Is It Good Business Policy?

Leaving out the question of conscience, moral sense or common honesty, is it good business policy for a merchant to use all his arts and blandishments to sell something else when a standard article is asked for?

The customer may have been advised by a doctor or friend to take

Scott's Emulsion

but yielding to the persuasion of the dealer takes a substitute. The dealer has made a little more profit because the substitute probably only cost half as much as the standard, but—the customer—will he be satisfied? If he has ever taken Scott's, he won't-he will likely be angry and go to the "long-headed" dealer next time.

Scott's is the best and cheapest in the end for both dealer and customer. One bottle of it gives more flesh and strength and goes further in restoring perfect health to child or adult than many times its cost in "cheaper" preparations. Get Scott's.

FOR SALE BY ALL DRUGGISTS

longing to religious institutions can be

ransfer to offspring organizations.

Dr. Anderson (North Essex), intro-

duced a bill to amend the division

STATEMENT BY MR. DYER

President and General Manager of

the National Phonograph Company.

was never so bright as at the present

manufacture of machines, which are

turned over to and are distributed by

the National Phonograph Company.

The National Company manufactures all Edison records and sells directly

to the trade. The National Company in

ness done is immeasurably larger than

The purchase of this block of stock

by Mr. Edison was a personal matter,

and has no direct bearing on the fu-

ture of the phonograph business, other

than showing his confidence, and a de-

sire to withdraw the stock from litiga-

CORRESPONDENCE.

Our Safety Assured.

According to press reports, Profes-

sor Pickering assures us that when in

the course of next summer the tail of

Halley's comet collides with the earth, we are not to be whisked off into

oblivion, bombarded with meteorites,

or suffocated with cyanogen gas. This should quiet the nerves of timid peo-

ple, who may never have been in any-

thing worse than a railway wreck. And

low thankful we should be, that while

Professor Percival Lowell has his

hands full, so to speak, "looking after"

the Martian canal system, and testing

the hygrometric state of its atmo-

sphere, Professor Pickering should find

time to allay our fears and "safeguard"

mere terrestrial interests in a crisis of

When man marries he fully intends

to be No. 1 in the family, but often the period drops out and he lapses

To the Editor of The Advertiser:

assets, property and amount of busi-

Edison Phonograph Works.

work?

mated.

SENATE OF CANADA SHOULDN'T BE ABOLISHED

First Methodist Church Speakers Think So.

There was a very interesting session court act. It proposes to increase the at the Epworth League of the First jurisdiction of the division court to Methodist Church last night when the accounts up to \$200 and notes up to \$400. The present maximums are \$100 question, "Resolved, that the senate and \$200 respectively, should be abolished" was vigorously The hudget debate debated by a number of the members of the league and their friends. Mr. Robert Irwin was the chairman of the evening, and the judges were Messrs. Geo. McCormick, John S. Barnard and J. T. Burgess.

House, but Sir James Whitney says the members must get back at eight o'clock for a night sitting of the same o

Mr. Verne Dewitt Rowell, assisted by Mr. John Evans, who pointed out a number of the disadvantages that arose from such a body as the senate, and urged the fact that the Government would be just as safe and effective if it were abolished, and the country releved of the unnecessary expense which it entailed.

The negative, which was led by Mr. Claude Running, and supported by Mr. W. M. Boyd, and Mr. Floyd Rowell urged the advantages and safeguards of this form of government, and pointed out that there was no government bright. This article is entirely misped out that there was no government bright. This article is entirely misped out that there was no government bright. This properties of myself or any with the views of myself or anyed out that there was no government of any important nation where the government was effective that did not one connected with the Edison companies. The future of the phonograph

gave their decision in favor of the neg-

A TORONTO JUDGE FOR SUPREME COURT

Measure Passed Indicates That Appointment Is About To Be Made.

[Special to The Advertiser.] Toronto, Feb. 15.—An innocent-looking measure introduced yesterday at the brief sitting of the Legislature is taken as an indication that one of under consideration, it is interesting to big man in our employ, these problems the judges of the court of appeal in inquire why, if Mr. Edison has any doubt as to the future of the business, age. We want a master mind to direct Ontario is shortly to be translated to the future of the business, the supreme court of the Dominion at he should be willing to spend \$155, of the aldermen, not be directed by them. Ottawa. Last year Hon. Mr. Foy submitted an amendment to the judication whose the suprementation was interest? The whole transaction was the attended to. The water problem is the suprementation of the suprementatio ture act providing that where a high simply this, that in the early days of not yet solved, and we need to have court judge was appointed to the the phonograph business this particuing judgments. Shortly afterwards the by outside interest, and was later put of many good men. If we had such a elevation of Mr. Justice Anglin was announced. Yesterday Hon. Mr. Foy introduced a similar measure applicable in the case of a judge of the court of anneal being elevated to the sure of the sure of

ing promoted by the minister of jus- Edison was willing to buy the stock, Church Property.

Hon. Mr. Foy moved the first readof religious institutions." It makes a know, is a separate company located Under existing statutes, property be-manufacture of machines, which

Many persons

Who can't drink coffee Without lying awake at night Find that Postum

Agrees with them perfectly.

The important thing Is to boil Postum At least 15 minutes so that

Its flavor and food value May be obtained.

When made right and taken hot With good cream and sugar To suit one's taste

Postum is delicious. Made of wheat, it contains

No drug or harmful substance. Try Postum 10 days While you leave off coffee

With its drug—caffeine. "There's a Reason."

POSTUM CEREAL COMPANY, Ltd.,

ONE ENGINEER FOR ALL DEPARTMENTS

Water Commissioners and Board of Works Discussed Matter Last Night.

NO ACTION WAS TAKEN

Ald. Morgan Says Things Around City Hall Are Not So Black as People Have Been Led to Believe.

At a conference between No. 2 comnittee of the city council and the water commissioner held last evening, the question of one engineer over all civic departments was discussed at length, and the concensus of opinion was that the scheme was a good one, and should be adopted. The meeting was practically unanimous in the desire to leave the present city engineer's department intact.

Ald. Tancock opened the discussion, and outlined his own idea. He considered that a head engineer, or rather business manager for the city, should be employed. The consolidation of the city's debt a few years ago had resulted in a great saving, and he thought the consolidation of the means of debt would also be of benefit. Large sums of money had been paid out in the past for consulting engineers, and Ald. Tancock was of the opinion that the city was large enough to employ its own consulting engineer. The right man in control of everything was the

Want a Consulting Engineer. Mr. A. T. McMahen, chairman of the water commission, declared he had not given much thought to the matter. If an engineer was given charge of disposed of only by public auction, fol-lowing advertisements. This has prov-work out all right. The city engineer ed a great inconvenience in many should be given charge of all street cases, and a change has been petition- work, and then the departments would ed for by influential congregations, not clash. He considered that there who have missions which have become were no engineering difficulties in Lon-At Least Epworth League of the who have missions which have become were no engineering difficulties in Lonto transfer property. At present this can only be done by auction. The ministakes due to carelessness. Howister's bill gives them the right to ever, one head to the departments ever, one head to the departments would be a good thing, but at the present time, it would be more economical, in his opinion, to employ consulting engineers when necessary than employ one for the city continually.

Mistakes Pointed Out. Ald. Saunders pointed out that the The budget debate will be resumed mistakes in the engineering departthis afternoon, Mr. McKeown (Dufferment were due largely to the lack of in), being the first speaker. There is a faith in the possibilities of the city. All dinner scheduled for Government the engineers in the employ of the city House, but Sir James Whitney says had built small for the present, and not for the future. As a result there was The affirmative was ably upheld by anxious to have the debate finished built, not for a city like London is, or some difficulty. The sewer system was was likely to be, but for a smaller London. The same was true of the water system, which was inadequate, owing to the fact that the people had not built for the future. Every city that had developed at all rapidly had the same engineering difficulties, and My attention has been called to a the condition complained of in London The negative, which was led by Mr. recent article in a New York daily was not confined to this city alone. The chief difficulties were from two sources-unnecessary interference with the city engineer on the part of the resulted in all the harm so manifest Ald. Saunders doubted that the city was large enough to employ a conpanies. The future of the phonograph sulting engineer. He would have to be an all-round man, and such a man

time; in fact, I feel that the surface would cost a great deal of money. has hardly been scratched. Orders are Present City Engineer. coming in so rapidly at the present Commissioner Wyatt started a battle time that we are not able to fill them promptly, and the sales are entirely over City Engineer Graydon and conined his remarks to an attack on Mr satisfactory. The fact that we are just Graydon. He made it appear as if starting in with the Amberola and a the citizens were thirsting for the full line of Grand Opera Records is blood of Mr. Graydon, and certainly an indication that so far as him to be the crux of the difficulty. we are concerned, the future does not Commissioner Pocock stopped this have to be questioned. If any one of by stating that Mr. Graydon, nor his us had the slightest doubt as to the department were under discussion future of the business, why should we The question was a broader one, and be spending hundreds of thousands of there was no intention at the present dollars each year in advertising, and a time of interfering with Mr. Graydon. corresponding amount in the develop-"We require a big man to run this ment of new lines and in experimental city's affairs," said Mr. Pocock. "There are many large engineering problems In connection with the very article ready for solution, and if we had a supreme court he should be allowed lar minority block of stock of the Edi- enough each year for some time by eight weeks in which to deliver pend- son Phonograph Works was acquired the underwriters to pay the expenses of appeal being elevated to the supreme court. The bill has been the subject of considerable goes a to subject of considerable gossip as to holders were anxious to realize somethe possibility of a Toronto judge bettining from their investment, and Mr. department. He placed it outside of all thing from their investment, and Mr. aldermanic influence, and made the brigade efficient. What was done there so that the transaction was consumcan be done in the engineering departments of the city. "There has been divided counsel and The Edison Phonograph Works, as divided action for years. What we

Coughs, Colds,

BRONCHITIS, SORE THROAT, HOARSENESS, CROUP, ASTH-MA, PAIN or TIGHTNESS IN THE CHEST and all BRON-CHIAL or LUNG TROUBLES there is nothing to equal

Dr. Wood's Norway Pine Syrup.

It contains all the virtues of the world famous Norway pine tree, combined with Wild Cherry Bark and the soothing, healing and expectorant properties of other excellent herbs and barks.

Windsor, Ont., writes: "I was Hacking

troubled with a nasty hacking cough for the past six months and used a lot of different remedies but they did me no

good. At last I was advised by a friend to try Dr. Wood's Norway Pine Syrup and with the first few doses I found great relief and to-day my hacking cough has entirely disappeared and I am never without Dr. Wood's Norway Pine Syrup in the house."

The price of Dr. Wood's Norway Pine Syrup is 25 cents per bottle. It is put up in a yellow wrapper, three pine trees the trade mark, so be sure and accept none of the many substitutes of the original 'Norway Pine Syrup."

Manufactured only by The T. Milburp. SMALLMAN & INGRAM, LIMITED.

WEATHER PROBS.

SMALLMAN & INGRAM LIMITED

Whitewear Specials

Uncurtailed Garments Curtailed Prices

FREE

Demonstration

Famous

Soluble

Cocoa

Will be continued all

this week. Demonstrator

will explain and show

you how this Cocoa

should be made to get

the proper flavor and

strength. One ounce of

this world's famous Co-

coa will make six cups

full. To get all the good

out of Cocoa it must be

FIRST" Condensed

Cream, also "SUCH-

ARD'S" world's fam-

ous, Cooking, Drinking

Stop at demonstration

and Eating Chocolates.

counter, opposite cast

side elevators, and have

a free cup of Cocoa.

demonstrator

"CANADA

properly made.

Suchard's

Easy enough to secure garments (particularly in Whitewear) where the quality, and the quantity as well, are curtailed to sell at low prices. But achievement lies in producing garments with which no fault can be found, in which there has been no skimping of material or reducing of qualities, and selling them just at the time when every woman has her mind on and is busy getting together a new outfit of underclothing for the coming spring and summer season at prices which mean purchasing four garments for about the price of three, or five for the price of four. The numbers illustrated and described here are uncurtailed in quality and fullness of cut, with prices curtailed to the actual point of saving as mentioned above.



Special Underskirt, \$1.75 Curtailed Price, Uncurtailed Goodness

Style 663, as illustrated, is a very special Skirt, made of fine cambric, with deep tucked lawn flounce, finished with frill of cambric flouncing embroidery, with lawn dust frill underneath.

Special Night Gown, \$1.00 5 Dozen, Worth \$1.25 Each. Mail No. 135

A very dainty style, with square voke of embroidery insertion and beading, finished at top with narrow embroidery edge, sleeves also finished to match, buttoned front. Stock

Cotton Drawers, 50c, Special Worth 65c Pair. Mail Order No. 421

Made of good cotton, with frill of cambric embroidery, all sizes; stock No. 421; open and closed. Special sale price. 50¢

Also good quality Cambric Drawers, as shown in illustration, with frill of cambric embroidery, finished with embroidery insertion to match; in all sizes; stock No. 440. Special sale price 75¢



Infants' Slips, Special, \$1.35 Order by Mail No. 60. Price \$1.35

Very pretty style, made of very fine lawn, empire voke, with groups of fine pin tucks and finished with eyelet beading. Skirt has groups of fine pin tucks with tucked frill and fine lace edging, neck and sleeves trimmed to match. Special sale price\$1.35 each

Also a variety of other pretty styles at \$1.00, \$1.75, \$2.75 up to \$8.50 each.

SECOND FLOOR.

Out-of-town customers order by stock numbers, giving neck or waistband sizes. On purchases of \$5.00 and over express will be prepaid within 200 miles radius. If your order does not amount to \$5.00, club together with your friends or make a general order for anything you may require in drygoods. Our mail order buyer will make selection for you just the same and as carefully as though you were here to select for yourself. Goods not opening up to your entire satisfaction return at our expense and your money will be promptly refunded. Address Mail Order Department.

Spring Sewing Machine Club Now Being Organized.

SMALLIA LEMI

Head Sewing Machine,

Business Manager Needed. Ald. Pocock thought the city needed business manager, a man who could take control of affairs, and direct them. The idea of Commissioner Pocock was the proper one, and could be worked

out satisfactorily.

Ald. Morgan defended the city engineer's department, and declared that they were more sinned against than sinning. The citizens and aldermen in the past have demanded things of arose. He favored a directing head. "People have an idea that things are worse than they are," said Ald. "They want us to do something, because they have elected us for that purpose. But when you get here, you find that things are not so bad as painted. We want a man to lead, and perhaps our own engineer would be big enough for the place if given the chance. I had an idea that business would be done in a businesslike way when we got to the council,

but it seems that wirepulling is the necessary thing. That has been the bane of the whole business." Ald. Richter Reticent.

Ald. Richter said little. His investigation had not led him far enough to make a report. However, he considered this a proper time to economize, as the water commissioners need an enginer.

He thought, too, that the trouble came largely from the councils of the past, who had not backed the city en- ery" or a "wonderful secret preparagineer in his work as they should. The tion." whole city was hedged in by bylaws suggested, the bylaws should be amended to give free action. The dea was that a man big enough to dictate to the city was needed. "We want a man big enough to dic-

ite," said Commissioner Wyatt. A Pugilist Needed. "You don't need an engineer then, said Ald. Eckert. "You want a pugi-Get your bylaws amended. Give your engineer more power, and back

him up, and there will be less difficulty."

Ald. Saunders thought that for the amount of money spent each year on the streets, the city was as well equipped along this line as any city in America. Mayor Beattie took the same tional Drug and Chemical Company, ground, and explained that the street him up, and there will be less diffi-

want now is united counsel and united expenditure was the first to be action." Another Attack.

Commissioner Wyatt made another attack on City Engineer Graydon, and Ald. Saunders vigorously defended the engineer.

"We are not discussing Mr. Graydon," declared Commissioner Pocock "We have no idea of replacing Graydon. Our idea is to put a man in charge who will direct affairs and act as a consulting engineer. Mr. Grydon which they knew nothing, and difficulty is an old servant of the city, and de-Ald. Pocock moved that one engineer be employed by the city to control all departments.

Apportion the Cost. Commissioner Pocock went further and declared that the cost should be apportioned-city 60 per cent, and comnissioners 40 per cent Ald. Tancock counselled delay, say-

They Actually Cure Rheumatism

GIN PILLS PROVE IT.

It is one thing to claim to cure Gin Pills bear out every claim we

They are simply a common-sense, and acts, and he believed that before scientific combination of medicines anything could be done along the line that have proved their value in Rheumatism, Kidney and Bladder Troubles,

and Disorders of the Liver.

Ogden, N. S., July 1, 1909.

"I have been troubled with Rheumatism so bad that I could not work. A doctor tended me and advised me to go to the hospital but all of no good until a friend told me to try Gin Pills. I did so and after using a few boxes I am perfectly cured. I am recom-mending Gin Pills. D. J. LAWLER." There is no reason why Mr. Lawler's case should be any different from down her cheeks, this morning, in the

Money to

on Mortgages of Real Estate at Current Rates

All Business Strictly Confidential Liberal Terms of Repayment

Loans Completed Quickly Expenses Moderate

Full information gladly given



Loan and Savings Co., London, Ont.

make for they are not a "favorite ing that the committee should find out prescription" or a "marvellous discov- how it worked in other cities. "We have brains enough to run our own business surely," shot back Commissioner Pocock.

However, it was decided to allow each body to meet, and then send on recommendations to the council. The board of works will meet Thursday night, and will discuss the

TOOK MUFF FOR SPITE. Toronto, Feb. 14.-"I took the muff and ring for spite, because he would not pay me what he owed me," said Elizabeth Haslett, with tears trickling police court. "I don't know anything no agreement with the woman respectabout the money that is missing!" ing wages. She had no place to go. The young woman who was appre- and expressed a willingness to work was formerly a housekeeper in the em- money.

The "Mallarite" Fountain Pen \$1.00 This pen is manufactured for us

especially by the L. E. Waterman Company-makers of the celebrated Waterman "Ideal" Fountain Per We give you an absolute guarantee

The Mallagh Bookshop

183 DUNDAS STREET.

hended in Kingston a few days ago, for her board, and a little pocket

The girl was committed to jail for ploy of Thomas Hall, 52 Delaney Cres-