



The Order you lost - Who got it?

The opportunity was there. Did your competitor call up your customer by Long Distance, and sell him?

Opportunities used to come knocking at the door. Nowadays salesmen go out to meet them half-way by Long Distance.

They tell us that about 40% of the sales opportunities they get after by telephone prove profitable. Such salesmen are said to have "telephone initiative."

A well-defined plan of sales by Long Distance, and salesmen with "telephone initiative" handling it, may be just what you need to increase sales.

Why not give it a thorough trial?

No Skimming Required

STANDARD ANTHRACITE SCRANTON COAL
In all Sizes

Automatically Screened and Loaded.

Coal Wood

Select Lump for Domestic and Thrifting purposes. Smithing and Cannel Coal. In fact every variety to be found in any up-to-date Coal and Wood Yard.

John McDonald
PHONE 12
Georgetown

BUCKLEY'S BRONCHITIS MIXTURE

RESULTS GUARANTEED
FIRST BOSS BRINGS RELIEF

FOR
COUGHS BRONCHITIS COLDS
AT ALL DRUGGISTS

GOOD CHEER
to you on
CHRISTMAS DAY
and throughout
the
NEW YEAR.

ELMER C. THOMPSON
Insurance Service Georgetown
1924 Christmas Seals

ELLIOTT College
Dr. Yonge and Alexander Sts.

Noted for high-grade instruction and superior employment services. Enter any time. Catalogue free.

FIRE INSURANCE
J. W. KENNEDY, Georgetown
Agent for some of the strongest companies writing insurance.
Are You Protected?

KEEP A STEADY GAIT

Life is fraught with many crises. The road is sometimes rough. At many turns unseen snares await one sure enough. You may be jostled by the throng. From early morn till late, But boldly push your way along. Ask keep a steady gait.

Should misfortune wreck your plan, Don't give up the fight—Meet it bravely like a man And keep your goal in sight. Don't charge your failure to "hard luck."

Or to "an unkind fate" Push right ahead—just show your pluck, And keep a steady gait.

—Samuel O. Burckner.

SPEEDING

The speed of a motor May seem quite the thing, But the slightest mistake And the angels sing. So, go on, you demon, And act like a fool, You're digging your grave, With a car for a tool. Death is behind you He'll stick to your rear, But you're a good driver, So why should you fear? You'll take your last ride At sixty miles or more— They'll pick up your pieces, Like others before. Nothing will stop you, But death in your path, So sit a bit closer, Step on the gas.

Terra Colla

Remember the concert in the 10th line school Thursday evening, 18th.

Mr. John Townsend who has been quite ill is now able to be around again.

Thieves stole a number of geese and hens from Mr. J. Stokes recently.

Mr. M. Lusty and family have moved to Honeywood, near Orangeville.

Mr. and Mrs. Ray of Union have moved into the village.

Union S. S. Entertained

The annual Christmas entertainment of Union Church Sunday School will be held on Monday evening, Dec. 22nd. A good program of dialogues, recitations, choruses and duets will be rendered. Tea from 6 to 8. Admission 25 and 15 cents. S. S. children free.

Celebrate 125th Anniversary

The one hundred and twenty-fifth anniversary of the founding of Union Lodge No. 7, A. F. & A. M., Grimby, will be celebrated on Wednesday evening, Dec. 17, when Grand Lodge officers will attend a banquet. There are 235 members of this lodge, and included in this number is W. J. Drope, Grand Master for Ontario.

Anniversary and Concert

There was a good attendance at both services in connection with Ashgrove Methodist anniversary held on Dec. 7th. Rev. J. W. Edwards of Georgetown conducted the morning service and Rev. John Jovett of Trafalgar occupied the pulpit in the evening. Splendid sermons were delivered by both gentlemen. On Monday evening a most enjoyable concert was given when an excellent program was rendered by Georgetown Methodist choir and Miss Kathleen Scarrow, pianist of Toronto. Delicious refreshments were served at the close.

Packed Bala for Home

The members of Georgetown Orange and True Blue Lodges packed their annual bala for the Orange and True Blue Home, at Mrs. R. J. McCartney's on Monday night. The bala contained the following: 7 boys' sweaters, 7 pair boys' pants, 6 pair braces, 11 pair stockings, 3 pair bloomers, 15 handkerchiefs, 15 girls' underwaists, 11 nightgowns, 17 girls' dresses, 8 pantie dresses, 10 girls' aprons, 1 boy's cap, 1 girl's coat, 11 tea towels, 6 pair towels, 8 face cloths, 4 barrettes, 6 bars of toilet soap, 28 spools thread, 80 pairs shoe laces, buttons, tape and elastic, 20 picture books, 4 dolls, 14 stuffed animals, other toys and candies.

Visited Armenian Boys

A most interesting afternoon was spent with the boys at the Armenian Orphanage, Georgetown, when the Dreadnought Chapter, I.O.D.E., Toronto, presented to their school a picture of His Majesty King George. Mrs. P. Denison Taylor, regent, Mrs. W. J. Kerohlan, educational secretary, Mrs. Howard Maynard, standard bearer, Mrs. Harold MacMahon and Mrs. F. Cottle were present. The educational secretary in a well chosen address to the ninety boys present, made the presentation. The regent, on behalf of the chapter, presented to each boy a useful gift in a Christmas package, after which through the kindness of Mrs. MacMahon and the ladies a treat of ice cream and cake was provided. The boys did their part in making the afternoon a success by contributing songs.

STOP!

Take notice that we will handle your troublesome notes and accounts on a strictly Commission basis. No Collection. No Charge. We place 34 years experience at your disposal, and assume all your collection troubles. Send us your list, we will do the rest. No note or account is considered too small, too large, too old or too far away. We will tackle any honest debt.

KELLY & AIKEN, Collectors
ORANGEVILLE OVEN SOUND
J. M. Aiken, Mgr. Jos. J. Kelly, Mgr.
Ref. Sterling Bank of Canada.

BANK OF MONTREAL

Established over 100 years

Summary of Assets and Liabilities

31st October, 1924

ASSETS	
Gold, Dominion Notes, and Silver Coin	\$ 94,996,723.58
Deposit with Central Gold Reserve	14,000,000.00
Balances due by Banks and Banking Corporations elsewhere than in Canada	69,517,406.89
Call and Short Loans on Bonds, Debentures and Stocks	118,188,540.98
Dominion and Provincial Government Securities other than Canadian	91,612,453.73
Railway and other Bonds, Debentures and Stocks	6,385,569.34
Canadian Municipal Securities and British, Foreign and Colonial Public Securities other than Canadian	42,392,715.21
Notes and cheques of other Banks	30,772,635.38
United States and other foreign currencies	650,833.09
Loans and Discounts and other Assets	259,515,557.66
Bank Premises	9,900,000.00
Liabilities to customers under letters of credit (as per contra)	11,003,562.70
	\$748,838,088.56

LIABILITIES TO PUBLIC	
Notes in circulation	\$ 39,306,908.00
Deposits	641,027,428.43
Letters of credit outstanding	11,003,562.70
Other liabilities	865,820.18
	\$692,203,719.31

Excess of Assets over Liabilities to public \$56,632,372.25

Merry Christmas and Happy New Year

This is the store with the Christmas spirit where you have least trouble in making a gift selection.

Get busy and buy your presents now.

We have a good stock of cigars, specially wrapped for gifts 10s, 25s, 50s, 100s; Cigarette Cases; Cigar Cases; all kinds of pipes from 50c up to \$10.00.

TOBACCOS OF ALL KINDS
BOXES OF CHOICE FRESH CHOCOLATES
CHOCOLATES IN BULK

Maple buds, Burned Almonds, Brazil Nuts, Maraschino Cherries, Pineapple Liqueur, Walnuts, Etc.

Fruit and Mixed Nuts for the Holidays

H. DRUKS
MAIN ST. GEORGETOWN

A.E. WRIGHT
Butcher
Main St., Georgetown
Phones: Shop 196 Home 2353

Your Water Supply Automatic—Sure

Continuous service—day and night—always under pressure.

A TORONTO Pneumatic Water System will give you this service—noiseless and best of all, absolutely automatic. Operated by Electric motor or TORONTO Windmill.

Enjoy this convenient service now and save yourself and family from the continuous drudgery of pumping and carrying your daily water supply.

TORONTO Outfits can be quickly installed. Drop in and let's talk it over. Prices and full information gladly furnished. See me to-day.

W. J. Alexander
GEORGETOWN, ONT.
TORONTO

STOP!

Take notice that we will handle your troublesome notes and accounts on a strictly Commission basis. No Collection. No Charge. We place 34 years experience at your disposal, and assume all your collection troubles. Send us your list, we will do the rest. No note or account is considered too small, too large, too old or too far away. We will tackle any honest debt.

KELLY & AIKEN, Collectors
ORANGEVILLE OVEN SOUND
J. M. Aiken, Mgr. Jos. J. Kelly, Mgr.
Ref. Sterling Bank of Canada.

You Are Assured of Quality and Low Price

at A. B. Willson's

We allow no one to undersell us. Our low range of Diamond, Watch, Jewelry and Silverware in the utmost styles are worked at moderate prices. You can save money by making your Christmas purchases here.

A few illustrations below are exceptional values:

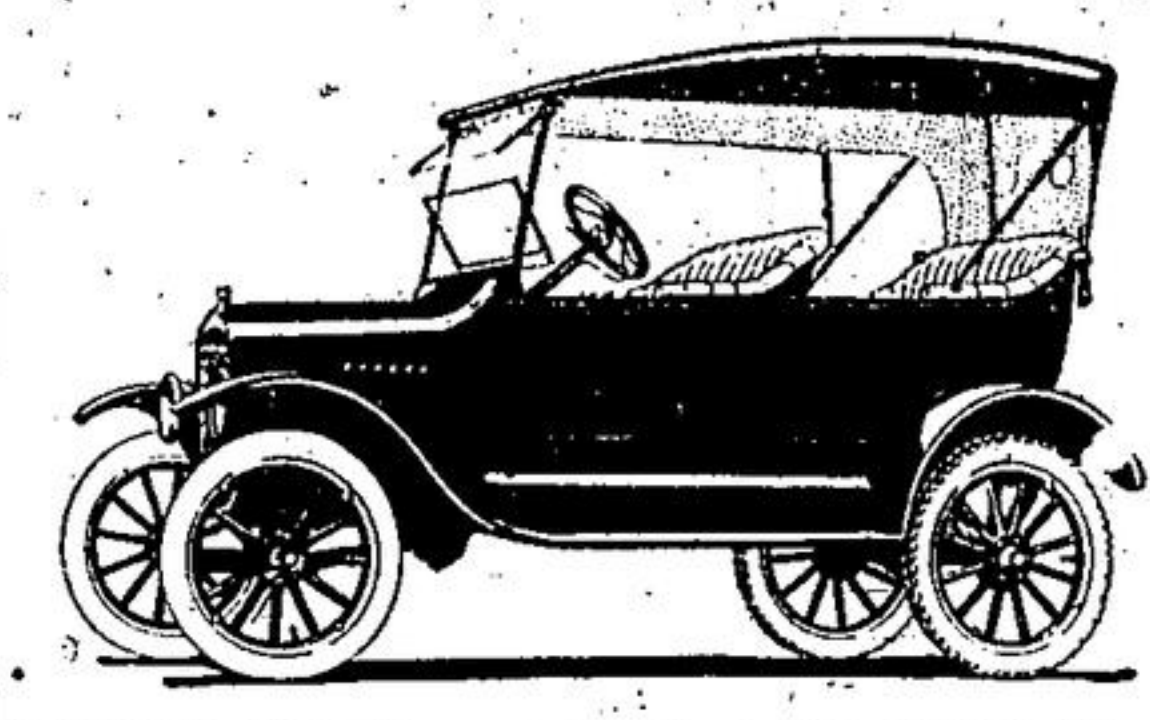
Lady's Bracelet Watches, white or green gold filled case, rectangular design, 16 jewel movement \$13.00; same in 14k gold \$18. Other styles and shapes from \$5.50 to \$40.00

Some Christmas Suggestions

FOR LADIES	FOR GENTLEMEN
10k Black Onyx Ring, set with pearls \$5.00	Cuff Links in fancy shapes from \$1.50 to \$7.00
14k Fanny stone ring in white gold \$5.00	12 size thin model Pocket Watch, good reliable movement \$12.00
Fine indestructible pearl necklace 14k white gold clasp in velvet case 24 in \$7.50	White and green gold chains \$3.50
Diamond ring in white gold in latest fancy setting \$25.00	Waterbury and Parker Fountain Pens from \$7.50 to \$7.50

COME IN AND LOOK AROUND

A. B. WILSON
JEWELLER
Next to Hotel McMillan GEORGETOWN



FORD GARAGE

in Georgetown

OUR Sales and Service Station is now open for business and a first class mechanic will give prompt and efficient service

Tires, Gas, Oils and all Ford Accessories always on Hand

H. A. Coxe

Main St. North Formerly Brown's Garage

Hydro Electric System

60 watt Lamps 4 for \$1.00

Guaranteed Lamps

25 watt & 40 watt	.32
60 watt	.37
100 watt Tungsten	.45
100 watt Nitro	.65
150 watt Nitro	.85
300 watt Nitro	1.15

Irons guaranteed 1 year \$4.75
Hydro Irons guaranteed 5 years \$5.75

Orders taken for ranges and appliances of all kinds.

Office **Town Hall**

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BUY Where you are assured only the finest of Young Beef and other Meats

Georgetown Phone 28w

GEORGETOWN CREAMERY

Cream Wanted

By the Georgetown Creamery
Highest Prices Paid

Wool! Wool! Wool!

We want your wool and will pay the highest market price for it. Call us up before selling.

Georgetown Creamery Co.
M. Saxe, Manager

LIME WILL AID CLOVER

It Enables the Plant to Cope With the Winter

Acid Phosphate Good for Clover and Alfalfa—A Great Root Farmer—Nitrate of Soda Helps in Cold Springs—Poultry Poulterers.

(Contributed by Ontario Department of Agriculture—Toronto.)

Did your clover kill out in the spring? If it did, you had better write the Department of Chemistry, Ontario Agricultural College, Guelph, for directions for taking a sample of your soil to discover the reason. Reports from some districts this year show a good deal of winter wheat and clover killed out, states the Department of Chemistry, O.A.C. This is highly undesirable, and can be prevented by the use of lime and acid phosphate applied with the crop on which the clover is sown. In some cases lime is not necessary, for the soil is not acid, but where acidity occurs lime is very essential. Phosphorus is a great root farmer and it is its action deep-rooted clover and wheat plants that withstand the alternate freezing and thawing of spring weather.

Result of Lime Phosphate Experiments

In answer to a circular sent out last spring to the twenty-five cooperative experimenters handling our Lime Phosphate Experiment, the majority report that the clover on the half acre which received crushed limestone and acid phosphate in the fall of 1922 is in perfect shape, while in many cases the untreated section did not winter nearly as well and in one or two cases will have to be ploughed up.

If seeding is done with spring straw it is good business to use acid phosphate at the rate of at least 300 pounds per acre, and preferably 400. If the soil is acid, lime is also necessary to give a strongly-rooted clover and alfalfa which will carry it over the first winter, the most critical period of the life of the plant.

Nitrate of Soda Helps in Cold Springs

In such a season as the spring of last year, cold and wet, the greatest need of the plant is for nitrate, says the Department of Chemistry, Ontario Agricultural College, Guelph. The ground will be so cold and wet that it takes a long time to warm up, and as a result bacterial activity is at a low ebb. As a result no nitrates are formed in the soil, and plants cannot make vegetative growth.

To correct this and enable the plant to get away to a good start, apply nitrate of soda one hundred pounds to one hundred and fifty pounds per acre at once. If brought in lots of several hundred pounds it can be obtained at a reasonable price, and its benefit is almost certain. Do not, however, apply if heavy rain threatens, as it is soluble and will be lost by washing.

Another benefit which will be derived is that the nitrate of soda dissolves in the soil water and soaks down into the soil. The rain goes after it, and hence the result is a deeper rooted plant more able to withstand the period of drought which so often follows a wet seed time.

Poultry Poulterers

Anointment of lard and kerosene is a good one for scaly legs.

Nothing will more quickly make scrabs of your stock than scrub treatment.

The best tonic you can give your stock are fresh air, exercise and a variety of feeds.

It is usually the best policy to keep the hens shat up on cold, rainy days. They are better inside than out during such weather.

"Bad luck" is nothing more than a penalty for mismanagement. Before you begin to complain, it would be better to investigate.

Fovels are naturally of a hardy nature. They can be kept away from rain and breeding only from the strongest and most vigorous specimens each year.

This poultry building should not be so wide that the rays of the sun can not reach the back of the interior of the house. Otherwise it will be damp.

Fourteen feet is a convenient width. Chicken mites do not feed to any great extent upon other hosts when chickens are at hand. They are carried about chiefly by the interchange of poultry and in crates and boxes in which fowls are shipped.

Poultry raising is similar to farming in that it is not so much the number of acres owned, but the manner properly handled that gives the profits. Small, well cared for flocks always bring the best returns.

The hen's greatest profit-producing period is the first and second years, and unless a hen is an especially good breeder she should be disposed of at the end of her second laying season and before starting to molt.

Boys and girls should be encouraged to start in the poultry business. It requires little money to invest, and the current expenditure may be reduced in part by utilizing farm and home wastes. If the project begins with a laying flock the return begins early, especially by supplementing the food supply of the house.

Egg Production at O. A. C.

The average egg production of the one thousand pullets that were trapped for the year was 168 eggs each. We are trying to improve the strain in size of body, size of eggs and color, rather than increasing the number of eggs. Five pens of ten pullets each were placed in laying competitions. The fifty birds averaged slightly above 190 eggs each. The high bird of those in the contents was 262 eggs, and the high bird of those on the flat was 212 eggs. Prof. W. R. Graham, O. A. C., Guelph.

You are on Life's Checker Board Watch Your Next Move

The surest route from your present position to SUCCESS is via a THOROUGH TRAINING at

Guelph Business College

- Several courses.
- Complete equipment.
- Business Experienced Instructors.
- Special facilities to beating graduation.

Students are now enrolling for January term.

Register to-day by mail, phone or office call. Phone 1105w.

GUELPH BUSINESS COLLEGE
Gummer Bldg.—Guelph
A. L. BOUCK,
Principal and Proprietor

FLOUR

HIGH PATENT

King's Choice

Best Flour
National
For Pastry

Whole Wheat

Stone Milled

Ask Your Dealer

Apple Barrels

FOR SALE

WHEAT WANTED

HIGHEST PRICE PAID
Chopping and Oat Rolling

W. B. Browne & Co.
Norval Flour Mills
NORVAL
Phone Bell 6022 Municipal 3773

Brampton Business Institute

Anderson Block—Brampton, Ont.

Aim

It is the aim of this school to prepare young people for business, to give them a training in commercial affairs that will be of direct benefit to them in whatever line of work they may care to enter.

Four Courses of Study

- Stenographic
- Bookkeeping
- Secretarial
- Teachers' Training

Individual instruction.

COAL!

Best D. L. & W. Scranton Coal in all Sizes. Also Smithing and Steam Coal

Mrs. J. Walkins
Norval Station Phone 02r24

HERE

We are careful!

Just understand this from the start

We take our business much to heart.

We are in earnest about being careful and speedy. Upon those cardinal principles we build business.

GEORGETOWN ONT. PHONE 171W

N. SNYDER
CARTAGE AND DISTANCE HAULING

THERE

Coal

BEST Anthracite Coal Always on Hand

Nut and Stove Coal Small Egg Coal Large Sized Pea Coal

delivered to any part of the town Also COKE

PHONE 180

F. ROGERS & CO.

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