preacher, the Dean Services chapel daily at 10 a.m., except

Arch streets-Rev. T. W. Savary, B.A., rector, 152 Barrie street, 10

a.m., Sunday school, main depart-

ment; 11 am. holy communion and

sermon, Preacher, Rev. E. Scam-

mell; 3 p.m., Sunday school, begin-

ners and branch department; 7 p.m., evening prayer and sermon. Preach-

Wellington and Johnson streets-

First Baptist church, evening ser-

vice at 7 o'clock in First Congrega-

tional church. Preacher, Rev. J. S.

ARE DEBILITATED

Only Be Regained by En-

riching the Blood.

the face will usually show that the

blood is weak and watery. This is

Debility is a loss of vitality, not

affecting any one part of the body

but the system generally. The blood

goes to every part of the body and

the use of a blood tonic like Dr. Wil-

liams' Pink Pills quickly tones up

the whole system. The first sign of

returning health is a better appetite.

with persistent treatment and a good

Doxtater, R. R. No. 4, Tilsonburg,

spite of different treatment this con-

and I can now do as good a day's

work as anyone. My advice if you

are not feeling well is to take

soon put you right."

the root of the trouble.

with the First Baptist Church

er, Ven. O. G. Dobbs, M.A.

at 8 a.m.

### THE MERCHANT'S COLUMN

Edited by MANSFIELD F. HOUSE

In this column, which appears every Monday, Wednesday and Saturday, will appear news and short articles of special interest to merchants, their salespeople and business men and women in general. All phases of store management-buying, accounting, advertising and retail salesmanship-will be dealt with, not theoretically, but by descriptions of methods actually in use by successful merchants,

**Exclusive Lines** 

**Evade Competition** "It's a comparatively simple mat- The most thrifty city in the United ter, after gaining a certain amount States is Syracuse, N.Y., if you'll of experience, to get the necessary take the word of local pawnbrokers, backing to open a store," says Jos- whose serenity was badly jarred the eph Pietzuch, one of Cincinnati's other day by the experience of one of leading shoe merchants, "but it's an them. that store one on which you are man-to give his name would be deproud to have your name."

he faced when he first went in busi- and his wife's jewelry, worth experience.

ializing, by doing things and handl- valuables, he advanced the cash. ing a type of merchandise which oth- Then he looked at the man er stores did not. As it worked out, recognizing him, said, "What's he sidestepped competition with his joke?" special lines and in pushing these he confined himself to them alone.

health and comfort shoes. with no thought of the principles of a safe place and I save \$2.40." the anatomy of the foot. No attempt is made to overcome the inherent to smile as he left the shop. faults which have caused so much suffering and even deformity."

Pietzuch began to build his bustness along the lines of elimination of tomers in the correct principles of an equal degree of failure in

He invented and had manufactured for his own trade several devices to overcome shoe faults.

"Thank You" In a New Way. chandise, Pietzuch believes, success depends on service and convenience to customers. He is a man who loves George? Do you pray over his business and is constantly trying business?" to devise ways and means of bettering his service. His inflexible rule scorn. "I don't believe in that sort to enjoy life. The case of Mr. W. is that there must be courtesy and a of stuff."

But his pet aversion is the stereo- glous John. "You seem to do every- Dr. Williams' Pink Pills in cases of typed phrase of courtesy. There are thing in a business way that I de- this kind. Mr. Doxtater says:—"I too many words in the dictionary, mand this is the only point of dif- was troubled with pains throughout with such a wide range of courtesy ference so far discovered. Maybe my whole body, was extremely nermeaning, he says, that such phrases that is the reason you have not yous, did not sleep at night and was as "What can I do for you to-day, prospered. It is worth trying, isn't further afflicted with rheumatism. In lady." and "Thank you, madame," it?" are inexcusable. But he does not George pooh-hoohed a while; and dition persisted, indeed I was growlay down any hard and fast rule as then, yielding to the urgency of his ing worse, and had fallen away in to what his clerks shall say. It is brother and goaded by some bills weight to 130 pounds and was scarce-cutting of three main lines of tele- sistent. Strachan decided to stamto what his clerks shall say. It is brother and goaded by some bills weight to 130 pounds and was scarce-cutting of three main lines of tele-phone communications two miles in machine-gun fire of the enemy, and sincere interest in the individual agreed to try the method of getting gan taking Dr. Williams' Pink Pills, the rear of the enemy's front line, in the confusion to get away towards urally, so long as the form of natur- Some months later John again noticeable improvement in my condi- was only rendered possible by the Mesniers on foot. There were now al expression does not take the shape visited George, and found him and tion. I continued taking the pills, outstanding gallantry and fearless 43 men left. Among them was a

say, even to a child. "What's yours, dearie?" that clerk would be out of a job inside of ten minutes, or receive such a lesson in courtesy that the phrase would never be on her lips again for the rest of her life.

It Sounds Better

That Way The Reno Drug Company, o Reno, Nev., has a goldfish jar beside the cash register. When John Smith is told, "two cents more, for the war tax on the soda, please," he doesn't The Retailer's Song hold a grudge against the druggist. I do not know, I scarcely care, For the cashier drops two pennies in-

(Copyright.)

Cheaper to Pawn

Than to Store Them

entirely different matter to make A well-known Syracuse business cidedly unfair-walked into a Wash-In this he but states the problem ington street pawnshop with his own ness for himself, with a personal over \$1000. He asked the broker to capital which consisted principally of lend him \$20. Although the broker was dumfounded to find a man who He solved that problem by spec- wanted only \$20 on \$1000 worth

DaFlair. Sunday school, 3 p.m.; Young People's Society, Christian Endeavor, Wednesday, 8 p.m.

the TIRED PEOPLE "Just thrift," explained the through rapidly drew after them a patron. My wife and I are going out considerably bigger trade in stand- of the city for two or three weeks. ard or staple lines that he could We didn't want to take the jewelry have built up in the same time had with us and it wouldn't be safe to Full Health and Strength Can leave it in the house. It would cost The special lines were scientific us \$3 to hire a safety box at the bank. After thinking it over I con-"The anatomical and orthopedical cluded that my jewelry would be and never feel rested, even after a crimes that are committed in the safe in your care and I would have long night in bed, people who cannot name of shoe manufacture are les to pay you more than 3 or 4 per regain weight and strength, who feel gion. Too many shoes are 'just cent on \$20 it will cost me sixty no joy in living, are in a condition shoes.' They're just foot coverings cents to have my valuables kept in described by doctors as general debility. A medical examination might So it was the business man's turn show that every organ in the body is acting normally, but the pallor of

Almighty Bargaining

George and John were brothers foot dis through scientifically shaped John conducted business with great hoes and the education of his cus-, success in one town and George with other. One time John visited George and was surprised at the unthriftiness of his brother. Inquiry was made as to business methods They seemed to match John's shrewdness and industry. The lack step and better color in the cheeks. No less than on quality of mer- of prosperity appeared an insoluble The rich, red blood, reaching every "Now, how is your religious life, and vigor. The nerves are quieted, organ and muscle, carries new health

your sleep becomes more refreshing and "Nah!" said George with som

"But look at me," said the reli- Ont., illustrates the great value of

"Well, did you pray over your my weight increased to 170 pounds, business?" "Pray-I should say I did!"

"And no good came "

"You see me." "Well, what did you pray for?" "Every morning I prayed that my At the first sign that the blood business might net me \$10,000 that out of order take Dr. Williams' Pink

the Lord for all in a bunch. make me an offer?"

What others' griefs may be.

#### Thursday when holy communion is The Canadian V.C.'s St. James' Church, cor. Union and

How Men From Canada Earned the Empire's Highest Tribute for Bravery in the Field of Battle.

St. Luke's Church, Nelson streets ron of his regiment when the squad- implement of modern warfare. Rector. Third Sunday after Trinity. Rector. Third Sunday after Trinity. 10 a.m., Sunday school; 11 a.m. morning prayer and holy communion; 4 p.m., Holy baptism; 7 p.m., through the enemy line of machine- Through the grey mist of the late gun posts, and then, with the survived ed over No Man's Land and almost evening prayer. Music-Special music will be rendered by the choir. ing men, led the charge on the en- before the Germans were aware of it Collection in aid of Kingston General Hospital. Seats free. Strangers, and visitors cordially invited to at gunners with his sword. All the trenches and dugouts. One blare First Congregational Church, cor During July and August we unite all unwounded men safely in, tohave services as follows: During July gether with 15 prisoners. morning service at 11 o'clock in

MAJOR H. STRACHAN, V.C., M.C. The operation, which resulted in the silencing of an enemy battery, there. As darkness settled down the killing of the whole battery per- and the rain, which had kept up at sonnel and many infantry and the intervals all day, became more perof sadness in speech or undue famil- his busness still on the ragged edge. constantly gaining until I felt as well leading of this officer.—Official Rec- lent German . Him Strachan put in

By CAROLYN CORNELL.

Williams' Pink Pills and they will Pills, and note the speedy improvethe western front.

> rations with great care. The tank the original strength of the squadwas to make its name in this bat- ron



He took command of the squad- tie, or to sink into obscurity as an front line at a gallop, was killed. numbers before, but in the Cambrai Lieut. Strachan led the squadron attack they were used in hundreds.

emy battery, killing seven of the they were crushing down their gunners having been killed and the of artillery had announced the atbattery silenced, he rallied his men down over the dark landscape and and fought his way back at night the Germans seem to have surmised through the enemy's lines, bringing that the artillery challenge was merely a reminder that Britons still held the line. There was wild confusion in the enemy ranks when the army of tanks appeared through the fog and the smoke curtain. infantry followed close behind over the roads through the wire entanglements made by the tanks. Trench after trench was taken and the Hindenburg line, which both the Allies and the Teuton army thought impregnable, was broken through. The troops were on their way to Cam-

But Sir Douglas Haig had another

surprise for the Hun. Drawn up

behind the British lines was the Ca-

nadian cavalry brigade. A cavalry

officer himself, Haig had kept that arm of the service in readiness for the opportunity which he believed would surely come. In the Cambrai attack his plan was to push the cavalry through after the tanks and infantry had cleared the way, and so by the suddenness of the attack cut off part of the German army before Cambrai. At least one squadron of the cavalry lived up to his expectations, and if it had been possible for the whole brigade to equal the exploit, it is difficult to measure what the victory would have been. It was now five o'clock, and the autumn day was closing in. Stra-

chan began to realize that something was wrong . He despatched two troopers to go back to Mesniers to see why no reinforcements had come. The men lost their horses, but got back to the lines . Crossing a field Strachan spied some infantry coming down a sunken road to Rumilly. Dividing his troop he sent part to the right to follow a depression in the land which led down to the level of the road. Giving the signal to the other column that a sunken road was ahead, the troopers charged straight ahead, sabres drawn, making the drop of several feet right on top of a machine-gun battery. The battery wiped out, and the

Canadian troopers in possession of the sunken road, they dismounted the lead to answer the challenge of enemy patrols.

They had not gone far when the challenge came. The French-Cana-The attack on Cambrai in Novem- dian played his part excellently, and ber ,1917, was a complete surprise before the officer of the patrol knew to the Germans. The time was pro- what he was about the Canadians pitious for the British, as the Teu- had surrounded his party and taken tons had withdrawn many of their them prisoner. Strachan had taken "Oh, but that was too much to ask ment they make in the appetite, turning from Russia, who were now the Rumilly church, but later, when he Lord for all in a bunch."

health and spirits. You can get these no longer there, on account of the directions became confused, he compared make me an affection.

The mail at 50 cents a how or six hower fall of the government of that counpelled the captured German officer to by mail at 50 cents a box or six boxes fall of the government of that coun-for \$2.50 from The Dr. Williams' try, had not yet been brought up to guide his party back to Mesniers. They arrived there at midnight, Sir Douglas Haig made his prepa- bringing back more prisoners than

> Henry Strachan was born in Bo' ness, Scotland, in 1887. He was ranching at Chauvin, Alta., when war broke out, and he answered the call to arms. He joined the Fort Garry Horse in England, in which unit he now holds the rank of major. In May, 1917, Major Strachan won the Military Cross for a gallant attack on enemy outposts. Wounded in July ,1917, he was back in the line for the Cambrai attack, in which he won the Victoria Cross. He had Canadian leave in March, 1918, returning soon to France, and was in the fighting until the armistice was

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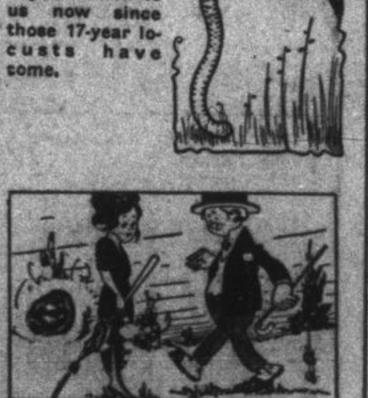
'WAY DOWN

SOUTH

(to Boll Weevil)

-Nobody pays

Hook Worm



"I asked papa to let me go abroad

Make Your Hens Lay More Eggs Whether eggs bring 30c. or \$1.00 per dozen, the profit from hens is in the number of eggs they lay. Make your hens lay more eggs by giving them proper feed. Ordinary grain feed and mill-mixtures will keep poultry alive and supply the elements that develop yolks, but, for complet eggs, you must give hens egg-making feed which produces whites in equal proportion to yolks. Purina Scratch Feed and Purina Chicken Chowder are the result of scientific research and many years of practical experience in developing a feed that is a perfectly balanced.

SCRATCH FEED egg-producing combinaton. To users of Purina Scratch Feed and Purina Chicken Chowder, we Scratch Feed and Purina Chicken Chowder, we give a guarantee of MORE EGGS or YOUR

MONEY BACK Young chicks grow fast and big in bone and meat and Moulting Hens get fine new plumage quickly and start laying again promptly, when fed Purina Feeds. Ask your dealer for Purina Poultry Feeds. Sold only in CHECKER BOARD

Purina Poultry Feeds. Sold only in CHECKER BOARD **投 職 就 班 班 期 期 股 職 報 班 班** 

# IF YOUR WIFE

were supporting you, and she carried no more insurance for your protection than you are at present carrying for hers and that of your family, would you be satisfied? Just for a moment imagine the positions reversed. You would, without a doubt, say it was entirely inadequate. How can you expect your wife, with only a Thousand or so of Life Insurance, to maintain the home and educate your children, with the cost of living in the ascendant? Why not measure up to your responsibilities, and apply to-day to The Manufacturers Life for one of its Guaranteed Policies, which provides a competence if you live; an estate if you die; or, in case of total and permanent disability, a Monthly Income

without any impairment to the face of the Policy? The Manufacturers Life

Insurance Company HEAD OFFICE, . TORONTO, CANADA M. G. JOHNSTON, Branch Manager,

Kingston, Ont.

Kindly complete and mail to the address above: Without obligation, will you kindly furnish me with full particulars of your Guaranteed Policies. I am. age, and am married



**EMPLOYERS** 

EMPLOYMENT SERVICE OF CANADA

THE

The PROFESSIONAL and BUSINESS SECTION has been established to assist professional, business and technical men and women. "

Many officers, soldiers, sailors and war workers, who sacrificed their positions during the war, now desire to secure employment in the occupations for which they have been specially trained.

Employers should not wait until increasing business forces them to employ anybody they can obtain, but should look ahead and avail themselves of this unusual opportunity to enlist the services of highly trained workers, ordinarily secured only with difficulty. On application there can be referred to you, for example :-

ROHITEORS SINESS EXECUTIVES CERTARIA

LAW CLERKS COMMERCIAL ARTISTS SALES MANAGERS TRAVELLING SALESMEN **OUNG COLLEGE GRADUATES** 

These workers are returning to civil occupations with increased initiative, a broader view of life, and a greater capacity for work.

**EMPLOYERS** 

Please state your requirements to the nearest office of the

EMPLOYMENT SERVICE OF CANADA PROFESSIONAL AND BUSINESS SECTION

In each office the

INFORMATION AND SERVICE BRANCH DEPARTMENT OF SOLDIERS' CIVIL RE-ESTABLISHMENT has a representative to render special service in the

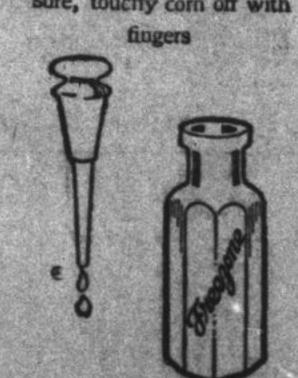
re-establishment of the returned soldier.

ULTAWA

Bank of Toronto Bldg.

One." Preacher for the evening ser- 3 p.m., by Royal Proclamation ser- Portsmouth boy to have found the every hard corn, soft corn, or corn vice, Mr. L. Joffe, a converted Rus- vice of Thanksgiving for peace and Bishop's stone much sooner. sian Jew, ex-Rabbi, and author of garrison parade; 7 p.m., evensong, -THE TOWN WATCHMAN. | out soroness at all.

sore, touchy corn off with



## to the glass jar; and it bears a card: But he who pays in cold, spot cash THIS GOES TO UNCLE SAM Makes quite a hit with me. Sunday Services in Churches

W. J. Thompkins.

holy communion, 11 o'clock; Sun- and Johnson streets—Rev. J. S. La- day school, 3 p.m.; evening prayer, Flair, pastor. Union services with When the Chink laundrymen go on 7 o'clock. Preacher, Canon Fitz- First Congregational church, 11 strike, that will cap the climax.

a.m. and 7 p.m. conducted by the First Baptist. Pastor LaFlair will and the utilities office. minister. Holy communion 11 a.m. | conduct the services. Strangers and visitors welcome.

Brock Street Methodist Church— Johnson street, between Bagot and into a barber's chair to-day for a Rev. D. A. Lough, minister. Services Wellington streets—Sunday school, shave. at 11 a.m. and 7 p.m. The minister 9.45 a.m. Service, 11 a.m.; sub-will preach at both services, Sunday ject, "God"; Wednesday, 8 p.m., school at 10 a.m. Beginners and pri- testimonial meeting; public reading mary classes at 11 a.m.

Sydenham Street Methodist Church-Rev. W. T. G. Brown, minister. Services 11 a.m. and 7 p.m. The minister will preach at both services, Class meeting, 9.45 a.m.; Bible school, 2.45 p.m.; mid-week preach at both services. At 11 a.m. service, Wednesday, 8 p.m.

Chalmers Church—Joint services at 11 a.m. and 7 p.m., with the congregation of Cooke's church. The morning service will be held in Chalmers, the evening service in Cooke's church, Brock street. A church, Rev. W. Taylor Dale will cordial welcome is extended to all.

Bethel Congregational Church, corner Barrie and Johnson streets—Chas. Patterson, pastor. Services at 11 a.m., and 7 p.m. At 11 a.m., subject, "Five Divine Writings," also Sacrament of Lord's Supper. At 7 p.m., subject, "Christ, the Crucified One." Preacher for the evening service.

Rev. G. Lothrop Starr, M.A., D.D., D.D., Dean and Rector, 78 Wellington streets. Telephone 2156. Rev. Cecil Whalley, M.A., B.D., Priest Vicar, 164 King street. Telephone 1444. Third Sunday after Trinity, 9 a.m., holy communion; 11 a.m., h

Holiness Movement Church cor. "The Fall of Russia." Sunday school Raglan Road and Division streets. at 3 p.m., prayer meeting Wednes-Evangelistic service, 7 p.m. Rev. day at 8 p.m. A cordial welcome is extended to all.

St. Paul's-Morning prayer and First Baptist Church, Sydenham Dutch. a.m., First Baptist, subject, "Walk-ing Worthily." 7 p.m., First Cop- One strike the people would wel-St. Andrew's Church—Rev. John gregational, subject, "When God come would be that of the money W. Stephen, minister. Services, 11 Laughs." 10 a.m., bible school, collecting staffs in the city buildings

> First Church of Christ Scientist, get a bottle of whiskey as it is to get room, same address, open every aft- Portsmouth lads as caddles? ernoon, except Sunday, 3 to 5 o'clock. All are cordially invited to the services and the reading room.

> Cooke's Presbyterian Church—The minister, Rev. W. Taylor Dale, will the service will be held in Chalmers vice, St. Mary's big bell began to

St. George's Cathedral-The Very

## The Man on Watch

Medicine Co., Brockville, Ont.

Well, what if strawberries are forto buy them.

Christy Graham is now acting city engineer and he is not a graduate As soon as the Commons Cost of Living Commission gets busy, up goes

the price of bacon. It beats the

It is about as easy for a man to

What's the matter with the golfers that they cannot get on with those

The Chinese may not have signed the peace treaty, but Kingston's Chinks were all out for the peace ser-

vice last Sabbath. Amid the peace thanksgiving sertoll, as if for the vanquished Huns,