

THE JARVIS RECORD

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KEEP TRYING

"It's the man who gets scared and quits who loses his money," reads the heading of a market letter, which came to our desk a few days ago. Reference is made to the stories of Robert Bruce, the famous Scottish king, which will be told and retold as long as our civilization endures. The most famous of all is of Bruce and the Spider:

Seven times had the king been defeated by the English army. With his followers dispersed, his lands held by the invader, he lay alone in a little hut deciding upon whether or not he should make submission to the conqueror.

His attention was attracted by a spider that was attempting to span the distance from one wall to another with his web. Seven times it fell short and failed.

If it tries again and succeeds, thought Bruce, I will continue the struggle.

The spider last again, reached the other wall and affixed the first strand of its web. True to his vow, Bruce raised another army, defeated the invaders and drove them from the realm. His courage and success made him one of the romantic heroes of all times.

How long has it been since you have thought about that?

This story of Robert Bruce could be told of many other men today; men who have had it in their minds to give up, and then they tried again, and won success.

Success does not come to the first conquest. Fate causes it to shun us many times, that we might always seek, and without seeking we shall never find.

We are constantly looking forward to a goal, something greater than that we make in our daily toil. We build air castles, and dream dreams of wealth and pleasure, yet we are willing to stop after we have taken the first chance.

We must keep up the fight, we must keep on trying for seven, eight, ten or a dozen times or more, if need be, until we have conquered ill luck, and everything attendant to misfortune, and we make good in our efforts.

The man we admire is the one who is willing to take a chance. We watch or death-defying stunts, and call one actor a fool; yet when his work is done, we are proud that we have been among those who saw him make good. We shudder at telling the story of misfortune to him.

So don't let one hardship stop you. Keep trying, many times, until success is certain to stop with you.

WHO IS THE HOME MERCHANT?

The home merchant, who is he? He is the chap who gives you credit when you are financially broke and carries your account until you are able to pay.

He is the chap who gives you back your money or makes exchanges if you are not satisfied with what you have bought.

He is the chap who meets you at the door with a handshake and lets you out with a message to the "kids" and a real "come-again good-bye."

He is the chap whose clerks live in the home town and spend their money

with you and with other local people.

He is the chap who help support our churches and charitable organizations and talks for the home town and boosts it every day in the year.

He is the chap who visits you if you are sick, sends flowers to your family when you die, and follows your body out among the trees and tombs, as far as human feet may travel with the dead.

He is the home merchant—your neighbor—your friend—your helper in time of need.

Don't you know that every dollar you send out to mail order houses for merchandise is sent to strangers—to men who never spend a dollar here? You don't save much, usually nothing. And don't you know that the growth and prosperity of this town and community depends very largely upon the success and prosperity of the home merchant? Out of town people judge our town by the appearance of our stores and the degree of enterprise shown by our merchants. And our home merchants cannot succeed unless home folks give them loyal support.—Ex.

TWAS A SAW THAT MADE HIM SEE

Down in Alabama some time ago a man went into a store to buy a saw. He saw the kind he wanted and asked the price. It was \$1.65, the dealer said.

"Good gracious," said the man, "I can get the same thing from the mail-order house for \$1.35."

"That's less than it cost me," said the dealer, "but I'll sell it on the same terms as the mail-order house, just the same."

"All right," said the customer. "You can send it along and charge it to my account."

"Not on your life," the dealer replied. "No charge accounts. You can do business with the mail-order house that way. Fork over the cash."

The customer complied.

"Now, two cents postage and five cents for the money-order."

"What?"

"Now, two cents postage and five cents for a money-order to a mail-order house, you know."

The customer, inwardly raving, kept to his agreement and paid the seven cents.

"Now, twenty-five cents expressage."

"Well, I'll be—," he said, but paid it, saying: "Now, hand me that saw and I'll take it home myself and be rid of this foolery."

"Hand it to you? Where do you think you are? You're in Alabama and I'm in Chicago, and you'll have to wait two weeks for that saw."

"Whereupon the dealer hung the saw on a peg and put the money in his cash-drawer.

"That makes \$1.67," he said. "It has two cents more and asks you two weeks longer to get it than if you had paid my price in the first place."—Hidden Hints.

APRIL ROD AND GUN Facts and fiction for the sportsman, interesting and of a wide variety, are offered in the April issue of "Rod and Gun in Canada." The initial story, "The Shanty Up By the Gens-de-Terre," by Alder Griffin Meredith, is a tale of silver prospecting warranted to hold the attention of all who read it. In "The Motoring Legions Are Coming," Wm. G. Irwin heralds the influx of summer tourists into Canada. Bonnycastle Dale and J. W. Winson again discourse interestingly on wild bird life and F. V. Williams and Martin Hunter add their quota of good reading. The Guns and Ammunition is up to its usual standard of excellency and includes articles on the Varmint and the Early Remington rifles. In "Fishing Notes," Robert Page Lincoln takes up the question of different lures to be used for fishing, and the other departments, stories and sketches, all deal with some seasonable subject interesting to the sportsman. Published monthly by W. J. Taylor, Limited, Woodstock, Ont.

ON PARLIAMENT HILL
By a Member of the Parliamentary Press Gallery

OTTAWA, March 7th.—Clearly demonstrating the existence of a North Atlantic Shipping combine whose operations are resulting in serious freight rate and passenger rate discrimination against Canadian trade and Canadian ports as compared with almost every other nation, Hon. Thos. A. Low, Minister of Trade and Commerce, on Tuesday last, introduced in the House of Commons the much-heralded plan to control and reduce ocean freight rates by paying a cash consideration to an English shipping firm headed by Sir William Peterson.

Mr. Low's speech in exposition of that scheme and the lively debate which followed were the features of an otherwise dull week in Parliament. Proper emphasis was laid by the minister on the fact that the plan had its foundation in the report of the Special Committee on Agricultural Conditions which two sessions ago, under the chairmanship of Andrew R. McMaster (Brome, Quebec), made a unanimous report to Parliament showing that a combine existed and that it was doing grave injury to Canadian trade. He also stressed the fact that, while it secured abundant evidence on this combine, from the Canadian end, the report recently tabled in the House of Commons, and from the hand of M. T. R. Preston was largely supplementary to the Committee's report by adding to its evidence that gathered by Mr. Preston in Great Britain and Europe.

CONSERVATIVES CRITICAL OF PRESTON REPORT

Conservative opposition to the Government's plan, as expressed by Hon. H. H. Stevens (Centre Vancouver) and previously by Donald Sutherland, was not so much aimed at the issue of the existence of a combine as at the authority of the Preston report. Mr. Low pointed out that denunciation of Mr. Preston was not effective criticism of the plan. The Government was not concerned with the report's contents but rather with the conclusively that exorbitant freight rates were being charged against Canadian shippers, as compared with South African and other shippers within the British Empire, and the urgency of taking some vigorous steps to remedy an intolerable situation.

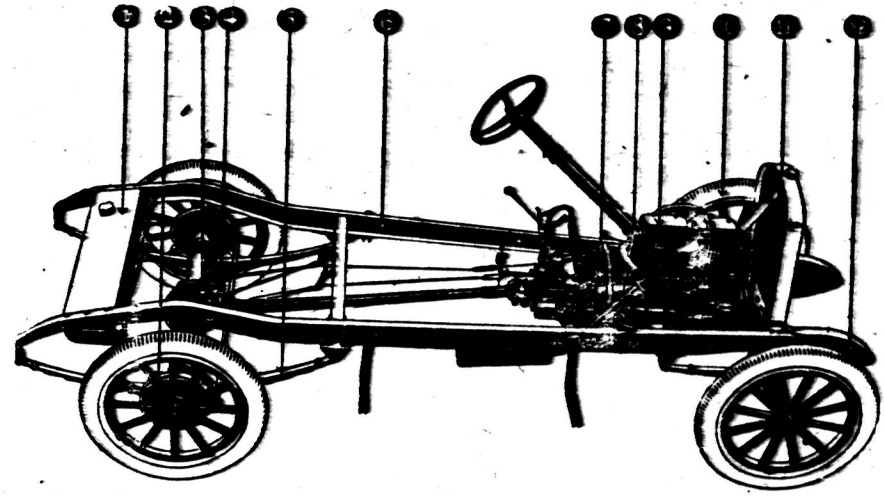
Mr. Low also told the House that the Conservatives themselves when in power took action to ascertain the facts with regard to the control of ocean freight rates and both Sir Henry Drayton and Sir George Foster, who headed commissions of enquiry reported to Parliament the extent to which the North Atlantic Conference militated against Canadian interests. Having shown the seriousness of the evil Mr. Low left the details of the plan to remedy that evil for later consideration by other speakers and asked or proposed that a special committee of the House be named to deal with this whole question. This coming week may see the conclusion of the preliminary discussion on this subject and its reference to the committee.

COMBINE HAS EFFECTIVE LOBBY

Before that special committee the members of the North Atlantic Shipping Conference, most of whom have their offices in Montreal, will not only be given an opportunity but will be requested to state fully their objections to the plan, and also to back up with facts and figures, if possible, their challenges to the assertions contained in the Preston report. As this is the principal piece of Government legislation to be dealt with this session the progress of the scheme in committee will be watched with deep interest throughout the country. Ever since its announcement a short time ago a vigorous "lobby" against the plan has been conducted, and this fact was pointed to last Friday by (Continued on Page 5)

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WANT AD PAGE of the The Jarvis Record

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No. 122—lv for Canfield Jc. 8.10 p.m.
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No. 232—arr Jarvis 6.00 p.m.
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Services at 11 a.m. and 7 p.m.
Monday, 4.30 p.m.—Junior Auxiliary in Schoolroom.
Tuesday, 2.30 p.m.—Women's Auxiliary.
All are cordially invited to attend these services.

KNOX PRESBYTERIAN
Rev. W. T. BROWN, Minister.
Services at 11 a.m. and 7 p.m., Sunday.
Y. P. S., Thursday at 8 p.m.
You are invited to these services. Choir practice, Thursday at 9 p.m.

WESLEY METHODIST
REV. H. BRAND, Pastor.
Services at 11 a.m. and 7 p.m.
Y. P. L., Thursday, at 8 p.m.

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1.30 p.m.—Sunday School
2.30 p.m.—Church Service.
Epworth League and Prayer Meeting on Friday evening at 8 p.m.

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