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. The problem which every business man of to-day is trying to solve is the increasing of his business. There are three important ways of doing so. One is by Newspaper or Magazine advertising, one by · circular letter and the other by personal solicitation. Newspaper or Magazine a lvertising is general, and the results are usually in an indirect form. Circular letter advertising is a direct appeal to your prospective purchaser, and in many cases le ids to an order or more generally to an inquiry, which then can be followed up with a personal interview.

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If you are interested, write us, and we will have our Mr. Brickmann, who will be in Kingston on Monday, Nov. 11th, call and give you a practical demonstration.

E CANADIAN SELLING AGENTS.

AT GRAND.

and the Chorns Was Magnificent -The Storm Scene Was a Fine

marked during the past two years that houses, being erected on Stephen the excellent company which sang the street, are completed. The work so The music drama from the, pen of the shortage of sand. Considerable Mendelssohn is not a light work and time has been lost thereby. calls for a high order of dramatic ex- The scarcity of men has also had

and varied quality. opera and those which gave the artist has any ambition need be idle. To the greatest play for his beautiful big get carpenters and masons has been roice and his dramatic interpretation a trying problem. vere the recitative, "Call Him Louder, The place where the mechanics"

iah requires a strong chorus and it is a long time since any chorus has surpassed that which sang with Elijah be fore a Kingston audience. The balance and unity as well as the power of this chorus, were the main features. Its singing of "Thanks be to God," after the much prayed for rain came,

no small help to the vocal work ,and meeting on Wednesday evening,

truthfully of "Human Hearts." A the call two weeks ago. drama which provides healthful recreation for the public and which seems to instruct while appearing in the form of amusement, is a boom to any forms of amusement are thrust upon manse, and an increase of \$500 in the public, the young and old alike couple of years. find much in this beautiful living story to think over and enjoy long afterwards. Rich in incident, in its variety of characters, in it stage set. Of Ice Cream Parlors and Bakeries f great merit on the road. The spectator is carried into the delightful at meet on Wednesday afternoon, but the simple folk of the Logan farm, re- Bailey arrived the business had to minds one of the line. "The Trail of stand over. matince and night.

IN MARINE CIRCLES.

This Port.

The schooner Ford River is at he asked. Richardson's wharf loading feldspar

The barge Rob Roy, in tow of the steamer Proctor, arrived at Swift's, Course Opens Next Monday with coal, from Oswego. The schooner St. Louis cleared for

Oswego on Thursday morning. The schooner Major Ferry cleared for Fairhaven on Thursday. The steambarge John Raudall clear-

ed for Montreal with-a cargo of can-The steamer Rhodes passed up, day, on her way from Montreal

land; steamer Westmount, from Fort division. William, discharged 70,000 loads of wheat; tug Emerson, from Montreat. four light barges, cleared for Montreal with three grain-laden barges.

Montreal, Thursday night, light, for ian bill of fare for sportsmen and lov-Port Colborne, to load grain. ers of outdoor life.

The steamer Rideau King cleared for

mith's Falls on Thursday morning. The steamer Aletha was down and eass down on Thursday.

from Kingsten sixty-four years ago. months of this year have been.

To Go to Galt.

ENJOYED BY LARGE AUDIENCE IN ERECTING NEW HOUSES FOR MECHANICS.

The Solo Parts Were Ably Taken, It Will be Spring Before the Thirty Dwellings are Finished-Shortage of Workmen and Sand the

The rarity of grand opera to the it looks as if it would be nearly kingston theatregoer has been so spring before the thirty mechanics' "Elijah" on Wednesday evening at the far has been very slow. One of the Grand was favored with a good house. drawbacks the company has had is

pression as well as voices of power to be contended with. V'ben the Gwilym Miles in the role of Elijah foreigners were on the job, but merits the highest praise for his excel- when the Balkan war scape came lent representation. His dramatic in on nearly all of these flocked to terpretation of the opera is wonderful, their homeland to fight. The deand his full rich bass voice proved am parture of these men held back the ple to render full justice to the taunt- work, as it is almost impossible to g of the prophets of Baal or to the get others to take their places. The prayer under the juniper tree. Perhaps demand for men this season has he most dramatic situations in the been so great that no person who

We Heareth Not," addressed to the buildings are being erected is at the prophets of Baal, the recitative, "O upper end of Stephen street, just back of Frontenac school, and factory and his cry of despair, the aria under the juniper tree, "It is Enough, Will later be opened out to Division street. O Lord, Now Take Away My Life."

The part of the widow sung by Mattreet, going up from Montreal dame Ester Adaberto, was also taken street, sixteen buildings will be eras one of the favorite passages of the ected, while across from them, four- LT.-COL. KENT PRESIDENT work. The beautiful soprano of the teen more will be built, making a singer was very clear and true and total of thirty. Each building will well adapted to the difficult but beau- contain six rooms, three on the first tiful solos she sang. Her rendering of floor and three on the second. The the aris, "Hear ye, Israel!" was sup- foundation is of concrete, while the erb. Pilade Sinagra, tenor, who took remainder is brick. So far ten of the part of Obedia, sang splendidly as the concrete foundations have been put in, and the masons are at work did the other leading characters.

The successful production of the Elibricking the first two houses.

Call to the West,

Rev. J. W. McIntosh has declined the call, extended to him by the congregation of St. Paul's church, Prince One of the best scenic effects, too, was Albert, Saskatchewan, and will remain produced in the storm scene of the at Cooke's church. He made the ansame part. The orchestra of which nouncement to the members of his there were about thirty pieces, were congregation, at the weekly prayer did credit to their leader. The com- the members were very much pleased pany will sing in Peterboro on Thurs- to hear that their pastor has decided to remain. He stated that he had kin, M.P.P.; Dr. J. M. Platt; Dr. Edgiven the call due consideration, and had decided that he could not accept land he has written the western con said of few plays, but it can be said gregation to this effect. He received

Mr. Melntosh, who is a graduate o Queen's, was inducted into his present charge in January last. It is understood that Mr. McIntosh

AN INSPECTION MADE

by William McCammon. The Board of Health was called to tels mosphere of life in the hills of Ar- as only the chairman, Archibald kansas. The trouble which falls upon Strachan and Alderman, S. P. orary life member of the association.

the Serpent." Wait. The author has The board had authorized Gar- ing of the Ontario Horticultural asstruck many true notes in this play bage Inspector William McCammon sociation, to be held in Toronto and the well-chosen cast blend their to make an inspection of the places, Nov. 12th to 16th, was left in the harmonies with fine effect. At the where ice cream is made and also Grand on Saturday, November 9th, the bakeries and he had a written report to present. Mr. McCammon dered to the president, the warden reports that with a very few exceptions, these places met with his approval. A couple were not quite Movements of Vessels Recorded at up to the standard, but the prop- placing the exhibits at the recen rietors made the improvements

MUSKETRY INSTRUCTION.

Members of 14th Regiment.

Next Monday evening as course construction in musketry will commend at the armouries for non-commissi ed officers and men of the 14th regi- the society receiving a government ment. Q.M.S.-Inst. Edwards, of the School of Musketry, Ottawa, will conduct it. He has been attached to the third divisional area for instruct, the show held at the same time as

Men from every company in the re. The members tendered a warm we The schooner Abbie L. Andrews is giment are eligible and are urged to at- come to their veteran member, at Crawford's wharf with coal from, tend the course. Lectures will be N. Watts, sr., of Portsmouth, who has given four evenings a week, and it been identified with the society for M. T. Co.'s elevator : Steamer Co- is necessary to attend two of these. lifty years. Mr. Watts has been runna, fron Fort William, is dis- These courses of instruction will be faithful worker in the interests of the charging 47,000 bushels of wheat; conducted during the winter with the steamer Eguin cleared for Cleve- various infantry and rifle units of the

November Rod and Gun.

moose is told by a terman hunter in A Montreal despatch says: The the opening number of the November, The Prices Paid for Produce Du Keystone Transportation company, of issue of Rod and Gun in Canada.

Montreal, is negotiating with the Collingwood Shipbuilding company for a steamer that will be a duplicate of is not Always Company. A trip the Keystorm, which was lost in after caribou in Newfoundland, the Chippewa Bay recently. The firm has Seventh Summer Camp of the Alpine not decided whether it will build one Club of Canada, Tenderfoot Deer Hunboat or three. The plans call for a ters in the Laurentian Mauntains, A ship 260 feat long; 42 feet beam and Trip to the Coast, Game Protection in 20 feet deep. The contract will be British Columbia, A Wolf Hunt in Saskatchewan and other stories and The steamer Simla is due up from articles constitute a typically Canad-

Falling Off in Hay.

comparison with the corresponding to to 50 cents a bushel; buckwheat, much pressure the miser drew up a church, on Nov. 2tth, when the month last year, for the exports from 65 to 70 cents, and a little local wheat document, promising to pay Br., So- prescher will be Rev. Dr. William the post of Kingston to the United at 90 cents a bushel.
States, Muring October, is due, chiefly, The general prices were: - potatoes, my wife."

rangements for the installation of a 75c, bushel.

of state of New York. Last Trip of the Season. The Kingston & Pembroke train Mrs. Dyron Wilber, Alexandria Bay, Ridenu King will leave Monday, brought about 125 people to the died on Sunday. She was a sister of ovember 11th at 5 a.m. for West-market on Thursday morning, as Mrs. Louis Scott, if Cherry, Valley,

\$2.50 SPECIAL SALE \$2.50



We need extra space for our rubbers and to make room we ofier

500 pairs Women's Fine American Shoes made by Utz and Dunn, Rochester, N.Y., at the special price of \$2.50

This lot includes Patent Buttons, Patent Colt Bluchers, Kid Buttons, Gun Metal Buttons and Bluchers, regular value, \$4.00, \$4.50 and \$5.00

See them in our windows.

ABERNETHY'S

September 12th and 13th-S. N. Watts, Sr., Has Been Aember of Society for Half a Century,

Lieut.-Col. R. E. Kent was re-elected president of the Kingston Horticultural Society at the annual meeting WILL STAY AT COOKE'S CHURCH held in the general committee room at the city half on Wednesday evening. Rev. J. W. McIntosh Has Declined There was a good attendance and the reports, both financial and otherwise, were encouraging. The members of the association are delighted over the su cess of the annual show. It was de ided to hold the show next year, on Wednesday and Thursday, September 12th and 13th. The following officers Honorary presidents, W. F. Nickle

President, Lt.-Col. R. E. Kent. First Vice President, J. B. Walkem,

Board of Directors-W. H. Macnee George Nicol, George W. Bell, Dr. A. P. Chown, Thomas England, H. Simp-son, W. J. McNeill, Archibald Knight,

Honorary Directors-Mayor F. J Hoag, B. W. Robertson, H. W. Rich ardson, M. Fowler, W. J. Blacklock, E. K. Purdy, J. N. Watts, W. Sears, H. W. Snelling, J. W. Marsh, James Daly, Ernest Dennie, R. J. Bushell

Secretary Treasurer-A. W. McLean. S. N. Watts, sr., was elected an hon

A hearty vote of thanks was tenof the penitentiary, the superintendent of Rockwood hospital, and all who had in any way assisted

There was some discussion regarding the society assisting the new fair association, which is being forme in the city, and the feeling of the meeting was that the society should hold their show at the same time so as to help the fair, and if satis factory arrangements can be made it will be done. It is understood that algamate with the fair, but arrange ments may possibly be made to have

society and it is the wish of all his friends that he will be spared to enjoy many morg years, of good health and prosperity

KINGSTON STREET MARKET. ing This Week.

Owing to the rain there was a small street market on Thursday morning The general prices remained about the sold cheaper than a week ago, bring ing from 15 to 17 cents a pound Ducks sold at \$1.25 a pair, fowl from 80 to 81 and chickens from 70 to 5

Eggs remained high, averaging cents a dozen, and butter sold from 132 to 35 cents a pound. On the island market 13 and 14 cents a pound war asked for pork. A few cases of hones

The falling off of some \$20,000 in There is very little oats, at about]

to the decrease in the amount of hay soc. to \$1 a bag; tomatoes, \$1.20 to The doctor declined to accept this. The Whig is in receipt of a letter | shipped. Had this not been the case, \$1.40 a bushel; with green ones at 50c. He could not promise to cure the on Nov. 29th, but the place has not from an old Kingstonian, in the per and the hay crop been good, the ex- a bushel; cabbage, 5c. and up; 50c. lady who was so seriously ill, but been decided upon. son of Rembler Paul, who is residing ports for October would have been in dozen; beets, three bunches for 10c.; he would do his best. at Kelowna, B.C. He moved away advance of last year, as the preceding me, a peck; carrots, turnips, parsnips, The sentence was then altered to. lat 20c. a peck; cautiflower, luc. each; "For assistance, kill or cure." The He set type in the old British Whig pumpkins, 10c. to 30c. each; citron, 5c. physician agreed to these terms. In office when Dr. Barker was the owner There will be a special meeting of to 30c, each; squash, 5c. and up; cell spite of his efforts the patient died. the Portsmouth school board to ery, Sc. and luc.; peppers, two for Sc.; and her husband refused to pay the night for the purpose of making ar. 5 for 10c.; ontons, acc. pera; applied

F. J. Wilson, boys' secretary, and a furnace in the school, the council About fitteen loads of hay were sold to court the miser read aloud the mber of the members of the boys' having made a grant of \$100 for on the market, Pince d' Armes, this terms of the agreement with great de-

rebuilt on a larger scale.



Confectionery of the choicest sort. Every delicious variety, all the oldtime favorites, everything de-

lightfully pure and good. A BOX OF CANDY

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WEDDED IN KINGSTON.

Watertown Couple Came to Kingston to Have Knot Tied. The Cape Vincent boat had as pas

eagers Wednesday, Newby Bogue and The Leading Undertaker. lice A. Brown, both of Watertow i.Y. They made the trip from Uncle iam's territory, on an important errand, and lost no time in fulfilling it, on their arrival. From the boat they went to a store where marriage licenamediately set out for the home of tev. T. W. Neal, pastor of Sydenham treet church, where the knot was tied oth the bride and groom are well up a years and have friends in Kingston ho extend congratulations.

unless payment was guaranteed. After the annual service in St. Andrew's

debt. The doctor sued him for the amount, and when the case came in | Barks Fierds

work committee of the Y.M.C.A., will this purpose.

week, averaging \$15 s ton.

week, averaging \$15 s ton.

week, averaging \$15 s ton.

"And did you cure my wife, sir?"

be asked at the finish, glancing over, be asked at the finish, glancing over, be asked at the plaintiff.

Bed and 24th.

didate for the position of secretary troyed by fire last spring, is to be his spectacles at the plaintiff. "No: that was impostole," "Bid you kill her, then?"

SOLID MAHOGANY and WEATHERED OAK



DINING-ROOM SETTS Latest Designs.



REID'S QUALITY.

REID'S LOW PRICES;



St. Andrew's Society Events. The executive of St. Andrew's So-A physician, who was summoned to ciety held a meeting in the office of lness, declined to continue his visits | afternoon, and it was decided to hold and-So the sum of f .-- , 'if he cures Morgan, the new professor at

That have great medicinal power, are raised to their highest efficiency, for arifying and enriching the blood, as they are combined in Hood's Earst-

40.266 testimonials received by actual count in two years. He store to Like

Hood's Sarsaparilla