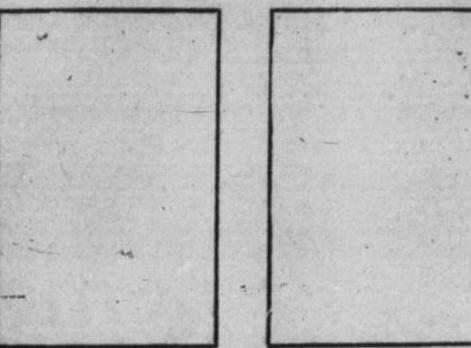
" What We Have to Say About Our Competitors"

Knocking has been widely used by salesmen with the result that a possible customer not only does not buy the first salesman's line, but does not purchase that of the second either, being turned against both and all similar products.

As an example take a boiler skimmer. If the second salesman "knocks" the design of and result obtained by the skimmer demonstrated by a first salesman, the chances are that you, as a factory manager, will be



Two pages from the book issued by the Egg-O Baking Powder Co., Hamilton, on "What We Have to Say About Our Competitors!"

turned against mechanical boiler skimmers in general. The best way to treat competitors is to say nothing. In this connection the Egg-O Baking Powder Co., of Hamilton, have issued a book of eight pages. The front page is headed: "What We Have to Say About Our Competitors!" The remaining pages are blank, and it drives home the old lesson that if we cannot say anything good about a person or a competitor or his products, say nothing.

The Above is From "The Canadian Manufacturer," June, 1916.

If your competitor talks about you put him on the pay roll. Never mind what he says as long as he talks,

"ARE YOU BALD?

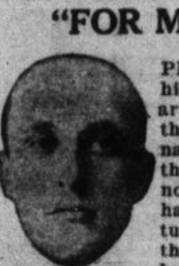
"Have You Thin and Faded Hair?"

Is your appearance not what it should be because of the lack of Then come and see,

Prof. Dorenwend's Display of Fine Hair Goods.

At Hotel Randolph, (Kingston), Wed. & Thurs. Sept. 27-28.

The latest productions in LADIES' POMPADOURS, WAVES, ETC., and



"FOR MEN WHO ARE BALD" THE DORENWEND TOU-PEE which represents the highest achievement in the art of hair-constructing. Featherweight, hygienic and so natural in appearance that the closest observer could not tell it from your own hair. They cannot be disturbed or removed except at the wearer's wish. Not a fad, but an absolute necessity to

every man who is bald. Have a Demonstration on: Wed. & Thurs., September 27th and 28th.

DORENWEND'S" Head Office and Showrooms 105 Yonge Street, TORONTO.

ARTILLERY RECRUITS

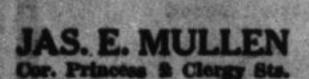
WANTED IMMEDIATELY Also Farriers, Shoeing Smiths, Saddlers, Wheelwrights.

"C" BATTERY, ROYAL CANADIAN HORSE ARTILLERY Tete du Pont Barracks.

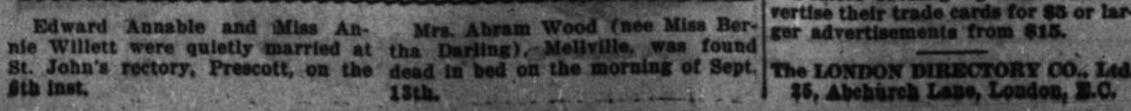
Charm Ceylon Tea

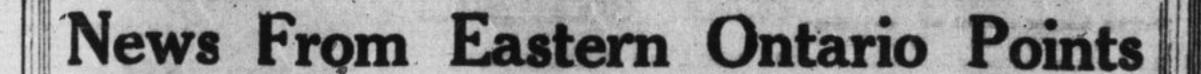
Black, Green, Mixed. Packed in Kingston by GEO. ROBERTSON & SON, Limited. - At All Grocers -

to the dead may be ordered here with every confidence that the work will e carefully and artistically executed. We erect monuments in all styles from the plainest to the more elabor-ate. Estimates and sketches furnish-



Phone 1417





CLIPPED FROM THE WHIG'S 13th. MANY BRIGHT EXCHANGES.

-Full of Interest to Many.

Cheese sold at Belleville board on Saturday at 20 13-16 and 20 3-4 In the Smith's Falls town hall on

Thursday evening Corp. Roy Mitchell was tendered a public reception. David Darling, reeve, Gananoque, expects to leave in about ten days to take up his residence in Calgary.

Gordon Barber, Grand Prairie, Peace River district, was in Athens renewing old acquaintances. He has spent the summer in Ontario. Rev. Father Brownrigg, of St.

James Stratton, at the age of seventy- in the woods. New places broke out

up to Saturday night. -Dr. J. J. McGregor, license inspector for the past ten years for BEAVERS ARE VICTORS; North Lanark, has received the appointment of inspector for the whole

proprietor of the Renfrew Journal, is making arrangements for the removal of his household goods to Eganville.

Dr. James Mackie and Mrs. Mackie, daughter of Mr. and Mrs. James Kenville, Brockville, was married to Harry Bertrum Barnhart, a popular trainman in the G. T. R. service. William Creagan, an elderly man, was struck on Saturday evening by

shunting freight train at a railway crossing in Renfrew and instantly killed. He was literally cut to pieces. years and confined to his bed since last January with diabetes, S. Beach, Pembroke, died Wednesday. The late Mr. Beach was fifty-one years old.

Mr. and Mrs. Robert McCallum, Carleton Place, announce the engagement of their daughter, Miss Esther propose to the Ontario Government, tion. It was grown in Dr. Deacon's Margaret McCallum, to Garnett D: through the game warden, garden, and weighed 21% pounds. Sheppard, Bansdowne, the marriage that the dam be not further disturb- So far as known this constitutes a to take place early in October.

Earl Spencer. Radishes, C. L. Mc- Wood.

kins, H. A. Burr, George Ward, Earl Grant Thompson.

Faul, A. M. Weese. Parsnips, A. M.

Weese, E. E. Bonter, George Ward.

Water melons, Milton Gilmore,

Spencer. Large field pumpkins,

Theodore Mastin, T. W. Dunbar, W.

Ground peaches, H. A. Burr.

Dairy Products.

(Published Annually)

enables traders throughout the world

to communicate direct with English

MANUFACTURERS & DEALERS

EXPORT MERCHANTS
with the goods they ship, and the

Colonial and Foreign Markets they

STEAMSHIP LINES

arranged under the Ports to which

they sail, and indicating the approxi-

PROVINCIAL TRADE NOTICES

A copy of the current edition will be forwarded freignt paid, on re-

25, Abchurch Lane, Loudon, E.C.

Dealers seeking agencies can ad- White, Mrs. J. Liv vertise their trade cards for \$3 or lar- Weese, H. A. Burr.

ceipt of Postal Order for \$5.

ger advertisements from \$15.

tory contains lists of

only daughter, Pearl, was united in holy bonds of matrimony to Alfred Wane Bolton, son of Mr. and Mrs. Elijah Bolton, Spencerville, on Sept.

In St. Andrew's church, Montreal on September 11th, Charles Coller In Brief Form the Events In The Brown, superintendent of the Bates Country About Kingston Are Told & Innes mills, Carleton Place, and Miss Vera Ashbee Mott, daughter of Wales, were united in marriage.

> A Peterboro despatch says: strong, was married to Frederick E. ters of Rebekah. Bronson, only son of Hon. E. H. and | Miss Clara B. Allan, only daughter Mrs. Bronson, Ottawa.

John the Evangelist church, Osgoode grain shipments of the company. The gressing favorably, has been appointed to succeed the new addition will cost in the neigh. Pte. Orval A. Brown, of the 156th late Canon Corkery at Pakenham. borhood of fifteen thousand dollars. Battalion, in camp at Barriefield, is Miss Loretta Kenville, youngest Men of South Bay fought fire on spending a few days in town with his Ignace, are guests of the former's Thursday which broke out on the wife and family, King street. Pte. father, John Mackie, Athens, for a farms of William Ashley and Nelson William Allen, of the 156th Battalfew days before leaving for Europe. Rose. In spite of twenty-three teams ion, is spending a short furlough at The death took place in Ottawa on and over one hundred men, the fire Friday of a former well-known resi- covered thirty acres of pasture land,

ALLOWED TO STA

George Reeves, Eganville, latel Tore Down Dam-Beavers Replaced It and Will Not Again be Disturbed.

> Renfrew, Sept., 25 .- A beaver dam lately demolished on the farm of R. Marston of McNab township, a few miles from this town, by Game Warden Devine, of Renfrew, assisted by Mr. Marston, each using an axe and crowbar, has been rebuilt by the beavers in a single night.

In tearing down the dam the occupied for two hours. On the ad- now costs 32 cents. vise of the game warden the farmer hung a lantern in a tree by the site of the dam, but this did not have the effect of causing the beavers to

ed and that he be paid the sum of A quiet wedding took place at \$200 for the trouble and inconven- largest heretofore recorded

John Sinclair, Mrs. Walter Reid.

Lard, N. B. Yanwood. Fried cake, D. E. Ackerman, Wesley Van Blari-

combe, D. E. Ackerman. Layer cake,

Mrs. George Ruttan, J. S. Wardner,

Dressed Fowl and Eggs.

pers, J. H. Stafford, A. M. Weese, Wardner, Mrs. W. B. Scott, E.

Raspberry vinegar, Mrs. R. B. Reid, Peter Collier, E. E. Bonter, E. L.

in each class of goods. Besides be- Hicks. Scarlet Pippin, Peter Collier,

ing a complete commercial guide to E. E. Bonter, Charles Hicks. Heb-London and its suburbs the Direc- bardston, William Keogh, Charles

Wagner. Canada Red, E. E. Bonter,

Peter Collier, William A. Anderson.

Collection grapes, A. M. Weese

lue, H. A. Burr, A. M. Weese,

White, Mrs. J. Livingstone, A. M.

GAVE LIFE FOR CAUSE.

AT PRINCE EDWARD FAIR come, Mabel McKibbon. Tea cake, R. H. McKibbon, Wesley Van Blari-Of Sir Victor Horsley, who died in July from heat stroke while serving (Continued from Page 3.)
Tomatoes, large variety, C. H. Bigg, H. A. Burr, R. H. McKibbon, Mrs. Pcter Cave. Sponge cake, J. S. as a consultant with the forces in Mesopotamia, The Times says: Sir Victor volunteered for service in Mesopotan ia last March, after he became aware of the bad conditions prevailing. His patriotic and unselfish offer was accepted, and he left at Hens' eggs, brown, Charles H. once for India, from which country Theodore Mastin, A. M. Weese, Musk Bigg, Mrs. Saunders Pearsall, Stu- he went to the scene of operations. Melons, A. M. Weese, W. S. Sills, art Yorke. Hens' eggs, white, Mrs. At first he was stationed at the base Theodore Mastin. Squashes, table, J. Levi Palmer; Charles C. Spencer, A. at Basra, but within a short period

C. A. Vincent, A. M. Weese. Squash-Grant Thompson, Mabel McKibbon. All those who were privileged to es, vegetable marrow, C. L. McFaul, Pair fowl, dressed, under 1 year, know the late surgeon will feel that H. A. Burr, A. M. Weese. Pie pump- Mabel McKibbon, Mrs. Peter Cave, this last sacrifice for his country full of sacrifice and generous patriot-C. Blakely. Collection garden herbs, Winter apples, E. E. Bonter, A. years when the chance of being use-J. H. Stafford, Earl Spencer, A. M. E. Welbanks, A. M. Weese. Fall ful offered itself, and the welfare of Weese. Parsley, A. M. Weese, T. W. apples, E. E. Bonter, A. M. Weese, our soldiers was his first anxiety. Dunbar, W. G. Cooper. Ground Peter Collier. Snows, E. E. Bonter, Very early in the war he was in cherries, T. W. Dunbar, J. S. Strik- H. A. Burr, Charles Hicks. Baldwins, France on behalf of the British Red

Spencer, Charles C. Spencer, W. S. Golden Russets, E. E. Bonter, Wil- Keogh. He had served also in the Sills. Egg plant, R. D. Milford. liam Keogh, Charles Hicks. North- Boer War. ern Spy, E. E. Bonter, William Sir Victor Horsley was not only a Keogh, Charles Hicks. K. Thomp-kins, J. E. Huff & Son, A. M. a pioneer in the field of scientific Butter, jar 20 lbs., dairy, D. H. Weese, H. A. Burr. Ben Davis, E. E. medicine, one of those rare men who Fraser. Butter, 5 lbs., dairy, 1 lb. Bonter, N. B. Yarwood, Charles seek out new paths into the unprints, Mrs. Peter Cave, D. H. Fraser, Hicks. Cranberry Pippin, E. E. Known, and lay there foundations on Bonter, A. M. Weese, H. E. Grimbers, D. H. Fraser, Mrs. Saunders Pearsall, Grant Thompson. Butter, specimen, in individual pots, D. Red, E. E. Bonter, Charles Hicks, as also does the experimental study H. Fraser, Mrs. J. G. Jarvis, Mrs. A. M. Weese. Stark, E. E. of the ductiess glands, which he car-Saunders Pearsall. Buns or rolls, J. Bonter, N. B. Yarwood, C. P. Scott. ried out with so great eagerness and S. Wardner, H. Vance, Mrs. S. Mc- Ripstone Pippin, E. E. Bonter, A. M. enthusiasm. In 1884, for example, Kibbon. Bread, home-made, white, Weese, Peter Collier. Ontario, E. E. he proved by experiment that the dis-J. S. Wardner, Mrs. S. McKibbon, Bonter, N. B. Yarwood, Peter Collier, ease myxoedema was caused by ab-Mabel McKibbon. Bread, home- Waggoner, E. E. Bonter, N. B. Yar- sence of the thyroid gland. It was made, brown, N. B. Yarwood! Maple wood, A. M. Weese. St. Lawrence, his generous custom to invite other syrup, D. E. Ackerman, Wesley Van E. E. Bonter, William Keogh, H. A. workers to his laboratory and to Burr. Talman Sweets, E. E. Bonter, place his resources at their disposal; tomato, Mrs. S. McKibbon, Mabel Mc- Charles Hicks, Peter Collier. Mai- he would carry out all the delicate Kibbon, Mrs. R. B. Reid. Jams, C. C. den's Blush, E. E. Bonter, Peter Col-Spencer, Mrs. R. B. Reid, Mrs. Walter Reid Jelly C. C. Spencer, Mrs. R. B. lier, A. M. Weese. Alexanders, H. E. then resign to that colleague all the

Victor took an active interest in social questions. His abhorrence of sale and use of it are well known. LONDON DIRECTORY Buchess, Peter Collier, M. W. Young, Sale and use of it are well known. E. E. Bonter. Fallawater, E. E. Bonter, A. M. Weese, H. A. Burr. Roxbury Russet, E. E. Bonter, A. M. Weese, Charles Hicks. Gravenstein, A. M. Weese, E. E. Bonter, Charles Hicks. Scarlet Pippin, Peter Collier, and was prospective candidate for Market Harborough on temperance and woman suffrage lines, though on these grounds he was afterwards refused the support of the officials. He Hicks, E. E. Bonter. Dessert apples,
Peter Collier. Northern Spy, Peter
Collier. MacIntoch Red Peter Collier.

Pears.

Pears.

Variety of pears, E. E. Bonter, H.

Collier. MacIntoch Red Peter Collier.

Pears.

Pears.

Pears.

Collier. He support of the omeials. He was Vice-Chairman of the London County Council Sub-committee of Inquiry into the Medical Inspection and also Vice-President of the English
League for the Taxation of Land E. Grimmon, N. B. Yarwood. Clair-gue, E. E. Bonter, H. A. Burr. Shel-don, C. P. Scott, H. E. Grimmon. Bartletts, N. B. Yarwood, E. E. Bon-ter, H. E. Grimmon. Flemish Beau-none ever denied to him the meed of

nd industrial centres of the United | wood, H. E. Grimmon, H. A. Burr.

Gananoque

(From Our Own Correspondent.) Sept. 26.—Gananoque Lodge No. 114, I. O. O. F., held a banquet in Rev. F. Blount Mott, of Cardiff, their recreation hall after their regular lodge session last night. Among the visiting brethren were Robert pretty wedding took place on Wed- Meek, of Kingston, and Rev. Walter nesday at St. Andrew's church, when Cox, Grand Warden of Ontario. The Gertrude Phippa, daughter of Joseph banquet was provided by the ladies H. Armstrong, M.P., and Mrs. Arm- of Harmony Lodge, No. 15, Daugh-

of Mr. and Mrs. William Allan, The Quaker Oats Company, Peter- Charles street, was taken to Kings-boro, is contemplating the immediate ton General Hospital in charge of construction of a couple of loading Dr. C. H. Bird on Sunday evening platforms and elevator capable of and operated on for appendicitis. At handling expeditiously the large latest reports the patient as pro-

his home on Water street.

Donald Sinclair, only son of Dr. dent of Brockville in the person of but was kept from getting very far and Mrs. J. P. Sinclair, Charles street, has gone to Toronto for a course at Varsity.

Mr. and Mrs. Clifford Sine are spending a short time with friends at Thornbury. Clifford Kidd, Kingston, spent the week-end in town with his parents, Mr. and Mrs. William Kidd, King street east. Wilfred Sine, Pine street, has gone to Toronto for a course at Varsity. Dr. and Mrs. J. P. Sinclair are spending a few days in Toronto.

Bread Up in Cornwall.

Cornwall, Sept. 26.—The price of bread in Cornwall has taken a jump owing to the increased cost of flour. Householders are now asked to pay eight cents for the single loaf which formerly sold at six cents and five cents for the old four-cent loaves of cream. Creammalt bread, which was game warden and the farmer were formerly retailed at 24 cents a pan,

Record Musk Melon.

Pembroke, Sept. 25.—There was on exhibition in the window of Box's drug store this week a monster musk Now the owner of the farm is to melon which attracted much attenrecord in musk melon growth. the home of Mr. and Mrs. Thomas ience of having a portion of his prem- grown by the Steele-Briggs Co., Toronto, and weighed 19 1/4 pounds.

Sir Victor Horsley Worked Hard for Soldiers in Mesopotamia.

S. Striker, Charles H. Bigg, N. E. Welbanks. Dressed fowl, dressed, he passed up to Amara, where, it is Yarwood. Squashes, yellow, I year or over, Charles M. Bigg, stated, his death took place.

er, J. H. Stafford. Cucumbers, pick-ling, Mrs. J. G. Jarvis, George Ward, Earl Spencer Cucumbers, large, Earl Hicks, A. E. Welbanks, A. M. Weese. Egypt as a consultant by Sir Alfred

Reid Jelly, C.C. Spencer, Mrs. R. B. Reid, W. G. Cooper Pickles, Mrs R. B. Reid, Mrs. Walter Reid. Pickles, Wolf River, E. E. Bonter, Peter ColMrs Walter Reid, Mrs. R. B. Reid. R

of leading Manufacturers, Merchants, ty, E. E. Bonter, C. P. Scott, Peter respect and honor, for above all cases and eighteen judgment sumetc., in the principal provincial towns Cave, Clapp's Favorite, N. B. Yar-things he was a man.

MENDELS

We are still here and doing business as usual. The highest class of Ladies' Ready-to-wear at the lowest prices.

New Fall Suits, New Fall Coats, New Dresses of all kinds, New Waists. All kinds of Children's Fall Coats at special prices,

MILLINERY

New Millinery, hundreds of shapes to choose from. See our velvet shapes at \$1.00, \$1.25, \$1.50 up to \$3.00. They are dandies and worth more than double the money,

WHITEWEAR

The balance of our whitewear to be cleared regardless of price. Every piece must go.

Corset covers from 19c up, Night gowns from 50c up, Drawers from 38c up, Undershirts from 50c up. Just a few bridal setts left. You can secure a handsome sett for very little money. Be sure you call on us.

MENDERS

Opposite Grand Opera House - 217 Princess St.

Have You a Photo Taken in Your Own Front Room?

So deposit required. We try to please. Prices from a Negative taken at our expense.

Home portrature and groupsspecialties.

BLAKEMORE, Stuart Street, City.

Your Opportunity VICTROLA IV. and 24 SELECTIONS



\$33.90. Terms: \$10 cash, \$1.25 per week C.W.Lindsay, Limited

NORFOLK Sizes

\$3.50 to \$12.00

D. B. SACK SUITS Sizes to 35

\$4.50 to \$10.00

Boys' School Suits

40 Boys' Suits D. B. Sack Straight Pants Priced from \$6 to \$10. Your Choice for \$3.75.

Boys' Caps, Sweaters, Hose Shirt Waists, Shirts, Etc.

127 Princess Street

AT DIVISION COURT.

Cases on Tuesday.

Judge Madden presided at a morning. There were twenty-eight

Honors were showered on him by Fromment among the cases was almost every university and learned that of a suit entered by G. H. O'- Act. Brien against William Sheehy for labor, in connection with the erection of the Roman Catholic church at Wolfe Island. Sheehy claimed that there was not this amount due Mr. Davis, a prominent attorney, died of property of American companies, is being removed to the interior by Bulgarians from the storage ware.

INCIDENTS OF THE DAY.

Madden Had Big Grist of Local Notes and Items of General

Alfred Ward, chief inspector of otland Yard, died in a London hos-

At the Labor Congress an attack

(To Be Continued on Wednesday.) Bulgarians from the storage warehouses at the Greek seaport of KaBut you can't get rid of your talion were hung alongwide those of
yala,
stenographer by marrying her,
historic British regiments, "Huyler's Sweets" at Gibson's