

FOR SALE

SOLID BRICK HOUSE—newly decorated; 3 piece bath; furnace; electric lights; gas; good location. No information given over phone. Please call at office. Price \$4,000
Many city homes to choose from. Also some first class farms priced right.

M. B. TRUMPOUR

111 1/2 BROCK STREET PHONE 704 or 1461w.

Banking by Mail

Those living at a distance can do their Banking By Mail just as safely and conveniently as though done in person. Many Farmers save themselves special trips to town by adopting our system of Banking By Mail. The Manager will explain this helpful plan. Write or see him, the next time you are in town.

THE MERCHANTS BANK

Head Office: Montreal. OF CANADA Established 1864.
KINGSTON BRANCH. FARHAM, VERONA AND ARDEN BRANCHES. H. A. TOFIELD, Manager. J. W. MCCLYMONT, Manager. Sub-Agency at Mountain Grove open Fridays. Safety Deposit Boxes to rent at Kingston Branch.

DON'T TAKE YEAST WITHOUT IRON!

Both Are Necessary for Best Results — Thousands Now Take Ironized Yeast in Convenient Tablet Form

Run-down, weak and thin people, who were eating yeast for health, have found that yeast brings far better and quicker results when it is taken with iron. Through this splendid combination of tonic, now embodied in Ironized Yeast, folks who for years suffered with loss of strength, nervousness, anaemia, thinness and other "run-down" conditions, are regaining glorious health and strength almost as if by magic. This is because Ironized Yeast supplies run-down bodies with just the elements they need—vitamins and iron. These two substances have been found absolutely essential to good health. Yet the modern diet,

in many cases, is almost entirely lacking in them. No wonder so many thousands of men and women become sickly, run-down, and old before their time. Ironized Yeast is performing what seem like actual miracles everywhere. In many cases it brings a noticeable improvement in two or three days. Enjoy the clear, sparkling eyes, rugged strength and health of youth! Get Ironized Yeast today! Sold at all druggists in patented anti-tape packages. Each contains 10 days' treatment and costs only a dollar—(just 10c a day), or no more per dose than ordinary yeast. Special directions for children in each package.

IRONIZED YEAST TABLETS

Highly Concentrated Vitamine Tonic

ON RETAIL SALESMANSHIP

Rotarian M. S. Grace Delivered Able Address to Rotary Club.

"Retail Salesmanship," formed the subject of a forceful address, delivered before the members of the Kingston Rotary Club, at their weekly luncheon on Thursday, by Rotarian M. S. Grace. Rotarian "Syl" dealt with his subject in an interesting manner. It was more of a "heart-to-heart talk," and made a great impression on his hearers, and was voted by all as one of the best addresses given to the club.

Rotarian Grace said that his subject was one that all the members were familiar with, and pointed out that every walk of life required salesmanship as each one was selling his services in the occupation in which he was engaged. The speaker said that the conditions of selling today, as compared with a few years ago, were very far apart. Today, it required earnest work of the "stick to it" type of men and women. Every one had this in his make-up if he would bring it out, and make use of it. Business during the past five years, reminded the speaker of a man going out with a shotgun into a place where there was plenty of game, and just shooting here and there to get his supply. Today, however, the salesman had to be ever on the alert, and he had to be a good rifle shot, and it was the best marksman who succeeded.

The salesman must also be determined. He must make every provision for his work. He must at all times be obliging, with a willingness to serve. Another most important phase of the work was that of working on a schedule, and here the speaker cited the case of a great corporation, that of the Canadian Pacific Railway, which had to be operated on a schedule, to avoid confusion. Another most important matter was that the salesman should discipline himself. He must also concentrate on his work. His plans must be properly arranged. The art of public speaking was also essential. John D. Rochefort once stated that all occupations were on a par. The most important matter was that the person following an occupation should stick to it in order to make it a success. A man could reach the goal he was aiming at, if he would but work



REV. J. G. WIDDIFIELD, eldest son of Judge Widdifield, York county judge, who has been appointed archdeacon of Detroit. The young Canadian in his 34th year is in charge of all the mission work in Wayne county, Michigan.

hard. Rotarian Grace also pointed out that a salesman must be agreeable and above everything else, he must be honest. Rotarian Harry Miller moved a hearty vote of thanks to Rotarian Grace, for his splendid address. In doing so, he stated that he had listened to a great many talks on salesmanship but that he had never, in such a short talk, heard one with so much of importance in it than that given by Rotarian Grace. The motion was seconded by Rotarian Harry Day, and carried by a unanimous vote.

President "Joe" Stewart presided at the luncheon, and Rotary songs were sung in fine style.

Rotarian M. S. Grace was appointed chairman of the entertainment committee. It was announced that R. J. C. Stead, well-known Canadian author, would address the club at next week's luncheon. Mr. Stead is the author of "Cowpuncher" and "Home-teacher," and is connected with the immigration department at Ottawa. In his address he will probably deal with Canadian books and authors. An announcement that was received with great enthusiasm was that the club would have as their guest and special speaker on December 1st, Sir Harry Lauder. Sir Harry is one of the most outstanding Rotarians in the world. He is a member of the Rotary Club of London, Eng. The members of the local club are looking forward with a great deal of interest to his visit to Kingston, and he will be given a royal welcome.

There is also a big treat in store for the Rotarians on the night of November 28th, when they will have a visit from District Governor Hart J. Seely, Waverly, N.Y. The members will hold a dinner at 6.30 p.m. in his honor.

The club's meeting on November 24th, will be held in the evening instead of at noon, and at this meeting business will be transacted. A most important matter to be taken up at this meeting is a notice of motion given some time ago, to have the weekly luncheon held on Friday instead of Thursday.

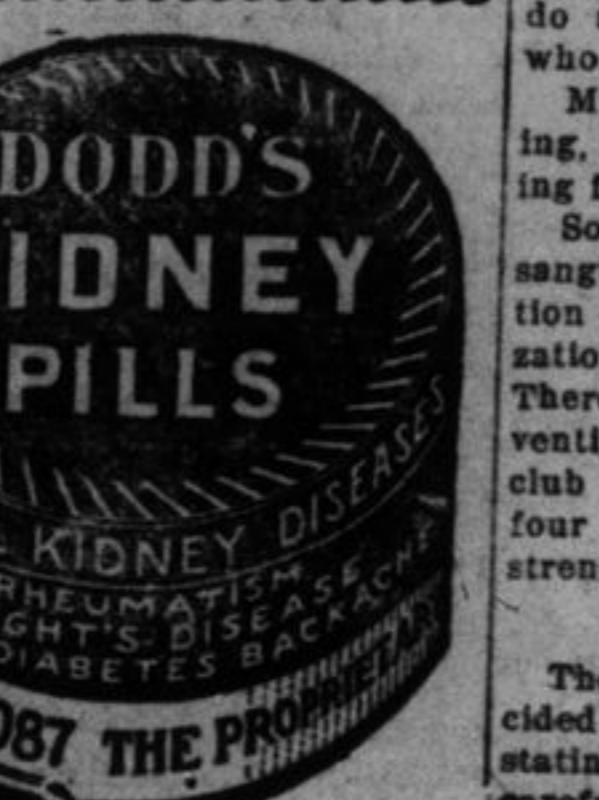
Secretary Roy Ward read a letter of thanks from Mrs. Rex Snellgrove for the gifts bestowed upon herself and members of the Rex Stock Company, on Rotary night, at the Grand Opera House last week.

The club has received from Sir Harry Lauder, a copy of his book, "Between You and Me." Sir Harry will be thanked for his kind gift. In sending the book Sir Harry also wished the members the compliments of the season.

DISCUSSING HIS PROSPECTS

W. S. Reed, U.F.O. Candidate in Frontenac, Thinks He Will Win.

W. S. Reed, Harrowsmith, United Farmer candidate for Frontenac county, was in the city on Thursday. Discussing his prospects of election he said: "Things are looking bright. I have spent the greater part of the week in the north and am greatly encouraged by the attitude of the people everywhere. They are looking for more efficiency in the government of Canada and desire to see business methods adopted in public affairs and less politics. This is what is at the bottom of the farmers' organization. I am laying the matter before my fellow farmers with the object of enlisting their hearty support. We are convinced that in the past the management of public affairs has been dedicated by financial, railway and other groups, and we are out to break that thing and give Canada once and for all time a people's government. Once this is started the people will not be satisfied to allow things to slip back into the old conditions that denied them a voice. If we can do this I feel that we have done something worth while. Why should we not do it? You see today



The British war minister has decided to recall its exhumation troops, stating that all battlefields have been carefully searched.

McINTOSH BROTHERS

DO NOT FAIL TO COME ON SATURDAY, AND TAKE ADVANTAGE OF OUR NUMEROUS OFFERINGS

DRY GOODS

Unbleached Cotton, 8 yds \$1.00
White Cotton . . . 6 yds. for 98c.
Prints—Striped—for Shirt
Waists—reg. 45c., for . . . 28c.
Turkish Towelling—reg. 35c.
for 23c. yard

SPECIAL

Bath Towels—reg. \$4.25,
for \$2.75 pair
Bath Towels—reg. \$2.75,
for \$1.90 pair

HOUSE FURNISHINGS

Bed Comforters—reg. \$4.50,
for \$3.25
Blankets—12-4—in Grey and
White, reg. \$4.50 . . . \$3.25

MEN'S WEAR

Socks—Heathers—all wool—
regular \$1.75 75c.
Shirts and Drawers—all wool—
regular \$2.50, for . . . \$1.50
Combinations in White and
Grey; reg. \$4.50 . . . \$2.75
Trousers—in Tweed and Cot-
tonette; value \$3.25 . . \$1.75

CHILDREN'S WEAR

Toques—all shades—reg. 85c.
for 65c.
Suits—Teddy Bear—reg. \$5.50
for \$3.00

HOSIERY and GLOVES

Ladies' Cashmere Hose—reg.
85c. 50c.
Ladies' Fleece Hose—regular
75c. 35c.
Children's Hose—all sizes—
reg. 50c. 25c.
Ladies' Wool Gauntlet Gloves
—regular \$1.50 98c.

LADIES' WEAR

Ladies' Skating Sets—reg.
\$3.50, for \$1.98
Corsets—all sizes—reg. \$3.50
for \$2.25
Camisoles—Silk—in Pink and
White at the following prices:
Regular \$2.25 \$1.20
Regular \$1.75 \$1.00
Regular \$1.25 75c.

LADIES' UNDERWEAR

At Greatly Reduced Prices!

Why Rubbers?



Every reason of economy, health and comfort says "Wear Rubbers this Fall and Winter."

Rubbers cost far less than shoes. When you are wearing rubbers, you are not wearing out shoes. Rubbers mean warm, dry feet—Fall and Winter protection against rain and snow—and safety on slippery sidewalks.

Dominion Rubbers

Present Styles and Shapes to Fit Every Shoe—and properly fitted rubbers mean 50% extra wear.

Go to the DOMINION rubber dealer and you will get the best service, because he gets the best service from the Dominion Rubber System.

Don't ask for "A Pair of Rubbers," Say: "I Want Dominion Rubbers."

Canadian National—Grand Trunk

Across Canada Travel—Standard Train of Quality

The Last Word in Travel Comfort

Everyone Invited to Free Exhibit

All Steel Cars Fully Equipped

Courteous attendants in charge to demonstrate the comforts of day and night travel. Stewards, Chefs, Waiters and Porters on duty. Housewives will be specially interested in culinary arrangements.

Ald. James W. Harrington was elected mayor of Chatham for the year 1922-23 by a majority of 278 over Mayor Frederick H. Brisco. A young boy at Welland was thrown through the windshield of a Ford sedan and landed on the fender of a street car, which, fortunately, was slowing down. He was practically unharmed.

ABRAMSON'S BARGAIN OFFERINGS!

The verdict was passed and by overwhelming odds. The decision was made by the people, and "Abramson's Smashing Price Sale" was acclaimed as the greatest Bargain Sale in years. The sale that has been the leading topic for the past week.

BARGAINS! BARGAINS!! BARGAINS!!!

MEN'S SUITS

An assortment of Tweeds, Worsteds and Serges that deserve your attention. Prices for Saturday: A few left at \$12.95
Grey Worsteds and Serges \$16.45
All-wool Worsteds and Serges—reg. up to \$45. Saturday \$24.95



MEN'S OVERCOATS

In conservative and Young Men's models. A smart range of fabrics to choose from. Sale Price \$14.95 to \$24.95

The Season's Best!

BOYS' OVERCOATS

A smart range of Coats in heavy Tweed materials. All lined. \$10.45 to \$12.98

UNDERWEAR

Heavy wool, ribbed; extra special; all sizes \$1.15
Heavy fleece-lined—regular \$1.00. Sale Price 73c.

BOYS' SUITS

An exceptional variety of styles and materials. Sizes 26 to 35. Sale Price \$4.45 to \$8.45

SOCKS

Extra all-wool, in Grey, Black and Heather. Prices—39c., 49c. and 59c.

FINE SHIRTS

in assorted stripes and patterns. To clear at 99c.

FOOTWEAR

Remarkable sale of Boots for the entire family. All greatly reduced.

L. Abramson

Next to the Royal Hotel.

336 Princess Street