

KNOWLING'S HARDWARE

Our New Goods Just Arrived and now offered at the lowest price that it is possible to sell.—Our Usual Low Price.

COPPER KETTLES, Nickel Plated.
MILK PAILS, with Strainers.
SERVICE RED PAINT, 1s, 1/2s.
LAMP BURNERS, all sizes.
SEWING MACHINE OILS.
MILK BUCKETS, heavy type.
GALVANIZED GARBAGE PAILS.
OAK WASH TUBS.

Oak Kegs

For the Berry-making season, made of solid oak on our own premises; sizes 6 gallons and 12 gallons. Prices, 2.75, 3.00 each.

SCHOOL SLATES, all sizes.
GALVANIZED WASH TUBS.
BOILERS, STAMPED STEEL, tinned.
GALVANIZED CLOTHES BOILERS.
DIPPERS, STAMPED STEEL, tinned.
FLOUR SIFTERS, LANTERNS.
LOAF TINS, all sizes.
BREAD TINS, DUST PANS.

Aluminumware, Hardware, etc

If you want anything in the Household line, such as Pans, Kettles, Mugs, Dippers, Saucepans, Teapots, Sugar Basins, Pie Dishes, Cake Coolers, Sink Strainers, etc., we have it or any other ware that you need, at such low prices that the quality of the goods will allow.

ELECTRIC BULBS, 25w, 40w, 200w.
GROCERS' TINNED SCOOPS.
MIXING PANS, CLOCKS.
LAMP CHIMNEYS, all sizes.
TOILET PAPER, FRAME SAWS.
CARPET SWEEPERS.
COTTER-PINS, vest pocket box size.
SCREWS, Iron and Brass.

Oil Heaters

7.30, 8.10, 10.85

Wicks, 45 cents each, ready to put in.

CURRY COMBS, MINCERS.
BRASS POLISH, the best.
CARTRIDGES, English and Canadian.
ELECTRICIANS' HEAVY GLOVES.
WINDOW CURTAIN POLES.
BAR IRON, all sizes and SHEET IRON

G. KNOWLING, Ltd.

Laughs From the Lawyers.

Good Tales of Barristers at "The Bar."

The barrister is not always the gravely bewigged figure that we see in court. Like other mortals, he has his hours of relaxation, and some of the pleasantest of these are when he is "on circuit."

The country is divided up into so many of these "circuits," each comprising so many assize towns, and many barristers follow the courts round these different towns, on "tour" as it were. They have their own mess to which admission is jealously restricted as to any club, and round the table many a good story of the lighter side of professional life is told.

There was, for instance, the perfectly true tale of John Smith, who, on his name being called at an assize, was put in the dock in mistake for another John Smith, charged with quite a different offence.

The unfortunate culprit in vain protested his entire innocence, and even ignorance, of the offence, but every time was told to be silent till an official opportunity came for addressing the court.

When at last his chance came, the man nervously put it to the jury that there "was a mistake somewhere. What I'm really here for is for stealing an umbrella."

In a polite and professional way, barristers sometimes indulge in the risky sport of "getting at" the majesty of the court itself. The judge of a Court of Appeal once said to an earnest young barrister, "But you must give this court credit for knowing something."

"My lord," replied the barrister, "that's exactly the mistake I made with the court below."

Another young barrister differed from a learned judge as to the probable ruling of the Court of Appeal. "Well," sarcastically remarked the judge, "you probably know the appeal judges better than I do. I only see them every day at lunch."

"Your lordship, no doubt, sees them at their best," was the rather startling answer.

A very common-sense, summing-up was once, according to "A Circuit Tramp," in "Pie Powder," delivered by one of the most eminent of our judges.

"Gentlemen of the jury," he said, "if you believe the witnesses for plaintiff, you will find for the defendant. If you believe the witnesses for the defendant, you will find for the plaintiff. If, like myself, you don't believe any of them, heaven knows which way you will find. Consider your verdict."

Here is another good story. An important witness in one case, where the evidence largely turned upon a chance meeting in a street over a dog fight, was being cross-examined.

"You swear, madam," said the counsel suavely, "that you were alarmed at two dogs fighting?"

"No," said the lady, "it was a single dog."

"Remember, madam, that you are on your oath, and be very careful. What you mean is that there was only one dog; but whether it was a single dog or a married dog, you are not in a position to say." And the witness was so flustered that she practically gave the case away for her side.

In the profession, of course, the majesty with which wig and gown strikes the outsider is sometimes liable to wear a trifle thin. And there is a tale of one very conscientious young barrister who had been briefed to "watch" a case. This entails no speaking part, but, nevertheless, the "junior" put all the energy into reading up the points that he would have devoted to preparing an address for the Supreme Court.

After some days of this, the solicitor who had "instructed" him—a barrister is always instructed through a solicitor, and not directly by the client—inquired casually if he "would care to meet the mug."

"What mug?" asked the surprised barrister. "The mug, of course," was the disconcerting answer, "the prize ass who is paying you."

Even court officials have their points of humour. As most readers know, a jury have sometimes to be "looked up" to consider their verdict, and during this period of isolation they are placed under the control of a bailiff, who is sworn in by a special form of oath.

On one occasion the clerk had mislaid his copy of the oath, and the bailiff was accordingly sworn to the rather surprising oath, made up on the spur of the moment, as follows: "You shall keep this jury in some private, inconvenient place, without meat, drink, fire, or clothing. You shall not suffer them to speak to one another, neither shall you speak to them yourself, except to tell them what their verdict should be. So help you God!"

And not a soul noticed.

Home-made Cakes always on hand, and orders taken for Special Cakes, at THE BLUE PUTTER. Layer Cakes, Nut Cakes, Cherry Cakes, Sponge Cakes.—oct.11

When gasoline is used to remove grease spots, it often leaves a ring, especially on woolen goods. Vinegar is as efficient and leaves no stain.

ALFRED'S LINIMENT FOR BURNS & SCALDS.

Salemanship Behind the Counter.

What does it matter if the manufacturer produces the best goods in the world, if he advertises them under a trade-mark name so consistently that they are known from coast to coast, if he puts them on the shelves of practically all the retailers; the spiders will merrily spin webs around them if they are not sold by the retailer—the ultimate salesman. That's why economists, researchers, and investigators on the trail of "cost of distribution" have followed the goods of the world into the retail store and have told the retailer—that is, the average retailer—that his turnover is too low.

In scores of smaller stores in America and particularly in the more progressive smaller retail establishments in the Middle West and Far West, the investigator finds little classes in salemanship established by the proprietors and conducted by methods similar to the training methods of the metropolitan stores. Sales forces assemble in the stores in the evenings, and study merchandise analysis and stage mock sales.

Often these evening sessions are addressed by the travelling salesman of concerns from whom the stores buy goods. Manufacturers and wholesalers whose products are marketed by retail stores are training their salesmen in all branches of retail salemanship; these road men often are former retail salesmen; they know how to sell and they go out into their territories, with orders from headquarters to impart their knowledge of salemanship to their customers.

In Lawrence, Kansas, is the store of a retail clothier who, among clothiers everywhere, is considered a big league merchandiser.

"Listen," this man confided to me, "the best source in the world for selling ammunition is the travelling salesman. Me, I never buy a bill of goods that I don't demand, along with the goods, enough information about them to sell them. When I put in a new line, I kidnap the salesman. Then I call my own men, together and say to them, 'Boys, this fellow here just sold me some goods, and he gave me a damned good-selling talk about them. Now I'm going to ask him to repeat that talk to you. I want you to make notes and ask questions; so that when the goods come in you can sell them.'"

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It May Be So.

BUT WHAT OF IT?
SARNIA, Ont., Oct. 2.—The recent publication of a despatch from Gore Bay, Ont., telling of the death of Mrs. George Pearson, believed to be the only great-grandmother in Ontario, has brought forth a claimant for that honor from Lambton County.

Living in the village of Watford, about 25 miles east of this city, is Mrs. Jane Stablesford, aged 98 years, who is still in good health and able to get around with a little assistance. Her descendants comprise nine children, seven still living, thirty-four grandchildren, sixty-one great-grandchildren, and thirteen great-great-grandchildren. The four members of the group which comprises five generations are: Mrs. Sarah Wise, Port Huron, Mich.; Mrs. George Wise, Sarnia; Mrs. Freda Dougherty, Sarnia; and her little son, Charles, aged 17 months. Mrs. Stablesford's maiden name was Land and she was born in Hamilton in 1825. She continued to reside there until her marriage when, with her husband, she removed to Lambton county, where she has lived continuously with the exception of four years spent in Port Huron, Michigan.

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