

CANADIAN LOCOMOTIVE COMPANY Limited KINGSTON, ONTARIO.

EVERYTHING IN LUMBER Lath Shingles Trim OUR SPECIALTY: Hardwood Flooring

ALLAN LUMBER CO. VICTORIA STREET PHONE 1042.

THOS. G. BISHOP ENGINEER AND MACHINIST

Brass and Iron Castings, Electric and Oxy-Acetylene Welding Phone 28 King and Queen Streets

THAT ONE COLD ROOM Could be made just as comfortable as the rest with ONE OF OUR ELECTRIC HEATERS HALLIDAY ELECTRIC CO.

Now Manufacturing the Automatic Sealed Gravel Vaults—Guaranteed Waterproof WATERPROOF PRODUCTS FACTORY

FAULTY PLUMBING Is Costly No Matter How Low the Price Our Plumbing is being built up on a quality first basis.

DAVIS DRY DOCK CO. Automobile and Motor Boat Repair, Gasoline Engines built and repaired, dry docking and wood working.

HOOPER & SLATER Sashes, Doors, Blinds, Mouldings, etc. All kinds of Dressed and Rough Lumber.

The Laturney Carriage Works Manufacturer BUSINESS WAGGONS AND AUTO BODIES Special designs made to order.

FRONTENAC MATTRESS CO. MATTRESSES MADE TO ORDER Reupholstering a Specialty

CANADA CUTLERY CO., Limited Manufacturers of FOCKET and PEN KNIVES

TIRES, SOLID and PNEUMATIC The value must be judged by the service it gives. Ours will measure up to the highest standard.

Sherwin-Williams Paints and Varnishes Sold by W. H. COCKBURN & CO.

THOMPSON BROS., Launderers, Limited Operating IMPERIAL LAUNDRY Phone 302 KINGSTON LAUNDRY Phone 22

KINGSTON'S ONLY DYERS Let us prove our work by giving you one trial. Dry Cleaning our Specialty PATTON'S DYE WORKS

SAFES! FOR OFFICE AND HOME J. R. C. DOBBS 41 Clarence Street Typewriter headquarters

THE QUEEN'S BOYS DEAL WITH US BECAUSE THEY KNOW QUALITY AND DEMAND IT. BAKER'S CIGAR STORE

DO YOUR SHOPPING, SEND THE CHILDREN TO SCHOOL, AVOID THE STORMY WEATHER BY USING THE KINGSTON STREET CARS. PATRONIZE A GOOD PUBLIC SERVICE.

DEVELOP YOUR CITY By owning your own home and beautifying it—Batemans Real Estate ... Sell you a home—sell you a lot—lend you the money to build—secure your business and furniture—and later, should you desire it, sell your property at a profit.

McGinnis & O'Connor HIGHWAY ENGINEERS AND CONTRACTORS

Weber Pianos

INDUSTRIAL WEEKLY REVIEW KINGSTON

ONE MODERN METHOD FOR EFFECTIVE SELLING

The System Used by the Fuller Brush Company—Direct Contact With Ultimate Consumer.

The people of Kingston and the district around have doubtless become acquainted with the Fuller Brush Company through the activity of its representatives in this district under the supervision of Mr. Padden, the local sales manager of that large concern.

Printers' Ink Monthly, published some time ago, a two-page article by Alfred C. Fuller, president of the Fuller Brush Company, in which he set forth the reasons why the business of the company during April, 1921, showed an increase of 179 per cent over the corresponding week of April, 1920.

This consumer has money to spend. In one sense this may be regarded as the greatest reason of all. There is no possible way for us to be misled about this, because we sell the consumer direct through our own sales force and make no sales through distributors or retailers.

Although not the usual "profit-sharing, co-operative" concern, the Fuller Brush Company has some features along that line worthy of mention. No man on the staff, from the president down to the newest addition to the sales force, is on a stated salary.

Success is a thing that some always think of in others never in themselves. The man who thinks of it in connection with themselves are the men who achieve it. Down in Texas they are operating oil well pumps by electric motors. Besides the tremendous acreage of tea plantation in Ceylon there are over 60,000,000 cocoanut trees under cultivation.

When you smoke your favorite cigar you may be enjoying a product of the Philippines as the "woods" are regularly exported from those islands to forty different countries.

From January to September 1921, the imports of Japan exceeded the exports by 300,000,000 yen, a considerable increase over the same period last year.

A co-operative scheme for the marketing of poultry, which includes extension of credits to the extent of \$10,000 and the establishment of a killing station at Moncton has been approved by the government of New Brunswick.

There are still a few men working at the Richardson Memorial Stadium finishing up there. A large number of the men from this job were taken on at the new Queen's rink as soon as their work at the stadium was over.

FOR SALE Nine-roomed Brick House on Princess Street, between Division and University. Modern improvements. Easy terms.

J. B. Cooke Phone 842w or 503w

DON'T MISS THIS SALE \$60 and \$65 Bicycles for \$45 and \$50, to clear. Also Bicycle Saddles, regular \$4.50, for \$3.00.

Muller's Bicycle Works 371-373 King Street. Phone 1932w.

JOHN McKAY, Ltd. BUYERS and EXPORTERS of WOOL, SKINS, GINSENG, RAW FURS Write for further information, KINGSTON, ONTARIO

Kingston Ice Company Limited Save food by using Ice. Our Ice is certified to by Queen's University Laboratories as being pure. Telephone orders to 1307. Prompt delivery is our specialty.

man to make in a certain time, and his superior can always see whether or not he is turning in a good account of himself.

The natural question asserts itself, looking on the success of this company: "How much advertising is done by the Fuller Brush Company? Is it a force with them?"

The answer is given by Mr. Fuller himself, and to use his words, "why is our business good right now? Because we are spending almost a hundred per cent more money in advertising this year than we did a year ago, our sales force is a hundred per cent larger, and our sales methods represent the highest degree of organized effort we have been able to devise."

Some people prefer idleness to diligence. Would they prefer rust to brightness? The two classes are somewhat similar when figured out.

Labour men will tell their candidates for parliament "Get us work." "Work" would be a very good platform for the Labor party generally.

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THE McCALLUM GRANITE CO. Limited MONUMENT BUILDERS 395-397 Princess Street. Phone 1931.

KEELEY'S Eyesight Service Eyes examined scientifically. Over 20 years' experience. KEELEY JR., M.O., D.O. 228 Princess Street. Phone 927.

LUMBER AND LATH FOR SALE AT LOWEST PRICES THE K. D. MANUFACTURING CO'Y Phone 1681J. 670-680 Montreal Street.

Frank Robbs 4 Chairs—Best of Service We Specialize in CHILDREN'S HAIR CUTTING "TONSorial PARLOR" 183 Wellington St. Phone 1313J.

HOUSE CLEANING MADE EASY It would pay you to drop into THE HYDRO SHOP on Princess Street and have our representative demonstrate the most improved types of Vacuum Cleaners. All kinds of Electrical Appliances for the home.

WILLARD BATTERIES New low price for Willard Service now effective. I. LESSES 19 Brock Street - Phone 1340

DONNELLY LUMBER & WRECKING COMPANY, LIMITED Tugs, Chain, Sash Lifters, Divers, Steam Pumps, etc. Wrecking and Salvage work since 1850 without a failure. JOHN DONNELLY President and General Manager

DOMINION TEXTILE COMPANY LIMITED MANUFACTURERS OF: "PRUE COTTONS" MONTREAL TORONTO WINNIPEG

ASK FOR TOYE'S WRAPPED BREAD

"The Bread That Satisfies"—made clean, sold clean, wrapped at the oven. 195 ONTARIO STREET - PHONE 467

ARROWROOT BISCUITS Have you tried our ARROWROOT BISCUITS? The Kiddies thrive on them. If your grocer does not keep them ring up the office. Try a pound and be convinced. THE W. J. CROTHERS CO., Limited

JAS. SWIFT & CO., Limited Importers and Shippers. Domestic and Steam COAL. "Say it with Flowers" A. D. HOLTON Florist 280 Princess Street - Phone 681.

S. S. CORBETT Funeral Director Ambulance Phone 143. Residence Phone 215. JAMES RICHARDSON & SONS Ltd. Established 1887 Head Office - Kingston, Ont. BRANCHES: Port William, Montreal, Quebec, Sarnia, Winnipeg, Toronto

I. C. S. In a New Home The District Office of the International Correspondence Schools, Canadian, Limited, is now at: 237 BAGOT ST. (Between Brock and Princess). Office open daily. PHONE 442.

The Kingston Milling Company, Limited Telephone 199.

CHEAPER CANDY GRIMM'S POPULAR LINE OF CHOCOLATES NOW SELL AT 50c. per lb. TRY THEM!

Smith Bros., Jewelers, Limited DIAMONDS, SILVER and GOLD GOODS Expert Watch Repairing Established 1840. 330 King Street

THE THOMPSON BOTTLING CO. "Belfast Ginger Ale" OFFICE: 204 PRINCESS STREET PHONE 304

McLaughlin Motor Cars. Gabriel Snubbers. Michelin Tires. Samson Tractors. If we didn't think these brands were the best in their line we wouldn't handle them for one day. PHONE 367. BLUE GARAGES Limited. THOS. B. ANGROVE, Manager.

Fruits Domestic and Imported Headquarters for choice Fruits of all kinds—Apples, Grapes, Peaches, Canadian Grapes, Grape Fruit, Mannans, Oranges. If you want fresh Fruit see us. M. AMODEO 240 Princess Street - Phone 776

For Sale One Ton Chevrolet Truck; nearly new. W. G. FROST, Queen Street

VESTA BATTERY CO'Y THE BATTERY WITHOUT REGRETS Place our Vesta Battery in your car and forget all your Battery troubles. It is a real Battery of service. Whatever you use it for—for Ignition, for Starting, for Lighting, etc. it will serve you well. A Battery you will recommend to your fellow motorists. Phone 610w. 278 Bagot Street W. MILNE and F. KING

BOOTH FISHERIES CANADIAN CO. Ltd JOBBERS IN FISH, OYSTERS, GAME AND POULTRY 63 BROCK STREET - PHONE 520.

Re-invest Interest or Principal payments coming due NOVEMBER 1st. Get your interest working, as Victory Bonds can be purchased from 50c. up. We carry all Government Investments. Yield 6% up. GOOD Securities are not going to pay such returns much longer. WHY accept 3% for your money in a Savings Bank? 237 Bagot Street BONGARD, HYERSON & CO. PHONE 1720

The Medical Health Officer Advised The Boiling Of All Milk Why not let us do it for you and do it right? We clarify it first and then pasteurize it. It is clean—it is safe—and it is the best and cheapest food you can buy. PRICE'S DAIRY Phone 843 277 Princess Street.