

# 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**



### MANY STILL LOVE TO BE HUMBUGGED

Seem Not to Mind Having "Something Put Over" on Them the Least Bit.

### PINK PAJAMAS FOR SHIRT

Mail Order Houses Find it Easy to Make Substitutions Because of the Cost of Making Exchanges.

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It was a famous American showman who declared that the American people love to be humbugged. That saying is many years old now but sometimes it seems that there is about as much truth to it now as there was when it was first uttered.

People as a rule do not like the idea of having "something put over" on them, but from the way in which the great mail order houses in the big cities flourish it seems that a great many people do mind it a bit.

The business man who, when he gets a call for an article which he has not in stock, attempts to substitute some other article of a similar nature without telling the buyer of the substitution, is "putting something over" on his customer. Few retail merchants nowadays attempt to do a thing of that kind. The great majority of merchants do not do this for two reasons. One reason is that they wouldn't do it if they could and the article over the counter to substitute some other article of a similar nature without telling the buyer of the substitution, is "putting something over" on his customer.

But there is another class of merchants, of which the same thing cannot be said. A man who has been closely connected with some of the big mail order houses is authority for the statement that the heads of the various merchandise departments of many mail order houses have standing orders to substitute with the nearest thing they have if the articles ordered are not in stock and available for delivery. It is related that in one instance as a result of these instructions, a man who ordered a dress shirt from a mail order house received a pair of pink pajamas instead.

It is easy for the mail order house to get away with this substitution of another article for the one that is ordered for the reason that to exchange an article received from a catalogue house is a costly undertaking.

If a mail order buyer is disappointed in his purchase, as he is very apt to be when he compares the article upon its arrival with the picture and flowery description which appeared in the catalogue, the wisest plan is to take what he gets and make the best of it for every time he sends an article back to be exchanged, he is piling up the express or freight charges and even if the article is exchanged as requested, the buyer is not apt to fare much better on the second attempt.

The mail order houses are well aware of the fact that the majority of their customers will not go to the trouble and expense of returning an article if it does not come up to their expectations and as a result they can work the substitution game to their hearts' content.

The home merchant, however, cannot do business in this way and, as has been said, the majority of them would not do it if they could. With the explanation that it is of the same quality as the one for which the customer asked. Good merchants nowadays even hesitate to offer something "just as good" to the customer especially when the article for which the customer has become well-known and popular through the advertising done by the manufacturer, but to attempt to make a substitution without the knowledge or consent of the customer! Well, it isn't being done by the local merchants to-day.

Substitution is made easy for the mail order house, also, by the fact that they do not sell much of what is known as "advertised" goods—that is, goods that have been thoroughly advertised by the manufacturers and have become nationally known through such advertising. A large part of the merchandise which the mail order houses sell purports to be manufactured by them—although in most cases little of this merchandise bears only another without the customer being the wiser.

The methods of advertising in recent years are different. With the great development of advertising in recent years much of the merchandise carried is "advertised" goods. These goods are of familiar brands, the names of which have been made famous by the national advertising of the makers. This advertising is a distinct protection to the buyer for the latter knows when he goes into his local store and asks for an article of the kind that he will get just what he asks for if the merchant has it in stock and that he will be told if the article is not in stock. There is absolutely no opportunity for the merchant to "put one over" on him, even if the merchant had the inclination to do so.

**FOR ALL KINDS OF MEATS**  
See us. We pride ourselves in our special cuts of Beef and Pork products. Our facilities for handling Fresh Meats is the best. If you want the best at reasonable prices trade here.

**FISHER'S MEAT MARKET**  
Princess and Clergy Streets

**LET US TAKE CARE OF YOUR AUTO**  
If it needs any repairs, we can do it quick. We handle all kinds of Tires and Accessories and Service Station Oils and Gasolines. We handle used cars, too.

**CENTRAL GARAGE**  
333 King Street.

**HAVE YOU NOTICED OUR WINDOW DISPLAY?**  
Walk down inside and see a complete line of Clothing and a nifty line of Gents' Furnishings that will please any good dresser and at prices that are hard to beat.

**D. S. COLLIER,**  
Princess Street.

**YOUR EYES ARE YOUR MOST VALUABLE POSSESSION.** 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.

**J. J. STEWART, OPT. D.,**  
Opposite Post Office.

**A WORD AS TO HARDWARE**  
We handle a complete line of General Hardware, Paints, Tinware, Stoves, Ranges, and all kinds of Sporting supplies. We try to make our prices a real advantage for all to trade at home.

**STEVENSON & HUNTER,**  
86-ST Princess Street.

**THERE IS NOTHING IN THE DRUG LINE**  
You can't get it at our store. All 1800 Paris. Big line of Toilet Articles and sick room supplies. It will be to your advantage to buy here.

**PROUSSE DRUG STORE**  
Corner Princess and Clergy Sts.

**YOU CAN ALWAYS FIND BARGAINS**  
In used Furniture. We have a big stock of used Furniture, Stoves, Rugs, etc. If you are furnishing a home it will pay you to see us first.

**LOUIS LESSIUS,** 507 Princess Street.

**ONE GOOD REASON**  
For buying shoes at home, your feet will be properly fitted. Result: you will have more comfort, your shoes will last longer and retain their shape.

**LOCKETT'S**  
Fit the Feet—Also the Purse

**WHEN YOU BUY JEWELRY BE SURE**  
you deal with a house that is known for reliability. You don't have to know Jewelry when you deal with us. Big stock of all kinds of Jewelry to choose from.

**KINNEAR & D'ESTERRE**

**WE ARE EXTENSIVE DEALERS** at wholesale in Scrap Iron, Steel, metals, etc. We can handle any quantities and give the highest market prices. Get in touch with us. Mail, wire or aeroplane—it will pay you.

**I. COHEN & CO., KINGSTON**

**LADIES OF KINGSTON, IF YOU ARE INTERESTED**  
in fancy goods, you will find just what you want at our store. We carry a full line of fancy goods, such as Ribbons, Silks, Yarns and all supplies for Crochet work.

**MISS M. A. LEADER,**  
106 Brock Street.

**OUR BUYING FACILITIES ARE THE SECRET**  
of selling. You will find our prices lower in all kinds of Clothing, Boots and Shoes and Gents' Furnishings than any place in Kingston. Make us prove it.

**I. ZACKS,** 271 Princess street.

**YOUR CHRISTMAS GOODS**  
Diamonds, Watches, and all kinds of High Class Jewelry, Stetson, Handkerchiefs, Cameras, Photographs, etc. We have the most complete line in Kingston and our prices are right.

**R. J. RODGER,**  
132 Princess Street.

**A WORD TO FARMERS**  
Get in touch with us for all kinds of Agricultural Implements. We are local agents for the Deering Products. You will find just what you want here.

**F. W. CLOW,**  
471 Princess Street.

**WHEN YOU BUY FURS FROM US**  
you are dealing directly with the manufacturer, thus saving the middleman's profit. We carry the largest stock in Ontario. See us before you buy Furs. It will pay you.

**JOHN McKAY, Ltd.,**

**DEAL AT THE UNITED FARMERS STORE**  
and save money. We carry a large stock of Groceries and Provisions, direct from producers to consumers. Only one profit. You will be satisfied at our store.

**UNITED FARMERS CO-OPERATIVE STORE**

**OF COURSE YOU WANT YOUR MONEY**  
to go as far as it can in buying Clothing. Call at our store. We can show you a line of goods that will be an object lesson on buying at home.

**L. ABRAMSON,**  
328 Princess Street.

**WHY ARE WE PARTICULAR WHEN WE SERVE YOU?**  
We have always found that it pays to be particular—pays the customer and ourselves. Goods sold where QUALITY counts stay sold and create permanent trade.

**BIBBY'S LTD**

**OUR STORE IS FULLY STOCKED**  
with an up-to-date line of Clothing and nifty stock of Gents' Furnishings. Get our prices. It will be a big lesson on buying at home every time.

**THE CLUB—P. G. REAVES & Co.**

**BUY A WILLARD**  
Threaded Rubber Insulated Battery. Inquire about our guarantee and service.

**WILLARD SERVICE STATION**  
L. Leeson, Prop.  
Phone 1546. 18 Brock Street.

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

**OUR REPUTATION FOR FAIR DEALING**  
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.

**CAMPBELL BROS.**

**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 our goods and Ladies Wear an object on buying at home.

**JOHN LAIDLAW & SON**

**THE LION HOLDS SUPREME**  
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.

**THE LION CLOTHING STORE**  
347 King Street.

**WE DO EVERYTHING ELECTRICAL**  
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 stock of electrical goods and fixtures. Buy at home.

**HALLIDAY ELECTRIC CO.**

**TEAS AND COFFEES**  
Fresh and fragrant and satisfying both in price and quality. This is the reputation our Teas and Coffees have got from hundreds of satisfied customers. Try them.

**STROUD BROS.**  
109 Princess Street, Kingston.

**GET IN TOUCH FOR YOUR GROCERIES**  
and Provisions. Try our Teas and Coffees. You will like our way of doing business. We guarantee not only prices but quality. Buying at home will help Kingston.

**D. COUPER, GROCER**

**PURE DRUGS OUR SPECIALTY**  
We are sole agents for the Penalar and Nylo goods. They have an international reputation. Big stock of Sundries and Toilet Articles, sick room supplies, etc. Do your shopping for Christmas here and early.

**T. H. SARVENT, DRUGS, etc.**

**FOR YOUR FISH ORDERS JUST CALL**  
Phone 520 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.

**DOMINION FISH CO.**

**WE ARE FULLY CONVINCED**  
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.

**MENHOSH BROS.**

**OUR FALL AND WINTER STOCK OF BOOTS**  
on display. You will find just what you want at our store. We are leaders in up-to-date styles and Gents' Shoes, Trunks, Valises, etc.

**H. JENNINGS**  
358 King Street.

**GET OUR ESTIMATES**  
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.

**LEMMON & SONS**  
187 Princess Street.

**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.

**SAY IT WITH FLOWERS**  
We supply flowers for any occasion, 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**  
364 Princess St.

**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**

**WE HANDLE A FULL AND COMPLETE LINE**  
of Flour, Salt and all kinds of Seeds, Shorts, etc. Bring your products in. We handle a wholesale and retail business. Home buying is a good idea. See us.

**W. F. PETERS**  
Phone 31. 117 Brook St.

**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**

**TRADE AT THE VETERANS' CLOTHING COMPANY**  
You will get a square deal. Big stock of Clothing, Men's Furnishings, etc. All new and up-to-date stock. Our motto is "live and let live." See us first and get prices.

264 Princess Street.

**THE COLLEGE BOOK STORE**  
is the place to buy your books. We do a wholesale and retail business in all kinds of Books and Stationery, Maps, Talking Machines and Records. We are strong believers in trading at home.

180-182 Princess Street

**NEW YORK HERALD MERGED WITH SUN**  
Only Thing Left of Gordon Bennett's Paper Will Be Hyphenated Name.

New York, Jan. 27.—Frank A. Munsey, owner of the New York Sun and the Evening Sun, who recently bought the New York Herald and Evening Telegram from the estate of the late James Gordon Bennett, announced last night that the Sun and Herald would be amalgamated Feb. 1st under the name of the Sun and New York Herald.

To plant of the Sun is to be used for the publication of the Sun and New York Herald, Mr. Munsey explained, because the ground lease upon which the Herald building now rests expires in a few months and will have to be abandoned.

**Opposed to Prohibition Law.**  
Liverpool, Jan. 27.—Lady Astor, member of Parliament for Plymouth, speaking in support of state purchase

and control of the liquor trade, declared that prohibition was impractical.

"I hate the word 'prohibition,'" said Lady Astor, "and have just enough devil in me that if anyone prohibits anything it becomes the one thing I want."

**Bankers to Subscribe.**  
Brussels, Jan. 27.—A group of Belgian bankers has decided to subscribe fifty per cent. of the national loan of 2,500,000,000 francs, it is announced.

**THE GREAT ISSUE.**  
Conciliation Necessary Between East and West.

Montreal, Jan. 27.—Hon. G. P. Graham, formerly minister of railways in the Laurier cabinet, speaking

at a luncheon on Saturday given in his honor at the Reform Club, said that the great question facing the country was the necessity of conciliation between the industrial east and the agricultural west. He thought that high tariffs were not nearly so necessary to the manufacturers as they alleged since with freer competition during the war they had more than held their own. It was idle to talk of the abolition of the tariff, but he thought a tariff commission would be useless, because in the final analysis the Government

must be responsible for a tariff.

**LEAVES ONLY ONE**  
Survivor in What Was a Family of Six.

North Bay, Ont., Jan. 27.—The death of Mrs. Susan Peden and her two boys in the train wreck at Corwell leaves one survivor in what was a few years ago a happy family. Her husband had taken up land in Alberta, and is in Calgary awaiting the arrival of wife and sons. Two older boys were killed in France.

**COAL IS CONFISCATED.**  
Government "Converts" it For Use by a Steel Corporation.

Brantford, Jan. 27.—Three cars of coal that were billed for Dr. Macdonald's coal and wood yard in Brantford were confiscated at the American border. The explanation given was that the Government converted it for use by a steel corporation. Such an act has not been done before more than a year among coal dealers.