POOR DOCUMENT

THE EVENING TIMES AND STAR, ST. JOHN, N. B., SATURDAY, OCTOBER 5, 1918

Frank Stockdale's Advice **ToVictory Bond Salesmen**

"Men ,you are going out to do the biggest job you ever did. You are going out to sell a new world—a world that will not have to endure what poor stricken Belgium has had to endure, what France, and Italy, the Balkan provinces, and the Armenians have had to endure—a world where one-fourth of its people would not face starvation as Russia is doing at the present moment—a world where the boys and the girls could grow up as God designed them to grow—a world where the brave Canadian boys won't have to march out and endure the sufferings and agonies that they are experiencing today—a world where my boys won't have to go out to fight and kill. That's the kind of a new world you're going out to sell.

"If there's a drop of human sympathy in the men you converse he sheld see.

FOR COOL SPRING AND

FALL DAYS

Cast Fireside Heaters are the best. They provide the children an open fire which is both healthful and delightful.

Bright and cheerful for the cool days.

Order a Regal Franklin Cast Fireside Heater. Its purpose is to give you satisfaction.

Ask for Booklet

CHARLES FAWCETT LIMITED SACKVILLE · N · B · CANADA

Their Task to Sella New
World of Peace and
Happiness

Thriling and Inspiring Talk on
Salemenship and Patriotism—
Some of the Convincing Arguments He Advanced

mittee for the city and county of St.
John.

In opening his talk, Mr. Stockdale said he would like to ask each man a personal question. He did not want a public answer, they could put the question to themselves and get the answer. The question was, "How much money are you yourself going to put into Victory bonds?" Upon the answer to that question depended a great deal the success of the canvass, The salesman must believe in what he is selling, he must be enthusiastic about it, and in this case he must be prepared to back up his enthusiasm by personal sacrifice.

Their Object.

Their Object.



I hope the rest of the world will bring them back to their senses soon."

Of special interest are two letters from a Leipsic father to his sons. The first states: 'From one of your urgent letters it would appear that the opinion of the troops in the field is becoming in favor of peace. The people are languishing and yearning for peace but cannot stir as they are under the military boot."

Ingersoll

Cream Cheese

significant passage: "I assure you that I think the English are entirely right as to German militarism. Most of the people"s, eyes have been opened during the

war."

A Hamburg man writes to his son at the front: "It is ridiculous for the men who prepare our communique that—during the offensive along miles and miles of front there has not been a single German dead. They certainly don't believe it themselves. I suppose they must write something and they cannot write the truth."

A woman writing from Kampitz

Get a McClary Rust Proof Gas Range

Rust is the chief enemy of the gas range. McClary's have banished rust by coating all exposed surfaces with hard baked. black enamel which is as

> easily washed as a porcelain cup. In addition, all McClary gas ranges may be equipped with white enameled tile or splash backs.

This range is good all the year round for the most exacting kitchen work-wired glass door with thermometer,

warming oven and warming shelf, Clean, cool, comfortable.

"Satisfaction," a beautiful well illustrated booklet telling all about McClary's gas appliances will be sent free for the asking.

McClary's Gas Ranges

For Sale by McClary's, 221-223 Prince Wm. St., St. John, N. B.



For Young Men, Business Men and Professional Men

BUSINESS men, doctors, lawyers, and others who require medium weight, yet warm and comfortable underwear, have found that Mercury Medium Weight Pure Wool Combinations are ideal garments.

The wool used is fine and soft, and is knitted in our exclusive shaded effects. It is rendered unshrinkable by our special process. Special attention is paid to the fit and finish of these combinations, our big, new, daylight factory being equipped with the latest machines and inventions to give Canadian people the best that can be made in underwear.

These Mercury Form-fitting Combinations have the snug Mercury V-shaped neck, shoulder strap inserts, ribbed gusset in closed crotch, and covered seams inside and out. Luxurious garments that will give the utmost comfort and service. Also lighter weights and heavier weights for men who require them.

Ask your dealer to show you Mercury

MERCURY MILLS, LIMITED,

Underwear for Men, Women and Children.
Also high-grade hose and half hose





It is so clean, soft and well made-in fact I have never seen better knittingand it fits so neatly and comfy that one's clothing always looks well.

Of course, Turnbull's have a reputation all over Canada as makers of GOOD underwear for 59 years. You just try it once!

Most good dealers sell it.

Made only by The C. Turnbull Company of Galt, Limited *****************

- ENGINEERS—LOOK! -SAFETY FIRST FOR YOU



