#### **ADVERTISER PUZZLE CONTEST CORNER**

Important Questions Answered by Contest Manager and Matters of General Interest Discussed—Contestants Should Watch This Corner

Contestants who have not sent in any new subscribers, or the full number of new subscribers, they are allowed to register with their solutions, thould take advantage of the opportunity that they still have of obtaining them. Contestants should bear in mind that there are many of their friends who are contemplating subscribing, or who would subscribe were they asked. Contestants can send in new subscribers to be placed to their credit any time until the contest closes on March 19. Contestants should send in their new subscribers as fast as they get them, for something might prevent them from sending them in later, thereby causing them to lose this extra prize money. Be sure to send the money to cover the subscribers and not merely renewals, for no credit is given for securing renewals. Each of the new subscribers are new subscribers and not merely renewals, for no credit is given for securing renewals. Each of the new subcribers are new subscribers of your new subscribers are new subscribers and not merely renewals, for no credit is given for securing renewals. Each of the new subcribers are new subscribers and not merely renewals, for no credit is given for securing renewals. Each of the new subcribers are new subscribers of the new subcribers are new subscribers of the new subcribers are new subscribers and not merely renewals, for no credit is given for securing renewals. Each of the new subcribers are new subscribers are new subscrib

### DEVELOPMENT OF OBSERVATION IS BASIS OF SUCCESS

T. F. L. Henderson Tells Chamber of Commerce About "Salesmanship That Wins."

"Salesmanship That Wins Today was the subject of an address given Thursday evening by Thomas F. L. Henderson, business counsellor, La Salle Extension University, before the members' council of the local Chamber of Commerce and several guests at a dinner at the Tecumseh House. Mr. Henderson had an inspiring message for everyone, which he delivered in a highly entertaining manner.

"In all my travels," he said, "I have never yet met a man who did not expect that some day he would be successful. The trouble with the majority of these people who wait for success to come in some unusual manner, is that they are all wishbone where they should be backbone.
"Success can only come," he conting

"Success can only come," he continued, "through sacrifice and personal
denial. It is a mistake to believe that
it is due to a combination of circumstances. In all my researches I have
never yet met a really successful businessman who was born with a silver
spoon in his mouth. They had reached
their pinnacle through endless hard
work."

The most encourgaing thing in life, the speaker claimed, was that nearly every man had as a birthright the qualifications out of which success can to increase his talents, he said.

Mr. Henderson asserted that the chief drawback to the average man was that he had not developed the lowing letter to The Advertiser in expenses the lowing letter to the lowing le was that he had not developed the power of observation. It was possible for a man to look at a thing thousands of times without seeing it. He told many stories illustrating that this was so. He also claimed that the average man did not do enough serious thinking. It would be well for the world, he sald, if every man was forced to do some constructive thinking each day. Coming to the question of salesmanship the speaker said that that there were several things the salesman of iffeen years ago did which the salesman of today could not do and be successful. No longer does the idea prevail that a good salesman must be a total the first vote on commission government in the council, which you say was lost. The vote was to open must be constructive thinking each day. The second vote was for or against any form of commission government, which the salesman of officen years ago did which the salesman of collection of the first vote on commission government in the council, which you say was lost. The vote was to open the first vote on commission government in the council, which you say was lost. The vote was to open may be a sary, and was carried by 8 to 2. The second vote was for or against any form anyor declared lost, and which I take vail that a good salesman must be a total thing the speaker referred to the Geneva peace conference. "What at hrill of pride ran through us in London, England, when it was shown her independence as a nation," she said.

Mad. W. A. Wilson has sent the follais represent to do about Armenia. And his reply was that they were necrotical his represent to true Turkey because they meant to do about Armenia. And his reply was that they were necrotical to rule Turkey and to compel the Turkey because they meant to do about Armenia. And his reply was that they were necrotical to rule Turkey and to compel the Turkey because they meant to do about Armenia his reply was that they was the true rule and the

of Partnership

of themselves.

One of the greatest essentials in the making of a successful salesman was an extreme interest in what he was doing, he claimed. Each day must be looked upon as one more opportunity of accemplishing something.

The addition to knowing himself a man must have the ability of analyzing the other fellow. It was extremely important that the salesman should recognize the type of man he was dealing with.

"One of the most disgusting things,"

Mr. Henderson said, "is to find a clerk in a retail store who does not know anything about the things he is attempting to sell. Everywhere one finds much indifference among this class of salesman."

Salesman."

OF PARTNERSHIP

OF INTEREST TO YOUNG MEN.

Young man, the engagement ring is the first investment of partnership, and too much care cannot be taken in its selection. If the engagement diamond comes from John A. Nash, My Jeweler, she will know it is perfect, and has that winning way. His new store is 182 Dundas street, "where you will eventually buy."

MUCH "Y" WORK AMONGST

TROOPS DISCONTINUED

the largest athletic meet on the Ameri-

#### "ROBBED WITHOUT A **GUN," SAYS WITNESS**

Louis Haddad Lost More Through Summons Than

infiteen years ago did which the salesman of today could not do and be successful. No longer does the idea prevail that a good salesman must be a good drinker and a good poker player. The trade has become a genuine profession, and all the old-time ideas have passed to the scrap-heap. A clean life, he claimed, was absolutely essential to successful business.

There were, he said, only four factors to be considered in making a sale, namely, the customer, the goods, the salesman and the sale. The chief thing shout salesmanship was the three middle letters, "man." Make the man right, and the other things would care for themselves.

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he claimed. Each day must be looked upon as one more opportunity of accomplishing somethins.

It is a selected by the selection of the most disgusting things. The selection of the

#### **NEAR EAST HOLDS** KEY TO DIFFICULTIES, SAY ENGLISH WOMAN

Miss Magda Coe Addresses Women's Canadian Club.

INTERVIEW WITH KRASSIN

Urges Women To Study International Policies and So Avert War.

"You will find that the key to all our difficulties lies in the Near East, when you understand international policy, and I want to urge the women of Canada to study international policies," declared Miss Magda Coe, before the Women's Canadian Club meeting vesterday afternoon in the Normal the Women's Canadaan (mb meeting yesterday afternoon in the Normal School. Miss Coe comes to Canada representing the lord mayor's fund for Armenian relief, but her words are not merely a plea for money on behalf of this stricken country. They rather clothe the ideas of a brilliant diplomat who has long made a study of foreign policy, and who comes to urge the people of Canada to think in international terms, and so avoid such conditions as prevail in Armenia. "The solving of the problems of the Near East, which are intimately linked with the problems of Great Britain, France, Canada and many other countries of the world, depended on your thoughts, for thoughts are followed by action," she said. "Are you thinking in terms of peace or in terms of war? Do you realize that because your heristical stricts in the believe of the world. Do you realize that because your heri-tage is divine, the healing of the world can be accomplished through your thoughts? You must study international problems, for if you do not understand what is happening to other nations you will be plunged into war again. Every other nation reacts on your nation.

Gravity of Situation. Through Summons Than
When Held Up.

Louis Haddad, 768 Dundas street, declares he could have forgiven Garfield brothers for robbing him of some 'steen dollars with a gun, but he feels rather keenly for being 'robbed without a gun," as he puts it, by the county of Oxford, which summoned him to Woodstock as a witness in the Johnston murder case and kept him waiting three days without being called to give evidence. He lost his time from his business, had to hire an extra man to take his place as far as possible, paid his fare on the raliroad to and from Woodstock, and had to and from being called to and from woodstock, and had to and from being summoned as a witness than the Garfield brothers took out of his till.

COMMISSION FORM OF CITY GOVERNMENT NOT DISCUSSED

Replies to Mayor Little's Statement at Last Council Meeting.

Ald. W. A. Wilson has sen't the following letter to The Advertiser in explanation of his stand in regard to com-"No words of mine can emphasize the gravity of the situation in Armenia.

they meant to do about Armenia. And his reply was that they were negotiating with Turkey because they meant to rule Turkey and to compel the Turks to rule Turkey and to compel the T

#### ADVERTISER CONTEST RARE CHANCE TO WIN \$700

Rich Prizes Awarded the Subscribers Who Solve Problem.

AGRICULTURAL SOCIETY \* MEETS AT STRATHROY

That the Strathroy Agricultural Society is in a flourishing condition was manifested at its meeting on Wednesday, when the president, Denald Graham, occupied the chair.

The prize list for the ensuing year was discussed, and R. A. Fenn, agricultural representative for the county of Middlesex, was present in connection with the juvenile competitors.

The various public schools are being encouraged to enter these contests, in which school products are shown and liberal prizes awarded.

Substantial awards are also being offered in a competition for children who have gardens at their homes and are able to make an individual display. It was also agreed to arrange for a children's exhibit in canned products from their gardens, and it is hoped to have a canning competition at the fair, in which the participants will bring their own canning outfit and demonstrate what they can do.

Plans are likewise being made to add some prizes for girls exhibiting work in the women's department, such as plain and fancy sewing, daraing, etc. Prospects for a good show next fall are excellent, and the society is in the happy josition of having a surplus to their credit.

Some improvements in the grounds and other details were also arranged

# A PRESENTATION OF NEW SPRING MODES



The Saturday fashion displays will be of special interest to every woman. The Millinery Department is showing many introductory specials in Smart New Hats with which to begin the season; many off-the-face models, others with tiny brims, rolled sailors and pokes. Flowers in many colors announce the season. Feathers, too, are a popular fancy.

The New Easter Suits are most attractive and smart. New straight-line models in one or two of a kind with touches of embroidery or brdiding; others plain and simple; and the new lower prices are receiving much comment.

## Silk Attractions For Saturday

Newest ideas for spring and summer wear just opened for Saturday, at special prices. THE FAMOUS "ANNOR KNIT" MALLINSON'S DE LUXE SILK DREAM VOILES, \$3.00 YARD SILK TRICOLETTES, \$3.00 YARD

MALLINSON'S DE LUXE SILK

DREAM VOILES, \$4.50 YARD A wonderful collection of designs on Pure Silk Crepe Voile, of dainty sheer weave. We invite you to see the first showing of these to-morrow. The beauty of patterns and colorings would be difficult to describe. Special .............\$4.50 yard

#### FANCY LINENS ABOUT ONE-THIRD TO HALF FORMER PRICES

SATURDAY

CANDY SPECIAL

100 lbs. Fresh Turkish Delight ..... 39c lb.

A clearing lot of Irish Embroidered Centers, Tray Scarfs, etc., in all-linen and linen finished goods, marked AT ABOUT HALF former prices, together with all odd and broken assortments from our regular stock, including Madeira, Damasks, Irish Linens, in Plain and Hand-Embroidered, Dollies, Centers, Trays, Scarfs, Teacloths, Guest Towels, etc., at 1-3 off. Quantitles are small in many cases, but values are extraordinary.

SEE WINDOW DISPLAY.

6, 8 and 10-inch Doilies. Sale prices Oval Trays, 6x12, 8x12, 19x14......55c, 59c, 66c, \$1.00 each Centers ..... 59c, 98c, \$1.50, \$1.69, \$2.50 each ...... 49c, 95c, \$1.69, \$2.00 each Trandoths .....

2 only 45-inch Irish Double Damask Teacloths, hemstitched, old willow design, one-third off. Sale price .... \$8.00 Pillow Shams, Table Covers, Teacloths, in embroidered and plain hemetitching ............ 98c, \$2.50, \$3.65, \$5.25 each TWO ONLY, 60-INCH FRENCH CLUNY CLOTHS, delight.

25 DOZEN UNION HUCK BEDROOM TOWELS, for Saturday's selling at one-third off. A good, large size and 50 per cent. linen, in fine, even weave, hemmed ends. See these Saturday. Sale price.\_\_\_ 50c each; \$5.85 dozen

SALE OF LADIES' SWEATERS.

\$2.79 table of Ladies' All-wool Sweater Coats, knitted in plain and fancy stitch; colors, sea green, flamingo, straw-berry, American beauty, maize and paddy; sizes 34 to 40

SOAP SPECIALS, SATURDAY 

DAINTY VOILES, 69c YARD This is a special purchase of new 1921 Voiles of very pretty designs, all the latest colorings of Navy, Copen, Gray, White grounds, with dainty shades to blend. See window display and be down early for

HOSPITAL UNIFORM CLOTH Guaranteed dyes, for useful dresses, children's wear, etc, one-

42-INCH PILLOW COTTON, 39c LONGCLOTH AND MADAPOLLAM-Both fine English cloths, for useful and pretty lingerie, 36-inch ...... 49c

FANCY LININGS 

COMFORTER CHINTZ

Of good quality, in pretty designs, for comforters and bedroom hangings, box covers, etc., very special line, much lower than formerly, 36-inch, in two grades. At......

WHITEWEAR SALES

10 dozen Ladies' Nightgowns, slipover style, made of fine white cambric, neck and sleeves trimmed with lace. Special 5 dozen Ladies' Drawers, made of good quality white cotton, ruffle of material, trimmed with tucks, open or closed

SPRING WEIGHT UNDERWEAR Fine Ribbed Cotton Vests, low neck, finished with plain hem, Pink Jersey Cotton Bloomers, finished with elastic at waist

NEW NECKWEAR-A very choice line of Easter Neckwear for men, showing the narrower effects, in knitted and fancy silks. Price ..... \$1.00

buying on Saturday, when assortment is complete. Here are

the colors: Navy, silver and pelican grays, nigger, grouse and

indian browns, Jap Copri and Harding blues, also black; 36

nches wide. Annor Knit sold by this store. Special \$3.00 yard

SATURDAY NOTION LIST

"Vodine" Real Human Hair Cap Net, light, mid and dark brown. Saturday only 3 for 25c; gray and white 2 for 35c "1 for U" Silk Cap Net, perfect fitting and mid-brown

Brass Rings, for fancy work, curtains, etc., all sizes. Small Celluloid Hairpins, 8 on card, shell only. Price. . 10c card Small Celluloid Hairpins, 6 on card, amber or gray.

The Best English Brass Pins, sizes 5, 6, 7, 8, 9, 10. Prices 2 for 25c

The Enterprise English Brass Pins, all sizes. Price 10c paper

Skein Wool Mend, black, natural, gray, red and white.

Fine English Wool Mend, in balls. Price ...... 2 for 35c

Coates' Mercer Crochet Cotton, ecru or white. Price 2 for 25c

The Setwell Nickel-Plated Folding Suit Hanger, extra

The Midget Electric Curler, 4 on card. Price ..... 15c card

Children's Pompadour Combs. Price .......... 25c eac Six pairs only, Bables' Rubber Pants, half price Saturday.

Corticelli Lingerie Tape, with ribbon threader, sky, pink and

SALE OF APRONS, 49c AND 98c

10 dozen Work Aprons with bib, made of good firm print

VEILS, 2 FOR 25c

"Mona Liza" Shaped Veils, black, brown, taupe, navy 

.... 10c each, of \$1.10 dozen

Large Wooden Mat Hook. Price .....

Wool Mend, for heather stockings. Price ....

Coates' Spool Sewing Cotton, 200 yards. Price

Blectric Curlers, 5 on card. Price ....

Corticelli Twill Tape, 5-yard rolls, black and white, 

# Select Your Easter Suit To-Morrow, \$25, \$35, \$45, \$65

New models for men and young men, featuring one and two-button styles, in both single and double-breasted coats, in the popullar lovats, greens, browns, hairline stripes and many other wanted shades. Be sure to see these to-morrow \$25.00, \$35.00, \$45.00 and \$65.00

SALE OF SPRING TOPCOATS (mostly samples) \$27.75

About 50 Spring Weight Topcoats, featuring splendid models in all-wool cloths, grays, browns and dark and light mixtures, many quarter-silk lined, piped seams, also lined

BLUE SERGE SUITS, \$35 Guaranteed Color Dye.

MEN'S FINE NEGLIGEE SHIRTS-In neat stripe patterns, fast colors, made of good wearing material; shirts that fit properly.

MEN'S SPRING UNDERWEAR-Fine Cashmere Shirts and Drawers, a high-class line, natural shade, in all sizes. Price ..... ...... \$1.75 garment

### Boys! Choose Your New Easter Suit To-Morrow, \$9.85, \$12.50, \$15.00



SALE OF BOYS' REEFERS, \$5.95



