

POOR DOCUMENT

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THE EVENING TIMES AND STAR, ST. JOHN, N. B., SATURDAY, SEPTEMBER 27, 1919

SHOPS YOU OUGHT TO KNOW

Designed to Place Before Our Readers the Merchandise, Craftsmanship and Service Offered by Shops and Specialty Stores.

ASHES REMOVED

ASHES REMOVED. PHONE MAIN 8388-42. 16400-10-3.

AUTO SERVICE

TAXI SERVICE. OIL. GASOLINE. Royal Auto Service and Supply Station. Up-to-date cars supplied for all occasions. All calls receive prompt attention, night or day. Service station 40 Paddock street, Phone M. 4030. After 12 m. call M. 2194-21.

AUTO SPECIALIST

FRED E. WHITE, 163 ROTHESAY avenue, specializing in Cadillac and other high grade cars. Twenty years' experience in automatic machine manufacture construction and repair, electrical work, auto construction and repair, etc. We aim to do accurate auto repairs. 17694-9-30.

BARGAINS

FALL AND WINTER HOSIERY. Gloves and Underwear for men, women and children at Wetmore's, Garden street.

CHIMNEY SWEEPING

WITH MECHANICAL APPARATUS we make and repair furnace and conductor pipe, kettles, boilers, also plastering and whitewashing. Repair Shop, corner Brussels and Havermat square. Open evenings. Phone 8714.

DANCING

ADVANCED AND BEGINNERS. Adult and Junior Classes. Private appointment any hour. Call 2012 for rates. Woodmead, 74 Germain.

ENGRAVERS

F. C. WESLEY & CO., ARTISTS and Engravers, 59 Water street. Telephone M. 982.

HATS BLOCKED

HATS BLOCKED—LADIES' BEAVER, Velour and Felt Hats blocked over in latest styles. Mrs. T. R. James, 280 Main street, opposite Adelaide. T. F.

HAIRDRESSING

MISS McGRATH, N. Y. PARLORS. Imperial Theatre Building. Special sale of hair goods in every design. All branches of work done. Gents' manicuring. Phone Main 2095-51. N. Y. graduate.

IRON FOUNDRIES

UNION FOUNDRY AND MACHINE Works, Limited, George H. Waring, manager, West St. John, N. B. Engineers and Machinists, Iron and Brass Foundry.

MEN'S CLOTHING

WE HAVE JUST RECEIVED SOME young men's suits and overcoats, ready to wear, made of good cloth and trimmings; splendidly tailored; fair and pleasing price. W. J. Higgins & Co. Custom and Ready-to-Wear Clothing, 182 Union street.

MONEY ORDERS

A DOMINION EXPRESS MONEY Order for five dollars costs three cents.

MONEY TO LOAN

MONEY TO LOAN ON CITY REAL Estate. Roy A. Davidson, Solicitor, 42 Princess street. 16226-10-4.

MONEY TO LOAN ON FREEHOLD and Leasehold Security. Loans guaranteed for both borrower and lender. Tel. M. 684 Heber S. Keith, 50 Princess street.

OPTOMETRIST

WILL TEST YOUR EYES AT YOUR home by appointment. K. W. Epstein & Co., 183 Union street. Main 8554.

PIANO MOVING

PIANO MOVING BY AUTO. Furniture moved to country, parties and picnics taken out, general cartage. Phone Arthur Stackhouse, Main 314-21.

PROFESSIONAL

TO LADIES A SPECIAL TREATMENT for removal of hairs, moles, wrinkles and muscular wasting, etc. R. Wilby Medical Electrical Specialty and Massage, 46 King square, St. John.

REPAIRING

FURNITURE REPAIRING AND Upholstering, 276 Union. Phone 915-11.

ROOFING

VAUGHAN & LEONARD, GRAVEL. Roofing and Metal Work for buildings. Have your furnace and pipe repaired before cold weather. Stores bought and sold. Work promptly attended to. Phone 2879-41.

SECOND-HAND GOODS

WANTED TO PURCHASE—LADIES and Gentlemen's cast off clothing, boots, musical instruments, jewelry, bicycles, guns, revolvers, tools, etc. Highest cash prices paid. Call or write M. Lampert, 8 Dock street. Phone 3896-11.

FINANCIAL

NEW YORK STOCK MARKET.

(J. M. Robinson & Sons, Members Montreal Stock Exchange.)

New York, Sept. 27.

Prev. Close. Open. Noon.

Am Sumatra..... 96 1/2 96 1/2 96 1/2

Am Car & Fdy..... 132 1/2 132 1/2 132 1/2

Am Locomotive..... 107 1/2 107 1/2 107 1/2

Am Beet Sugar..... 91 1/2 91 1/2 91 1/2

Am Can..... 69 1/2 69 1/2 69 1/2

Am Int Corp..... 99 101

REAL ESTATE

COURTENAY BAY HEIGHTS

EAST ST. JOHN LEADS

All sections in new buildings. Lots selling rapidly. Get yours now before the raise in price. Prices from \$40.00 up; \$5.00 down, \$5.00 monthly pays for one. Enquire Fawcett's store, East St. John. Phone M. 2287-21. 9-29.

LOTS FOR SALE

with water and sewerage, Beaconsfield Ave., two minutes' walk from the Church of the Assumption and St. Jude's Church. Prices from \$200 up, on Easy Terms. City Real Estate Co., or J. M. QUINN, Canada Life Bldg., St. John.

FOR SALE—BEAUTIFUL TWO-story house, two lots 50x100 feet, Tidale Place, short distance from Kane's Corner; two minutes' walk from car. 17988-10-1

FOR SALE—DOUBLE TENEMENT, Seely street; freehold. Post Office Box 516. 17987-10-1

FOR SALE—DWELLING PROPERTY, Elliott Row. \$6,000. Rents \$780 per annum and could readily be increased. A good investment. 17816-10-3

NEW SEVEN ROOMED HOUSE, nearly complete, with large hen house, lot 50x100, on Fairville Plateau, seven minutes' walk from Simms. Will sell for \$1,300. Apply J. 34, Times office. 17046-10-16

FOR SALE—VERY DESIRABLE bungalow containing seven rooms and bath. For particulars inquire Mrs. John E. Irvine, Hampton. 17791-10-1

Am Steel Fdy.....	40 1/2	41
Am Smelters.....	72 1/2	73 1/2
Am Tel & Tel.....	75 1/2	76 1/2
Anaconda Mining.....	68 1/2	69 1/2
Atch, T. & S Fe.....	86 1/2	87 1/2
Brooklyn R T.....	21	20 1/2
Balt & Ohio.....	39	38 1/2
Baldwin Loco.....	136 1/2	137
Beth Steel—"B".....	98	98 1/2
Chino Copper.....	42 1/2	42 1/2
Colorado Fuel.....	44	44 1/2
Canadian Pacific.....	150	150 1/2
Central Leather.....	100 1/2	101 1/2
Cruicell Steel.....	208 1/2	210
Erie.....	15 1/2	15 1/2
Great North Fdy.....	85 1/2	86 1/2
General Motors.....	254	258
Inspiration.....	87 1/2	88 1/2
Int'l Marine Com.....	56 1/2	57 1/2
Int'l Marine Pfd.....	117 1/2	118 1/2
Industrial Alcohol.....	130	140
Kenecott Copper.....	34 1/2	35
Midvale Steel.....	50 1/2	51
Maxwell Motors.....	46 1/2	47 1/2
Mex Petroleum.....	218 1/2	219 1/2
Miami.....	26	26 1/2

REAL ESTATE

Britain Street

Two Houses

Freehold

Price \$4500

Each a two-family house, four tenants.

These two modern properties are in splendid condition, and are a real snap, as the owner is leaving city. Possession can be given one of the flats immediately.

For further particulars, apply to

Taylor & Sweeney

Real Estate Brokers

Bank of Montreal Bldg.

Phone M. 2596

FOR SALE—SELF-CONTAINED residence on large lot 105 Wright street. Lawn, trees and garden. House has gas stove, electric lights, new hot water heating furnace, new concrete cellar floors, hardwood floors in principal rooms, is costly and cheaply heated. Price low. Terms easy. J. S. Gibbon, 1 Union street. Tel. M. 2688. 17774-9-30

Apartment Proposition for Immediate Sale

Best Situation in the City

We have been instructed to offer for sale the Addy Property on Union St. This splendid Brick House contains twenty-four rooms, and is so laid out that with little difficulty at least six apartments, each with bath, can be arranged. The hot water heating plant has recently been renewed. The property will be sold at a reasonable price if disposed of at once.

The need was never greater in the city for Apartment Houses, and the opportunity now presents itself to acquire something that could be bought for immediate occupancy with very little expense, in the most central location of the city.

For further particulars, apply to

TAYLOR & SWEENEY

Bank of Montreal Building 56 Prince William St.

Real Estate Brokers

Phone Main 2596

Trade With the Orient

With correspondents of the highest standing in China, Japan, India and other countries of the Orient, and branches in all the principal ports on the Pacific coast of North America, namely:

Prince Rupert
Victoria
Vancouver
Portland, Ore.
Seattle
San Francisco

this Bank is excellently equipped to serve the interests of Canada's growing trade with the Orient.

THE CANADIAN BANK OF COMMERCE

PAID-UP CAPITAL - \$15,000,000
RESERVE FUND - \$15,000,000

Northern Pacific.....	86 1/2	87 1/2
N Y Central.....	75 1/2	76 1/2
New Haven.....	81 1/2	82 1/2
Pennsylvania.....	48	48 1/2
Pierce Arrow.....	68	68 1/2
Pan-Am Petroleum.....	116 1/2	117 1/2
Reading.....	79 1/2	80 1/2
Republic I & S.....	91 1/2	92 1/2
St. Paul.....	49 1/2	50 1/2
Tobacco Products.....	101 1/2	102 1/2
Southern Railway.....	24 1/2	25 1/2
Southern Pacific.....	100 1/2	101 1/2
Studebaker.....	118 1/2	119 1/2
Union Pacific.....	122 1/2	123 1/2
U S Steel.....	104 1/2	105 1/2
U S Rubber.....	115 1/2	116 1/2
Utah Copper.....	82 1/2	83 1/2
West Electric.....	55 1/2	56 1/2
Wills Overland.....	32 1/2	33 1/2

MONTREAL TRANSACTIONS.

(J. M. Robinson & Sons, Members Montreal Stock Exchange.)

Montreal, Sept. 27.

Royal Bank—25 at 81 1/2.

Ames—5 at 73 1/2.

Sugar—120 at 61 1/2, 60 at 61 1/2, 75 at 62 1/2 at 61 1/2.

Brazil—40 at 51 1/2.

Atchafalca—25 at 11 1/2.

Glass—65 at 63 1/2, 25 at 63 1/2.

Brompton—50 at 64 1/2, 25 at 64 1/2, 80 at 64 1/2, 25 at 64 1/2, 85 at 65 1/2.

Canada Car—100 at 85 1/2, 50 at 85 1/2.

Smelters—220 at 80.

Cement—10 at 73.

Cottons—80 at 92 1/2.

Canners—75 at 85.

Dominion Steel—30 at 64 1/2, 40 at 64 1/2, 50 at 64 1/2.

Textiles—25 at 121 1/2, 5 at 121 1/2.

Detroit—105 at 99 1/2.

McDonald—30 at 34 1/2, 5 at 34 1/2, 175 at 35.

Smith—75 at 94.

Detroit—105 at 99 1/2.

Laurentide—100 at 225, 25 at 225 1/2, 105 at 225, 100 at 225 1/2, 25 at 227, 25 at 227 1/2.

Power—5 at 91 1/2, 875 at 91 1/2.

Tuckers—50 at 52, 125 at 52 1/2, 25 at 54 1/2.

Jordan—40 at 142 1/2, 10 at 142, 15 at 142, 25 at 142 1/2.

Brew—75 at 182.

St. Lawrence Flour—25 at 114, 60 at 114 1/2.

VOTE

—FOR—

ALLAN and CAMPBELL

In Lancaster Welfare

Non-Political Ticket

17972-10-19.

112 1/2, 35 at 112 1/2.

Wayagmack—25 at 64 1/2, 25 at 65.

Shawinigan—80 at 121.

Spanish—640 at 59 1/2, 80 at 59 1/2, 1,500 at 59 1/2.

Steel Co—25 at 69 1/2.

Ships—145 at 64.

Tookies—345 at 67 1/2, 85 at 67 1/2, 60 at 68, 60 at 68 1/2.

Quebec—75 at 22, 1,165 at 23, 50 at 22 1/2.

Car Pfd—190 at 99, 125 at 99 1/2, 25 at 99 1/2.

Spanish Pfd—75 at 113 1/2.

Ames Pfd—35 at 107.

Asbestos Bonds—100 at 77 1/2.

Victory Loan 1923—100%.

Victory Loan 1923—100%.

Victory Loan 1923—100%.

Victory Loan 1923—100%.

N. A. P.—100 at 4 1/2.

T. Power—25 at 17 1/2.

Kaiser at Large.

London, Sept. 27—Shrewd newspaper

venders reaped a rich harvest recently

through the sale of papers containing

a story headed "Kaiser Escapes." The

Kaiser who escaped was Frederick

Kaiser, a German prisoner of war. He

escaped from the Bedford internment

camp, Essex.

"They say Blank is very close."

"Close? Why he wouldn't even spend

a vacation.



"Friend-Making Drive"

Attracts Thousands

Setting 21,000 new customers—1,000 for each day in the month—as the goal of the "Great August Friend-Making Drive," and exceeding this mark by 200 to 500 daily is one of the milestones established in the record attained by Blauvelt's, a woman's outfitting store in Philadelphia, during the first two weeks of their month's sale of \$600,000 worth of merchandise for \$850,000.

During each day of the sale the public was entertained by some feature and a special inducement was offered to all whether they bought goods or not. These inducements included tea parties, vocal and instrumental concerts, distribution of roses and of perfumes, a baby contest, kiddies' carnival, presents to children, a Punch and Judy show and other novelties.

As a result there was an increase in sales percentages ranging from 80 to 110 per cent, an army of new customers and a tremendous amount of valuable publicity.

"The idea," said Miss Schaffer, advertising manager of the store, "was really to obtain new customers for our fall trade. Knowing August to be a very poor month for business generally, we decided to give trade an impetus and to our regular fall business. We started by running 'teaser' advertisements in the newspapers, followed by announcements that we were to make 21,000 new friends during August by

selling \$600,000 worth of prefall merchandise for \$850,000, thus giving the public the benefit of the saving in price. This statement, which was not coupled with any prices whatever, met with a wonderful response. Our store was jammed the very first day, when we made about 1700 new customers.

"The way in which we determine a new customer is this: We have the cash vouchers from last year and those for this year, and knowing that we have been running along at the rate of 45 per cent of business increase, everything above this percentage represents new customers. We advertised no merchandise at all—just a statement that we would hold the drive.

"The campaign was planned three months ago and it was thought advisable to have a number of special attractions. When it finally opened in the form of a concentrated drive, we ran special 'get-together' features every day—features designed to carry out the idea more of friend making than that of a merchandising event.

"We consider the friend-making drive a wonderful success from every angle," added Miss Schaffer. "People are thoroughly pleased both with the entertainment and the merchandise and the publicity that has been achieved will be especially valuable to use the coming fall. That was our objective anyway and we have also succeeded in filling a slow month with a remarkable volume of business. We estimate that our advertising has brought 60 per cent of the people into the stores."

(Continued on page 13, third column.)



"A bachelor is an amateur in life."

Your sentiments may be warm but an overcoat does cool evenings is necessary just the same.

Our overcoats can travel on their looks, sell on their appearance. Never before have the designs of overcoats made such an appeal to the eye. The colors and patterns as well as the various styles are all famous good lookers.

PRICES \$20 TO \$50.

GILMORE'S, 68 KING ST.



BETWEEN THE EYES

A crowd there is often so disfiguring that it doesn't matter how attractive the person otherwise appears—the crowd spoils it all. Scowls are direct result of eye-strain. Have your eyes examined by one of our Optometrists.

K. W. EPSTEIN & CO.

Optometrists

193 Union St.

Open Evenings. Phone M. 3554.

Adds Insult to Injury

London, Sept. 27—A woman who summoned her husband for assault told the Barnstable magistrate that he struck her with an accordion which he was playing in the street and then played "You Taught Me How to Love You; Now Teach Me to Forget."

WOOD AND COAL

Have You Laid in Your Soft Coal Yet?

For a grade of Soft Coal that will give you a ton's work to the ton.

Phone M. 3938

EMMERSON FUEL CO.

115 CITY ROAD

COKE

Suitable for Furnaces and Stoves.

Petroleum Coke

For Ranges, Etc.

Hard and Soft Coal

Best Quality—Reasonable Prices

R. P. & W. F. STARR, LIMITED

49 Smythe St. 159 Union St.