

### SOFT LUMBER FOR INTERIOR FINISH

We select our finishing lumber with a view to its softness, brightness and straight grain, and can recommend it for the finest work. Let us show you.

**Allan's Lumber Yard**  
Victoria Street Phone 1042

### Drink Charm Black Tea

Sold in Packages Only

GEO. ROBERTSON & SON, Limited

### Gage's Cash Grocery

CORNER GORE AND WELLINGTON STS.

**FREE FOR THE KIDDIES** Buy 2 fms Old Dutch and get a brand new Copper Bank and a brand new Copper Bank for the Kiddies.  
OLD DUTCH CLEANSER 2 fms 25c.  
Get one to-day. They may be all gone to-morrow.  
Have you tried GOBLIN SOAP, 2 cakes for 15c. at our store.

### STEAMER BRITANNIC

EVERY WEEK BETWEEN MONTREAL AND KINGSTON, ALWAYS ON TIME. SHIP YOUR FREIGHT BY THIS RELIABLE ROUTE.

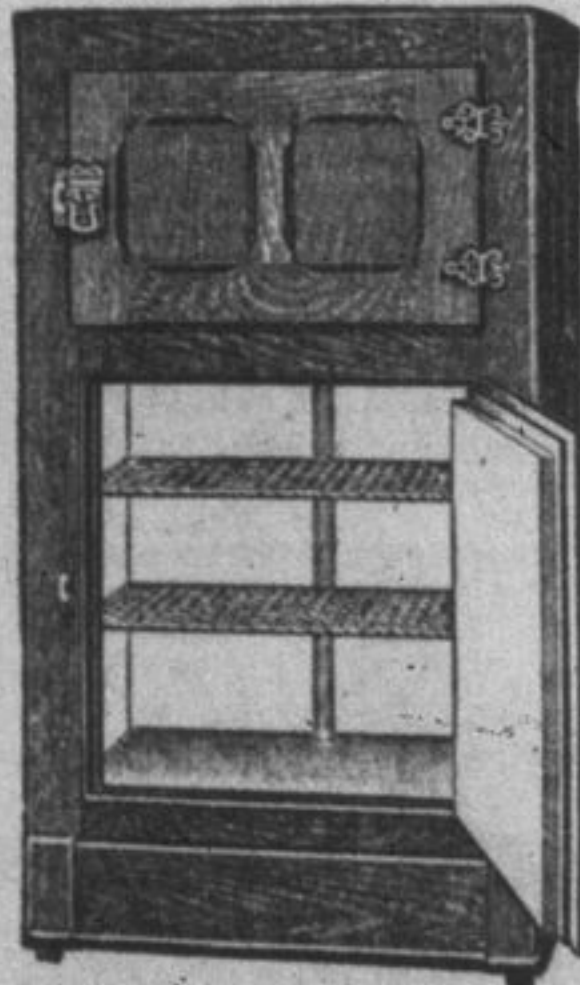
TELEPHONE 2195 FOR INFORMATION.

### PURE ICE CREAM

SERVE IT FOR LUNCHEONS, DINNERS AND SUPPERS

Most modern machinery used in making our Ice Cream—the ingredients are the best—nothing but pure cream used.  
Prompt delivery to all parts of the city.

**Superior Ice Cream Parlor**  
204 Princess St. Phone 648  
McLaughlin's Old Stand



### 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 53 85 and 87 Princess street.

### Boyd's Garage

We have several five passenger Touring Cars, from \$250.00 up.

Don't go home without seeing our new Reo Six.

**Boyd's Garage**  
129 Brock Street Phone 201



### THE BUSINESS COLUMN

EDITED BY MANSFIELD F HOUSE

#### INTERESTING FACTS ABOUT NAMES OF FABRICS

The names of no articles of commerce contain so much romance of antiquity as do those of textile fabrics. Weaving was an art and its products were bartered in the primitive marts long ages before the dawn of record, thousands upon thousands of years ago, misty centuries of the past, back into which the most powerful searchlights of the historian can throw but dim and fitful gleams.  
Cotton, for instance, is a word which comes down to us from a period long before the days of Rome, Greece, and that oldest of historical lands, Egypt. It is a name which reaches back in the language of man to a period antedating the glories of the ancient Assyrian and Babylonian civilizations. It is a word which has been brought down into every Caucasian language in virtually the same form from that mother-tongue which gave birth to all the languages of which we have record in Europe—the Aryan. The pronunciation of that word in Aryan was something like "kootn."  
In the English of the Middle Ages it is found as "cotoun," "cotone," and "cotin." In Welsh, which it must be remembered is not of the same family as Anglo-Saxon, from which English is descended, the word is "cotwin," and in Gaelic it is "cotain."  
Wool is another such word. In Latin it appeared as "villus" and "vellus," meaning variously skin, hide and hair. It is found in Old Bulgarian as "vulina." In Sanskrit, a language now dead, but which at one time was spoken in certain sections of India, it was "volurna." In the Lithuanian it is "vilna." In Russian it is "vplna." A study of the tendencies of speech which through the ages have produced changes in languages shows a close relationship between the letters "v" and "w" which originally were the same. Indeed, today there are various languages in which the pronunciation of the "v" and "w" is switched around to the opposite from the English rule.

Worst, however, appears to be a thoroughly English word. Its ancestry is traced back to the name of the place in England where it was first produced, a name which in the Old English or Anglo-Saxon tongue was "Wurthestede." This name was a combination of two Anglo-Saxon words, "wurth," an estate, and "sted," a place.  
In English we have the word "crisp," which came over with the French of the period of William the Conqueror. It was a word directly descended from the Latin "crispare," meaning to curl, to crimp, to crisp. At a later period in the French language certain changes of pronunciation took place. There was a tendency to drop out the "s" in the middle of a word and to broaden the vowel sounds. The word in France changed from "crispere" to "crepepe" and finally to "crepe." Thus in modern English we have the same word in two different forms, that which came over from the French centuries ago as an adjective and that which has come over in modern times as a noun denoting a fabric woven from yarns which have been crimped or crinkled. "Crepe de chine," of course, is simply the French for "crepe of China," or Chinese crepe.  
Corduroy, apparently, is a word coined in English, but from French words, for the phrase "corde du roi," or "roy," as the word was spelled in old French, is not to be found in French usage as denoting any particular thing.  
The ancient spelling of Calcutta, one of the most prominent cities in India was originally "Calicut," from which we have the name calico—a cloth first imported to England from that city.

Likewise there was in ancient times a city in Mesopotamia called Mawil, which developed a peculiar type of fabric, known today as muslin.  
"You call me misbeliever, cut-throat, dog, and spit upon my Jewish gabardine." These words of Shylock in "The Merchant of Venice" might lead one to suppose that the gabardine was a Jewish garment. It was, but the word is not Hebrew. Today gabardine is a cloth. In those days it was the name of a cloak of particular cut and of coarse quality. The word seems to have slipped into the old French as "galvantine," from the Spanish variations of "gabán," "gabanela," "cabaña" and "cabana," denoting various types of coveralls, from garments to buildings. At first glance it would not be supposed that the English words "gabardine" and "cabin" are related, but they are.

In the word gingham, which normally brings up Scottish visions, the connection really reaches out into the far East. It is really derived from the Malay "kain (cloth) ging-gang (striped)." Khaki, though often erroneously used to denote a type of cotton weave, really is a color. It comes from the Hindu word "khak," which means dust or earth.  
Pongee is a corruption of two Chinese words, "pun," meaning "own," and "chih," meaning weaving. Pongee, of course, is silk fabric of the Chinese own weaving.  
Velvet comes from the same Latin base as "wool," from "vellus," a hide, hence "hairy" or "shaggy." It is a safe assumption that the first velvets did not have the same smooth surface as those of today.  
Tweed is explained as an accidental misspelling of the Scottish "tweil," which in its turn was the way the Scots pronounced "twill."  
Chintz goes back to India and the ancient Sanskrit "chitra," meaning "bright and spotted," from which also is derived the name of the East Indian leopard, known as the "cheetah."  
Alpaca is a word taken into English from the Spanish, through the French. The French "alpague" is simply the combination of the two Spanish words "al" and "paco." The word "paco" was the name which the ancient inhabitants of Peru had given to the sheep-like animal of that land long before the Spaniards came. Today, of course, the fabric known as alpaca contains little or none of the long, silky wool of the paco, but is a fabric in which the effect of that wool is simulated by various mixtures of cotton and somewhat similar wools.

"I am still praising Tanlac," writes Daniel J. Hickey, of 217 Euclid Avenue, Toronto, Ontario, in a recent communication received from him at the Tanlac office.  
Mr. Hickey has lived in Toronto all his life, being employed at the Dominion Steel Works, and his statement in which he tells how Tanlac relieved him of a long-standing case of stomach trouble and rheumatism attracted widespread attention when it was first published. In corroboration of her husband's statement Mrs. Hickey also relates her own wonderful experience with this medicine as follows:  
"I had a nervous trouble for six years," said Mrs. Hickey, "and was in such a terrible condition that I had to stay in bed four or five months every year. My energy was completely gone and when I was up I was too weak to even sweep the floor. I had no appetite and what little I forced down did me hardly any good. My skin was pale and sallow and I could hardly sleep at night."  
"My husband was taking Tanlac and he improved so fast that I decided to try it too, and since taking a few bottles I am now in better condition than I have been in several years. My nervousness is all gone, my appetite is fine and I sleep like a child at night. From this way Tanlac has fixed me up, both my husband and I think it is about the finest medicine there is."  
Tanlac is sold in Kingston by A. P. Chown, in Plevna by Gilbert Ostler, in Battersea by C. S. Clark, in Ferriby by E. J. Foster, in Ardock by M. J. McNeill, in Sharnbot Lake by W. Y. Cannon.—Adv.

"LAY EMPHASIS ON LOW-PRICED MEATS"  
When the wholesale prices of lamb go down, John T. Russell, an exceptionally successful Chicago meat dealer, the loud pedal on lamb. When the prices of pork go up he gently presses the soft pedal on pork sales. He tells his customers not to buy it.  
In short, John T. educates his customers to buy and eat whatever meat happens to be low on the wholesale price lists accordingly. He makes their tastes follow his policy, designed for their benefit, and does not adapt his buying to their tastes and the detriment of their pocket-books. Incidentally he has made so much money by it that he owns a number of retail meat stores.  
Other things which have contributed to the resultant profits are:  
Store arrangements and policies which permit one butcher to wait on from 300 to 400 persons a day and which are based on labor costs figured down to terms of per minute of selling time.  
A business policy which makes him independent of regular trade.  
A system of manager to owner reports which show weekly the number, value and names of customers. These reports are speeded up to a daily check if there is reason to suppose that a given store is losing trade.  
When pork prices soared Russell looked through all the sport maga-

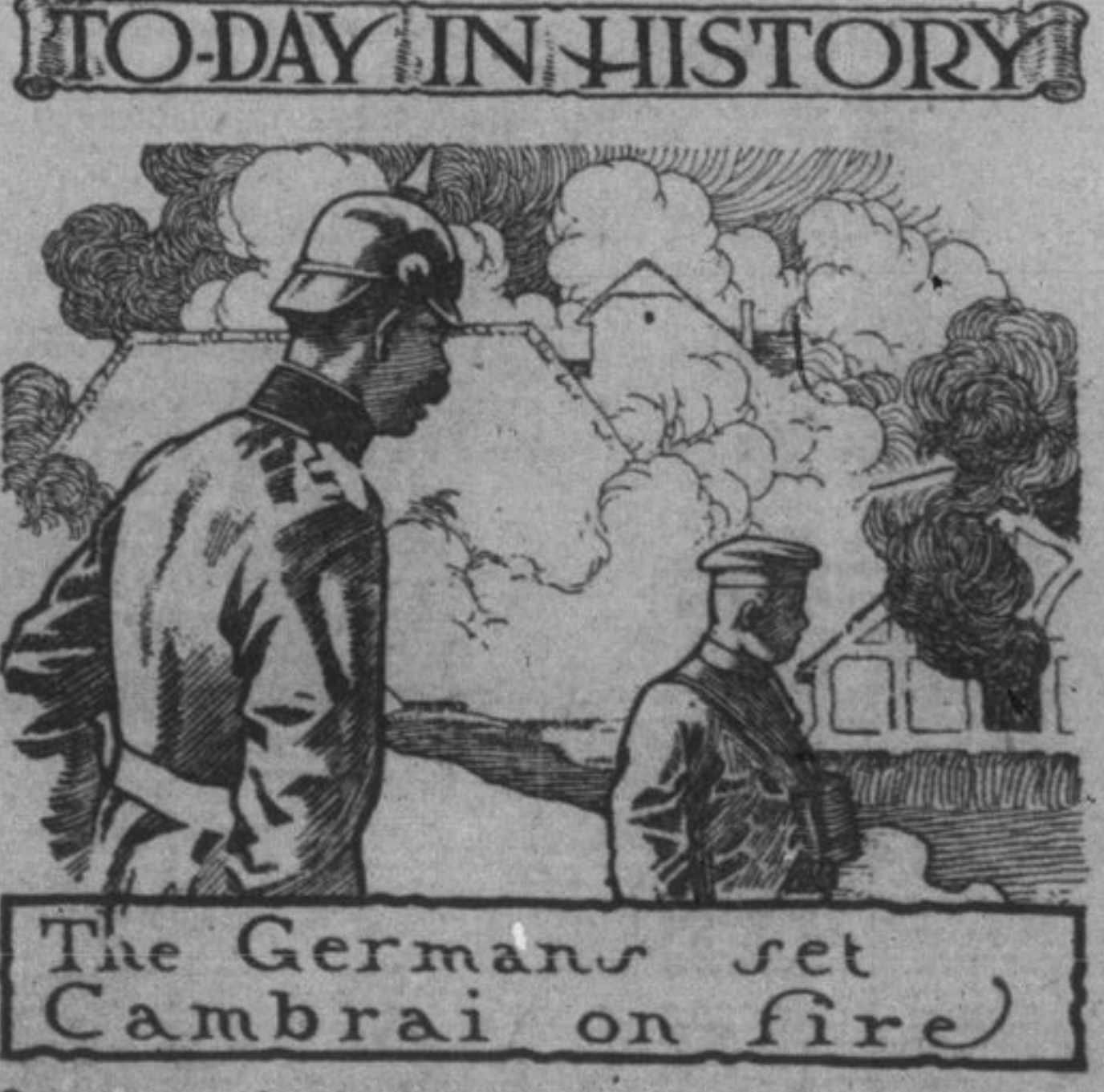
zines for an illustration of a boar sufficiently vicious looking. Then he built an advertising sign around it, showing a woman and a little boy imperiled by the tusks, with the legend: "Don't Eat Pork. It Isn't Healthy—When It's So High."  
This sign, backed by a little personal explanation, enabled him to wear a large proportion of his customers away from pork, and in the process to win their good-will and reduce the number of minutes per sale in butchers' time—for Russell has found that the higher the price the longer it takes the customer to make up her mind.  
"On extremely high-priced meats," says Russell, "the butcher cannot get his necessary margin of between selling and cost price. Loins of beef wholesaling at forty-seven cents and quoted by the retailer at this plus 20 per cent on the sale price, simply make the customers mad and a large proportion of them walk out. Why not concentrate efforts on sales of meats which happen to be lower?"  
By his system of low-price specialties and advertising Russell naturally catches a great deal of transient trade in addition to his steady customers. He declares the best way to win and hold good-will is to induce customers to buy a minimum of the meats which are high in price at any given time.

**SUNBURY DELIGHTED.**  
With the Kingston Fair—Sunday School Convention.  
Sunbury, Sept. 30.—Maynard Campbell is under treatment for an operation at the Hotel Dieu in Kingston, but is progressing very favorably. Successful rally day services were held in the churches here last Sabbath. The Ladies' Aid of the Presbyterian Church is holding their meeting this week at the home of Mrs. J. A. Sharpe in the village.  
This district was largely represented at the Kingston fair last week, some of the people attending nearly every day and all were pleased with the fine appearance of everything shown. The poultry and the horse racing were worth the price of admission and it required a long afternoon to take in all the sights that were presented. The people hope Mr. Bushell will give them a similar chance to attend next fall.  
This is the busiest season on the farm. The short days and slow jobs are the cause but in this district work is kept up pretty well.  
The county Sabbath school convention is to be held in Inverary on the 8th inst., with morning afternoon and evening session. A number of local workers expect to attend, at least part of these meetings.  
Shearer, Stormont, Retires.  
Cornwall, Oct. 1.—R. A. Shearer, who has represented Stormont county in the Ontario legislature, notified the Liberal-Conservative Association in convention, that he was not in the field for renomination.  
D. A. MacNaughton, reeve of Finch and ex-warden of the United Counties of Stormont, Dundas and Glenagarry, was chosen the standard-bearer.

**Merrickville Barn Burned.**  
Merrickville, Oct. 1.—The barn belonging to the late George Bell was destroyed by fire Sunday night with all its contents. The fire engine was not in commission, but a bucket brigade did great work, saving the adjoining property. The loss is about \$2,000 with no insurance.

Nothing makes a man so weary in after years as to have his wife talk about things that happened during their honeymoon.  
When you hear a man praising his neighbors, it's doughnuts to fudge he wants to sell his home.

**TO-DAY IN HISTORY**  
The German set Cambrai on fire  
One year ago today, October 1, 1918, the Germans set Cambrai on fire as the British entered the suburbs. Find an inhabitant.  
Answer to yesterday's puzzle: Upper right corner down against arm.



### THINK TANLAC THE FINEST ON EARTH

Husband and Wife Are Both Praising It for Good It Has Done Them.

Quality counts when you are buying food supplies more than any other article. Our stores are stocked with the best that can be bought. Call and see or write for prices.  
Phone 330  
**The Unique Grocery and Meat Market**  
400 to 492 Princess Street  
C. H. PICKERING, Prop.

**That Hair Mattress**  
OR THOSE FEATHERS SHOULD BE RENOVATED NOW. SEE US WE ARE EXPERTS.  
**Kingston Mattress Company**  
556 Princess street. Phone 692w.

**The Cash Store**  
138 PRINCESS STREET  
FRESH FRUITS ARRIVING DAILY — PEACHES, PEARS AND GRAPES.  
A carload for Fair Week. We have also a consignment of pure Clover Honey, in all size packages.  
**The United Grocery**  
138 Princess St. Phone 207 Next to Standard Bank

**Just Received**  
ALL THE LATEST STYLES IN SALTS PLUSH COATS, FUR-TRIMMED. PRICES FROM \$22.50 TO \$75.00  
CREPE DE CHENE WAISTS—NAVY, BLACK, FLESH AND WHITE. SPECIAL PRICE FROM \$3.75 TO \$6.75.  
LADIES' AND MEN'S SWEATER COATS. PRICED FROM \$4.50 TO \$12.50. ALL COLORS AND STYLES.  
**JOS. B. ABRAMSON**  
257 PRINCESS STREET. PHONE 1283J.  
Our rent is low—our prices are low.

**TRY OUR KIND OF SCHOOL SHOES**  
OUR \$4.00 1 TO 5 SCHOOL SHOE IS A RECORD BREAKER. It's the best \$4.00 School Shoe for boys on earth. Best School Shoe for the money that ever will be made. Other people who have seen this School Shoe are speechless.  
There is really nothing to equal it.  
See this shoe—it talks for itself. Sizes 1 to 5.  
**J. H. Sutherland & Bro**  
"HOME OF GOOD SHOES"

**DODD'S KIDNEY FILLS**  
KIDNEY DISEASE, BRUISES, DIARRHEA, BACKACHE, AND ALL THE OTHERS THAT ARE CAUSED BY THE URIC ACID.  
"23" THE PROPRIETOR

**2 BIG BARGAINS**  
70c. Red Rose Tea ..... 50c.  
25c. Clark's Pork & Beans 18c.  
**Bon Marche Grocery**  
Cor. King and Earl Streets.  
License No. S-27149  
Phone 1544.

**FOR SALE**  
OVERLAND CAR (5 Passenger) In Good Condition  
**ROBINSON & WILTSHIRE GARAGE**  
239 1/2 Bagot St. Phone No. 177

**EMPIRE GROCERY**  
High Grade Groceries, Fruits and Vegetables, Cooked and Uncooked Meats.  
**LEWIS ORR**  
320 King St. Phone 348  
License No. S-27445

**G. WASHINGTON**  
PREPARED COFFEE made in the cup at the table. All size cans in stock. Prompt Delivery.  
**D. COUPER**  
241-3 Princess street. Phone 76.

**Kingston Cement Products Factory**  
Makers of Hollow Damp-Proof Cement Blocks, Bricks, Sills, Lintels, and Drain Tile, also Grave Vaults.  
And all kinds of Ornamental Cement work.  
Factory: cor. of Charles and Patrick streets.  
PHONE 730W.  
Mgr., H. F. NORMAN

**Star Fruit & Candy Store**  
If you want to have a good time on picnics or holidays get your fresh, reasonable Fruit and Candy from Star Fruit and Candy Store.  
66 Princess Street. Phone 273.  
Canada Food Board License: Fruit, 9-1020; Candy, 11-410.

**We Want to Call Your Attention**  
TO OUR AUTOMATIC ROB SLEIGH COUPLING— It's the only Coupling that lets the kind job work "all right all round."  
Our new Robs have them. See them before buying. They will please and profit you.  
**McNAMEE & SLACK**  
The Repair Shop, 54 Queen St. Phone 1217W.

**Kingston Mattress Company**  
556 Princess street. Phone 692w.

**The United Grocery**  
138 Princess St. Phone 207 Next to Standard Bank

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