

THE HAMILTON TIMES

SATURDAY, JUNE 26, 1909.

VERY POOR ECONOMY.

The Hamilton Herald is at its wits' end for excuses for advocating the purchase of power from the Hydro-Electric Commission at a much higher price than the local electric industry, and it resorts to some peculiar efforts. It is constrained to admit that the 1,000 horse-power which it proposed the city shall take from the Commission will cost \$17,92 (Mr. Lobb's figure was \$20.70, and there was the likelihood that it might reach \$25!), and it tries to find some comfort from treating \$1.52 of the amount as payments into sinking fund to cover cost of the transmission line, and pleads that in thirty years hence the line will be paid for. Very ingenious, isn't it? In thirty years, too, the makeshift easements will have expired, and the deterioration of the line will have suffered will lessen its value very much. Besides, which the progress of electrical science may long ere that compel the scrapping of the entire investment. Buying an electrical "pig-in-a-poke" now, to be delivered thirty years hence, is a mighty poor business. In no science or art is investment so uncertain.

It is much to find the Herald admitting that Hydro power will be dearer than Cataract power under the contract with the city. If they are inclined to deal fairly with its readers, it would admit that Mayor McLaren's figures, based on Mr. Lobb's statements, are well within the probable cost mark. Besides, there are expenses which the city must bear, which would not have to be met under the Cataract contract. It would probably be safe to calculate the difference as between \$16 and \$21 as the price we pay for that transmission line. But let us call it only \$4. On 1,000 h.p. that would be \$4,000 a year.

Now \$4,000 a year is not much for a rich community like Hamilton taxpayers to give away annually in this manner; but in the course of thirty years, at 4 per cent, compounded semi-annually, it amounts to the tidy sum of \$233,312.

It is worth considering whether there is not a better way. We have guaranteed power at that much, or more, saving to the city. Why not take it, and if we out of the generosity of our hearts wish to make a contribution to the rival municipalities of part of the cost of the transmission line, so as to put them in a better position to compete with Hamilton as an industrial center, put into a sinking fund the \$1,500 or so a year which the advocates of the scheme say will entitle us in thirty years to a share of the line or what may then remain of it? We might—or our children might—marvel at our besotted folly, but at least we should have got the cheaper power, and salvaged something as compared with the present proposition.

"GREATER HAMILTON."

This movement we heartily support. All of us should co-operate and do our level best to boom the city. But the gleeful humor being displayed by the Herald and some of its Hydro-Electric extremists over the city being compelled to join with other municipalities in getting power supply to these other municipalities facilitated and cheapened and paying \$8 to \$10 extra per horse power just to spite the home company is not the best exhibition that can be imagined of pulling together.

What was the "feverish haste" displayed last year over the Cataract contract as alleged by the Hydro organ? That contract was before the Council for weeks, if not months. The city engaged an electrical expert, Mr. Abbott, of Cleveland, who gave the city careful and valuable assistance, and Mr. Hugh Rose, K. C., of Toronto, was here day after day assisting the solicitor in securing the best possible contract for the city.

"Feverish haste" is, however, just now very evident on the part of the organ, and to those who would like to damage the Hamilton company. Every day's delay seems to cause much anxiety. Does it ever strike these people that the Cataract company has done more for Hamilton than any other agency ever did? Did it not occur to them that other municipalities are wondering what sort of people live in Hamilton, who, not content with having a best possible supply of electric power themselves, want to join outsiders in cutting their own throats? We may be called a "Cataract organ" or anything else, but we have no interest, direct or indirect, in the company or any of its belongings. We are not subsidized, and the Hydro organ gets the same patronage as we do. But we dislike seeing the city make a fool of itself with no other apparent motive than to hurt a Hamilton company. Interruption of dividends on money invested in the home enterprise has already resulted from the direct hostility of the Government commission and the threatened hostility of the city itself, and doubtless the anti-Cataract people are still more or less fearful lest people who originally invested in the Cataract enterprise, at what was considered a foolish risk, should make some money out of it. It is, we fear, this sort of jealous and spiteful spirit on the part of not a few newspapers who should know better that hurts Hamilton.

We understand that Cataract power rates to manufacturers were originally placed at a low figure to induce manufacturers to come to Hamilton, and that these rates have remained practically unchanged. If Hydro-Electric power is to cost the city \$5 or \$10 per horse power more than Cataract power, will any sane man say that its introduction in Hamilton will be more apt to pull down than to raise the Cataract rates?

If the "Greater Hamilton" promoters want to do something for this city they had better free it from the influence of men like ex-Mayor Stewart and some of those who are so prominent on behalf of the Hydro-Electric and the American Power Company in the recent by-law election.

WE'RE NOT TOUCHY.

The Buffalo Times marvels at the Elmiras, New York, people's invitation to the Kingston militia to join them in celebrating the Fourth of July, and it asks: "Wouldn't we think it pretty nifty of the Canadians to ask it?" Wouldn't we think it considerably staggered if our regiments should accept? Our contemporary doesn't think the American Eagle's feelings would be hurt if he were allowed to scream all by himself on that occasion. But, really, is there not a danger that both our neighbors and ourselves take this matter far too seriously—that they treasure too carefully the memories of the misunderstandings and follies and fights of former and less intelligent generations? Suppose John Smith's great grandfathers had a row with Tom Brown's grand-uncle and "lambasted" him, or got "lambasted" by him, or got "lambasted" by two or three generations later or better or worse? Does it repeal the Golden Rule, or does it make twice two, five? Are we to turn our steps toward the past, or toward the future? Let our neighbors effervesce on the Fourth of July and be as noisy as they will. We shall celebrate the First, and we shall welcome them to join, and we shall accept, in a neighborly spirit, an invitation to share in their festivities. Canadians do not live in the 18th or 19th century; theirs is a nation of the 20th century, and 20th century ideas, and principles and methods animate their statesmen and people. Let the "Eagle scream on the Fourth, old man! 'Eggs-undheit!' Uncle Sam.

THE PRIMARY DUTY.

Rabbi Jacobs, in addressing the Council of Women, declared that "the safest and surest remedy for the moral evils of the day would be found if mothers discharged their sacred duties within the home." Rabbi Jacobs is probably right, but still he will hardly attain popularity among a certain class of mothers. There are a great many of them who will freely spend their efforts on franchise and other movements while they cannot find time to devote the attention necessary to bring up their offspring as good citizens and useful, moral living men and women. The Rabbi says "the crying need of the world-to-day is mothers. Not mothers that are anxious to shine as the queens of society and to cut a fine dash in the realms of fashion; not mothers whose only object in life is to hurry from one pleasure to another; not mothers who neglect their own duties in the attempt to improve others after the manner of Mrs. Jellyby, not mothers who had their whist parties and matinees in the afternoon and bridge in the evening; but good mothers, good, religious, sensible and exemplary mothers, who will teach their children to excel in every quality and strive for the betterment of the world." These words may not sound pleasant to some of the butterfly mothers and to those who think that they have a higher mission than that of giving to the world well trained, highly moral and healthy children who are to be the men and women of the future. But they are not too strong. They point to a great truth which cannot be too strongly impressed upon the women of the world. It will bode evil for the race when business, politics, or amusement takes precedence over this prime duty which the law of nature places upon them.

Magistrate Kingsford, of Toronto, is still wrestling with the Sunday ice-cream question. In four cases before him, the contention is urged that ice-cream is a food, under the decision of the courts, and its sale on Sunday is, therefore, legal. His judgment will be given on Friday.

Mrs. Gould wins, her husband being held guilty of desertion and condemned to pay her \$36,000 a year alimony. She will, of course, have to economize severely to get along on a sum which hardly provided her dresses. She sued for \$250,000 a year, but failed to convince the court that she should have it.

Yes, the Hydro-Electric Commission is the "whole tip" in the scheme. It cannot be sued. It can say to the municipalities in "Pay," and they must pay without demur. If it decides to give Hamilton special favors, who shall say it nay? If that sort of thing is not rebuffed, the time for Hamilton to protect itself is now.

Mr. W. T. R. Preston has returned from Japan in which country he looks for a large market for Canadian goods in the near future. One of the Japanese papers which, taking its cue from Canadian Tory organs, made a bitter personal attack on Mr. Preston, has been forced to pay \$5,000 damages for libel, and other suits are pending.

United States Consul Seyfert says that about \$200,000,000 of United States capital has been invested in manufacturing in Canada. And this stream of capital is still flowing our way. While that condition continues we can afford to smile at Aldrich's attempts at manipulating the United States protective tariff to our disadvantage.

Mayor McLaren is willing to back up his statement that Hydro power will cost \$20 to \$24 per h.p., according to the amount used, by depositing \$500 in each case, to be forfeited to charity if he is wrong. He only asks disputants to venture similar deposits. Where are the Herald power Solon, ex-Mayor Stewart and the other touters?

The St. Thomas Times appeals to the police of that city to disperse the rows of idlers who obstruct its principal streets. It complains, too, of the numbers of women and girls who haunt the pavements in the evening, "hoping to catch a fellow," and alleges that "it is this class that breeds men street idlers." As the old story of "Chereche la femme." As the recent Mr. Adam did, we still charge the adverse balance to the woman.

The Canadian Trade Commissioner to Australia points out that Canadian trade with stores in that country has not been able to meet competition with the Scotch manufacturers of similar goods. In New Zealand, too, he says the effort made to establish a trade in stores during the time of the exhibition revealed the fact that prices were 25 per cent, too high. It would appear from this that the increased duty asked for by a few Canadian manufacturers would not help them in their export trade. What is needed is capacity to provide the goods more cheaply.

PLEASED AT THE DROP. (Toronto Star.) It is to be hoped that the fruit growers will kindly excuse the householders of Toronto if they indulge in broad smiles at the sudden drop in the price of strawberries.

Importance of Good Teeth. In an address delivered before the Manchester and Salford Sanitary Association H. W. Norman stated that during the war in South Africa it was found necessary to send back 3,000 soldiers who were unable to bear the rigors of the campaign solely on account of the condition of their teeth. They were not able to chew "bully" beef and hardtack. Teeth seem to have deteriorated, judging by a comparison of the dental apparatus of the modern young person with that of his ancestor's skull in anthropological museums.

selves that there is more drunkenness in the militia camps because liquor is not sold there freely.

The State of Missouri has passed a bill limiting the employment of women to nine hours. The law will be vigorously attacked by the manufacturers, who contend that it is unconstitutional.

There will probably be some people who will not be satisfied with the Railway Board's order for drinking water on electric cars. They will still hanker for something with a stick in it, or at least a dash of lemon.

An illicit whiskey dealer, who has been plying his business along the N. T. R., has been drowned near Superior Junction by the capsizing of his canoe. So far as he is concerned, the law will no longer be evaded.

During April, 1909, 4,602 homestead entries were made by settlers in the Northwest as compared with 2,987 in April, 1908. The total migration to Canada for the month was 29,753. The number of acres patented during April was 441,667.

The people of Nebraska are enjoying the prospect of soon seeing the State free from debt, there being only about \$100,000 of a burden left. The policy which brought about ex-Governor Sheldon's defeat is bringing him justification.

The election petition against Sir Wilfrid Laurier in Ottawa, has been dismissed for want of prosecution. No body imagines that there ever was any serious intention to bring it to trial. It was entered merely as a bit of stage bluff.

If the teachers of the Province are wise, they will have nothing to do with pension schemes. Pay the teachers as they deserve, and let them insure their own old age. With the Government annuities system in force such schemes are quite uncalled for if not absolutely vicious.

Magistrate Kingsford, of Toronto, is still wrestling with the Sunday ice-cream question. In four cases before him, the contention is urged that ice-cream is a food, under the decision of the courts, and its sale on Sunday is, therefore, legal. His judgment will be given on Friday.

Mrs. Gould wins, her husband being held guilty of desertion and condemned to pay her \$36,000 a year alimony. She will, of course, have to economize severely to get along on a sum which hardly provided her dresses. She sued for \$250,000 a year, but failed to convince the court that she should have it.

Yes, the Hydro-Electric Commission is the "whole tip" in the scheme. It cannot be sued. It can say to the municipalities in "Pay," and they must pay without demur. If it decides to give Hamilton special favors, who shall say it nay? If that sort of thing is not rebuffed, the time for Hamilton to protect itself is now.

Mr. W. T. R. Preston has returned from Japan in which country he looks for a large market for Canadian goods in the near future. One of the Japanese papers which, taking its cue from Canadian Tory organs, made a bitter personal attack on Mr. Preston, has been forced to pay \$5,000 damages for libel, and other suits are pending.

United States Consul Seyfert says that about \$200,000,000 of United States capital has been invested in manufacturing in Canada. And this stream of capital is still flowing our way. While that condition continues we can afford to smile at Aldrich's attempts at manipulating the United States protective tariff to our disadvantage.

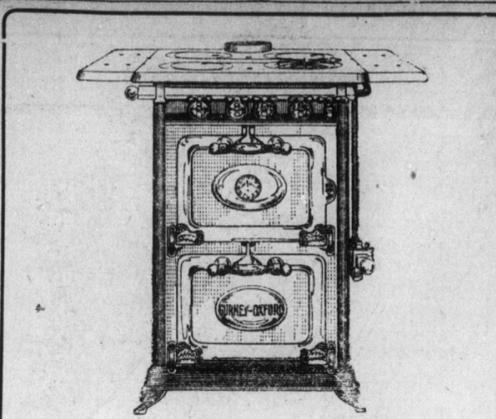
Mayor McLaren is willing to back up his statement that Hydro power will cost \$20 to \$24 per h.p., according to the amount used, by depositing \$500 in each case, to be forfeited to charity if he is wrong. He only asks disputants to venture similar deposits. Where are the Herald power Solon, ex-Mayor Stewart and the other touters?

The St. Thomas Times appeals to the police of that city to disperse the rows of idlers who obstruct its principal streets. It complains, too, of the numbers of women and girls who haunt the pavements in the evening, "hoping to catch a fellow," and alleges that "it is this class that breeds men street idlers." As the old story of "Chereche la femme." As the recent Mr. Adam did, we still charge the adverse balance to the woman.

The Canadian Trade Commissioner to Australia points out that Canadian trade with stores in that country has not been able to meet competition with the Scotch manufacturers of similar goods. In New Zealand, too, he says the effort made to establish a trade in stores during the time of the exhibition revealed the fact that prices were 25 per cent, too high. It would appear from this that the increased duty asked for by a few Canadian manufacturers would not help them in their export trade. What is needed is capacity to provide the goods more cheaply.

PLEASED AT THE DROP. (Toronto Star.) It is to be hoped that the fruit growers will kindly excuse the householders of Toronto if they indulge in broad smiles at the sudden drop in the price of strawberries.

Importance of Good Teeth. In an address delivered before the Manchester and Salford Sanitary Association H. W. Norman stated that during the war in South Africa it was found necessary to send back 3,000 soldiers who were unable to bear the rigors of the campaign solely on account of the condition of their teeth. They were not able to chew "bully" beef and hardtack. Teeth seem to have deteriorated, judging by a comparison of the dental apparatus of the modern young person with that of his ancestor's skull in anthropological museums.



Is Your Wife to Struggle with a Coal Range this Summer When you can get her an Up-to-Date, Labor-Saving, Perfect-Baking, Non-House Heating

Gurney-Oxford Gas Range

The Range that Makes Cooking a Pleasure— The Range that Cooks Without Wasting Gas —The Range that is Most Popular.

Come in anytime and we'll give you Facts and Prices

Gurney-Oxford Stove Stores 16 and 18 MacNab St. North Telephone 2100 Hamilton, Ont.

Our Exchanges FOR THE GIRLS

How a Saleswoman Succeeds— Rises to Every Opportunity.

There are wonderful opportunities open to the saleswoman who intelligently gives her undivided attention and interest to her work.

In my experience as superintendent of a department store it has been impossible to get enough saleswomen to whom I could offer a large salary. In every store there are always positions open at high salaries for saleswomen who have the ability to sell more merchandise, better merchandise, to please customers, and to anticipate their wants.

Many stores make a practice of giving their saleswomen a percentage on sales above a given amount, and these stores have found this method successful and profitable. In all cases stores have found that it is more economical to pay large salaries than small ones.

Higher Positions in Reach. However, a saleswoman may aspire to a much higher position in the store— as buyer for her department. This position pays a salary ranging from \$1,500 to \$2,000 a year in the metropolitan establishments. This change also involves a change in her conditions and opportunities. Of course, it means a position of responsibility and some authority.

Modesty is the chief charm of a saleswoman, as it is of women everywhere. She has inherent advantages over men at the beginning of her career. She has a fineness and delicacy of physical and mental organization that makes her more sensitive, quicker to sympathize with customers' desires.

Next to a pleasing personality, the most essential thing in a saleswoman is to know her stock thoroughly and to keep it in perfect order. She should know the location of every piece of merchandise, and know it so thoroughly with regard to the wants of her customers that she can anticipate a customer's desire, and show her the correct merchandise at a time when the customer herself does not know just what she wants.

How to PLEASE THE PUBLIC. Every saleswoman should know styles accurately, understand the harmony of colors, read the fashion critics in the style journals and papers. She should notice what smartly dressed women are wearing. Here, again, the woman will show a trait of superiority in salesmanship—she will notice things that a man would never see.

The salespeople who please the public are the ones that greet a customer pleasantly the moment she enters the department, ready to serve her. They have their minds on business, they give their whole attention and interest to the customer, and try to please her. The best saleswoman, by attention, courtesy, and interest, builds up a clientele who will not purchase from other saleswomen. This leads to increased sales. Moreover, the management will notice her interest and pleasant manners.

It humiliates a customer to feel that you do not regard her trade as of sufficient importance to give her your whole attention. They like to feel that their patronage is of value to the store, contributing to the success of the business, and they want you to recognize and regard it in the same way. If you are interested in your work you will not fail in this respect. The customer will excuse a moment's lack of attention while she goes to another customer, assured that she will be served on in a moment, but she will never forgive the indifference you manifest when you talk with another girl about last night's entertainment. Be tactful; give the customer just the amount of personal interest that she will receive.

Aim to please every customer, to sell her as many different articles as possible to interest her in articles that will be satisfactory more on account of value than price; treat them with unfeigned courtesy. When you are able to remember your customers and to greet them by name, it pleases them and makes them feel that you consider them worth remembering.

BE ATTRACTIVE ABOVE ALL. The more neatly you dress, the more pleasant and refined your manners are, the greater your chance for success. A woman should, above all else, be attractive—dressed becomingly, with neatly arranged hair, and a face that manifests intelligence, alertness, sympathy, and modesty. A smiling face, a pleasant manner, and a refined voice are the test of a successful business personality.

Now, all of these things are needful. Add to them fidelity and brains. They are the essential things that give efficiency to them all. There is no substitute for hard work.

The saleswoman who will observe these points and apply them in her daily life will find the road to success. I have employed many hundreds of girls—and I never have seen any of them succeed in any other way. And I have seen some who used these methods reach exceedingly good positions.

No opportunity for a girl in a department store? Employers all over America are looking

Monday, June 28, '09 SHEA'S BARGAIN DAY

Thousands of Dollars' Worth of Goods at Less Than Regular Prices: 1/3 and 1/2 Off

Women's Underskirts at 75c Colored and Black Satteen Petticoats, pleated and ruffled, also White Underskirts, deep lace and embroidery trimmed flounces, \$1.25, for 75c

Women's Voile Petticoats at \$1.50 Made of elegant taffete and saten, very wide, with deep flounce, some heavily embroidered; black and colored, frill, \$2.50 value, on sale for \$1.50

The best Cambric Drawers in Canada at, per pair 25c White Cambric Corset Covers, lace trimmed, 25c, for 15c

Shea's for Blouse Bargains White Lawn Waists, fronts tucked and trimmed with embroidery, well trimmed sleeves; worth \$1.25 and \$1.50, Monday, 98c

Women's Balbriggan Underwear 29c, Worth 50c Women's Natural Balbriggan Vests and Drawers, no sleeve and half sleeve vests, knee length drawers, full size value, on sale bargain day for 29c

House Furnishing Bargains Lace Curtains, 50c, for 35c A clearing out of Floor Oilcloth 10c

4 Rousing Bargains in Millinery Rustic Sailors, for the holiday, worth \$2.00, for \$1.50 Children's Trimmed Hats, worth \$3.00, Monday, \$2.00

Women's Cream and Light Colored Outing Coats, worth \$8, for \$3.95 Women's Wash Skirts, \$2 for \$1.00

Children's Buster Dresses, 75c to \$1.25, for 50c Ladies' Hose Supporters, 50c, for 25c

Fancy Hat Pins, 10 to 25c, to clear at 5c Borrette Hair Retainers, 35c, for 19c

A vast assortment of Elastic and Fancy Belts, 75c for 50c, and 50c for 25c Women's Umbrellas, gloria cloth covered, fancy handles, worth \$1.25, on sale for 89c

Five-eighths size Table Napkins, \$1.50, for, per dozen \$1.00 Children's Sailor Hats, black and navy, worth 25c, for 2 for 25c

Boys' Heavy, Fast, Black, ribbed Cotton Hose, with pure wool cashmere soles, 55c, for 40c

Mill ends of Linen Suitings and Wash Goods, worth 18 to 20c, for 10c

Fancy Muslins, in useful ends, and 32-inch Prints, 12 1/2 to 18c, for 10c

Muslins, Cotton Voiles and Fancy Lawns, worth 18 to 30c, on sale at 12 1/2c, 15c, 13c and 10c

Roller and Tea Towelling, 10 and 12 1/2c, for 7 1/2c

Saxony Flannellette, 15c, for 9 1/2c Factory Cotton, 10c, for 6 1/2c

Bedroom Towels, part linen, worth 15c, on sale for 10c

Table Cloths, all linen, worth \$2.50, for \$1.48

It's the Little Things That Count The dainty little things that bring us comfort and convenience

Here's a LITTLE THING, so very useful to the Eye-Glass wearer, so practical in design, so practically useful that to see it is to covet it.

THE AUTOMATIC EYE-GLASS HOLDER can be used also as a Pen-Holder. All styles—Price, 50c to \$2.50

GLOBE OPTICAL CO. 111 King East HAMILTON I. B. ROUSE Proprietor Opp. Waldorf Phone 681

I never knew how much she was to me, I never knew how patient she could be, I never realized until she went away. How much a woman helps a man each day.

And, O, I never knew how thoughtless I had been at times, until I saw her die. I never knew the crosses that she bore With smiling patience, or the griefs that were Upon her heart strings, as she toiled away.

I only saw her smiles and thought her gay; I took for granted joys that were not mine; I might have helped her then, but didn't know. I thought she worried needlessly, and yet I see her life was bounded by regret; I might have done much more for her, had I. But know her sorrows, or had thought to try. But now that I'm 27, at last, I see How much of pain her smiling hid from me.

I never knew how much I leaned upon That little woman, till I found her gone. How much her patience, gentleness and cheer. Had meant to me through all those early years. How many little things she used to do To smooth my path. Alas, I never knew!

Highest Telephone Line. The United States holds the record for the highest telephone line in the world with the one at Camp Bird, Col., 13,000 feet above sea level.

Neil—Did you ever see such a thin girl? Belle—I never did. They say instead of going to a dressmaker she has her clothes made by an upholsterer.