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Advertising Increases Sales of Basic Products

An instance of how advertising can help to increase the Canadian consumption of Canadian basic products is provided by the experience of the Canadian Shredded Wheat Co., Ltd. This company has just issued a series of advertisements to newspapers from coast to coast, urging the public to use their product—"Shredded Wheat"—not only because of the food value but also because by eating shredded wheat being made from the finest Western grain with nothing added or taken away.

Some idea of what this appeal to patriotism has meant in the domestic consumption of Canadian wheat is given by an official of the company.

"Since 1928 we have, in one way or another, been urging the public to use our product because by doing so, it is directly helping the Canadian farmer and our records show the results," he said. "Several hundred thousand more Canadian families are using daily at least one ounce more of prepared Canadian wheat in the form of our biscuits than was the case five years ago. That represents a consumption of about 2,000,000 pounds more Canadian wheat weekly from this source alone. (Work that out in terms of yearly consumption and you will find that it is a total which is worth considering.) We want to sell our product but we do feel that our success shows how industrial firms with the right sort of product can advertise to increase the country's consumption of basic products."

London Chronicle:—If any farmer in Great Britain has a sick horse or an ailing cow, he can call out the Duke of Gloucester, no matter whether it be the middle of the night or noon. The third son of King George has been made an Honorary Associate of the Royal College of Veterinary Surgeons. Having his name on the roll, he is liable to call.

Try The Advance Want Advertisements

Work of Dominion Mines Department

Chiefly Concentrated in Effort Toward Improvement in Treatment Methods and Products, Lowering Costs and Finding Markets.

Activities of the Mines Branch, Department of Mines, Ottawa, for the present year, as outlined by John McLeish, director of the branch, are being chiefly concentrated in an effort toward improvement in treatment methods and in products, the lowering of production costs and the replacement of imported materials by domestic products. These factors are of maximum importance under existing industrial conditions, and the extensive research and investigative facilities of the branch are being utilized to assist in the industry's endeavour in this direction. Several members of the staff were occupied during the early part of the year in the compilation of data for use of the Dominion Government at the Imperial Economic Conference.

The year's programme includes tests on an exhaustive list of metallic and nonmetallic minerals; an investigation into the treatment of pitchblende deposits of Great Bear lake for the extraction of radium and the recovery of uranium and other by-products; a study of the present situation in respect to the production of aluminum in Canada; a study of the development of the chemical industry at Trail, British Columbia, and at Sudbury, Ontario; an investigation of recent activities in the development of occurrences of diatomite and garnet in the Maritime provinces, and in Ontario; a series of investigations in ferrous metallurgy; the development of a standard friability method by which the sizing and handling qualities of Canadian coals may be compared and classified; large scale briquetting tests on Canadian bituminous coals and Welsh anthracite fines; and the collection of samples of building brick from the producing plants in Ontario and Quebec with a view to investigating their physical properties.

The feature of this year's work is the diversified nature of the investigations the branch is being called upon to undertake, according to the director. An example of the unusual is the work that is now under way in respect to the treatment of the pitchblende deposits at Great Bear lake for the recovery of radium. The composition of these ores is such as to require a treatment method different in many respects to those used elsewhere. Investigations requiring elaborate preliminary arrangements were commenced some time ago and are now well advanced toward completion.

Ottawa Journal:—A despatch tells that New York's police department has just dumped into the Atlantic its year's harvest of weapons taken from criminals. The lot included 4,402 revolvers and pistols, 639 shotguns and rifles and 340 daggers and other dangerous weapons.

The Weir version of "O, Canada," is given as follows:

Version of 'O Canada' Favoured by Clubs

Canadian Clubs Association Adopts Words as Given Below for Song, "O, Canada!" Rotary and Other Clubs Fellow Suit.

Recently there was a rather heated discussion in Timmins between two friends as to the correct wording of "O, Canada!" Several others called in to arbitrate on the matter differed from both the disputants, while still others did not even pretend to know the words of this anthem. There were a few who referred to "O, Canada," as Canada's national anthem. Others held that the national anthem was "The Maple Leaf." Of course, both were wrong. The only national anthem that Canada has or need have is "God Save the King!" There is no question, however, that national songs like, "O, Canada" and "The Maple Leaf" should be preserved and their singing in public encouraged. To do this, some semi-official version is necessary. Such a version of "O, Canada" has been adopted by the Association of Canadian Clubs. This version is known as the Weir version. Some Rotary clubs have also adopted this version and sing it at all their meetings. Other service clubs and organizations also favour this version. It appeals so much to The Simcoe Reformer that it is being published every week for a number of weeks in a prominent place in its columns so that all may familiarize themselves with the words. In connection with the matter of national songs it is interesting to note the procedure adopted at the formal opening of the new Polish Society's hall in Timmins on Sunday afternoon last. The National Anthem ("God Save the King") was played at the opening of the meeting, and "O, Canada" was also honoured by a place at the commencement of the event, while in closing the proceedings, "God Save the King" was also played and sung.

The Weir version of "O, Canada," is given as follows:

O, CANADA!

"That True North," Tennyson)
O, Canada! Our home and native land!

True patriot love in all thy sons command.

With glowing hearts we see thee rise
The True North strong and free;
And stand on guard, O Canada,
We stand on guard for thee.

Chorus:
O Canada! Glorious and free!
We stand on guard, We stand on
guard for thee.
O Canada! We stand on guard for
thee.

O Canada! Where pines and maples grow,
Great prairies spread and lordly rivers flow.

How dear to us thy broad domain,
From East to Western sea!
Thou land of hope for all who toil!
Thou True North strong and free.

O Canada! Beneath thy shining skies
May stalwart sons and gentle maidens raise;
To keep thee steadfast through the years
From East to Western sea,

Our own beloved native land,

Our True North strong and free.

Nova Scotia Deserving of Klondike Stampede

In an editorial article last week The Toronto Mail and Empire says—"The demand for gold has stimulated production and led to the discovery of new sources and the reopening of old mines. Canada is the second largest gold producing country in the world, and Ontario is the largest contributor to that production. While we are interested in the progress of this province, we must not overlook the possibilities elsewhere, for instance in Nova Scotia. The Halifax Chronicle points out that, although gold has often been found there in fairly rich pockets, it is hard to believe that these pockets alone held all the gold worth winning."

"The report from the Moose River district of the work done by half dozen men, with a gasoline engine, is heartening," says the Chronicle. "From fifty tons of ore, on July 23rd, they extracted 60 ounces of gold. And on July 30th, from a crushing of 30 tons of ore, they had the altogether amazing yield of 142 ounces. Calculating an ounce of gold as worth \$20, this latter yield ran to over \$90 a ton. If this happened somewhere else there would be a Klondike stampede. Mines in Ontario are working ore yielding lower than \$4 a ton, and they are paying dividends. Granted that these amazing yields at Moose River are exceedingly rich pockets, is it not reasonable to suppose that there is more gold in the vicinity and gold worth mining systematically? Nova Scotia is pitted with shafts from which much has been taken. Who believes that it has been worked out?" There may be large bodies of low-grade ore left untouched.

"We have understood that one obstacle to the production of gold in Nova Scotia was a system of mining regulations which permitted the licensing of very small areas. The result was that it was difficult or impossible to secure a sufficient number of titles for production on a large scale. This obstacle may not be so obvious now, when there is such a strong demand for gold."

Border Cities Star:—After all, it's pretty difficult to cover up the savage instincts. For example, Rt. Hon. J. H. Thomas confesses that, in his spare moments, he is fond of croquet.

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Beginning at age 30 invest \$32.50 a month for 240 months. Cease payments at age 50. Leave at interest and at age 65 you will have a retirement fund of over \$30,000.00

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Beginning at the birth of your child invest \$13.00 a month for 120 months Cease payments and leave fund to accumulate at compound interest. Beginning at age eighteen it will deliver \$839 a year for four years.

Realize Profits

If you are receiving a monthly rent from your house deduct the cost and invest the balance, if the balance were \$26.00 a month, at the end of 120 months you would receive \$4,000.

Pay Yourself Too

Are you merely a paymaster on pay day, paying everyone except yourself? Put yourself at the top, instead of the bottom of the list.

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WILLIAM HASKA

Bonus veteran from Chicago, who was shot to death in a clash with the police when they were ousting the ex-service men from their camp at Washington.

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