

# WINTER ECZEMA 'CHAPS' & COLD-SORES

KEEN wintry weather brings a host of skin troubles. Cold-sores, chapped hands, unsightly face-sores and blotches, become a source of discomfort and annoyance. To end the trouble and make your skin clear, healthy and flexible, give the face, arms and hands, a nightly dressing with pure herbal Zam-Buk.

Zam-Buk instantly soothes the smarting irritation, it kills disease germs, and quickly heals all soreness, roughness and chafing which, neglected, often develops into eczema or other chronic skin disease. Use also Zam-Buk Medicinal Soap and enjoy real skin health.

This was an obstinate case.

Mrs. Henry Amey, 42, Lyall Avenue, Toronto, says: "My daughter's face and neck were a mass of eczema. Her doctor prescribed treatment for over two months, but to little avail. I was about to call in a skin specialist when I heard of Zam-Buk treatment rescuing other sufferers from this dread disease. So I got a box of Zam-Buk and a tablet of Zam-Buk Medicinal Soap. In a few days these wrought a decided improvement. Day by day the sores gradually healed, and within a month my daughter's skin was thoroughly cleared of the terrible disease."

FREE SAMPLE BOXES of this great skin remedy! Send 1c stamp (for return postage), give name and date of issue, and address Zam-Buk Co., Dupont St., Toronto. 50c. box, all papers.



TO SHIELD YOURSELF AGAINST SKIN DISEASE APPLY Zam-Buk TO THE FIRST ITCHY SPOT OR ERUPTION

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- FRESH COFFEE GROUND WHILE YOU WAIT ..... 15c. L.B.
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"They like to do business with people they know."

## Makes Neighbors of his Customers!

"YES, people wonder at my success in being able to increase sales, but there is really no secret to it. One night when my business was at its worst, in a heart-to-heart talk with myself I worked out these facts:—

"It has always been easy to do business with my neighbors, because I could meet them and talk to them. They like to do business with people they know. The only trouble is, the world has grown so large it's hard to meet and be friendly with a lot of people.

"Well, is it?" I asked myself. "If I can make good friends and good customers by meeting them, why can't I meet them and talk to them over the telephone?"

"The next day was Wednesday. Wednesday afternoon is a good time to telephone—the wires are not so busy, and after lunch most folks feel friendly. I called up by Long Distance three men I've long wanted to sell—men who have never been in my store, introduced myself in an easy friendly fashion, and offered them some real bargains. Say, do you know, two of these men came in to see me the next day and bought a good bill? They're good friends of mine now. I've got over 50 new customers like that in a short time.

"Just being neighborly is the secret of building up business. At some time or other I manage to telephone nearly every customer we've got. Does them good. Does me good. Personal solicitation is still the one best way of making a sale."

THE BELL TELEPHONE COMPANY OF CANADA

Every Bell Telephone



is a Long Distance Station

It is of timely interest if it is advertised. That is profitable to remember or to recollect.

Lots of people would rather say nothing than speak a kind word. True gold fears no fire.

## ALWAYS USE GOOD SEED THE FARM CISTERN

Early Seed Preparation a Mark of Good Farming.

A Good Supply of Soft Water a Household Boon.

Careful Selection Advised — Poor Seed May Have Excellent Feeding Value — What Experiments With Seed Show — Buying a Farm.

(Contributed by Ontario Department of Agriculture, Toronto.)

Farmers, like others, are prone to put off to-day what they can do to-morrow, and, as a result, often neglect to get seed grain ready for sowing until the fine days of early spring call them to the land. Much time may be saved and the rush of spring work lightened if seed is prepared in the late months of winter for spring sowing. This early seed preparation will likely result also in the seed of different crops being sown at the right time to insure the greatest yields.

### Use the Very Best Seed.

The first step in good seed selection should be the obtaining of the very best variety for sowing, a variety whose yield is high and whose quality of grain is good. Varieties of oats, such as O. C. No. 72, Banner, and O. A. C. No. 3; varieties of barley, such as O. A. C. No. 21; varieties of spring wheat, such as Marquis, Red Fife, and Wild Goose; varieties of spring rye, such as O. A. C. No. 61; varieties of field peas, such as Canadian Beauty, Arthur, Potter, and Golden Vine; varieties of field beans, such as the Common White Pea; varieties of buckwheat, such as Rye, and Silver Hull, are all well suited to Ontario conditions.

### Grain May Be Poor for Seed But Good for Feed.

Small, shrunken, or broken seed has a feeding value nearly equal to that of large, plump, sound seed. Seed selection experiments conducted at the O. A. College, Guelph, have shown, however, that there is a very great difference in the value of these for seed purposes.

### What Experiments Show.

Varying quantities of seed of oats, barley, spring wheat, peas and field beans were tested, and it was found that one year's seed selection of seed grain has a marked influence on the resulting crop. In every single instance, the larger plump seed produced a greater yield of grain per acre than the medium sized, small, shrunken, broken, or split seed. In the average of four classes of grain, the large plump seed surpassed the small plump seed in yield of grain per acre by three per cent, and, in the average of three classes of grain, the plump seed gave an average yield over the shrunken, broken, or split seed of 64 per cent. In this experiment equal numbers of seeds were used in each class. Large plump seed produced a larger plant than that produced from small plump, shrunken, broken, or split seed. It is remembered too that where only the largest and plumpest grains are used for seed, the majority of the seed seeds which may have been in the grain before selection.

When the farmer has obtained the best variety and only only the best seed of this variety, he has placed the very safest insurance possible on the future of his crops.—W. J. Squirell, O. A. College, Guelph.

### BUYING A FARM.

Some Very Practical and Timely Hints to Would-be Purchasers of Farm Property.

The most important decision that a farmer is called on to make is the selection of a farm on which to live and earn a living. The judgment used in making the selection may make or break a man, may tie him up for life to poverty or to wealth. In districts where the soil is uniformly good over a large area and where prosperity is evident on all sides the task is not so great and risky. But in districts where great types and grades of soil exist in poor farms and a good farm may lie side by side. The good farm will no doubt help to sell the poor one, which, by the way, is always for sale.

See Your Prospective Farm in July. Farm purchases are most frequently made during the winter when the opportunity for close inspection is least. This should not be so. If farms were purchased on the basis of the crop showing during the month of July there would be fewer regrets. If a man contemplates purchasing a farm in a district where he has lived for a long period, he will know the soil and district conditions. Knowing conditions the purchaser will hand over his money with his eyes wide open; if he does not know conditions in the district he will be handing over his money with his eyes closed and must depend upon the honesty of some one else. Purchasers of farms are advised to live and work in the district of their choice for at least a year before investing heavily.—L. Stevenson, Secretary Dept. of Agriculture, Toronto.

### Fix Harvesting Machinery.

A rainy day spent in putting that mowing machine, hay loader, binder and other harvesting machinery into shape is a mighty good investment of time. This is more true this year than usual for two reasons—first, labor is much scarcer, and therefore the loss of any time wasted will be greater, and, secondly, the parts will be harder to get than usual, due to a shortage of supplies in many lines. Fore-thought may save some after-worries.

Millet is a splendid another crop and weed seed destroyer, especially when cut thickly for hay and cut early.

The marriage was solemnized at Brockville of Amos Blanchard Slack, Edmonton, Alberta, and Miss Laura Irene Lafavor, Brockville. The young couple were attended by Earl Slack, Lansdowne, and Miss Annie Ferris, Brockville.

Sweden's mortality in 1920 was the lowest ever recorded. Spearfishing is a sport in Nova Scotia waters.

Miss Vera Babcock, daughter of Baxter Babcock, Belleville, was seriously injured in Ottawa on a toboggan slide. She is with the game and fisheries department.

At Brockville on Feb. 1st, Rev. G. W. McCall united in marriage Ross Stevens and Miss Mildred F. Leavoy, both of Fairfield East. No species of snakes are alimy.

The Farmer's Wife and Daughter Will Appreciate It—Location of the Cistern — Advice Given for Local Installation.

(Contributed by Ontario Department of Agriculture, Toronto.)

Lucky indeed is the farmer who can boast of a never-failing supply of pure and fresh water from well or spring on his premises. Its value cannot be reckoned up in dollars and cents. Another source of water supply on the farm is the rain water caught on the roofs of the buildings and stored in large underground tanks, called cisterns. It is commonly called soft water in contrast to the hard water of wells and springs.

### A Supply of Soft Water a Boon.

Every housewife who is fortunate enough to have a plentiful supply of soft water for washing dishes, clothes and woodwork, and for use in the bath, knows well how much superior it is to hard water. It uses a lot of soap, and the operations are more easily carried out and the results more satisfactory. This valuable supply of water comes down from the clouds in fairly copious amounts month by month, and costs nothing except a small outlay, probably \$150, once in a lifetime for excavating and a storage tank or cistern.

### A Good Cistern a Necessity.

To safeguard against a shortage of soft water in times of drought and during the winter season when rains are scarce, the cistern should be large enough to hold a two or three months supply. This would require a storage tank of 10 feet deep, or its equivalent in different dimensions, or two smaller tanks having together this capacity. It is well to remember that the tank built in the cubical form, say 10x10x10, is more economical than one of the same size but oblong in form, (8-2-3x15x10) for example. The cylinder form takes even less material than the cubical, but it may be a little stiffer and harder to build. Sometimes the cylindrical or bottle type is usually built of brick laid in a rich concrete mortar and finally well coated on the inside with a rich mixture of cement, preferably super cement, and fine sand. The 10x10x10 size will hold 8,250 imperial gallons, or approximately 200 barrels. In U.S.A. gallons capacity would be 1-5 more, or 7,500 gallons. To build the cube-shaped cistern (10x10x10) it would require 12 cu. yds. of concrete, the walls bottom and top being six inches thick. Using a 1-6 mixture it would take approximately 18 barrels of cement and 15 loads of gravel. For the cylindrical shape it would take about 11 cu. yds. of material, and for the oblong shape (8-2-3x15x10) about 13 cu. yds. With a knowledge of local prices of material and labor, it would be an easy matter to estimate the cost of a 6,000 to 7,000 gallon cistern.

### The Location of the Cistern.

The house cistern may be located in the cellar, or outside underground, according to conditions. If the cellar be large and provided with good drainage for the overflow of the cistern, there can be no serious objection to having the cistern in the cellar. If the roof of the house is not large enough to collect sufficient rain water for the water service of the home, the roots of barns and other buildings may be connected up to another cistern at these buildings and the two cisterns connected for joint service if necessary. In this case probably the best arrangement would be to build one very large underground tank, 12 or 15 feet square and 10 feet deep, at a point where rain water from both house and barns would gravitate and collect. Between the barns and the cistern it would be advisable to build a settling basin to intercept dirt from roofs. The water system would be connected to this large cistern to supply the house or barn as required. The same water system could be used to supply the house or barn with the water from the well or other source used for drinking and cooking purposes.

In building a cistern do not make the serious mistake of making it too small. Then install some form of water system in order to have the soft water, both hot and cold, on tap throughout the house. In subsequent articles I will describe various types of water systems for the farm home.

The Department of Physics, O.A.C., Guelph, Ont., is prepared to advise you without charge regarding installation of water systems, plumbing, sewage disposal, etc.—R. R. Graham, O. A. College, Guelph.

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15¢ a package also packed in 1/2 lb tins

## From The Countryside

### FRONTENAC

#### OATES.

Feb. 2.—The recent thaw made the hills bare once more. A large number attended the eucuro and dance in Inverary and all are looking forward to the next one. I. Donoghue, St. Augustine's Seminary, Toronto, visited his sisters, Mrs. A. N. and J. L. Koen. Mrs. W. Harte and Mrs. J. Gallagher spent a day at Everest Johnston's. Misses E. A. and M. Harte spent Monday afternoon with Miss Mary Koen, Lelands. J. Golden and sister, Kathleen, spent a few days at F. J. Walsh's. Frank McDonald is spending a couple of days at Amherst Island. J. Gallagher is engaged drawing sand to the schoolhouse. J. Harte and W. Leaman made a business trip to Kingston on Wednesday.

#### KEPLER.

Feb. 2.—The farmers are getting in their supply of ice. The funeral of the late Charles Cranston was conducted at his home near here on Jan. 20th by Rev. George Stafford, Sydenham. Mr. Cranston was one of the oldest residents of this district and was very much respected by everyone. Mrs. R. D. Warriman who underwent an operation in Kingston General hospital is getting along as well as can be expected. Rev. Dr. Lawson, Verona, gave the third lecture on his travels in the holy land in the church here on Monday night. Much interest is being taken in the lectures which are very educative. Mrs. Arthur Smith is around again after suffering from an attack of bronchitis. Mrs. Percy Potter and Mrs. Howard Brock have returned from visiting friends in the city. Mrs. W. W. Klein, Joyceville, is spending a few days with her brother, S. Knight. Frank Johnston, and wife visited friends on Wolfe Island last week. Mrs. Grey, Sharbot Lake, and

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Merchant of Venice. (Shakespeare.)

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