

THE CAMPBELLTON GRAPHIC

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H. B. ANSLOW, EDITOR AND MANAGER

CAMPBELLTON, NEW BRUNSWICK FRIDAY, AUGUST 20th, 1909

Old fashioned honesty should never be allowed to drift into the has-been class.

The bark of the average dog is worse than his bite; the bark is usually kept up all night.

Deer are becoming so numerous in parts of Massachusetts that they are working grave damage on farms.

We really don't care whether they call it an aeroplane or an aerodrome so long as they don't drop the monkey wrench.

A western editor married a woman who used to contribute verse to his columns. It's the only way to stop some of 'em.

A postman in Shrewsbury was terrified to find it suddenly ablaze. His chest was badly scorched.

What the bald-headed eagle will think when he first sees an aeroplane swooping towards him is what some nature fakir should try to find out.

The Canadian team at Bileys won \$4,400 in cash. This fact may serve to reconcile some anti-militarists to the dangerous practice of rifle shooting.

A grave digger at Rochester, N. Y. has been arrested on a charge of murder. It is presumed he killed himself rather than started in to stimulate it.

And so Harry Thaw is insane by legal decision. All sane people will hope that he will remain insane, and that they have heard the last of this tragedy of the rich.

They have discovered that kerosene is a remedy for snake bites. But try to imagine a devoted angler taking with him on a week's fishing trip a jug of kerosene.

Almost every day brings stories of new finds in Ontario's silver area. But it's not only a place of new finds, for the output record of shippers continues to grow.

A Pittsburgh millionaire used less than half a hundred words in his will to dispose of over \$15,000,000. The money itself will do almost all the talking necessary.

The Chinese methods of covering up the retreat of the murder of Elsie Sigel in New York reveal the superior cunning of the Oriental mind. Their cunning, linked with what, according to western morality, is unscrupulousness seems to battle western pursuers.

The judge who sat on Harry Thaw's case probably did what was just and right; if he made a mistake on that he at least accurately interpreted the sentiment of about ninety millions of people who compose the society of this continent.

The Grimsby Independent says:—Why, there are hundreds of ladies today moving in the best society, prominent in the church and yet they dare hardly go into a dry goods store without their hands tied behind their backs, and in their tendency to steal everything they lay their eyes on.

The record for ecclesiastical poverty has been broken, and the exemplar is a Roman Catholic. Dr. Doyle, the Bishop of Lismore, New South Wales, whose estate was proven lately, left property valued at one shilling and sixpence, or about 35 cents. He at least left no treasure on earth. His estate must be in heaven.

HEADACHE.

In all cases of headache the first thing to do is to unload the bowels and thus relieve the afflicted organs of the overfull blood vessels of the brain; and at the same time to restore tone to the system, re-establish the appetite, promote digestion and invigorate the entire body.

FOR THE BLOOD

will remove the cause of the trouble and restore the system to healthy action and buoyant vigor.

For sale at all dealers. Manufactured only by The T. Millard Co., Limited, Toronto, Ont.

You may have observed that satisfied people, as a rule, keep quiet about it.

WASHINGTON, Aug. 18.—Three ships who made a so-called Arctic expedition are inclined to believe that Commander Peary has at last discovered the North Pole. They have no positive information on which to base this belief, for no word has been received from him since he disappeared into the frozen waters of the far north.

The indication in general, borne out by reports from the far north, are that the present has been an extremely favorable season for Peary's purposes; whereas the special ground for the belief that he may have won his goal is Peary's letter from New York just a year ago, prepared to remain in the far north, three years if necessary, but before he left he told President Roosevelt who had given the expedition his blessing and half a cargo of food, shoes and four leaf clovers, that he really expected to get to the North Pole in the summer of 1909.

Stated reports of the Shackleton expedition have been coming to the National Geographic Society and have aroused the greatest interest all over the world. The Southern Pole is being held to both poles this year by experienced explorers. The impression prevails that the South Pole is likely to be found before the North, because of the marvellous thickness of the ice. The expedition which got nearer to the South Pole than anybody had ever before got to since Cook.

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Effective, economical, pleasant. What can you ask. Davis' Menthol Salve cures these afflictions and the best remedy for bites and stings, skin diseases, etc. 25c per box.

TALKS ON ADVERTISING.

1.--IN WHICH WE GET ACQUAINTED.

By Henry Herbert Huff

'Hello, Mr. Business Man. And how is trade? Improving?'

'I'm glad to hear it. Oh, we'll have things moving nicely-pretty soon. Everybody's optimistic down our way. Got nearly an hour in town—want to catch that 4.29 out of here. If you're not busy sit down a few minutes and let's talk things over. Mail order houses bothering you?'

'Yes; they're cutting quite a hole in our trade. I thought that dull spell would fix them, but it didn't here in our town. Never believed they were getting so much business till I was shown the pile of goods from them that arrived on this morning's freight. Some of our best people buying there, too. Really I cannot understand why any one should send away and wait several weeks for goods he can buy just as cheaply right here in town.'

'Got any soap clubs here?'

'Yes; there are several, and it does beat all how these premiums take. Look as though one was getting something for nothing, but he pays for it all. I can sell the whole assortment for half their list price and premiums. Buy them separate and get what you want. Each of these clubs takes from \$100 to \$300 worth of business from our town every year.'

'And then there's Near City—only twelve miles away, and the fare is 40 cents. Many of our people go there to buy clothing, millinery and the like. Often they pay more than in their home town. We merchants had been charging up the bulk of our lost trade to the mail order houses, but found upon investigation that a large part is going to Near City instead. With our trade leaking out in every conceivable way it seems up to us to take what's left.'

'Do you have any trouble with "leftover" goods?'

'Yes; we lose a lot that way. In summer business goes on a vacation. Most days of the week are pretty slow too, except Saturday, and that's hustle, hustle, all day long. I wish we might shift some of this day's business to the others.'

'Mr. Business Man, I've a solution to all of your problems. I can tell you what will hold your trade at home, what will move your slow sellers and remainders, what will make business for you in the dull season, what will sell the new and better goods. It's no complicated mystery or trick of magic—just plain ADVERTISING.'

'I know you'll say you've tried it without success or that a competitor failed to make it pay or something else, but it resolves itself into this—if you ADVERTISE RIGHT, it will PAY you; if you do so in the WRONG way, it will FAIL. Advertising is no child's play—it's a science. A person of average ability can write good copy.'

'And now I must be going, but I'll be back next week and every week for several months, and I intend to have a little chat with you each time. I shall first show you how advertising will SOLVE your problems, and then I'm going to tell you how to advertise SUCCESSFULLY.'

Pole is really more accessible than the northern because there is not so much open water to be crossed. Jean Charcot is now in the Antarctic region with an expedition, and Lieutenant Shackleton is expected to go south next season. If both poles are discovered this year it surely would be a remarkably record for 1909.

Minard's Liniment Cures Coughs in Cows.

NAVAL AGREEMENT REACHED Australia Will Spend Money on Cruisers and Control Her Ships.

LONDON, Aug. 18.—The scheme of naval defence agreed to by the Australian representatives and the Admiralty is described as being completely satisfactory to Australian national sentiment. The Australian fleet does not pass automatically under the control of the Admiralty during war, but will be placed at its disposal. It is recognized in war time that the fleet must be under one central control, ample provision can be made for the interchange of officers, though sometimes the Imperial navy must supply officers and men. No doubt would be given the money being spent on cruisers.

MINARD'S LINIMENT CO., LTD. GENTLEMEN.—In June, '98, I had my hand and wrist bitten and badly mangled by a vicious horse. I suffered greatly for several days and the doctor refused to heal until your agent gave me a bottle of MINARD'S LINIMENT, which I began using. The effect was marvellous; in five hours the pain had ceased and in two weeks the wound had completely healed and my hand and arm were as well as ever.

Yours truly,
A. J. ROY,
Carriage Maker,
St. Anthony, P. Q.

WILL SEE MR. EDWARD ABOUT BETROTHAL

LONDON, Aug. 18.—Although no official announcement concerning the matter has been made, the newspapers insist that King Manu's visit to England in the autumn is connected with his betrothal to Princess Alexandra, daughter of the Duke of Fife.

Dr. De Van's French Female Pills are a reliable regulator. For sale at White's Drug Store.

BLACK CAPE

BLACK CAPE, Aug. 16.—Miss Maida G. Campbell of Baltimore, Md., and her sister Lily of Montreal are home for a short vacation.

Mrs. David Reid and children, of Montreal are spending a few weeks with her mother, Mrs. Angus Campbell.

Mr. J. S. of New Port, was in Black Cape last week, hiring men for the New Canadian Co. and offering \$2.50 per day.

Mr. and Mrs. Weston Kerr and children, of Worcester, Mass., have arrived here and are staying at the cottage. We understand they intend to remain in Black Cape. A welcome is extended to them by their many friends here.

A grand picnic will be held in New Richmond under the auspices of the members of the Agricultural Society on the 27th inst., which will take place in Mr. Alfred Gilker's field. We trust that the day will be fine and that a good time will be spent by all.

A large steamer arrived in the harbor of New Richmond on Saturday afternoon to load coal for the Cascapedia Lumber Co.

Mr. Harry Scott of New Castle spent Sunday here, the guest of Mr. Hugh Johnston.

Mr. Thos. Johnston and his grandson Roy, are in Heron Island. Mr. Johnston is visiting his sister after an absence of 15 years.

Mrs. Arthur McNair is visiting her parents, Mr. and Mrs. Robert Pettigrew of Heron Island. She is accompanied by Miss Rena McNair.

A very quiet wedding took place at the home of Mr. and Mrs. Augustus Kerr on Wednesday evening, when their daughter Lulu was united in marriage to Mr. John McCallan of New Richmond. The young couple will make their home in New Richmond. We all join in wishing them a happy journey through life.

Anemic women and children, who frequently feel chilly, are pale and exhausted, will derive great benefit from the use of Ferrovin, the invigorating tonic, which consists of iron in a form they can assimilate, fresh lean beef and pure sherry wine. Nothing could be better than this combination of strengthening agents in such cases. \$1.00 per bottle.

McKenzie & Treuman, Campbellton's leading Grocers.

CARD

To the Electors of the Parish of Dalhousie:

At the request of many electors of the parish I have consented to become a candidate in the approaching election of Councillors. I will endeavor to visit the electors before election day. My past record as councillor will be a guarantee that your interests will be placed as in the past, under my best care and attention. If you honor me again with your confidence, I will endeavor to give a fair distribution of office to all parts of the parish without reference to any party attachments.

TIMOTHY ROBINSON

CARD

To the Electors of the Parish of Dalhousie:

Having accepted the nomination so kindly offered me by my friends, I shall be a candidate at the forthcoming election of Councillors for our Parish. I thank you for your support two years ago when I lost my election by the casting vote of the Chairman. My defeat on that occasion was entirely accidental. This time, however, I am convinced that I shall obtain a majority of your votes. And if elected, I assure you that the interests of our Parish will not be neglected by me, as the experience I have had in the Council in the past will be a benefit to me, being familiar with the general business of the Council. It is my intention between now and election day to see you at your homes, and should I be for any reason prevented, I trust you will be so generous as to let me be elected by me, as the experience I have had in the Council in the past will be a benefit to me, being familiar with the general business of the Council. 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