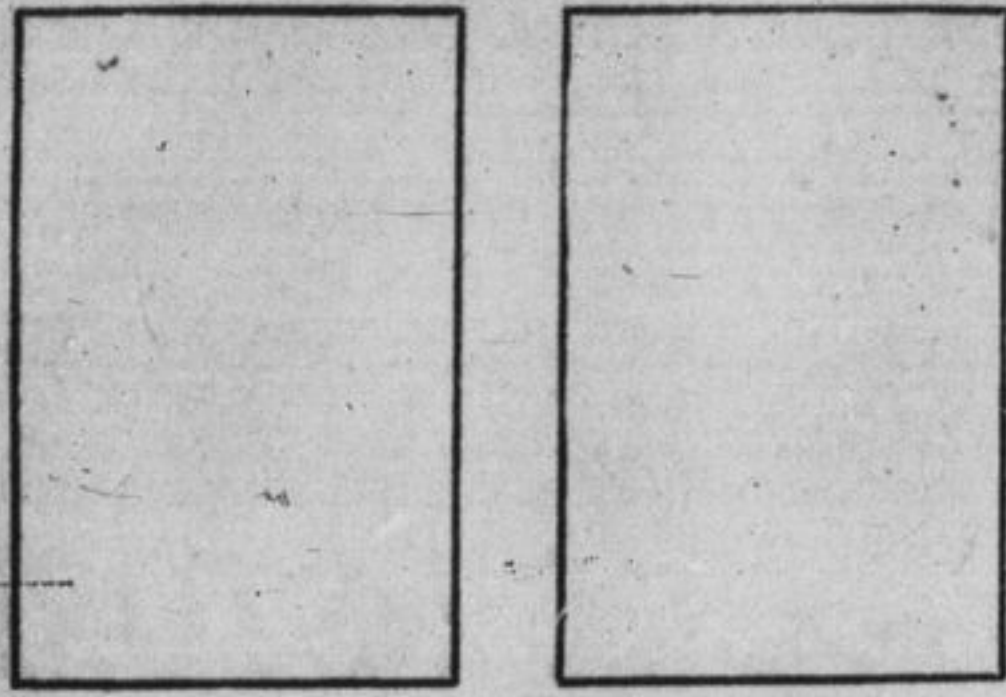


"What We Have to Say About Our Competitors"

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 hair? 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' TRANSFORMATIONS, POMPADOURS, WAVES, ETC., and

"FOR MEN WHO ARE BALD"

THE DORENWEND TONIC 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 103 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

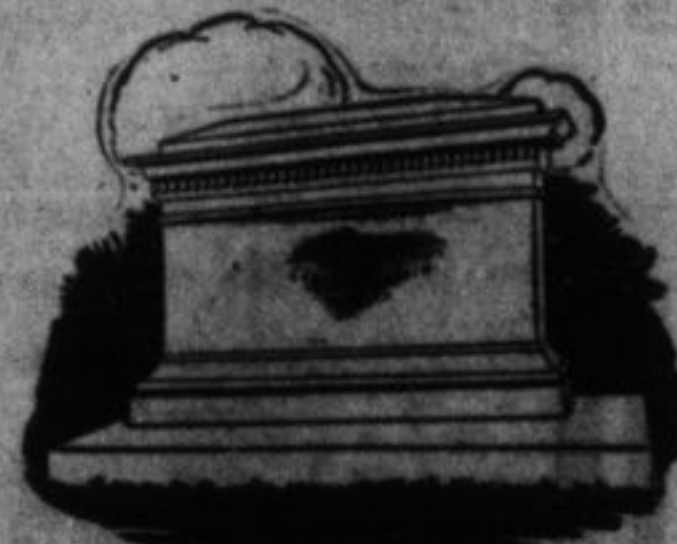
Black, Green, Mixed. Packed in Kingston by GEO. ROBERTSON & SON, Limited. At All Grocers

A Fitting Tribute

to the dead may be ordered here with every confidence that the work will be carefully and artistically executed. We erect monuments in all styles from the plainest to the more elaborate. Estimates and sketches furnished on request.

JAS. E. MULLEN 208 Princess & Clergy Sts. Kingston. Phone 1417

Edward Annable and Miss Annie Willett were quietly married at St. John's rectory, Prescott, on the 5th inst.



Mrs. Abram Wood (nee Miss Bernice Darling), Melville, was found dead in bed on the morning of Sept. 13th.

News From Eastern Ontario Points

NEWS FROM THE DISTRICT

CLIPPED FROM THE WHIG'S MANY BRIGHT EXCHANGES.

In Brief Form the Events in The Country About Kingston Are Told—Full of Interest to Many.

Cheese sold at Belleville board on Saturday at 20 13-16 and 20 3-4 cents.

In the Smith's Falls town hall on Thursday evening Corp. Roy Mitchell was tendered a public reception.

David Darling, Revere, 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. John the Evangelist church, Osgoode has been appointed to succeed the late Canon Corkery at Pakenham.

Miss Loretta Kenville, youngest Ignace, are guests of the former's father, John Mackie, Athens, for a few days before leaving for Europe.

The death took place in Ottawa on Friday of a former well-known resident of Renfrew in the person of James Stratton, at the age of seventy-six years.

Dr. J. J. McGregor, license inspector for the past ten years for North Lanark, has received the appointment of inspector for the whole county.

George Reeves, Eganville, late 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 a shunting freight train at a railway crossing in Renfrew and instantly killed. He was literally cut to pieces.

After being in ill health for some years and confined to his bed since last January with diabetes, S. E. 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 Margaret McCallum, to Garret D. Sheppard, Hansdowne, the marriage to take place early in October.

A quiet wedding took place at the home of Mr. and Mrs. Thomas Alkerton, Spencerville, when their

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