

the head of the house-and pretty soon there'll be a piano in that home.

His canvassers rang every door-bell in town. They talked to some one in every ouse.

But one in every household isn't enough -particularly if it doesn't happen to be the right person. And, as a rule, it wasn't the right person-it was a servant, or a child. The woman of the house was seldom seen; the man of the house, never.

Now, if the piano maker had placed an ad. in the newspaper, it would have reached thousands, where the canvassers could reach only hundreds.

And even though only 10 per cent. of the readers are actual piano buyers, this does not mean that the advertising read by the other 90 per cent. is wasted. Advertising talks, not only to the prospective buyer,

This and dozens of similar cases which might be cited to show that "waste circulation" is an empty bugaboo, and should deter no one.

Take the motor truck. It can be sold only to large firms Yet a motor truck manufacturer is successfully Advertising in daily papers. He realizes that he must reach, not alone the managers of the concerns that require trucks, but also their directors, their foremen, their head machinists, etc. It is found in actual practice that this Advertising radiates in a thousand directions, and again converges most astonishingly to influence the house that has made up its mind that horse-trucking is too costly and inefficient.

Advice regarding your advertising problems is available through any recognized Canadian advertising agency, or the Secretary of the Canadian Press Association, Room 503 Lumsden Bldg., Toronto. Enquiry involves no obligation on your part—so write if interested.

F. O'Brien, Mrs. O'Brien, Mrs. illness of the Rev. Canon J. H. Allan, L. W. Keffer, Mrs. Keller, Keene, who is in charge of the FOR ALL Prince Rupert Fire Alarm System J. A. Levine, Cora V. Neher, A. J. mission at the latter place. The Burroughs, J. B. Johnston, Miss latest word is that the condition Fraser, Miss K. Barrett, Mrs. D. of the reverend gentleman has Harrison, Gamble & Company A. McNeil, Frank Messidat, P. improved. Whilst in Metlakatla Harrison, Gamble & Company CIRCUIT NO. 1. Box 12-5th St. and 3rd Ave. Curry, J. H. Cann, Mrs. Cann, Bishop Du Vernet will attend a Box 13-6th St. and 3rd Ave. FINANCIAL AGENTS Box 14-Sth St. and 3rd Ave. Captain Tutte, Mrs. Tutte, H. M. meeting of the Church Mission-Box 15-Junction of 1st, 2nd and Fleming, W. J. Jefferson, Mrs. ary Society that is scheduled to Third Ave. 3rd Aves. Box 16-1st Ave., between 8th and Jefferson. take place today. 9th Sts. (Knox Hotel.) Boy 17-1st Ave. and 7th St. (Cen-TO RENI tral Hotel.) CIRCUIT NO. 2. Box 22-3rd Ave. and 3rd St **BEST IN FOOTWEAR** (Post Office.) Box 23-3rd Ave, and McBride St. Box 24-1st Ave. and McBride St. Box 25-2nd Ave. and 2nd St. Women's 'Smardon' Shoes Keep Their Shapes 6-room house, across Hays G Box 26-2nd Ave. and 6th St. Box 27-G. T. P. \$25.00. CIRCUIT NO. 3. "Smardon" style is not merely an added feature to help Box 31-5th Ave. and Fulton St. Box 32-Borden and Taylor Sts. make sales. It is a part of the shoe itself. It's built right in. 5-room house, across Hays 34-7th Ave. and Fulton St. "Smardon" shoes appeal to women of taste because of 35-9th Ave. and Comox Ave. \$15.00. their trim and natty shapes and because they retain their Box 37-8th Ave. and Dodge Pl. Box 38-6th Ave. and Thompson St. shape so long. The "style" of a "Smardon" shoe is as strong ? cabins, close in, \$8.00 eac. CIRCUIT NO. 4. and as lasting as the shoe itself. Box 41-4th Ave. and Emmerson Wouldn't it be good for your comfort and appearance to Box 42-5th Ave. and McBride St. try a pair of these shoes if you have not already done so? 43-5th Ave. and Green St. G. R. Naden Co., Lid Box 44 6th Ave and Basil St. **Renworth & Jefferson** Box 45-7th Ave. and Eberts. Box 141-7th Ave. and Young St.

Best in Footwear

Prince Rupert

Agents

2nd Avenue