

Better than Ringing Door-bells

PIANO manufacturer recently made a houseto-house canvass. He's one of those men with an absurd fear of the "waste-circulation" bugaboo -cannot get away from the haunting thought that only 10 out of every 100 readers of a newspaper may be possible buyers of his goods.

So he refused to advertise, and went a-canvassing -inviting people to come to his piano recitals. Then he wondered why they didn't come.

This is why:

He wasn't reaching the people.

His canvassers rang every door-bell in

but also to his wife, his grown-up sons and daughters, his mother-even his motherin-law. Their coaxing will help to convince the head of the house-and pretty soon

under initial letter of designa. **Bachelors or Benedicts?** experienced explorer as Scott. tion. A charge of one dollar per The Baptist Brotherhood will declared. Stefannson, the Arctic year is made for such double inold a debate this evening in explorer, who discovered the sertion. blonde Eskimos in the Arctic re-McIntyre Hall on the subject The above details must be regions. "If many of Scott's expe-Resolved, that a bachelor leads ceived at Telephone Office befo 31-33-35 comperance St., Toronto. a happier life than a' married dition perished it was through 12th Feb. to ensure insertion m man." As this is a question that starvation; if only a few met new directory. PRINCE RUPERT HYDRO-ELECTRIC CO., opens a wide field for debate, and death, it may have been due to JAS. N. WILSON, Manager. there are several bright and their falling into a crevice, breezy speakers amongst the added Stefannson. of members of the Brotherhood, this WARDROBE of earth should offer an interesting, in-Local Sorrow and 600 yards of rock at Port Edward. structive and possibly an amus-Following the receipt J. LEE, TAILOR Specifications and forms of tender can ing evening's entertainment news that Captain Scott had per. McBride street, 32-38 Cleaning, Pressing and Repairing ished, the local branch of the W. CLARK DURANT, General Superintendent The G. T. P. tugboat Escort ar- Overseas Club yesterday wired to Scott Building, Next to City Hall Phone Green 390 rived this morning from Van- friends of the intrepid explorer in couver with a big barge loaded London its heartfelt sympathy in SPECIAL with bridge steel for the interior. the loss that had been sustained. FOR SALE The message, which was signed The American steamer Curacoa by F. A. Ellis, president, and L. First arrival of new spring Gasoline Fish Tender or Towboal touched at this port early this Bullock-Webster, past president, suits. We take great pleasure in announcing that we have secured morning, southbound from Skag- read as follows: Gross tonnage 9, net 6; length way to Seattle. "The Overseas Club of Prince 35 3-10 ft.; breadth 11 7-10, depta the sole agency of the New York Rupert mourns the loss of na- 3 2-10 ft.; 30 h.p. engine. Price Tailoring Co. for Prince Rupert. \$1,800.00. Address W. A. Walker, tional heroes." Birth. It is well known that this firm It was sent to Mrs. Robert F. Stevens Hotel, Seattle, or S. M. Bryant-On February 8th, to turns out only the most elegant in ladies' man tailored garments Mr. and Mrs. G. A. Bryant, a son. Scott, care of the Admiralty. Collins, Tacoma, Wash. and to see these suits is to be We miss a lot of fun by being **TRAWLER CAPTAINS** convinced they are what you are afraid of being ridiculous. LAND PURCHASE NOTICES. looking for. LEAVE FOR HOME Exclusive Styles Lowest Prices LAND LEASE NOTICES. Demers Captain Wynne Likes B. C. se ake notice that I. Madg Well That He May Come Mere ceena Land District-District of Coast to Reside in Near Future. Take notice that I, Stanley Niven, of rince Rupert, British Columbia, occupa-

town. They talked to some one in every house

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, there'll be a piano in that home.

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.

Prince Rupert Fire Alarm System St. and 3rd Ave. -6th St. and 3rd Ave. Box 14-Sth St. and 3rd Ave. Box 15-Junction of 1st, 2nd and 3rd Aves. Box 16-1st Ave., between 8th and 9th Sts. (Knox Hotel.) Box 17-1st Ave. and 7th St. (Central Hotel.) CIRCUIT NO. 2. Box 22-3rd Ave. and 3rd St. (Post Office.) Box 23-3rd Ave, and McBride St. Box 24-1st Ave: and McBride St. Box 25-2nd Ave. and 2nd St. Box 26-2nd Ave. and 6th St. Box 27-G. T. P. CIRCUIT NO. 3. Box 31-5th Ave. and Fulton St. Box 32-Borden and Taylor Sts. lox 34-7th Ave. and Fulton St. lox 35-9th Ave. and Comox Ave. Box 37-8th Ave. and Dodge Pl. Box 38-6th Ave. and Thompson St. CIRCUIT NO. 4. Box 41-4th Ave. and Emmerson lox 42-5th Ave. and McBride St Box 43-5th Ave. and Green St. Box 44-6th Ave and Basil St.

Box 45-7th Ave. and Eberts.

