#### Reduce Your Fat Without Dieting

harmless Marmola Prescrip--a large case for \$1. Or if you prefer you may write direct to the Marmola ompany, \$64 Woodward Ave., Detroit

# TRY MAGNESIA FOR

It Neutralizes Stomach Acidity, Prevents Food Fermentation, Sour, Gassy Stomach and Acid In-

Doubtless if you are a sufferer from indigestion, you have already tried pepsin, bismuth, soda, charcoal, drugs and various digestive aids and 'you know these things will not cure your trouble-in some cases do not even

But before giving up hope and deciding you are a chronic dyspeptic just try the effect of a little bisurated can be more important than this. magnesia-not the ordinary commercial carbonate, citrate, oxide or tomer receives the statement prompt- paper advertisements of Brusstar & fering. For a long time my stomach milk, but the pure bisurated magnesia ly on the first day of the month it Co., men's outfitters, of Reading, Pa., never felt right and everything which you can obtain from practically conveys the impression that we are they would have known that a rem- would eat disagreed with me, causing

or two compressed tablets with a any old time' lead him to feel that he morning. little water after your next meal, and may pay 'at any old time.' flatulence, heartburn and the bloat- at this time that get the funds ed or heavy, lumpy feeling that seems | mediately available to follow most everything you eat.

You will find that provided you take a little bisurated magnesia immediately after a meal, you can eat almost anything and enjoy it without any danger of pain or discomfort to follow and moreover, the continued use of the bisurated magnesia cannot injure the stomach in any way so long as there are any symptoms

#### THE MERCHANTS' COLUMN

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, made a new man of me," was the their salespeople and business men and women in general. All phases of statement made by Charles Norwood store management-buying, accounting, advertising and retail salesman, of 1413 West Olive street, Bloomship-will be dealt with, not theoretically, but by descriptions of methods ington. Illinois, while discussing the actually in use by successful merchants,

PROMPT BILLS BRING PROMPT COLLECTIONS.

lowing month has increased our collections about 15 per cent," says one BARGAINS LURE WOMEN

"Formerly we made the mistake of letting the bookkeeper make out the those dames crowdin' into the lobby for a good many years I couldn't we know that there are very few

"In the first place when the 'cus-

will instantly neutralize the dangerlive on salaries, and money in general tion of remnants of such materials as lightest foods I could find and even is more plentiful around the first of madras, percale, cheviot, chambray, then I suffered. I had sick headaches which now causes your food to fer- the month than at other periods. Na- gingham, crepe, sateen, linen, comet about every day and was so weak I ment and sour, making gas, wind, turally it is the bills which come in domet, pongee and fiber, which, for just had to drag around. My stom-

"On overdue accounts we use the telephone with good effect. "We simply call up the customer, emind him of the debt, and ask him to tell us when to expect payment. Ve note the date and, if the payment is not forthcoming, we call him up first thing the next day and we keep ight on checking him up on his prom ises and calling him on the phone until he does pay. We have found that the sale, no matter what the hour. A poor excuse is worse than none, certainty of those telephone calls Too often there is a sting back of which are very businesslike in tone, despite their courtesy, brings pay-

When your head aches, it is usually

caused by your liver or stomach getting

out of order. These "sick headaches"

quickly disappear as soon as the stomach

is relieved of its bilious contents. Right

your stomach and regulate and tone

the liver with Beecham's Pills, which

rapidly improve conditions and promptly

Help Headache

Directions of Special Value to Women are with Every Box.

Prepared only by Thomas Beecham, St. Helens, Lancashire, England, Sold everywhere in Canada and U.S. America, In boxes, 25 cents.

THE new autumn styles as introduced by the Onyx

Shoe, have an individual charm

that will appeal to women of

Is skilfully and comfortably constructed

of fine, close-grained leathers, cut from

selected portions of the hide. The beauty

of its finish is indicative of its quality

and of the sturdy wear you may expect

and will get from every pair of shoes

THROUGHOUT CANADA

On Sale in KINGSTON at

H. SUTHERLAND & BRO.

bearing the Onyx trade mark.

SHOE

discriminating taste.

ments much quicker than sharp threats of legal action, The latter "Sending out our bills on the last the 'Irish' in the average red-blooded

EXEN OUT OF BED.

see what a difference this makes. It I'ln the second place, most persons every six months or so an accumula- fix that I had to live on the very obvious reasons, they desire to dis ach not only kept getting worse, but lar business hours, the management so bad I could hardly move or turn

> women to the store on the day of the about Tanlac and some of the testihour women began crowding their way up to the store's entrance. By

"LISTEN FOR THE BELL" SELLS LOTS OF GOODS. No defeated boxer battling to cover

o'clock not a remnant remained.

to him listened for the gong with more eagerness than did crowds of shoppers who took advantage of a novel sale feature staged in Elmira, N.Y., this summer, by Tepper Brothers' department store.

The firm installed bells all through the different sections and advertised that whoever bought goods worth twenty-five cents would be given the articles free whenever the bell would ring in that particular department.

The bells sounded at irregular intervals, and no one could judge justwhen and where the next bell would clang. All that could be done was to stay on the job and shop until all pos-sible needs were satisfied. While the idea kept down the sales' totals as many did not go over the twenty-fivecent limit, it moved almost every ar- Odessa, Sept. 23 .- Recent visitors: ticle of that price out of the store dur- Mrs. Meacham, Toronto, with friends.

small lots of goods that move slowly tertown, with Mr. and Mrs. Ralph Odds and ends of which just a few are Benjamin. Mrs. George Stagg and left can be disposed of, with only an little daughters, Helen and Jean with occasional refund to follow.

ICE WATER PLUS CLEANLINESS, have been guests of Mr. and Mrs. San Francisco, scored a hit when it month, returned to their home in took the water coolers off the floor. It made shoppers ask where the cooler was. Then some one pressed a button and a maid appeared with a tray Y. Mr. and Mrs. Bert Ravelle have of lily cups and thermos bottle and moved in the stone terrace on Main some paper napkins. The maid served all shoppers who happened to be make her home with Mr. and Mrs. standing near and then disappeared James Dawson.

to wait for the next call. Customers received a vivid illustration of the store's policy of service— and incidentally the sales clerks by a casual word or two at this "psychol- the many prizes, made the day a meogical moment" increased the sales of lily cups and thermos bottles.

A window such as that used by the R. H. Macy Company can never fail to boost the sales of summer goods. It may be repeated indefinitely with variations at will, but it always pulls. A beach scene is depicted. There is real sand on the floor of the window, with wax figures in bathing or other regalia. In the background may be placed any goods of vacation-time ap-

peal, from cold cream to trunks. Another window which pulled re-sults for Strawbridge & Clothier in Philadelphia was one which sold not so many trunks and suiteases themselves as the use for these things. It was a baggage room window. The only equipment needed besides the trunks, suit cases and valises, which were piled up in profusion was a back curtain on which was painted the train room gates with the trains beyond. The sight of a grip or a trunk does not necessarily excite the desire of ownership "for its own sweet sake." but the suggested thought of the coming vacation does indeed drive home the necessity for

At Brockville on Friday afternoon, when her son, Lieut. Howard B. Walton, D.C.M., late of the 5th Canadian Mounted Rifles, C.E.F., was united in marriage to Miss Gladys Martha Renshaw, Montreal. Mr. and Mrs. A. W. Jackson,

Brockville, announce the engagement of their eldest daughter, Evelyn Maude, to Willard H. Row, Brockville, the marriage to take place ear-

Mr. and Mrs. W. B. Warren, Lans- Freezone on downe, announce the engagement of stantly that corn stops hurting, then their daughten, Lulu Annette, to you lift it right out with the fingers. Kenneth B. Shipman, the marriage Why wait? Your druggist sells a

#### WOULD HAVE SAVED \$15,000'

Charles Norwood Regrets He Did Not Know Of Tanlac Fifteen Years Ago.

medicine, recently.

"I can easily figure out," he continued, "where if I had had Tanlac fifteen years ago it would have saved me right around one thousand dolday of the month instead of anywhere American, and so defeat their own little fortune. The way I figure is this For the last fifteen years haven't been able to work more than half the time, at best. When I did work my earning capacity was much bills at times when there 'was no more of that men's clothing store across work at all. But if I had been as pressing work on hand' for her. Now the way, so early in the morning?", well and strong as I am since taking "Search me," replied another early Tanlac I could have earned twice as things connected with her job which riser. "Guess there's a bargain sale much pay to say nothing of the am-Had these men followed the news- get rid of my terrible pain and sufany druggist in either powdered or operating strictly on that very good nant sale of ends of shirting from a bloated, nauseated feeling after system of insisting on prompt pay- this store's custom department was meals. This trouble kept getting Take a teaspoonful of the powder ments. Statements which arrive 'at to take place at 6 o'clock in the worse until I just broke down com-Brusstar & Co. find on their hands work. My stomach got in such a bad pose of. For purposes of quick rid- my kidneys finally got all out of ordterruption to salesmen during regu- pain and misery. My back hurt me has inaugurated these remnant sales, over in bed. For a long time before the hour selected being either before I quit my job it took me some time or after the customary shopping per- every morning to get out of bed, the Such sales are advertised weeks then I would have to go all bent over. head and invariably attract a host of "I got to reading the statements

> monials described my case so well The most recent of these sales was that I commenced taking it myself staged at 6 a.m. and long before that and oh, how I wish I could have found such a medicine years ago. I am just so thankful that I am at last everybody I can about Tanlac. I can sit right down to the table now and eat as much as I ever could in my without having the knockout handed life and never suffer the least bit after bother me any more and I sleep like a child every night. In fact, my that I am feeling stronger and better than I have in almost twenty bottle of Tanlac, nearly three months

dock by M. J. Scullion, in Sharbot Lake by W. Y. Cannon .- Advt.

Odessa News Budget.

In each instance where a person had Mrs. James Dawson. Charles Timjust paid the twenty-five cents as the merman, Montreal, at his home for a bell rang Tepper Brothers refunded couple of weeks, Mr. and Mrs. Singlethe money. It was interesting to note | ton and Mr. and Mrs. Peveau, Waterthe banner attendance at the sale, town, N.Y., with Mr. and Mrs. James, and the public is ready for its repe- Hillier. Mrs. Nelson Booth, Brooktition as often as the firm wishes to lyn, N.Y., with Mr. and Mrs, P. A Merchants who have studied the Miss Dupois, Kingston, with Mr. and plan say that it is invaluable to sell Mrs. George Watts. Mrs. Wright, Wa-Sidney Silver.

Mr. and Mrs. Fred Hurley, who The Bon Ton, a specialty store in John Schermerhorn for the past

> held last Monday and was well attended. The fine exhibits, the different amusements for the children, and morable one for the pupils of the different schools represented in the

#### LIFT OFF CORNS!

Doesn't hurt a bit! Sore corns lift right off with fingers.

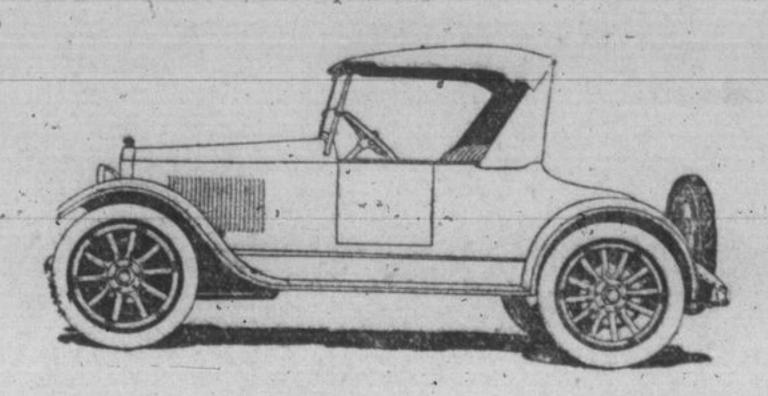


to take place the latter part of Sep- tiny bottle of Freezone for a few | Sandy Grant the Candidate.



Announcing the

### CLEVELAND SIX \$2150



HE NEW CLEVELAND SIX IS HERE—the car that automobile dealers have been waiting for and talking about for two years past. It is the 1919 achievement of motordom, bringing new qualities, new ideals, new excellence into the light car field, and at a price which will please countless thousands who care for the better things of life.

You will admire and wonder at this new car, for the industry has offered no other like it. You will be delighted with its grace and style. You will marvel at its power, speed, quietness and comfort. Truly, here's the car that will dominate the whole light car field.

TOURING (five passenger); ROADSTER (three passenger); SE-DAN (five passenger); COUPE (four passenger).

### FAIR and COLLIER

Distributors, Chandler and Cleveland Motor Cars.

207 PRINCESS STREET.

PHONE 1818.

### ||| || || || A SQUARE DEAL TO EVERY MAN || || || || || ||

## Great Clothing Event

SUITS DELIVERED FROM HOBBERLIN'S BY AIRPLANE

#### Thursday, Sept. 25th

AEROFIELD, END OF VICTORIA STREET.

A shipment of Suits will be made by airplane from the House of Hobberlin, Limited, Toronto, to-

### The Veterans Clothing Company

The airplane will land at the aerofield at the end of Victoria street and the shipment will be received by Mr. D. C. Spears, president of the Veterans' Clothing Co. Souvenir postcards will be given away to spectators.

#### Special Values

MADE-TO-MEASURE SUITS AND OVERCOATS

To celebrate this great event and during the Kingston Fair we are offering special values to take this opportunity of securing your Suit and Overcoat. See our splendid display of British and Domestic woollens and up-to-the-minute styles. Ask for free style book-

## VETERANS CLOTHING COMPANY

A Square Deal to Every Man

244 PRINCESS STREET.

Rev. W. H. Green, rector of the every hard corn, soft corn, or corn Conservatives of East Hastings met James Dryden, an ex-warden of the Anglican church at Richmond, Ont., between the toes, and callouses, in convention on Monday at Plainhas been appointed to the incumben- without soreness or irritation. Free- field for the purpose of selecting a county, received a nomination, but Wednesday. Charles Saddington. \_\_\_\_ lof the Cincinnati genius \_\_\_\_ lelection. The result was tost Sandy | meeting was largely attended.

Grant, the present popular represent Alex. C. Tosh and Miss Christina cents, sufficient to rid your feet of Belleville, Sept. 24.—The Liberal- tative was the unanimous choice. Bond were united in marriage at parents, Mr. and Mrs. Geo. Bond, on

cy at Almonte, succeeding the Rev. zone is the much talked of discovery candidate for the next provincial retired in Mr. Grant's favor. The Dr. W. G. Hamilton, Westport, has