

Red Rose Tea stands alone in its sterling quality. Its reputation has been earned by sixteen years of uniform goodness. No other tea even pretends to be better. Some may claim to be "as good" but why take a substitute when the price is the same as Red Rose



Prices: 30c., 35c., 40c., 50c. and 60c.

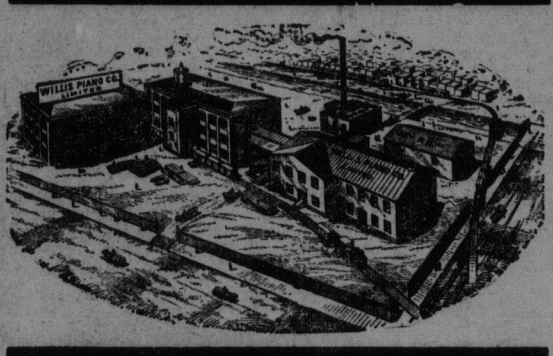
THE NEW BRUNSWICK TELEPHONE COMPANY, Ltd.

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WHERE WILLIS PIANOS ARE MADE



Willis Factory near Montreal equipped with the latest up-to-date facilities for the manufacture of high grade pianos. No less than three enlargements of this piano factory have been made during the past three years to keep pace with the large sale of

Willis Pianos and Willis Player Pianos

Be sure to hear, see and try these artistic instruments at the St. John Exhibition or at the warehouses of

The WILLIS PIANO & ORGAN CO.,
144 Union Street, - St. John, N. B.

Oak Tanned Belting
GENUINE ENGLISH
and the
Famous D. K. Balata Belting

See our exhibit in Machinery Hall. Demonstration of Leather Waterproof Belting, Lace Leather, Fasteners, etc.

D. K. McLAREN, Limited,
Manufacturers and Mill Furnishers
MONTREAL ST. JOHN

Fine Display of Products From St. John Factories

Continued from page 2.

her of them in the plan. The value of it to the individual manufacturers is shown by the fact that a number of direct sales have been made through the agency of the goods displayed and there is no doubt that the manufacturers whose goods are shown have also a vast amount of advertising through this means.

In a way the exhibit is an experiment and the idea is that at the next fair a section of a building will be taken and set aside for a Made in St. John show. It is also probable that the exhibit will be followed up by a plan to raise a sum of money for the advertising of this city as a manufacturing centre. The idea is an excellent one and since the fair opened the booth has been a centre of attraction. Several visitors from the United States and upper Canada were so impressed with the possibilities of the exhibit, that they secured samples of the literature with which the booth is supplied with the idea of agitating for a similar showing in their own towns when the opportunity offered.

The least attractive feature of the exhibit is this same literature which has been prepared by the board and for which the manufacturer is W. E. Anderson, is responsible. The booklet which is given where it will do the most good, is attractively gotten up and bears on the front cover the attractive inscription, "To Light Two Factory Fires Where But One Burned Before." That inscription tells in the best possible way not only the purpose of the literature, but that of the whole line of exhibit which prompted the exhibit. The inside page of the cover has this gem in the way of civic advertising:

Read This First.

If you have any notion of becoming a big manufacturer, examine the spot on the globe occupied by the City of St. John, before you locate elsewhere. You will understand then why it is that the manufacturer in St. John who a few years ago was doing a small local business, is now shipping his goods all over the world. Because we have the location, the labor, the climate, the raw material and the shipping facilities, which insure economy of production and adequate facilities for distribution.

This is one reason why (according to government statistics) the trade of the City of St. John was over \$4,000,000 greater last year than the previous year.

Ask the board of trade for information regarding the City of St. John. The booklet also contains a list of the manufacturing establishments which have already made a success in this city and have answered for themselves the question, Is St. John a Good Manufacturing Place?

An attractive and nicely printed card answering the question, Why Should I Join the Board of Trade? is also a telling piece of boom literature. As already stated the display is made with the products of 78 factories. All of them are interesting and well shown. If there is any criticism possible, it is that the board of trade could have used much more space and increased the effectiveness of the display from an artistic standpoint. The space was not obtainable however, and consequently they had to make the most of what they had. Among the more prominent of the manufacturing firms represented and the goods shown by them, are the following:

Josiah Fowler Company.

The Josiah Fowler Company are showing in this combined exhibit specimens of a large number of articles turned out by them including all kinds of axes, hatchets, knives, etc., and automobile springs. The manufacture of this latter line is becoming an important branch of their business but there is no lessening of attention to the axe trade. These Firths' steel is used very largely in the manufacture of these goods, while in the other lines the best English steel, tempered by a special process is employed. This feature of the exhibit is of interest to all.

Provincial Chemical Fertilizer Co.

It is to the credit of this concern that in the exhibit in the agricultural hall vegetables grown with its products have captured 75 per cent. of the total prizes. The exhibit in the Board of Trade display includes a number of the products turned out by this company, and on the opposite side of the agricultural hall will be found a booth in charge of Mr. Thurtell, where a fuller display is made and where literature is being distributed telling of the various uses of the different chemical fertilizers manufactured. To the farming population this exhibit is full of interest.

John E. Wilson Company Limited.
John E. Wilson Company Limited, have recently added to their already extensive business a department devoted to sheet metal work, and have established in this connection a branch at Campbellton where a large number of contracts have been taken. At the exhibition they are making a display of their stoves and ranges, and of specimens of the sheet metal. The latter are proving of considerable interest to contractors and builders. The display of stoves in the main building is one of the best in the whole fair.

Mr. Grondines' Plating Business.

Mr. Jules Grondines has a display in the Board of Trade exhibit which illustrates interestingly the nature and extent of his plating business and shows how he carries out his motto "old things made new." Articles sent in for renewing and similar ones repaired and replaced show the transformation in addition to this work Mr. Grondines manufactures plated goods and several showpieces are filled with examples of this work. Other work illustrated includes hand-plating in silver, oriole and brass, refinishing of chairs, etc., in polished and dull brass, oxidized copper and antique verd. Jewelry repairing is an important department represented and some exquisite examples of engraving are shown. Engraved badges and shields are included in the exhibit and the process of burnishing articles will be shown. In addition to his other lines Mr. Grondines is also sole agent for a gasoline heated flat iron which is proving very popular.

H. Horton & Son, Limited.

The above named company are making a special feature of horse blankets, manufactured by them, which

hold a leading place in the Eastern Canadian market. The business which they do in this line is of very considerable importance, and the exhibit of their goods certainly justifies the popularity which their products enjoy. The Horton Company have also the agency for lower Canada for the Saskatchewan robes and coats. Their house, too, is the outlet for the International Stock Food. Their exhibit adds largely to the attractiveness of the Board of Trade display.

C. H. Flewelling.

C. H. Flewelling of 82-1-2 Prince William street, City, has frames of printed proofs and a small case of printing blocks in this exhibit.

The specimens shown are a small selection from regular work. The firm have facilities for making booklets and folders or circulars illustrated by halftones and cuts, fine commercial stationary, business and society cards in copperplate engraving or printing, wedding stationery, stamped designs and other special lines of high class printing.

This office handles everything in engraving, woodcuts, halftones and zinc etchings, stereotypes, electrolytes, embossing dies in brass, zinc, or wood; tint plates in wood or metal, street posters, curvatures, and they remount and retouch plates of any kind. Customers will be sure of careful attention given to their orders.

A. and I. Isaacs.

St. John has not very many tobacco manufacturers, and the industry is of some importance here is shown by the highly creditable exhibit made by Messrs. A. & I. Isaacs. They are featuring in the Board of Trade exhibit their "Buster Brown" and "Havana" Second Hand the genuine "Small Queens" in addition to several other brands. All these cigars are well known and enjoy a wide sale in Eastern Canada. They rank high among Canadian manufacturers in this line and certainly the display is well worthy of the attention of those who interest themselves in Canadian industries.

A. G. Plummer.

Mr. Plummer is showing specimens of steel dies for engraving, engravings plates, etching work and other specimens of the engraver's art. He does all kinds of embossing and is known to turn out the highest class of stationary, printed business cards, letter heads, etc., as well as thoroughly satisfactory work on jewelry, and in all the other lines of engraving attached to his business.

White Candy Company Limited.
Although there are many candy manufacturers in St. John, the White Candy Company Limited is the only one producing goods on a large scale and perhaps the only one to rank as an important industry of this nature. It caters very largely to the outside trade and for the past few years has been steadily increasing its sales.

As already stated the display is only equal to any produced in Eastern Canada, but comparing more than favorably with many of the better known brands manufactured in the United States and elsewhere. All improvements and ideas in the candy making business have been carefully and promptly introduced by this local concern and their goods are sold under a guarantee of purity and in such an attractive form that the continued success of this business is assured.

C. H. Peters & Sons, Ltd.

This exhibit consists for the most part of upholstered leather for automobiles and carriages, an attractive display in bright colors being made. Messrs. Peters also show a full line of patent and enamel leathers for shoes and for saddle and harness making. They make the finest grades of these leathers in Canada and Mr. F. L. Peters states as a matter of general interest that they will supply next season 75 per cent. of the automobile trade in Canada. This in itself is the strongest possible proof of the quality of their goods. Messrs. Peters of course carry full lines of staple leathers for all branches of shoe making, harness making, and other purposes.

Asepto Soap Company.
This enterprising concern is making a point of the fact that all these Asepto products are thoroughly antiseptic and are especially prepared not only for ordinary household uses but for hospital and sick-room uses. Everything that is attached to the manufacture of these products is sterilized. The display is made of Asepto Soap, Asepto Soap Powder, Venus Soap, floating toilet soap, pure white Nalpa Soap. The company are offering useful and valuable premiums for wrappers from Asepto Soap and Asepto Soap Powder, a better and more varied range of premiums than have ever been offered in Canada.

P. Campbell & Co.

There is no reason why any person should visit the Exhibition and fail to realize the advantages of Acetylene lighting handled on a scientific plan. P. Campbell & Company, in addition to their own exhibit in the main building are showing in the Board of Trade space one of their improved scientific generators, safe, sane and economical. From the enterprise of this concern the Acetylene lighting system is becoming very popular throughout the province and it is gratifying to note that Messrs. Campbell are able to report the steadily increasing business in this particular lighting of which they are making a feature.

Puddington, Wetmore & Morrison.
The members of this firm evidently believe that the public cannot have too much of a good thing. They are making a very attractive display in the Board of Trade exhibit of their "Signal" brand of speices and extracts. These goods although recently placed on the market have proved extremely satisfactory, so much so that the firm has no hesitation in guaranteeing them to the consuming public. The different lines are attractively put up and the exhibit is a pleasing feature of the display. Signal brand promises to become popular.

St. John Iron Works.

At the upper end of the Board of

Shiloh's Cure
quickly stops coughs, cures colds, heals the throat and lungs. 25 cents.

Trade display a large space is devoted to the St. John Iron Works. This company has on exhibition a number of gang saws and an immense fly wheel and other products of their works. To mill men and to proprietors of manufacturing plants this portion of the display strongly appeals. The exhibit is massive in appearance, and judging from the comments of persons in a position to know, the workmanship is beyond criticism. The St. John Iron Works have received many inquiries as a result of the exhibit in this booth.

James McDade.

One of the most unique features of the entire board of trade exhibit is the exhibit of metal work made by Mr. James McDade of St. John. Mr. McDade has been in business a considerable length of time and has built up a trade which extends practically all over Eastern Canada. He devotes his personal attention to the work and is pleased to receive inquiries for any jobs in his line. The sign posts shown by him in the big booth at once attracts attention and they no doubt lead to many inquiries as to their cost etc. Mr. McDade will no doubt profit largely by the publicity he is thus gaining. He is prepared to do anything in the sheet metal line.

Hutchings and Co.

This well known firm have a small but attractive exhibit in the board of trade display which serves to illustrate the lines of goods they manufacture. The display is of course, limited by the space, but it is large enough to illustrate that in the line of mattresses and bedding St. John firms can hold their own with all others. In the warehouses of Hutchings and Co., on Germain street, can be seen a full line of the mattresses of the same excellent kind shown in the exhibit. The showing is a most attractive one. There are samples of mattresses of different kinds, but each is the best of its kind and is in a line with the regular goods turned out by this firm. One of the oldest manufacturing firms in the city, the firm of Hutchings and Co. is destined to enjoy many more years of successful career.

Ham Brothers.

In the line of biscuits and confectionery both plain and fancy, a nice display is made by the well known North End firm of Hamm Bros. This firm shows some boxes of their fancy biscuits and the quality of the goods which has been proven in a long business career, has met the tests of all standards. In the board of trade display they rank with the best and their exhibit has attracted much attention among the visitors. In their line the firm of Hamm Bros., has been long recognized for the excellence of their goods and the samples shown by them in the exhibit are of the high class of their manufacture.

Walter Wilson and Son.

This old established firm is represented in the board of trade exhibit by a fine line of saws in the manufacture of which they stand with the best in Canada. The samples shown have them include their well known line of gang saws, solid tooth circular saws, inserted tooth circular saws, crosscut saws, shingle and heading saws, billet web saws, as well as paper knives and cutters. As the space allotted to each exhibitor in the display is necessarily small, it is not possible to show anything like a representative line of the goods manufactured by the firm, but enough is shown to indicate the fine quality of the firm's product, a quality which has years of service behind it as a guarantee.

Walter A. Lordly.

A couch and chair, of a high quality represent the work of this firm. Fine articles in these lines are on view and they are but the smallest part of the high class product turned out by the firm. In upholstering of the Lordly collection has always stood for the last word in excellence and the samples shown are good ones and show the quality of the firm's work in first class manner. In all the periods of his industrial activity the City of St. John has had one or more firms who have been pre-eminent in the finer grades of upholstery, and Walter A. Lordly well maintains the reputation of the best of them. The exhibit is situated near the entrance of the board of trade space and is well worth careful inspection as the articles shown are first class in every respect.

William J. Parks.

Stockings of the kind mother used to knit and stockinette in attractive colors show the work done by the firm of William J. Parks, known as the Parks Knitting Mills. This firm like most of the other manufacturers in the city has had a long experience in the line which it has made its own and the quality of their goods stands for itself. They make a specialty of men's half hose in five different lines. Boy's hose in four different lines, women's hose in four different lines and six lines of stockinette. They also make baseball and football hose and special hose to order with the colors desired. They also make a line of men's mittens.

James Fleming.

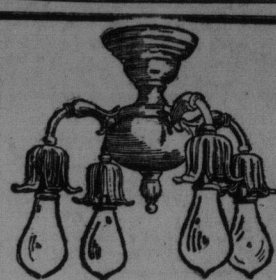
No display of the manufacturing industries of St. John would be complete without some of the products of this firm of engineers. In the booth in this case is shown a fine marine gasoline engine. With the great increase in all lines of marine engines brought about largely through the rapid advance of motor boating, there is an increased interest in engines which furnish the power for the motor craft. The sample of a marine gasoline engine shown in the board of trade exhibit is one which combines the maximum of power with the minimum of space and in this line the specimen shown is a very fine one. The business of the Fleming foundry is well known and in their line they are unsurpassed by any firm in Canada. They have a wide connection all over the Dominion and they are today stand in the front rank of St. John's successful industries.

J. A. McMillan.

This firm, one of the oldest, if not the oldest in business life in this city, is to the front in the Board of Trade display with a neat exhibit of the products of their printing and binding departments. McMillan's has always set a standard for fine work in these lines and in these days of keen competition has well maintained its position.



READY FOR USE IN ANY QUANTITY
For making SOAP, softening water, removing old paint, disinfecting sinks, closets and drains and for many other purposes. A can equals 20 lbs. Sal Soda. Useful for five hundred purposes.
Sold Everywhere
E. W. Gillett Co., Ltd.
Toronto, Ont.



The Beauty of the Home

Will Be Greatly Enhanced By Pretty

ELECTRICAL FIXTURES

And you will find ours unsurpassed in Beauty of Design, Harmony of Color Scheme and Excellence of Quality throughout.

Let us Help You in Your Selection.

THE ST. JOHN RAILWAY CO.,

Show Rooms
COR. DOCK AND UNION STS.

The good pertaining to man is not spiritual good until it be formed from truth.—A. C., 8889 Swedenborg.

Bread, Buns, Biscuits, Cakes, Pies
---TRY---
DAISY FLOUR

DEATHS

Sears. In this city on 10th inst., Sarah, beloved wife of Charles Sears, in her 74th year, leaving one son, one daughter to mourn their loss.
Funeral from her late residence, Millville Avenue, today at 2.30 o'clock. Friends and acquaintances respectfully invited to attend.



D. BOYANER,

Scientific Optician,
38 Dock Street.
The only exclusive Optical store in the city. Open in evening, Sat., 9.30.

waggonettes with side seats, reversible canopy top Surry and extension top Surry, Cobalt and all kinds of family carriages. In the carriage line the name of Edgecombe is an indication of quality, and the article shown certainly carries out that tradition.

C. H. Ramsey.

The process which will clean and restore mattresses and bedding as well as fine lines of upholstery are the particular lines in which Mr. Ramsey claims to lead. In the Board of Trade display he shows samples of the work in the line, and they are of no small interest as representing an industry which has grown to large things in the past few years. Mr. Ramsey's reputation in his line is unsurpassed in any of the Canadian cities, and he is doing a constantly increasing business.

Cornwall and York Cotton Mills.

One of the most important industries in the city is represented by the name of the Cornwall and York Cotton Mills Company which stands at the eastern end of the display. It is the product of the Cornwall and York cotton mills, and represents the best output of this large concern. As is well known the Cornwall and York Cotton Mills Company took over the business of the Parks mills some years ago and has conducted it successfully and in a manner to spread the fame of St. John as a manufacturing centre. In all lines of the manufacture of denim, flannelettes, towel warps and yarns for woollen knitting and carpet mills, in the grey, bleached or colored, twines, caulking cotton, yarns for electrical manufactures and other lines they stand in the front rank.