STEPHENSON - Proprietor.

MONDAY, JULY 17, 1905.

THE URIQUITOUS SALESMAN.

When a salesman goes out on the road to find a market for his employer's goods he is a constant source of expense. When he eats drinks, sleeps and moves from place to place the house foots the billand pays his salary besides. The newspaper "ad," is a salesman that neither eats, drinks nor sleeps, and travels without expense to its employer. The commercial traveler, of course, is too valuable in many respects to be abolished, but his services may be made more profitable by employing the newspaper salesman as his advance agent and assistant. It can be made not only to pave the way for his approach, but in many cases to altogether dispense with the necessity for his visits And The "ad." has this additional advantage over the personal silicitor -if placed in the right newspaper it can cover in one day a territory that he couldn't cover in months, even years.

THE SALVATION ARMY AND ITS WORK.

Rider Haggard, who has been investigating the Salvation Army colonies in America, with a view to some scheme of land settlement for relieving the congestion of urban population in Great Britain, suggests a loan by the Imperial Government, grants of land and guarantees by different colonies, and contributions from cities and Poor Law unions, that may be relieved of persons now; a public charge. He proposes the creation of a superintendent of land settlements, to whom the management and administrative business of these settlements shall be committed; and that the selection of the people for settlement be entrusted to the Salvation Army, an effective organization, active everywhere and ready to assume the task, and to such other religious and charitable societies as desire to take part in the work. Moreover, he insists upon the element of business prosperity, so that no settler shall receive title to his land until all advances have been paid, and unemployed capital may be secure in seeking investment in projects for the development of uninhabited spaces of the empire. Mr. Haggard sums up what he considers the essential conditions in a scheme of land settlement, and sets forth these lessons:

"The first is to avoid the mistakes of the past especially by refusing to attempt any further settlement unless sufficient capital is available to inaugurate and to carry it on upon proved and businesslike principles The second is that the land should be cheap as well as suitable. The third that the colonists should be very carefully selected, all the circumstances and conditions of the individual families being considered. The fourth is that they should pay a fair price for the land, spread, however, over a considerable num ber of years, and the fifth-perhaps the most important of them allthat they should remain during that period under skilled, but sympathetic management." In other words, he would help those who are willing and able to develop some capacity, to help themselves; but what of the others, who, after all, constitute the real core of the problem, the great masses who are incapable of helping themselves?

#### VILLAGE CLUBS.

Nation, New York. Every one who has lived in an English village knows how important in the rural laborer's life are the clubs to which he pays a few pence weekly or monthly. The improvement one who talls behind with his "club money" is a marked man, while to pay it in "regular" covers a multitude of sins. But the Trousseau club, which in France induces girls to store up from the age of girls to store up from the age of nine, is non-existent in England. It is due to a desire of daintiness, even in the nonrest the poorest surroundings, which is until a surrounding surroundings, which is until a surrounding surrounding surroundings.

#### HOW WOMEN EAT.

Fortnightly Review. Women eat such queer things when they are by their lonely selves. What self-respecting man would lunch off a sultana cake, a tart, or an ice? Show me the self-respecting woman who has not done it! Women know how to cook-some of them-but none of them know how to eat. A woman feels that to eat well and substantially is a sheer waste. If it were not for men women would warn themselves in sable and point lace and starve to death.

A smile in the wrong place is a wery grave mistake.

## WASTED FRUIT **COSTS MILLIONS**

Wonderful Value of Cold Storage Brought to the Attention of Government.

Valuable Suggestion From Herbert S. Clements and Mr. Armstrong-Some Facts and Figures.

Cold storage is a subject which has recently been discussed in the has recently been discussed in the House of Commons, thanks to Mr. J. E. Armstrong, M. P. for East Lambton, and Mr. H. S. Clements, M. P. for West Kent. Although the debate was in no sense a party one, it indicated clearly enough that the Minister of Agriculture is hardly familiar with the subject. His opinions as to the temperatures most suitable for the preservation of various fruits and dairy products are not the views of most authorities. For example, Mr. Fisher thought that 60 degrees was a suitable temperature for carrying apples. Morethat 60 degrees was a suitable fem-perature for carrying apples. More-over, he seemed to be of opinion that for the purpose of arresting decay there was no difference be-tween freezing point and a lower temperature. These ideas are as-suredly not generally held, and the fact that they belong to Mr. Fish-er suggests an explanation of his failure to granple with a situation failure to grapple with a situation that is so important.

LOSS ON APPLES \$20,000,000.

LOSS ON APPLES \$20,000,000.

It is estimated that in apples alone \$20,000,000 is lost to the farmers of Canada every year as a result of the lack of proper storage facilities. Most of this loss falls upon the farmers of Ontario, because this province grows more apples than all the rest of the Dominion combined. It is the old story of a feast and a famine. When the apples are ripe they are so plentiful that they can be had for a trifle. In a few months, despite the most abundant crops, they are usually so scarce as to be numbered with the luxuries. Hundreds of thousands of bushels rot on the ground. This was the case last \$\frac{1}{2}\text{Lord} \text{ was the case l Hundreds of thousands of bushels rot on the ground. This was the case last Fall, and has been every Fall. The few farmers who had storage plants were able to abolish losses of this kind. They had all their cropfor sale. Moreover, they held their apples until the glut of the market had been relieved, and then placed their stock at good prices.

A PRACTICAL INVESTIGATOR.

Mr. R. J. Cochrane of Fast North.

A PRACTICAL INVESTIGATOR.

Mr. R. J. Cochrane, of East Northumberland, is a practical farmer, who
has made first-hand investigation of
the storage methods employed by
progressive American apple-growers.
Recently interviewed by Ottawa
nwespapers, he gave some interesting facts on the subject. Mr. Cochrane was quite willing to work in
the orchards as an apple-picker in
order to get his information, and
this he did last Fall in dozens of
farms in New York State. The
farmers were mostly well-to-do men,
some of them rich as a result of a
few years' apple-growing, plus proper cold storage facilities.

"Every fruit-grower," he said,
"takes his fruit, newly picked, from
the orchard to the cold storage
warehouse. It is a question of hours
only, for they would not think of
allowing their apples to remain over
night on the ground unprotected,
nor will they allow time for the
heat to generate, as it will, in a
barrell of apples.

AMERICAN FARMERS' PROFITS.

AMERICAN FARMERS' PROFITS. "In many places the farmers owned their own storage plants, operating the ammonia engines themselves, storing their own fruit, and renting any extra space to their neighbors at 40 cents a barrel. This was at 40 cents a barrel. This was cheerfully paid, as in a few months they could get from \$1 to \$2 a barrel more, for their apples than their less provident neighbors. In many instances the owner of the plant found he could make more money by buying a few thousand barrels of apples outright and carrying them himself. In this way his profits exceeded the 10 or 20 per cent. which he made from storage charges. In Canada we have been conducting the apple business at haphazard as comapple business at haphazard as com-pared with the fruit farmers whose pared with the fruit farmers whose places I visted. Even when we talk of cold storage our minds store up a vision of a pile of ice gathered from some lake or river. Natural ice does not give the required temperature for a cold storage system. The changing atmosphere can be met by increased cold with an ammonia plant, whilst it cannot by matural ice. All the plants I saw were kept cold by the ammonia ice plant." WHERE NEW ZEALAND GAINS.

As a direct result of Canada's lan-ure to appreciate cold storage our fruit trade decreased by \$14,000,000 last year. New Zealand's export trade is growing enormously, espetrade is growing enormously, especially in dairy products, and all through a system of transportation, which is thus described by Mr. J. Al Ruddick, chief of the dairy division of the Department of Agriculture: "We are beginning to learn, although it seems to be a slow process, that it is important that but ter should be kept at as low a temperature as possible from the time it is made. Canadians have been losing a good deal of ground in the markets of Great Britain through ing a good deal of ground in the markets of Great Britain through markets of Great Britain through negligence on this point. In that respect we are a long way behind our friends in New Zealand. All the refrigerator steamers sailing from New Zealand carry frozen meat. It is a matter of necessity that the temperature in the chamber be kept very low. As a matter of fact they very low. As a matter of fact, they are carrying frozen meat at a temperature from zero to 10 degrees. Butter, when it is shipped from New Zealand to England, is placed in the

chamber along with the frozen meat.
The steamer is one large refrigerator, and the carge is mainly frozen
meat. The refrigeration on them
was provided, in the first place, for



the frozen meat trade. As the butter trade has grown, the same boats have been used for the purpose, and so they have the best possible service for sending butter to England. Butter to be exported from New Zealand is put in store and frozen, and kept at a temperature of 10 degrees at least four full days before going aboard the steamer. So the butter is kept at a low temperature from the third or fourth day after it is made until it reaches England. This is one reason why New Zealand has been making such great progress has been making such great' progres in securing the trade of Great Britain for her butter. They are getting a good price, almost equal to Danish."

ROOM FOR STATESMANSHIP. As Mr. Armstrong pointed out, it As Mr. Armstrong pointed out, it is almost useless for a farmer to have a cold storage plant unless the storage chain is complete from orchard to table. Of what benefit is it to the fruit exporter to preserve his apples in fine condition for months if they must be shipped on a boat whose facilities are of the crudest kind? If there is not proper storage at the other end of the line, the precautions of both grower and steamship company amounts to little. The need is for a statesman who thoroughly understands the sitwho thoroughly understands the sit-uation to force the Government to take action in the interests of the fruit-growers of Canada. Cheesel and butter-makers would benefit just as much as fruit-raisers. These are the industries upon which Ontaria and the East must chiefly rely in order to maintain their standing, for wheat is surely the spoil of the Westerners.

#### MAY CAUSE MAN'S DEATH.

James Shackleten Hurled Pickaxe at Head and Has Disappeared.

Head and Has Disappeared.

Hamilton, July 15.—At the new brickyard yesterday morning, between 7 and 8 o'clock. Peter Williams, 3 George street, was laid out with a pickame. It is alleged that Jas. Shackleton, 876 West Jackson street, a south African veteran, threw the pick at him. A sad feature of the case is that Williams was married only two weeks age. He is an Englishman, and has been in Canada only ten months. From what the police have learned they say that Shackleton was teasing the Englishman and that a quarrel started. Shackleton and that a quarrel started. Shackleton

and that a quarrel started. Shackleton then threw the pick. He left the brickyards soon after the occurrence, wenthome, changed his clothes and disappeared. He told some of his fellow workmen that he did not intend to hurt the Englishman.

There was little change in the condition of Williams last night. An operation was performed in the afternoon, and he has regained consciousness. The authorities considered his condition se critical that they decided to take an ante-mortem statement. T. H. Crerar, Acting Crewn Attorney, and Acting Chief Prentice went to the hospital for that purpose. There is still no lidings of Shackleton.

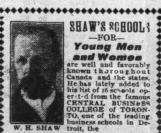
Chance generally favors the pru-

### Stomach Cramps. COLIC.

HESE are very painful, and their attacks are often sudden and sometimes fatal. The principal seat is in the stomach and bowels, producing severe twisting, cramping pain, and often accompanied by romiting. If you are troubled in this way, there is only one remedy to cure you, and that one is Dr. Fowler's Extract of Wild Strawberry. It has a record of cures ex-tending over 60 years and we have yet to hear of it failing to either relieve or cure

MRS. M. SECORD, Bristol, N.B., writes: "I was terribly troubled with cramps for some time and had several doctors attend me, but their medicine did not do me any good. I got two bottles of Dr. Fowler's Extract of Wild Strawberry and they com, pletely cured me. I would not be without it in my house."

REFUSE ALL SUBSTITUTES. THEY'RE DANGEROUS.



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are well and favorably
known the outer house

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to his hist of 16 sevols operated from the famous

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**GUTOHESS OOLLEGE** Griswold St. & Grand River Ave. Under new management this school now p.ovides unexcelled facialties for students epecial Summer Term July and August. Enter at any time. Write for particulars.

W. H. SHAW, President. A. B. BURCH, Principal,

## A BIG CUT

# LINOLEUMS

60c. LINOLEUMS at 46c. 75c. LINOLEUMS at 58c. 90c. LINOLEUMS at 68c.

Owing to delay in transit some thousands of yards Linoleum ordered for our Spring Trade have just now come to hand. The shipment includes the very latest designs in Floral, Tile and Scroll effects in new color combinations, 3 yards and 4 yards wide, made by the Best Linoleum makers in Great Britain. Every yard guaranteed to give satisfactory service. In order to make a quick clearance of the avrince let me have out raises as peace before of the entire lot, we have cut prices as never before.

The Lot go on Sale To-Morrow Morning and should not last long at such ridicuously

3 yd. 2nd 4 yd. wide heavy Linoleumus, beautiful designs, made to sell at 60c. a square 46c yard, Sale Price.

Extra Heavy Linoleumns, 3 yds. and 4 yds. wide, in Floral, Tile and New Scroll effects, 58c guaranteed in wear, regular 75c. square yard, Sale Price, Superior quality Linoleum, 3 yds. and 4 yds wide, new designs and colorings, regular 90c 68c

valbes, Sale Price, Come Early! Bring your measurements with you. This is a buying chance that don't come your way often and should not be neglected.

THE NORTHWAY CO, L'T'D.

## DISTRICT

#### BLENHEIM

July 15.—L. H. Edmunds is at Peterborough this week with his horses, taking part in the races that are being held there. Mrs. L. M. Appleford, of Seaforth, and Hector Carmichael, are visiting

their parents here.
Rev. Mr. and Mrs. Rivers, of Morpeth, spent yesterday with Blenheim friends.

friends.

The semi-annual installation of officers of Rond Eau Lodge, No. 40, will take place next Friday, July 21. D. D. G. M. H. Smith, of Chatham, will be the installing officer.

Mr. and Mrs. D. Muckle returned yesterday from Wallaceburg and Dresden, where Mrs. Muckle, as D. D., installed the officers of the Rebekah Lodges of this district.

The Blenheim bowlers returned from Ridgetown yesterday morning, having succumbed to the London bowlers in the consolation after finishing the thirteen ends tied bowl-

shing the thirteen ends tied bowled an extra end and lost. They re

ed an extra end and lost. They report an excellent time.

In the recent reports in the Toronto papers the name of P. S. Shillington appears in the list of successful candidates in the second year students at Osgoode Hall.

#### TILBURY

July 17.-Mr. Dennis, Sr., of Chat-ham, father of J. H. Dennis, drug-gist, of Tilbury, conducted Anglican Church services here yesterday morn-ing and evening, in the absence in Chatham of Rev. T. Dobson. Sheep dogs have been getting in heir deadly work here again Al Their deadly work nere again, A Tisdelle, adjoining the village, losing a dozen sheep Friday night as a result of their depredations.

Miss Vera Edmonds returned Friday, after an extended visit to De-

Mr. and Mrs. W. J. Moffat leave

Mr. and Mrs. W. J. Moriat leave to-day on an extended visit to the Pacific Coast. Mr. and Mrs. Scarff left Saturd day on a two weeks' visit to Mus-koka. The former is being relieved

Roka. The former is being relieved by an attache from the Merchants' Bank, of London.

The storm of Friday evening did considerable damage to the crops in the vicinity of Quinn, where the hail was quite heavy. Robt. Mills, of Valetta, had a valuable horse killed by lightning, while Hugh Lat-imer, of Windfall, had his barn and imer, of Windfall, had his barn and stable struck and burned. Harry J. Laird left Saturday on a visit to Buffalo and Niagara Falls

ONE DOLLAR SAVED REPRE-SENTS TEN DOLLARS EARNED.

The average man does not save to exceed ten per cent. of his earnings, He must spend nine dollars in living expenses for every dollar saved. That being the case he cannot be too carebeing the case he cannot be too care-ful about unnecessary expenses. Very-often a few cents properly invested, like buying seeds for his garden, will save several dollars outlay later on. It is the same in buying Chamber-lain's Colio, Cholera and Diarrhoea! Remedy. It costs but a few cents, and a bottle of it in the house often saves a doctor's bill of several dollars. For sale by All Druggists.

#### DRESDEN

July 17.—Earl Kimmerley, of Chatham, visited relatives in town yesterday.

Roy Westfall, of Detroit, spent yesterday with Dresden friends.

W. N. Tape, the popular liveryman, has purchased an automobile from a Detroit firm. He went to Chatham Saturday afternoon and brought the machine hopme with him, making the initial run from Chatham without m shap.

Situated in McAdam Junction, N. B., is especially convenient for commercial and other travellers owing to its location at the point of junction with the main line of the C. P. R., Company's branch lines intersecting New Brunswick.

For pamplet descriptive of hotels, how to reach them, rates and time tables, write to C. B. Foster, D. P. A., C. P. R., 71 Yonge street, Toronto, Ont. ......

The bowlers moonlight excursion to Wallaceburg on Friday evening was a decided success. The capacity of the Winona was taxed to its utmost limit and all report a most emjoyable time.

The installation of the officers for the ensuing year took places the

The installation of the officers for the ensuing year took place at the regular meeting of Sydenham Lodge, A. F. & A. M., on Thursday night of last week.

Miss May Miller, of Port Huron, is the guest of Miss Ethel Sharpe and other Dresden friends.

T. G. Carscallen, M. P. P., who has been the guest of Mr. and Mrs. J. B. Carscallen, Hughes street, left on Friday morning for his home in Napanee. He was accompanied by Miss Hester Carscallen, who will spend the holidays in Napanee.

Mrs. Thomas Steeper is on an extended visit with her daughter at Sault Ste. Marie.

tended visit with her daughter at Sault Ste. Marie, Thomas Steeper spent yesterday with relatives at Kent Bridge, Miss Nora Smith returned home from Wallaceburg on Friday even-

ing.
M.ss Mary Kerr, of Chatham, who has been the guest of Miss Grace Laird, returned home Saturday morn-

Laird, returned nome Saturday most ring.

Roy Kerby returned to Toronto on Saturday after a two weeks' vacation at his home here.

Miss Eva Aikin is home from Toronto, where she has been attending the Conservatory of Music.

Dr. Colville, of Tupperville, is away on a holiday trip. Dr. Fred Hall is relieving him.

#### CHOLERA INFANTUM.

Child Not Expected to Live From One Hour to Another, but Cured by Chamberlain's Colic, Cholera and Diarrhoea Remedy. Ruth, the little daughter of E. Ni

Dewey, of Agnewville, Va., was seriously ill of cholera infantum last summer. "We gave her up and did not expect her to live from one hour to another," he says. "I happened to think of Chamberlain's Colic, Cholera and Diamberlain's Colic, Cholera and Diamberlain's era and Diarrhoea Remedy and got a bottle of it from the store. In five hours I saw a change for the bet-ter. We kept on giving it and be-fore she had taken the half of one small bottle she was well." This remedy is for sale by All Druggists

PASSION MAKES HIM MURDERER. Wersted in Fight, Hired Man Struck Farmer With Stick.

Moosomin, July 15.—Geo. Steen, a respected young farmer, living six miles north of here, got into an altercation with his hired man, George

Steen got the best of the fight, Sum mers throwing up the sponge. Steen then let him go and turned and walk ed away, when Summers grabbed a stick and hit Steen on the back of the head, knocking him senseless. Realizing what he had done he noti-fied Steen's brother, and came to Moosomin for a doctor, but despite

every effort, Steen never recovered consciousness and expired last night Summers came in Thursday night Summers came in Thursday night and gave himself up to the police. George Steen was one of the lead-ing farmers north of Moosomin and highly respected. He was to be mar-

Great Rush for Electric Fans this hot weather. Why don't you try, one

ried sheetly.

MCADAM STATION HOTEL.

### BAND EXCUBSION **TO ERIEAU**

FRIDAY EVE., JULY 21,

Train leaves C. P. R. depo 7.20 p.m., city time.

CITIZENS' BAND BANGINA.

## ICE CREAM PARLORS

OPPOSITE BANK OF MONTREAL

One of the finest assortments of Candy in the city, fresh every day.

WHOLESALE and RETAIL

Ice Cream or goods delivered to any part of the city. Light lunches served.

J.H. Rhody In Wigzell's Old Stand. +++++++++++++++++++++++

## +++++++++++++++++++++++ **POTATOES**

Either for Seed or Table Purposes. We are receiving

Weekly Car Lots from the Best Potato Sections in the Country

and are in a position to guarantee to meet or heat any prices in the city.

Richards' Pure Soup Coupons taken at par.

Jas. N. Massey ++++++++++++++++++++++

#### The YELLOWSTONE. NATIONAL PARK

Is something absolutely unique in this world,"-

The popular route to this delightful spot is via Union Pacific to Monida, thence by stage to all points in the

The stage ride from Monids, by the splendid Concord Coaches of the Monida & Yellowstone Stage Co., through scenery hardly inferior to the park itself.

Very low rates during June, July, August and September. Inquire of

F. B. OHOATE, G. A. DETROIT,

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Walkerville St. Thomas Sarnia SUMMER SER Commencing be in effect,—
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