 25 cents a box.

SOME CLOSE CALLS.

INSTANCES OF NARROW ESCAPES TOLD BY RAILWAY MEN.

A Locomotive's Remarkable Jump—The Sleeping Car Passenger on a Rough Road—Trains That Left the Track and Returned Running at Full Speed.

There is no question that well authenticated cases are on record where disastrous wrecks of railroad trains have been averted by almost seeming miracles. James E. White, general superintendent of the railway mail service at Washington, relates the particulars of a remarkable jump of 28 feet made by a locomotive. As Mr. White tells the story, it was on the 1st of September, 1892, when a New York and Chicago mail train on the New York Central, which was behind time and running at a very high rate of speed, reached New Hamburg, where a 28 foot draw of a bridge was open, which open space it is claimed the engine cleared and landed safely on the main portion of the bridge, the rest of the train going down through the opening. While the engine, it is said, made the leap of 28 feet in safety, the engineer and fireman, not having time to jump, were both killed. John H. Cain, a postal clerk, was killed, and M. E. Towney, clerk in charge, was seriously injured, the other postal clerks escaping unhurt.

While none of the local railroad men knows of any locomotives that are as good jumpers as White's or that do the bounding jockey act, some of them know of miraculous and hairbreadth escapes. Carlton Paris of the old Ohio and Mississippi for many years and more recently with the B. and O. S. W. tells that he and Ed Swift a number of years ago were riding on a train over the Ohio and Big Sandy road when an accident was narrowly averted. But let Paris tell the story:

"The road was about the roughest at that time I had ever ridden over. There were only a few passengers on the train. Swift and I were in the forward coach talking to the conductor when the solitary sleeping car passenger came staggering in and said: 'Mr. Conductor, your road is so rough I can't sleep in my berth. I have been pitched out of my berth twice in the last quarter of an hour. There must be something the matter.'"

"The conductor picked up his lantern and said, 'Come on, and I'll go back with you and see what's wrong.' Swift and I sat where we were, talking, and very soon we saw that the bellcord was being very violently pulled and the engineer was whistling for brakes. The train finally came to a standstill, and Swift and I kept our seats and kept on talking. As, after five minutes or more, there were no signs of the train going ahead, we concluded to go back and see what was the cause of the delay.

"The conductor and trainmen were grouped about the sleeper with their lanterns, and we soon found out that the sleeper had left the track and had been running over the ties for how far we never knew. The night was pitch dark and it was raining very hard. It took the men at least three hours to get the sleeper on the rails again. The wheels were very near the end of the ties, and had the train gone 100 yards farther the sleeper would have been off the ties and over a high embankment."

Frank Martin of the Missouri, Kansas and Texas said:

"I remember of a disastrous wreck being almost miraculously averted on the Memphis and Little Rock road along about 1883. A passenger train was traveling at a high rate of speed when the engine threw a piece of rail about three feet long out of the track. This piece of rail was thrown at least 25 feet from the track. Strange as it seems, the tender, baggage car, coaches and sleepers went over this place where the rail was out and gained the rail again without one of the cars leaving the track except when the wheels went down on to the ties at one end of the broken rail, only to mount the rail again at the other end of the track. About all the inconvenience the passengers experienced was a slight shaking."

Assistant General Passenger Agent Ryan said:

"I remember two instances when the lives of engineers and firemen were saved by a seeming intervention of Providence. A number of years ago a new trestle was being put in, and false works had been erected to permit of the temporary passage of trains. The workmen had failed to put in some necessary bolts. The first train that came along was a freight. As soon as the engine struck the false work it gave way, and down went the engine. The fall was one of 60 feet, and in falling the engine made a complete revolution and alighted on the ground upon its wheels right side up, and the engineer and fireman both escaped injury, although they were probably pretty badly jarred by the fall.

"The other case I know of is that of a train running at a good speed when the engine ran into a large rock that had fallen on the track just at the mouth of a tunnel. The impact caused the tender to bend up from the rear end and form a protecting hood over the engineer and fireman in the locomotive cab, and they were uninjured. Had this not occurred, they would either have been badly injured or had their lives crushed out."

Another passenger man said yesterday: "When I was a sleeping car conductor on the old Bee line, about 30 years ago, the train was late, and we were going along at a pretty lively gait. We were within about five miles of Indianapolis when the engine and four cars jumped the track, and we thought there would be a smash up, but before the train could be stopped every wheel was again on the rails without the least damage being done to any part of the train or any of the passengers, barring the fright we all had."—Cincinnati Enquirer.

GRAND ANSE HOTEL,

GRAND ANSE GLOUCESTER CO., N. B.

This house is but a short distance from Grand Anse Station on the Carquet Railway, and possesses unsurpassed advantages as a watering place. Bathing, Boating, Fishing, Beautiful Drives, etc., etc. Sample Rooms and Livery Stable in connection.

Charges moderate.

WM. THERIAULT, PROPRIETOR.

Hotel Stanley,

KING SQUARE, ST. JOHN, N. B.

J. M. FOWLER, PROPRIETOR.

HOT-WATER HEATING THROUGH-OUT.

First-Class in all its Appointments.

Farm at Molus River For Sale.

I offer for sale the Harrison T. Smith property at Molus River, in the vicinity of the school house. There are about 300 acres in the lot. Prompt application will secure a good bargain.

J. D. PHINNEY.

Aug. 12, 1895.

WESTMORLAND Marble Works,

T. F. SHERARD & SON,

Dealers in Monuments, Tablets, Headstones.

Cemetery work of every description neatly executed. Orders promptly filled.

MONCTON, N. B. (aug23rd)

A STIRRING INTERVIEW.

The Adventure of a Yankee Lieutenant at Gibraltar in 1806.

Two noteworthy facts mark the battle of Lake Champlain and that of Lake Erie. They were the only squadron battles of the war of 1812, and the two victorious American commanders were very young. Perry was 28 and Macdonough 30.

When Macdonough was but 23 years of age, an adventure at Gibraltar, in 1806, described in Mr. Spears' "History of Our Navy," showed the character of the man. He was first lieutenant of the Yankee brig Siren, and one day while the captain was on shore at Gibraltar a Yankee merchantman came into the port and anchored near the Siren. A boat from a British frigate near by went directly to the merchantman and in a few minutes pulled away again, having one more man in it than when it left the frigate.

Macdonough noted the fact and sent Lieutenant Page to the merchantman, who returned with the information that the British had impressed one of the crew of the merchantman.

Macdonough ordered the Siren's gig away, manned with armed men, and getting into it himself overtook the British boat alongside of the frigate and took out of it by force the impressed seaman and carried him to the Siren.

Later the captain of the British man-of-war came on board the Siren and in a great rage demanded to know how Macdonough had "dared to take a man from one of his majesty's boats."

"I will," said he, "haul my ship alongside the Siren and take the man by force."

"I suppose," answered Macdonough, "your ship can sink the Siren, but as long as she can swim I shall keep the man."

"You are a very young man and very indiscreet," said the bully. "Suppose I had been in the boat. What would you have done?"

"I would have taken the man or lost my life," replied Macdonough.

"What, sir, would you attempt to stop me if I were now to try to impress men from that brig?" thundered the captain.

"I would," answered the calm Macdonough, "and to convince yourself that I would you have only to make the attempt."

At that the British captain got into his boat, rowed away to his frigate and then turned and rowed toward the merchantman. Macdonough at once manned a boat with an armed crew and rowed out to protect the brig. The Englishman rowed around the merchantman without boarding her and then put back to his frigate. He had tried to impress the Yankee sailor not because he wished to add more to his crew, but to show his contempt for the little Yankee warship.—Youth's Companion.

A New Departure.

Dr. Marschand, the celebrated French physician, has at last opened his magnificent equipped laboratory in Windsor, Ont. There is a large staff of chemists and physicians at his command, and the men and women of Canada may now procure the advice of this famous specialist free of charge.

Dr. Marschand has a world-wide reputation for successfully treating all nervous diseases of men and women, and you have but to write the doctor to be convinced that your answer, when received, is from a man who is entitled to the high position he holds in the medical fraternity.

Why suffer in silence when you can secure the advice of this eminent physician free of charge.

All correspondence is strictly confidential and names are held as sacred. Answers to correspondents are mailed in plain envelopes.

You are not asked to pay any exorbitant price for medicines, in fact it rarely happens that a patient has expended over 50 cents to one dollar before he or she becomes a firm friend and admirer of the doctor.

A special staff of lady physicians assist Dr. Marschand in his treatment of female cases. Always inclose a three-cent stamp when you write and address The Dr. Marschand Chemical Co., Detroit, Mich., U. S. A.

When you write mention THE REVIEW.

NEW VICTORIA HOTEL

248 to 252 Prince William St., St. John, N. B.

J. L. McCOSKERY, Proprietor

One minute walk from steamboat landing. Street cars for and from all railway stations and steamboat landings pass this hotel every five minutes.

INTERCOLONIAL HOTEL.

OPPOSITE I. C. R. STATION.

SACKVILLE, N. B.

FIRST CLASS LIVERY IN CONNECTION.

BRUNSWICK HOUSE,

(Opposite Railway Station.)

RIVERSVILLE, N. B.

Open Day and Night

Sample Rooms on premises. Baggage carried to and from Station.

M. O'BRIEN, Proprietor.

ADAMS HOUSE,

CHATHAM, N. B.

Sample Rooms and Livery Stable in connection.

THOS. FLANAGAN, Proprietor.

VICTORIA HOTEL

King Street, ST. JOHN, N. B.

D. W. McCORMICK, PROPRIETOR.

THE

KENT HOTEL,

Richibucto, N. B.

GEO. A. IRVING, Proprietor

CENTRALLY SITUATED. Good Sample Rooms. Newly Furnished. Free hack attends all trains.

Commercial Hotel,

KINGSTON, KENT CO.

FRANK McINERNEY, PROPRIETOR

Waverly Hotel!

NEWCASTLE, N. B.

The Subscriber has thoroughly fitted up and newly furnished the rooms of the well known McKee house, Newcastle, and is prepared to receive and accommodate transient guests. A good table and pleasant rooms provided. Sample rooms if required.

R. H. Gremley's teams will attend all trains and boats in connection with this house.

JOHN MCKEE.

BELMONT HOTEL,

SAINT JOHN, N. B.

(Directly opposite N. B. and I. C. R. Stations.)

J. SIME, Proprietor.

Free Cars pass the House both ways every five minutes, and connect with all steamboat lines. Baggage taken and from the station free of charge.

Terms moderate.

NEW KENT HOTEL,

QUEEN ST., RICHIBUCTO, N. B.

FURNISHED SAMPLE ROOMS FOR COMMERCIAL MEN.

Livery Stable in Connection

S. O'DONNELL, PROPRIETOR

TERRACE HOTEL.

AMHERST, N. S.

Large and well lighted Sample Rooms in centre of Town formerly occupied by Lamy Hotel.

FREE COACH TO AND FROM ALL TRAINS

W. and W. CALHOUN, Proprietors.

QUEEN HOTEL,

FREDERICTON, N. B.

First-class Livery Stables in connection.

J. A. EDWARDS, Proprietor.

Hotel Brunswick,

MONCTON, N. B.

The largest and best Hotel in the City.

Accommodating 200 Guests, situated in the centre of spacious grounds and surrounded by elegant shade trees, making it specially desirable for Tourists in the summer season.

GEO. McSWEENEY, Proprietor.