

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 3338-42.
1823-11

BABY CLOTHING

BABY'S BEAUTIFUL LONG
Clothes, daintily made of the finest
materials, everything required; ten dol-
ars complete. Send for catalogue. Mrs.
Wolfsen, 672 Yonge street, Toronto.
1-1920

BARGAINS

BLANKETS AND COMFORTABLES.
Cotton Batting, Fancy Quiltings, Sheet-
ing, Pillow Cotton Spreads at Wetmore's,
Garden street.

CHIMNEY SWEEPING

WITH MECHANICAL APPARATUS
we make and repair funnels and con-
duct pipes, kettles, boilers; also plas-
tering and whitewashing. Repair Shop,
corner Brussels and Haymarket streets.
Open evenings. Phone 3714.

ENGRAVERS

F. C. WESLEY & CO. ARTISTS
and Engravers, 59 Water street. Tele-
phone 81, 982.

HATS BLOCKED

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

HAIRDRESSING

MISS GRAHAM, N. Y. PARLORS,
Imperial Theatre Building. Special
style of hair goods in every design. All
branches of work done. Mrs. T. B. James,
corner Work and Main 2695-51. N. Y.
graduate.

IRON FOUNDRIES

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

MARRIAGE LICENSES

MARRIAGE LICENSES ISSUED AT
any time. Wason's, Main street.

MEN'S CLOTHING

WE HAVE JUST RECEIVED SOME
young men's suits and overcoats,
day 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.

MILLINERY

VELVET AND SILK HATS MADE
over. Hats made to order. Mrs.
Gambin, 91 Newman street.
1423-11-18

MONEY ORDERS

BUY YOUR OUT-OF-TOWN SUP-
plies with Dominion Express Money
Orders. Five dollars costs three cents.

MONEY TO LOAN

MONEY TO LOAN ON CITY REAL
Estate by R. A. Davidson, Solicitor,
42 Princess street. 1920-11-29

PIANO MOVING

PIANO MOVING BY AUTO, FURNI-
ture moved to country, parties and
picnics taken out. General Carriage. Phone
Arthur Stockhouse, Main 314-21.

PLUMBING

GORDON W. NOBLE, PLUMBER
and Heater. Jobbing given personal
attention. Telephone—Residence, 241-
2219-31; shop, M. 2978-22, 297 Brussels
street, St. John, N. B. 19107-11-17

PROFESSIONAL

TO LADIES—A SPECIAL TREAT-
ment for removal of hairs, moles,
wrinkles and muscular wasting, etc. R.
Wilby Medical Electric Specialty and
Massage, 46 King Street, St. John.

REPAIRING

AUTO REPAIRS—ALL MAKES OF
cars, Overlands, a specialty. Cars
called for and delivered. Phone 4078
M. Frank Cormier, 173 Marsh road.
1920-11-29

RUGS

CASH SALE RUGS AND MATS.
Beginning Nov. 3rd, Axminster, Vel-
vet, Reversible and Felt, all at bargain
prices; also a few Congo and Persians
for use beneath heating stoves. Furnish-
ers, Limited, 169 Charlotte street. Phone
3622.

ROOFING

VAUGHAN & LEONARD, GRAVEL
Roofing and Metal Work for build-
ings. Have your furnace and pipe re-
paired before cold weather. Stoves
bought and sold. Work promptly at-
tended to. Phone 2979-41.

FINANCIAL

NEW YORK STOCK MARKET.
(J. M. Robinson & Sons, Members
Montreal Stock Exchange.)

New York, Nov. 11.			
	Prev.	Close.	Open.
Am Sunatra	100%	100%	101%
Am Car and Fdry.	135%	134%	136%
Am Locomotive	100%	103	102
Am Beet Sugar	51	51	51
Am Can	59	60	60
Am Int. Corp.	123	121	121
Am Steel Fdries	42	42	42
Am Smelters	60	99	99
Am Tel & Tel	96	99	99
Am Woolens	122	134	134
Anacostia Min.	95	95	95
A. T. & S. Pe	90	89	89
Baldwin Loco.	129	131	130
Beth Steel "B"	100	103	102
Chino Copper	41	41	41
Col Fuel	44	44	44
Can Pacific	148	102	100
Cent Leather	101	201	223
Erie Steel	15	15	15
Gen Motor	37	38	38
Inspiration	57	57	57
Intl Mar Com	57	57	57
Intl Mar Pdry	108	109	109
Int Alcohol	111	114	113
Kennecott Copper	32	32	32
Midvale Steel	32	32	32
Maxwell Motors	46	46	46
Mex Petrol	232	237	235
North Pacific	55	55	55
N Y Central	33	33	33
New Haven	32	33	33
Ohio Cities Gas	52	52	52
Pennsylvania	42	42	42
Petrol	124	125	125
Pierce Arrow	88	91	88
Pan-Rm	124	125	125
Reading	60	61	61
Republ. & S.	115	115	117
St. Paul	40	40	40
South Railway	25	25	25
South Pacific	107	107	108
Studebaker	131	131	131
Union Pacific	122	124	124
U S Steel	105	107	107
U. S. Rubber	126	127	129
Utah Copper	79	79	79
Westing Electric	35	35	35
Willys Overland	32	32	32

SNAPSHOTS FINISHED

SEND ANY ROLL OF FILM AND
to Watson's, St. John, N. B., Box
1848 and have a set of very best pictures,
glossy finish. Work returned postpaid.

UMBRELLAS

UMBRELLAS REPAIRED AND RE-
covered. Peoples' Second Hand Store,
578 Main street. 11-25

WATCH REPAIRERS

RINGS, WATCHES, CLOCKS FOR
sale, watch repairing, seven years ex-
perience. Waltham factory. G. B. Huggard, 67
Peters street. T.F.

WATCH AND CLOCK REPAIRING
a specialty. Watches, rings and chains
for sale. G. D. Perkins, 48 Prince
street. T.F.

W. BAILEY, THE ENGLISH, AME-
rican and Swiss expert watch repair-
er, 138 Mill street (next Hygienic Bak-
ery). For reliable and lasting repairs
come to me with your watches and
clocks. Prompt attention and reasonable
charges. Watches demagnetized.

WELDING

ST. JOHN WELDING WORKS, NEL-
son street, St. John, N. B. Our sci-
entific welding experts can repair any
broken auto parts or any machine parts
in any metal.

REAL ESTATE

FOR SALE

FOR SALE ON EASY TERMS
—Freehold Lot 5320 in Brussels
street, near Union street with
Building thereon containing three
tenants. Other good bargains in
real estate. City Real Estate Co.,
Canada Life Building, 4 Prince
William street.

ALL YEAR HOUSE, NEAR ST.
John, near station. Box G 10.
14640-11-19

FOR SALE—TWO-FAMILY HOUSE,
Lancaster, six rooms and bath. Free-
hold, 45x100. Price \$5,000. Terms can
be arranged. Box G 1, care Times,
14643-11-12

FOR SALE—LANCASTER HEIGHTS
Two lots ideally situated on Lawrence
street. Cash or easy terms arranged.
What offers! Worth \$500 each. Would
consider exchange for Montreal real
estate. Geo. Wycheley, 200 Laurier Ave. West,
Montreal. 14646-11-23

FOR SALE—AT PAMENAC,
building lots on west side of highway
opposite station. For description and
price write Box O 57, Times,
14641-11-12

FOR SALE—DWELLING PROP-
erty, Elliott Row, \$6,000. Rents \$750
per annum and could readily be in-
creased. A good investment. Allison &
Thomas. 14643-11-12

A western legislator once introduced
a measure to prohibit window cleaners
from stepping out on window sills above
a certain height. When another prom-
inent member of the legislature cham-
pioned the odd bill, a friend asked him
"Why the deuce did you support that
measure?"

"Well," said the diplomatic member,
"I wasn't that I cared a cuss for the
window cleaners in the state, but those
fellows are apt to fall on pedestrians and
there are some good ones among us."
—Utica Observer.

PILES

Do not wait
another day
with itching,
bleeding
and pain.
Do not wait
another day
with itching,
bleeding
and pain.
Do not wait
another day
with itching,
bleeding
and pain.

Dr. Charles O'Donnell will relieve you at once
of this painful condition. He is a specialist
in the treatment of piles. He has cured
thousands of cases. He will cure you.
He is located at 14643-11-12.

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THE BUSINESS COLUMN

EDITED BY MANSFIELD F. HOUSE (Continued)

Salesmanship Used to Attract Good Employees

A real effort to sell jobs, actually to "merchandise" them instead of merely announcing them in the usual want ad style, is being made by a large corset manufacturer of Worcester, Mass.

The advertising this company is using to attract the right kind of workers to its plant falls within the want ad classification only in so far as the copy is run in the want ad section of the daily newspapers. For the rest it fulfills all the functions of a regular merchandising advertisement, with the exception that it is designed to make a prospective worker desire a job rather than to make a prospective customer desire an article of merchandise.

There are a number of related appeals in the copy, all leading up to the final impetus to action.

With the slogan "Greater production for a world necessity" and under the caption, "Every girl or young woman should be engaged in some useful, productive occupation," the argument reads:

"The world is calling for goods of all kinds—things that are manufactured by machinery in factories. Most everybody is behind in orders. Every body must catch up."

"One way to accomplish this is for every one who can work to do so. Your time, energy and best effort are needed right now, and you will receive ampler remuneration."

"There is no better place to start than in our big, modern, clean factory. By giving us the benefit of your labor here, you can actually help relieve this serious world situation, at the same time earning high wages and a 15 per cent. bonus."

"Experience is not imperative, as we will teach you corset work free in our training school. Ask for Miss Ashworth."

"There is a subtle and effective but not the less sincere appeal to the prospective employee in this discussion of the world situation and the fact that the individual worker can be a factor in it. It does two things. It gives the worker an opportunity to take some pride in her work, and it tells her that the employer has personally and that it appreciates her own personality and does not regard labor as a mere commodity, to be trafficked in like wheat or sugar."

It lacks the mystery attached to the old-style hackneyed announcement of "Help wanted; good wages; splendid opportunity for advancement; etc., etc.," which tells nothing convincing of the kind of employer, the type of plant, the conditions surrounding the work or the manner in which employees really are treated. But this kind of mystery, the company feels, is not the kind of mystery that helps. Rather, it hurts.

"If you are a good job in a shoe store here. After what I suffered during the war you can tell the army to go to hell."

In the course of its attempt to secure the re-enlistment of men formerly in the army, the war department recently wrote to an ex-soldier in St. Louis detailing the pleasures and pastimes of army life. With a grim smile the former doughboy replied:

"The copy to be run will begin by setting the public right on a few fundamentals of the grocery business."

The campaign will cost about \$1,500 and will be borne by a \$5 assessment on each of the 300 members of the association. The financial arrangements have been made and the campaign will begin in a few days.

The inquiry into the high cost of living has tended a convenient target for the ammunition of the investigators. Food is so close to the heart of the citizen that every person that does something a little less than perfectly is liable to be fired at by the grocers of the city, sure that a general handclapping would follow.

In short, grocers have been blamed for nearly everything connected with high living costs. So they have decided to explain in plain space.

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Strikers Sidelined Chance to Own Plant

Employees of Goldsmith, Stern and Co., one of the largest jewelry manufacturing concerns in the country, were flabbergasted when the owner met their ultimatum of "25 per cent. increase or strike," with an offer to let them buy the business co-operatively, on easy terms, at its appraised valuation, and take all the profits.

He even went so far as to offer them his own services free for a period of six months.

They refused his offer.

To Attract Trade to Basement Store

An unusual way of calling attention to its bargain basement department is being used by the Boston Store, of Chicago. On each of its eleven floors are displayed cases of merchandise placed at elevator doors and at the top of moving stairways. These have done much to switch trade from the upper floors to the lower section of the store.

SHIPMENTS OF STEEL FROM THE STATES TO CANADA TARDY

In its summary of the iron, steel, metal and machinery markets for week ended Nov. 6, Canadian Machinery and Manufacturing News, Toronto, makes the following comment:

It has been claimed in this report for some weeks past that shipments of steel coming to Canada from the United States strike zone did not bear out the contention made that production at mills was increasing quite rapidly. Events of the last week have shown this to be increasingly so. Shipments are more tardy than ever, and there are places where not a pound of sheet or plate has been received for almost three weeks.

One Canadian manufacturer returned this week after looking at a nice line of tractor business in the Canadian west, and at once set to work to buy the material required to go ahead. He was not able to secure any material, nor was he able to get a delivery promise that would be of any assistance to him for purposes of winter manufacture.

The coal strike, if it lasts, will make matters worse, and the effect of putting new steel in the rather tired-out steel struggle. Steel mills use such a tremendous amount of coal that it is impossible to store a supply for any length of time. They depend, rather, on a steady supply coming in, the coal going directly and at once to their cooking plants.

Delivery dates are still some distance in the future on machine tools, and considerable business is being lost to some firms on that account. As a general thing a dealer acts as an exclusive agent, and if he cannot get anything better than a May delivery from his principal, he simply has nothing left but to pass up the business.

The scrap metal market is in a poor condition for the moment. Strikes, and talk of strikes, has battered down any strength the market had. Buyers look for a recovery while sellers do not want to take the prices offered at present by the dealers. The result has been the bringing about of a condition not far removed from stagnation.

MEAT PACKERS ORGANIZE (Toronto Globe)

There has recently been created in Toronto an organization, the Industrial & Development Council of Canadian Meat Packers, which should go a long way toward clearing up a lack of understanding regarding the fundamental facts of the meat packing and live stock industries of this country. It is believed that the live stock and meat packing industries are vital factors, and have of late years become of increasing importance to the development of agriculture and industry in Canada. With this end in view local packers and live stock industries are organized into a single body, the Canadian Meat Packers' Association, which will, for one thing, disseminate a knowledge of their industry in order to interest and inform the consumer as to the value and economic worth of the meat packing industry in its relation to the consumer and its vital service to the agricultural and therefore national development. The meat packing and live stock industries are dependent, one on the other, and the packers feel that it is important to have a better understanding of the problems of each, by those engaged in them and by the general public, that the industries be better understood.

The meat packing industry is the most important link between the producer of live stock and the consumer of meat. The objects of the council are to provide for co-operation with all bodies interested in the development of agriculture and breeding of live stock, to promote the development of domestic and foreign markets, provide means for the consumer a knowledge of the meat packing industry and its place in the transformation of live stock into food at the lowest possible cost.

THE GREATEST CORN CROP

American dispatches say that the crop is the best in history. One average bushel of corn yields 28 1/2 bushels per acre, and that a crop of 2,800,000 bushels have been grown on the basis of the government acreage. The quality is said to be the best ever recorded, the figures being 94.6, as compared with 86.5 last year and a ten-year average of 82. The Illinois crop is said to be the only one of the big crop that is smaller than last year, and it is the smallest since 1915.

A \$30,000 HOG.
Omaha, Neb., Nov. 10.—The sum of \$30,000 was paid last week by a local breeder for "Desiger," a yearling Poland China hog. This is said to be the record price for a single hog. When a few weeks old "Desiger" was sold for \$5,000 for the original purchaser in less than a year.

Fire starting from an ash barrel near the furnace in a house at 112 Waterloo street, occupied by John Stock, was discovered about 12:40 o'clock this morning but was soon put out. An alarm was sent in from box 54.

NEEDED HELP TO RISE FROM CHAIR

Captain Berrigan Says Tanlac Has Demonstrated in His Wife's Case It is in a Class By Itself.

Another splendid endorsement for Tanlac that will be read with interest by the people of Nova Scotia was given by Captain John Berrigan of Smiths Cove, Halifax county, recently.

Captain Berrigan called at Kinley's in Halifax and made the remarkable statement that two bottles of Tanlac had done his wife more good than all the other treatment and medicines she has taken in twenty years.

As a sea captain and popular at every port along the East Coast of Nova Scotia. He has resided at Smith's Cove for the past twenty years, is manager of the M. A. Berrigan general merchandise establishment there, and his standing and influence in his community are too well known to require further comment.

"My wife has been suffering from badly disordered kidneys for twenty years," explained Captain Berrigan, and while she has taken all kinds of medicine it's a fact that two bottles of Tanlac has done her more good than anything she has combined. Her kidneys have been in bad shape so long that her general health had become so impaired that she could not do her household work, and she had to be carried in her arms for days at a time she could not get out of her chair without help.

"After Tanlac came to Halifax and so many people got to making statements about how it had benefited them, my wife decided to get a bottle and see if it would help her. Well, the results in the short time she has been taking it are nothing less than wonderful. Her kidneys are in better condition than they have been in years. The pain is rapidly disappearing from her back and she has improved in every way until she can get around just fine. I haven't seen her looking so well in a long time, she says she is feeling better and we are both convinced that Tanlac is in a class by itself. I am not looking for publicity, but these are the facts in my wife's case and we feel that the public should have the benefit of them."

"The stomach regulates the condition of the blood and is the fountain head of health or disease as the case may be. Tanlac is intended primarily for the regulation of the stomach and the correction of catarrhal inflammation, but it is no uncommon thing for persons who have used it to find that it has relieved them not only of indigestion, but also of rheumatism, kidney complaints and many other ailments not generally recognized as having their origin in stomach trouble."

Tanlac is sold in St. John by Ross Drug Company and F. W. Munro under the personal direction of a special Tanlac representative.—(Adv.)

DENIES MERGER REPORT

Hamilton, Ont., Nov. 11.—Robert Hobson, president of the Steel Company of Canada, yesterday denied stock market gossip concerning a projected merger of the Dominion Steel Company and the Steel Company of Canada, and the Canadian Steamship Company.

"We have not even been approached regarding the matter," said Mr. Hobson.

PROFITING IN ENGLAND

The Walton-on-Thames profiteering committee on Saturday afternoon returned of 514 to C. H. Mayo, a golf professional, in respect of 2s. 6d. which he had paid for a lamp-glass, supplied to him by E. Clarke, which was stamped "Made in Prussia." Mr. Mayo said he purchased a similar glass at Kingston for 1s. 6d. Mr. Clarke said he purchased the glass in London last spring for 1s. 6d. He admitted that he ought not to have charged above fifty per cent. on this, but something extra was allowed for cover breakage. The glass would now cost 2s. 8d. wholesale. The money was

returned to Mr. Mayo, who was thanked for his public-spirited action, but the committee decided that the case was not one in which they would prosecute.

When a complaint was made on Saturday to the Brentwood (Essex) profiting tribunal at the price of dejected colerect, the trader was able to show that the wholesale price had risen 75 per cent. since the control was removed. The complaint was dismissed, but it was decided to question the central tribunal on the matter.

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