Notice

Our Hyslop and Cleveland Bicycles have not changed in prices — $43.00, $45.00, $50.00—all this year's stock.

Harvey Milne

272 Bagot Street, Kingston.

Sole Agents for Dayton Airless Tires.

People Past Forty

It's a course laid out by nature that you should require reading or close work glasses after the age forty. If you find it not so easy to read and sew after this age answer nature's warning and

Have Your Eyes Examined by

J. J. STEWART, OPT. D.

"Sight Specialist."

Opp. Post Office Kingston

"The House of Better Glasses."

Rich and Exclusive Pieces in Cut Glass

Those wishing something in Cut Glass, very handsomely cut and distinctive, will find in our stock a very choice selection.

These range in price from $2.50 to $25.00.

Kinnear & d'Esterre

JEWELERS

100 PRINCESS ST.

Ocean Steamship Ticket Agency.

C. S. Kirkpatrick

26 Clarence St. Phone 586.

WE HAVE YOUR SIZE IN STOCK

PLAIN CHAIN CORD NOBBY GROOVED DOMINION

DOMINION TIRES

ARE GOOD TIRES

Get Our Tire Service

We Are Tire Specialists

MOORE'S

"Where They Rebuild Old Tires"

WELLINGTON STREET : : KINGSTON, ONT.

SPECIAL

WOMEN'S PATENT BUTTON and LACE OXFORDS—sizes 2½ to 7—while they last $1.99

Allan M. Reid,

SHOE STORE

111 Princess St. : : Kingston

THE MERCHANTS' COLUMN

Edited by

MANSFIELD F. HOUSE

(Copyright.)

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.

NEOSHO STORES CARRY FIGHT INTO "ENEMIES'" CAMP

Neosho, Mo., isn't represented by a very large dot, even on a big map of the United States, but the Associated Advertising Clubs of the World has directed attention to the advertising activities of the Missouri town in a booklet dealing with Neosho "sales days" and the manner in which they are handled.

Neosho, it appears, wasn't at all satisfied with the volume of trade flowing into its retail stores. It felt that many hundreds of dollars were going to Joplin, a near-by city, and so the Neosho Advertising Club determined to carry the war into the enemy's camp and contracted for full-page space in Joplin newspapers, calling attention to the advantages extended by the Neosho stores.

The purpose was not so much to secure Joplin trade as to gain the patronage of persons who might be served by either city.

Business men of Neosho realize that in these days, when nearly every farmer has an automobile, trade can be drawn from a greater radius by any merchant or group of merchants who go after it in an active fashion. At the last monthly "sales day," held under the auspices of the Neosho Advertising Club, customers came as far as forty miles and expressed their appreciation of the treatment received and left many hundreds of dollars as tangible proof of this appreciation.

Individual Cost Small.

While they used full pages in Joplin, the Neosho merchants continued to employ similar space in their local papers, and also reprinted the advertisements and mailed them to a list of 6,000 prospective customers. The cost of all the advertising was equally distributed among the business houses directly participating and amounted to an assessment of only $2 for each store, the Advertising Club paying the balance.

According to the Associated Advertising Clubs of the World, the remarkable success of the Neosho sales days is due to the fact that a committee of the local Advertising Club passes upon the special offer which each merchant makes for these sales days—thus insuring satisfaction for every customer. The members of the club also make a careful study of advertising at their regular meetings, and have formed an "Idea Exchange" for better merchandising methods, enabling them to back up their publicity to the fullest possible extent.

Business men of Clarksville, Tenn., recently voted to make a personal investigation of the Neosho plan, and merchants of Blair, Neb., are now contemplating similar action.

NICOLO BROKE HIS FINGER ONCE TOO OFTEN—

After successfully working their game in Buffalo, Rochester, Albany, and nearly every other city in the state, Nicolo Acunto and Emmule Saleme, finger-breaking grafters, are meditating in a Syracuse police cell anent the old saying about the pitcher which went to the well just once too often.

The pair came to grief when they sought to repeat their stunt in the Edwards department store. According to the police reports, it was a regular stunt for the two men to enter a store, purchase a few cents' worth of goods and then fall out of an elevator door and "break" a finger.

The one who fell, it is claimed by the police, posed as ignorant of the English language, and the companion would tell how the injured one earned $40 a week and couldn't work without that finger. Generally the store paid good money on the spot to avoid a lawsuit.

Syracuse records show that Acunto fell in the Hunter-Tuppen Company store here recently under the name of Louis Vellini. When he fell in Dey Brothers' store he gave his name as Nicolas de Rosa. Saleme fell in the Edwards store. So good was their treatment there that they paid a second visit. A detective recognized the pair and spoiled the game.

When Acunto was searched a book containing entries from other cities of the state showed that the performance had been staged with good results elsewhere than in Syracuse. Acunto claims that his pal initiated him into the game.

ENCOURAGING.

"My automobile is on fire! Have you any fire extinguishers?"

"No, but I've ordered some and am expecting them in almost any day now."

PROVIDENCE PLANS A REAL RETAIL COURSE

If recommendations made to the superintendent of schools in Providence, R.I., the approval of that official and the school board acts favorably upon the matter, there will be inaugurated in the public schools of this city next fall a course in retail selling unlike that in operation elsewhere in the country to-day.

The committee of department stores of the Retail Merchants' Division of the Providence Chamber of Commerce finds that the plan in Boston is faulty in many details and that there is a lack of co-operation between the retail stores and the public schools, which accounts, the committee says, for the main trouble with the plan as worked out there.

Therefore, the Providence committee has mapped out an entirely different plan, which it believes will not only be a benefit to retail stores here but to young men and women who wish to learn retail selling.

Under the proposed plan students of the junior and senior classes of the high schools interested would be given an opportunity to utilize morning sessions in the study of retail selling and the afternoons would be available for actual practice in retail stores. The course will call for united action on the part of retail merchants to make the work, hours, remuneration and means of promotion such as will compete favorably with other lines of work open to high school graduates.

It provides for a course in salesmanship running one double period each school day through the junior and senior years, supplemented by four hours each afternoon of actual practice in the various stores of the city. Students will also be sent through departments of the store which are deemed essential for broad all-round training, but those who wish to take the course must first secure the agreement of one of the retail merchants to employ them at part time.

When the pupils have graduated from the retail selling course of the high school they are to be given credit for two full years' service in the store and their salary fixed accordingly.

It is declared that such a plan meets most of the objection of the Boston plan, providing that certain conditions necessary for success are faced and met by the retail merchants of Providence.

The hours of work must eventually be made as attractive in retail store work as in office work, for which pupils have hitherto been prepared, and the remuneration for the work should be at least as good as that offered for office work.

Attention is called to the fact that the opportunities for regular advancement should be open to all pupils who show ability in the work for which they have been trained, those favoring the plan saying that this really means a special subsidy for high school pupils as a means of encouraging them to take up retail selling.

The committee recommends an initial wage of six dollars a week for the first six months, six dollars and fifty cents for the second six months, seven dollars for the next and seven dollars and fifty cents for the last half year. This weekly pay is figured for a week consisting of four hours each afternoon of school days and all of Saturday. It is also recommended that pupils completing the course should be offered positions attractive enough in salary and possibilities of promotion to become an encouragement to others to undertake the same course.

TIRED WOMAN RUBS AS MACHINE WHIRRS

The Sacramento Appliance Company of Sacramento, Calif., has washing machines as one of its main lines. The manager has found out that one of the best ways to sell them is by making the women hate the old-fashioned method, and then showing them that the logical way out of the old, tiresome way is to buy one of the new electrical machines.

He proved the value of this idea by an interesting window display.

An automatic dummy was made, and placed in the window over a tub full of dirty clothes. All day long this tired and disgusted-looking "woman" worked over the clothes, bending up and down until it seemed that her back—in spite of the fact that it was steel—would surely break.

Beside her was the latest model washing machine, running smoothly and efficiently, a striking contrast.

"SHOEMATISM"— NOT RHEUMATISM

Charles H. Barton, a Buffalo, N.Y., shoe dealer, features his special fitting service in his advertising with a supplementary line to the effect that a good many people who think they have rheumatism are in error—that what they have is "shoematism."

Seeking Accommodation

Ald. Peters and City Clerk Sands are endeavoring to arrange accommodation for the delegates to the Canadian Municipalities convention here next week. The hotels can promise very little help and it will likely be necessary to advertise for private accommodation.

Bad Breath

IS CAUSED BY

CATARRH

Canadians suffer more from Catarrh than from any other disease. On this account Catarrh is dangerous and should be checked at the outset.

It isn't necessary to take internal medicine to cure Catarrh. There is a far better method.

Doctors now treat Catarrh by sending a purifying, healing vapor through the breathing organs. In this way the germs of Catarrh are destroyed.

The only successful vapor treatment is CATARRHOZONE, which the patient breathes through a special inhaler to the real seat of the trouble. The rich, piney essences of Catarrozone, heal and soothe all inflamed surfaces. They effectively treat the nose, throat, and lungs with a powerful antiseptic that destroys irritation at once.

Catarrhozone brings into the system the balmy air of the pine forest. It cures completely colds, coughs, catarrh, weak throat, and bronchitis.

Once tried, Catarrhozone is always used. Nothing so pleasant, so simple, so quick to relieve, so absolutely sure to permanently cure. Accept no substitute. Large size lasts two months, and costs $1.00; small size 50c; sample trial size 25c; at all dealers.

Travelling Goods

If you need a Club Bag or Suit Case don't delay in purchasing, as prices are going higher every day. We have good Bags $10.00 to $35.00. Suit Cases $3.00 to $30.00.

Drop in and see them.

Abernethy's Shoe Store

Sale of Men's Panama Hats

A big discount on every hat.

Ladies' Panama Hats

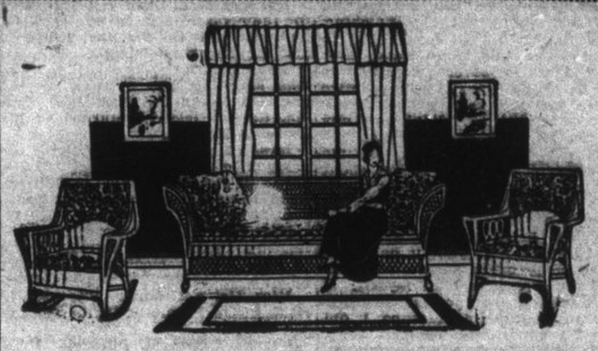
Children's Summer Hats.

Men's Soft Straw Hats

All at Clearing Prices

CAMPBELL BROS.

Kingston's Largest Hat Dealers



FANCY RATTAN, COOL AND INVITING

for living room, lawn, or porchs; upholstered in cretonnes or tapestry; settees, arm chairs and rockers; it enables you to furnish in artistic way at moderate prices.

Phone 147 for service, as a full staff of upholsters and cabinet makers are at your service.

JAMES REID

Phone 147 For Service

Notice

I will be pleased to give you estimates on all kinds of new and repair work in the carpentering line.

I assure you that all orders will receive prompt and personal attention.

Overton Aykroyd

21 MAIN ST. PHONE 1670

Steamer Brockville Bulletin

AUGUST 4-10th

Monday, Aug. 4th—Cooke's Church Young People's Society Moonlight to Gananoque, 7.30 p.m.
Tuesday, Aug. 5th—Regular trip to Amherst Island, 5 p.m.
Wednesday, Aug. 6th—Wolfe Island Anglican Church Excursion to Alexandria Bay, 10 a.m.
Thursday, Aug. 7th—Excursion to Picton 10 a.m.
Friday, Aug. 8th—Regular trip to Amherst Island, 5 p.m.
Saturday, Aug. 9th—Regular trip to Alexandria Bay, 2 p.m.
Sunday, Aug. 10th—Regular trip to Alexandria Bay, 2 p.m.

Wood's Phosphodine.

The Great English Remedy. Tones and invigorates the whole nervous system, makes new Blood in old Veins. Cures Nervous Debility, Mental and Brain Worry, Despondency, Loss of Energy, Palpitation of the Heart, Pain in the Back, etc. $1 per box, six for $5. One will please, six will cure. Sold by all druggists or mailed in plain pkg. on receipt of price. Nervo pamphlet mailed free. THE WOOD MEDICINE CO., TORONTO, ONT. (Formerly Windsor.)

NOTICE OF REMOVAL

Owing to the Government taking over the lower part of the building in which my offices were located for the Income Tax Commissioner, I have been compelled to remove to other premises, and may now be found at 111½ Brock street, a few doors above Waldron's Dry Goods store, where I will continue to carry on my business of General Insurance, Real Estate and Brokerage and will be pleased to see my old customers as well as any new ones who may see fit to entrust their commands to me.

R. D. SUTHERLAND

Real Estate & Insurance, Corner Brock & Bagot Streets.

Phones: Office, 77; Residence, 1342w. Victory Bonds Bought and Sold

DR. A. W. WINNETT

DENTAL SURGEON

Begs to announce that he has resumed his practice, corner Johnson and Wellington Streets; Kingston. Telephone 363.

FOR SALE

We have a large number of

Military Tents

Bell and Marquees for sale, cheap

I. Cohen & Co.

275 Ontario Street. Phone 594

Kingston—Cape Vincent Ferry

BY S. S. MISSISQUOI—DAILY

Leave Kingston 8.30 a.m. and 1 p.m.
Returning leave Cape Vincent at 4.30 p.m. Home at 6.30 p.m.
Round trip tickets $1.25, with a 50c. rebate on return trip, having a lovely outing for 75 cents. Tickets good to return on date of issue only. Bus connections at Cape Vincent from morning boat giving nearly 4 hours in Watertown and returning to connect with steamer leaving for Kingston.
For information, phone 2195, Rockport Nav. Co., Ltd.
Automobiles carried: small $3.00, large $4.00. Space reserved.

Your Picnic Basket

—Ox Tongues, in glass.
—Lunch Tongues, in tins.
—Sliced Smoked Beef, in tins.
—Beefsteak and Onions, in tins
—Corned Beef Hash, in tins.
—Potted Meats, in tins.
—Canadian Boiled Dinner, in tins.
—Baked Beans, in tins.
—Grape Juice, in bottles.
—Lemonade, in bottles.
—Orangeade, in bottles.
—Montserrat Lime Juice, in bottles.

Anything else you may want, just ask for it.

Henderson's Grocery

59-61 Brock street. Phone 279

KINGSTON EVENTS 25 YEARS AGO.

John Reyner has resigned as organist and choir leader at the Baptist church.

N. C. Polson is in Toronto, attending the council of the College of Pharmacy.

Portsmouth Council will pass a by-law to prevent cows and horses from running at large.

PILES Do not suffer another day with Itching, Bleeding, or Protruding Piles. No surgical operation required. Dr. Chase's Ointment will relieve you at once and is certainly curing you. 60c. a box; all dealers, or Edmanson, Bates & Co., Limited, Toronto. Sample box free if you mention this paper and enclose 2c. stamp to pay postage.

An Ice Box

For Year 'Round Service Is a Present Day Necessity

Health statistics absolutely prove that an Ice Box is a household necessity for the good of the family's health all year around. Better take this precaution and safeguard your food before it's too late. Here is a complete assortment of Ice Boxes in all sizes and styles at moderate prices.

STEVENSON & HUNTER,

Phone 58 : : 85 and 87 Princess street.