

If YOU Buy Out of Town, and I Buy Out of Town, What Will Become of Our Town?



The Dollar You Spend in Kingston will 'Come Home to Boost'

THE WHIG'S "BUY-AT-HOME" CAMPAIGN

Read these articles with care. They may present something you hadn't thought of before. Patronize the Merchants of Kingston. They are your neighbours and will treat you right.

THE MONEY YOU SPEND WITH THEM STAYS IN CIRCULATION IN KINGSTON AND THE NEIGHBOURHOOD



EVERY ONE WANTS MONEY'S WORTH

Natural Desire is Not to Get the Worst of Any Business Transaction

CHEAPEST NOT ALWAYS BEST

Person Who Buys From Catalogue Houses Sees Only the Price and Forgets That Value is Thing That Counts.

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When you spend your money you naturally want to get all you can in return. No one can criticize you for having that desire. Only those who are commonly referred to as having "more money than sense" throw their money away. All others are careful to see that they do not get the worst of any bargain. But one has to be able to look further than the end of his nose if he is to be sure that he is getting the most that he can get for his money.

That is the defense of the man who buys from the mail order house instead of patronizing the merchants in his own town. He says he can get more for his money when he buys from the mail order man than when he spends his money at home. But in arriving at that conclusion he certainly has not been able to look further than the end of his nose.

In most cases the man who buys goods from a mail order house does so because he thinks he is getting the goods for less money than he would have to pay for them at the store in his own town. He thinks he is looking out for No. 1 and he says it is not his fault if the merchant in his town cannot make any money and is forced to go out of business. He overlooks the fact that he is likely to be as hard hit as anyone else when that merchant closes his doors but, leaving that probability out of consideration, the chances are about 10 to 1 that the buyer has really lost money on his deal with the mail order man.

If buying an article of any kind, whether it be a house and lot or a paper of pins, the price is not the only thing to be considered by any means. You are not in the habit of going into a store when you want to buy a suit of clothes and saying to the storekeeper: "Give me the cheapest suit of clothes you have in the house." You want the best suit of clothes you can get for the price you pay for it, but you don't usually want the cheapest thing you can find.

A man may delude himself into believing that when he buys a suit of clothes from a mail order house for \$10 he is saving money, but what is there to justify him in such a belief? The mere fact that he is getting a suit for \$10 does not mean that he is saving money. The chances are that if he should go to the man who runs the clothing store in his own town and ask for it he could get a suit of clothes for \$10 and the chances are also that it would be just as good if not a better bargain than the suit which he could get from the mail order house for the same sum. It is not the price he pays that shows whether he is getting a bargain or not. It is the quality of goods that he gets for his money that counts.

The home merchant can sell as cheaply as the mail order man if he sells as cheap goods as the mail order man sells. His expenses are not as heavy as those of the mail order man. He pays less rent in proportion to the business he does, his taxes are less in proportion to the capital invested. His advertising bills are less than those of the mail order man in proportion to the volume of his sales. He can undersell the mail order man any day in the year if he wishes to sell only goods of the same quality and style of goods. Therefore he keeps in stock goods of all qualities and all prices. He has the \$10 suit for the man who thinks that he can get more for his money by buying a suit at that price than he can by buying a better one for \$20, but he tells the customer just what he is buying.

The next time you think about buying something from a mail order house, if you ever do think of such a thing, go first to your home merchant and ask to see the article which you are thinking of buying.

Your home merchant is a business man. He gets the best values he can for his money when he buys goods, and he does not expect his customers to do anything else. All that he asks, in return for the favors he does his customers and the things he does for the good of his community is that he be given an opportunity to meet the insidious competition of the mail order house. He is perfectly willing to have his prices and his values compared to those of the mail order house, but he has a just complaint when he is not given a chance to make this comparison.

If all buyers would take the value as well as the price of the article they are buying into consideration, the mail order houses would all go out of business tomorrow.

WE ARE COMPLETE OUTFITTERS
For Men and Boys' Clothing. We carry a large stock. Just compare our prices and then decide where to buy your outfit. We know you will not regret it by trading with us.
E. P. JENKINS

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all out-of-town prices. Our new store enables us to serve you better than ever.
NEWMAN & SHAW
130 Princess Street

STEACYS
Kingston's Greatest Store
Who by actual comparison meet or beat mail order house prices. We invite comparison.

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is the place to buy your books. We do a wholesale and retail business in books, stationery, and Stationery. We are strong believers in trading at home.
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You will get a square deal. Big stock of Clothing, Men's Furnishings, etc. All new and up-to-date goods. Our motto is "Give and let give." See us first and get prices.
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OUR CASH AND CARRY SYSTEM
will save you money on every dollar's worth of groceries you buy at our store. Just compare our prices. All marked on the goods, and decide for yourself. Everything fresh.
J. B. HUTCHESON

NEVER SEND OUT OF TOWN FOR
anything you can buy at home. See us for bargains in Ladies' Goods and Men's Wear. We can save you money. Make us prove it. We give you credit, too.
JOSEPH B. ABRAMSON
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SAY IT WITH FLOWERS
We supply flowers for any function, weddings, parties, etc. Special prices made for funerals. Always a big stock of Cut Flowers on hand. Potted plants, etc. Call us up by phone. We are prompt.
A. D. HOLTON
284 Princess St.

WANTS A FREE PULPIT
Dr. Bland Makes Full Statement of His Position.
"For do I now please men or God, or do I seek to please men; for if I yet please men I should not be a servant of God."

With these words for his text, Rev. Dr. S. G. Bland delivered a cogent address to the congregation of the Broadway Methodist Tabernacle, Toronto, on Sunday at the morning service, in defence of his teachings as a minister of the Gospel.

Expressing his regret at having brought disturbance and unrest into the church, Dr. Bland said that it was not of his seeking. He stated that he had been given assurance by the quarterly official board of the church that he would be permitted

to speak as freely and frankly as in the west. This, he said, was the main factor in inducing him to accept the pastorate.

Dr. Bland said that he welcomed suggestions, comments and criticisms but he would try as long as he was connected with the church to declare the old Gospel of God as fully as he could. "All that I covet for you," said Dr. Bland, "is that you create a Christian atmosphere, in which pettiness, spitefulness and domineering attitude are excluded."

Declaring himself in support of an honest, free pulpit, Dr. Bland urged the members of the congregation to stand for a "free pulpit, an honest minister, and a church that was not controlled by the mentioned interest."

"I believe this question has to be faced in this church and in many other churches in the land, and you can hold the line and send an inspiration throughout the Church of Canada," said the speaker.

The death of Prosper LaBerge occurred at his late home in Hangerford on Wednesday.

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In Furs and Hats has been established. You can always rely on the standard of all our goods, and do a whole lot better by buying right here in Kingston and from us.
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So does the Clothing handled by us. If it is good goods at bargain prices. We have them in big lots, and you will save money on every garment you buy.
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Get our estimates first on anything you may need in electrical wiring. You can depend if we do it. It will be done right. Big line of electrical goods and fixtures. Buy at home.
HALLIDAY ELECTRIC CO.

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Our Teas and Coffees cannot be beat in Canada. Our Coffees are ground daily, which ensures to the consumer the very best results. A large variety of Fine China and Glassware suitable for Christmas. at STRAUB BROTHERS
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GET IN TOUCH FOR YOUR GROCERIES
and Provisions. Try our Teas and Coffee. You will like our way of doing business. We guarantee hot prices but quality. Buying at home will help Kingston.
D. COOPER, GROCER

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We are sole agents for the Penular and Nyle goods. They have an international reputation. Big stock of Sundries and Toilet Articles, sick room supplies, etc. Get our prices first and be sure. Big stock of ladies' goods.
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Phone 120 and you will get prompt service. We have at all times all kinds of fresh fish and do a wholesale and retail business. No order too small or too large.
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there is no use of sending out of town for Dry Goods, as our prices are lower than out-of-town concerns. Get posted. Get our prices first and be sure. Big stock of ladies' goods.
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are on display. You will find just what you want at our store. We are leaders in up-to-date styles. A large stock of Ladies' and Gents' Shoes, Trunks, Valises, etc.
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on your plumbing and heating. We do all kinds of sanitary work; also handle a full line of Stoves, Heaters, Furnaces, etc. and Tinware and Household Supplies. Don't overlook seeing us first.
LEMON & SONS
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WE HANDLE A FULL AND COMPLETE LINE
of Flour, Salt and all kinds of Seeds, Shorts, etc. Bring your produce to us. We handle a wholesale and retail business. Home buying is a good idea. See us.
W. P. PETERS
Phone 51. 117 Brock St.

WHALE KIDNAPPED IN ARCTIC BY SEAL
Man, Tangled in Harpoon Rope, Dragged Till 'Caught' Dies.
London, Jan. 6.—Herman T. Stocker, a whaler, has returned to Leigh from Arctic seas.

"Last spring," he says, "we were cruising about to the north of Canada. In Baffin Bay, between Greenland and Baffin Land, a shoal of large whales were seen 'spouting.' Several of the crew went out in two whaling cutters and rowed off in the direction indicated by the look out man. I accompanied them.

NOW ALTOGETHER, LET US CULTIVATE
the habit of home trading, and make Kingston a better place to live in. We will do our share by making prices on Dry Goods and Ladies' Wear an object on buying at home.
JOHN LAIDLAW & SON

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Have them treated by us. We are proficient and do scientific treating that will surely help your vision and stop those awful headaches. Come in and consult us.
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always fresh. See us. We have all kinds of fresh, salted, smoked and cured Meats and canned goods. Our conditions are so that our prices are right. Buy in Kingston.
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All goods marked in plain figures and one price to all without any exception.
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Don't send it out of town. We can compete in prices and quality with any one anywhere. We do both wholesale and retail business, and carry a full line of provisions.
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SCIENTIFICALLY FITTED GLASSES WILL
do more than medicine for that sickly headache. We are scientific optometrists and can fit you with glasses that will not only help your vision but give you comfort. See us first.
KEELEY, JR., M.O., D.O.
226 Princess Street

CHRISTMAS GIFTS
We have a full line of all kinds of Men's Furnishings, suitable for Christmas gifts. Also Sweaters and Sweater Coats for ladies and men. Inspection invited. Boost your home town. Buy in Kingston.
BARNET LIPMAN

NEVER SEND OUT OF TOWN FOR
anything you can buy at home. See us for bargains in Ladies' Goods and Men's Wear. We can save you money. Make us prove it. We give you credit, too.
JOSEPH B. ABRAMSON
257 Princess Street.

OUR CASH AND CARRY SYSTEM
will save you money on every dollar's worth of groceries you buy at our store. Just compare our prices. All marked on the goods, and decide for yourself. Everything fresh.
J. B. HUTCHESON

"The shock sent the animal into a perfect frenzy. It bounded through the water and before I realized what had happened I had struck the icy cold water with a splash and was being towed long at a fearful rate just like a torpedo.

"In some fashion the rope, attached to the harpoon had lassoed my ankle, and with the result that I was jerked violently and upset. "I experienced all the sensations of a drowning man, and when I regained consciousness I was in my bunk in a whaler.