"IN FREEDOM'S CAUSE."

Evening Telegram

W. J. HERDER, - - - Proprietor.
C. T. JAMES, - - - - - - Editor.

Circulation Statement.

Total Sales for 1921..	2,591,989
Daily Average	8,757
Increase Over 1920 ..	212,739

Saturday, August 12, 1922.

Your Salesmen.

Your salesmen are the men and women who make your business. Whether they be on the road or behind the counter it is upon them that you have to depend for your turnover daily, weekly, monthly or yearly. But if they are left alone, or, as is often the case, treated merely as automatons, they become atrophied in mind and quality and thus lose their business value. The management of commercial concerns is usually inclined to be lax in its sense of obligation to its sales staff, and looks upon it merely as a means to an end. Yet the sales staff is human; its members have the same feelings, possess the same desires, are filled with the same ambitions as are the firm's executive. They are for the firm first, last and all the time. The firm's interest is their interest, and assisted in a human way, so much the better for the sales people, so much the better for the customer. And all added together make for continued success. The art of salesmanship is not acquired in a day, for though a few may be born salesmen, yet the majority require to be trained and properly trained at that. There is no royal road to perfect acquisition of the art. Hard work, strict attention to business, patience, a firm determination to succeed, and a convincing manner, these are the attributes necessary to assist graduation. Without them no person can hope to make good, either as a stationary or travelling salesman. By stationary is meant, of course, those who serve behind the counter. These perhaps are the hardest worked of the whole calling, because they have practically the same routine to perform day in and day out. The traveller is not so bound. He has his territory to cover and every day brings a change. His means of travel are varied, steamer, rail, motor boat, sailing craft, even at times the dory is requisitioned; thus there is ever a break in the monotony of business with him. He is, however, subject to wear, and is occasionally in need of being "dressed" in order to do his work efficiently, and that "dressing" is incumbent upon the home office. Travelling salesmen object strongly to being left too much alone by the executive. That of course scarcely applies to St. John's, where the men on the road are always more or less in touch with the manager. But assuming that position it does not follow that once a salesman has been given a training you should wash your hands of him altogether. He needs your advice later in the game just as much as in the early stages of his initiation. There are discoveries in the art that you may make, which should instantly be communicated to him. Of these let us mention several: (1) new uses for goods; (2) new ways of handling them; (3) new potentialities in the old uses; (4) new ways of selling. These are worth considering. Once adopted they will freshen up inside and outside staff alike, and in them will be found a programme calculated to run for years.

Administration Sworn in.

The Chief Justice, Sir William Horwood, was sworn in as Administrator of the Government by Mr. Justice Johnson at 1 o'clock at Government House. The members of the Executive Council were afterwards sworn in by the Administrator, and the usual proclamation issued. His Excellency the Administrator has appointed Hon. R. Watson to be his Private Secretary, and Captain Gerald Harvey and Captain A. B. Baird to be A. D. C.'S.

Makes Ananias Look Like a Piker.

The following statement of the Prime Minister of Newfoundland is taken from a recent issue of the Sunday Times. It will be read with wonder mixed by all who have not been able to enjoy the pleasure of a tramp abroad at the public expense. Sir Richard has surely made out this colony to be a land flowing with milk and honey, whereas, if he had told the truth, meal and molasses would have been nearer the mark. Those people in Conception Bay districts, who are in receipt of the Relieving Officer's weekly dole, will be gratified to learn that their labor problem has been solved by our ubiquitous and no less veracious Premier:

NO UNEMPLOYED.

How Newfoundland Solved the Problem.

Sir Richard Squires, Prime Minister of Newfoundland, who is in London for a short visit in connection with schemes for railway and commercial development, told a Sunday Times' representative yesterday that there is now, no unemployment in the colony.

In common with the rest of the world they had their internal labor problem after the war. But by a successful system of Governmental subsidies, it has been solved.

Sir Richard explained that with the co-operation of the great companies owning the wood-pulp mills, Newfoundland doubled her pulp output, and thus secured useful and profitable employment for her surplus workers.

Although Newfoundland does not seek settlers of the type welcomed by Australia and Canada, she has ample room for men experienced in agriculture with about £500 capital. To such settlers the Government is prepared to grant land at the nominal rate of eighteen pence an acre.

Some Difference in Tenders.

HIGHEST $9000—LOWEST $1500—QUERY, FIND THE NIGGER.

Fifteen hundred dollars is stated to be the cost of constructing the road across the parade grounds, and amongst those who sent tenders to the government for the job there is a feeling that all is not straight. In view of the fact that the next lowest tender to the one accepted was $4000 and the highest $9000, those who were disappointed claim that the contract is only a blind. The road is to be 475 feet long, 35 feet wide, and for 200 feet of its length considerable grading will have to be done. The specifications call for 6 inches of field stone, with hand metalling. On this is to be placed 6 inches of crushed rock, covered by one inch of gravel. The crushed rock will be supplied by the government, but the rest of the material has to be found by the contractor. It is claimed that the job will take 500 tons stone and keep 30 men and six teams engaged for five weeks. The highest tender works out at about $20 per foot, and evidently the tenderer had another Road de Luxe in view.

Latest From Raleigh.

SALVAGE MAY BE ATTEMPTED.

Through the courtsey of Mr. J.J. Collins, of the Marconi office, we are indebted for the information contained in a radia message from Point Amour to the effect that there have been no new developments at the wreck of H.M.S. Raleigh. The weather since the stranding has continued fine with little wind. Opinions expressed by those on the scene are in favor of attempting salvage. It is quite possible that an Admiralty wrecking and salvage squadron will be sent to Point Amour, if reports of experts are favorable toward commencing operations. An outfit of this nature is always kept in readiness in Halifax and Bermuda.

Trapping Over.

Practically all the traps on the local grounds have been taken ashore and men are now taking up hand lining. The trap voyage, which in the early part of the season promised well, did not turn out as good as expected, and on the whole the catch is not so large as last season.

Our Local Pepys

HIS DIARY.

August 12.—This to the Editor of the Telegram newssheet by the electrick telegraph to apprise him that I have made the first stage of my return journey, the means used being a motor propelled craft, which brought me to Curling, that part of the great Bay of Island once known as Birchy Cove, though for divers reasons a committee styled Nomenclature changed the latter name to the former, the which I think being a great mistake, albeit the new name was given in memory of a good clerk in orders, who once ministered unto the people thereof. The steam coach by which I do expect to travel comes up from Port aux Basques, so it doth behove me to be ready, as but little stay is made at this point. I do declare that I have enjoyed my holiday immensely, but to my great regret shall arrive in the city without so much as a king's penny in my pocket.

Portugal Cove Garden Party.

To Our Firends—

The Annual Garden Party is again with us, and reluctantly we call on our City friends to come and help. We have 650 people scattered over twelve miles of road with a Parish Church—two School Chapels and two School Houses—all need attention, and an annual outlay in hard cash. On Wednesday afternoon next we will be glad to have your company at tea; to be the date August 16th, the day after Lady Day. Dance in the School Hall on Lady Day and after Garden Party; Star of Sea Committee in charge.—aug12,3i

Personal.

To-morrow the Rev. Hammond Johnson, late of Wesley Memorial Church, Moncton, N.B., initiates his pastorate of Gower Street Church in succession to the Rev. E. W. Forbes. Mr. Johnson has an unexcelled reputation as a preacher, and will be heard at both morning and evening services.

Rev. Bro. J. E. Ryan, President of St. Bonaventure's College, arrived at Port aux Basques yesterday morning from Halifax. He will make a short visit to St. George's before coming to the city.

Mr. H. M. Stewart, manager of the Canadian Bank of Commerce left by the Manoa to-day enroute to Montreal.

Mr. E. Kingsley, a lawyer of Rhode Island, arrived by S.S. Silvia and is spending a short vacation with friends in Brigus.

Mr. Ralph Tessier and bride arrived from England by the Digby.

Capt. Josiah Gosse of Spaniard's Bay, who was in town on business, left by train last evening for home.

Mrs. E. Goodwin (nee Miss Mary C. Hewitt of Fortune) is a passenger by Digby to join her husband at Boston, where they will in future reside.

By the Silvia, Mrs. John Chislett, the well known dressmaker of Duckworth Street East left the city for Brooklyn, New York to join her husband there, where they will reside in future. Mrs. Chislett's many friends will wish her every success in the land of the Stars and Stripes.

Motor Cycle Smashed.

Last night an employee of one of the city Banks left his motor cycle at the head of Carter's Hill for a few moments whilst he was attending to some business. Returning he was surprised to find his machine gone. It was located at the foot of the incline badly smashed by coming in contact with a hopper. Mischievous boys were supposed to have set the cycle in motion.

Shipping Notes.

S.S. Belvernon, 5 days from Boston, arrived in port yesterday.

S.S. Herbert Green, 2 1-2 days from North Sydney, has arrived in port.

S.S. Thomas Haaland has sailed from LaScie with a cargo of 1410 cords pit props for Liverpool.

Schooner Gladys E. Bullen with 995 barrels split herring and 8 cases of lobster consigned to Farquhar and Co., Halifax, sailed from Pilley's Island yesterday.

S.S. Daghild, with 12000 tons limestone, sailed yesterday for Sydney from Limeville.

On the Road to Mandalay

On the road to any bay
Where the old mosquito play
On your skin in tons of hundreds
'Till you feel you've come to stay,
Pack GIBSOL.

From Cape Race.

Special to Evening Telegram

CAPE RACE, to-day.

Wind east, light, weather clear. An unknown steamer passed east and another west this a.m. Bar. 30.20; Ther. 58.

MINARD'S LINIMENT FOR GARGET IN COWS.

New Brunswick Films, Limited.

ORGANIZED BY ERNEST SHIPMAN.

Special to Evening Telegram

ST. JOHN, N.B., To-day.

New Brunswick Films Limited was organized here to-day under a provincial charter, to produce Frederick William Wallace's story "Blue Waters" which will form but a skeleton on which a reconstructed story to suit local conditions, will be hung. Faith Green who collaborated on Ralph Connors' stories will dramatize this story for the screen. A directorate composed of the foremost citizens of St. John will co-operate with Mr. Shipman, and an Advisory Board to pass on story values will assist. Mr. Shipman estimates the product will be completed in October and ready for the world market in November.

Annual Flower Service.

C. OF E. CEMETERY.

To-morrow being the day set apart for the Annual Flower Service at the C. of E. Cemetery, there will be celebration of Holy Communion in the Mortuary Chapel at 8 a.m. The regular service, which takes place at 3 p.m. will be conducted by the Clergy of the Cathedral Parish. The Sunday School children will attend in a body, and it is expected that friends and relatives of the departed will be present.

Outer Cove Garden Party.

TAKES PLACE TO-MORROW.

To-morrow at Outer Cove the annual Garden Party will take place. As usual the best teas of the summer will be served. Fr. O'Callaghan and parishioners have spared no effort to prepare thoroughly for the large number of visitors and old friends that are sure to come along. Given a fine day the surroundings—nature at its best—are worth a visit in themselves; but when a really delicious tea, and a wholehearted welcome awaits you, together with a pile of superb church buildings, up-to-date and beautiful, the visitor will be delighted and will assuredly think that "it's good to be here." In the evening at 8.30 one of the very finest pictures in the world to-day will be shown in nine reels at the hall close to the Garden Party. This famous picture, "The Victim, or the Seal of the Confession," is exceedingly beautiful, and once seen will be visited again and again. At 10.30 a dance in the hall will conclude the programme. As the object is a most laudable one, and as the people and pastor of St. Francis parish have worked unremittingly during depressing times to help themselves by building up their paish, so they look to their friends to lend a helping hand. In the past the many friends of the parish have nobly and generously assisted, and for same assistance both pastor and people are deeply grateful and appreciative.

Here and There.

If its repairs ring 2136 or 1136 C. A. BOURNE, corner Water and Springdale Streets..—aug10,6i

SQUID AT CARBONEAR.— Squid are reported plentiful at Carbonear, and thirteen bankers baited there during the past week. Ice can also be obtained.

NOTICE:—The Current will be shut off from daylight till 10 a.m. Sunday. THE ST. JOHN'S LIGHT, HEAT and POWER CO. aug12,1i

CASES POSTPONED.—Several prohibition cases, which were to come up for hearing in the Magistrates Court this morning, were postponed owing to the unavoidable absence of the Crown prosecutor.

FOR SALE—Splayed and Punched Hoop Iron, all sizes, for Scotch herring barrels. Also a 1 1-2 ton "Republic" Motor Truck, suitable for passengers or freight. BISHOP, SONS & CO., LTD.—aug3,eod,tf

The Quarterly Meeting of the St. John's Mechanics' Society will be held in their Hall, Monday evening, Aug. 14th, at 8.30. JAS. A. LEAHEY, Secretary. aug12,1i

Motor Car Drivers, Ladies and Gents, should attend the clearance sale at BISHOP'S Men's Department, where long Grey Dust Coats, Drivers' Rubber Coats and Drivers' Lap Robes, to fit the steering wheel, are being cleared out regardless of cost.

NOTICE:—When visiting Kelligrews have your tea at MRS. A. ROWE'S, Island View (road opposite wharf). Delicious Teas 50 cents, Lemonade, etc., for sale.—aug12,1i

ATTENTION PLEASE.—The dates for Garden Party, aid R.C. Church, Portugal Cove, have been changed. "The Cove" takes place on August 16th next; Major's Path, Cove Road, on August 23rd.—aug10,3i

His Excellency's Departure.

MANY WISH HIM BON VOYAGE.

The Red Cross premises were bedecked with bunting to-day, the occasion being the departure of his Excellency Sir C. Alex. Harris, who left by S.S. Silvia for Halifax en route to Engand. A large number of people were at the pier to bid his Excellency bon voyage, amongst them being his Lordship Chief Justice Horwood, Justice Johnson, Judge Morris, Hon. Tasker Cook, Sir Michael Cashin, Hons. Shea, Campbell, Winter, Capt. Kean, Supts. Burke and Blackall, and Rev. E. C. Earp. A police guard of honor with bayonets and side arms under command of I. G. Hutchings, took up a position leading to the wharf. His Excellency, dressed in a yachting suit, and accompanied by Hon. R. Watson, drove to the pier shortly before noon. A cheer was given as he passed along. The mounted police rode before and behind his Excellency's coach from Government House. After alighting Sir Charles inspected the police and complimented Supt. O'Neil on their appearance. He then said good bye to a number of friends and boarded ship. As the Silvia hauled from the pier a salute was fired by an employee of the Red Cross firm. The First Nfld. Sea Scouts in a motor boat escorted the ship to Chain Rock.

Smuggler Fined.

GOODS CONFISCATED.

The Deputy Minister of Customs has been advised, that as a result of a prosecution by Inspector Dee, a resident of Jersey Side, Placentia, was yesterday fined $200 for a breach of Section 203 of the Custom's Act. Goods to the value of $1,326,66 were also confiscated.

Here and There.

WINS GOLF CHAMPIONSHIP. — For the fourth year in succession Mr. A. C. N. Gosling, has captured the Golf Championship of Newfoundland. The finals were played yesterday afternoon and ended by Mr. Gosling's opponent, Mr. B. Gardner, being defeated by 7 up and 5 to play.

Look August 16th, attend Oddfellows Field Day at Smithville, excellent programme of sports; grand supper at 6 p.m.; Big Dance at night; open to all; tickets from Committee; price $1.50.—aug10,3i

CONTRACT AWARDED. — A contract for the construction of a road across the Parade Grounds was awarded yesterday to Messrs. Kavanagh and Colford. Work will be started on Monday, and some 30 men and a number of teams will find employment for the next four or five weeks.

Fresh N. Y. Turkeys.
Fresh N. Y. Chicken.
Fresh Canadian Ducks.
Fresh Canadian Geese.

ELLIS & CO'Y.
LIMITED,
203 WATER STREET.

Holiday & Summer Goods.

Paysandu Ox Tongue.
Chicken & Tongue in Glass.
Ox Tongue in Glass.
Boars' Head in Glass
Chicken Breasts in Glass.
Sandwich Pastes in Glass.
.. Pate De Foie Gras.
Paris Pate.
Devilled Tongue.
Army Rations.
Galantines Pheasant.
Galantines Turkey.
Galantines Chicken and Tongue.
Galantines Turkey and Tongue.
Galantines Veal and Ham.
Lamb and Green Peas.
Veal Cutlets.
Veal and Green Peas.
Steak and Kidney Pudding.
Veal and Ham Pudding.
Apple Pudding.
Game Pies.

Junket Tablets.
Junket Powder.
Essence of Rennett.
Jell-O- I. C. Powders.

Montserrat Limetta.
Montserrat Lime Fruit Juice
Rose's Lime Juice Cordial.
Rose's Lime Juice.
Lemon Squash.
Welch's Grape Juice.
Schweppes Ginger Beer.
Schweppes Dry Ginger Ale.
Schweppes Sweet Ginger Ale
Schweppes Lemonade.
Schweppes Soda.

Sunday Services.

C. E. Cathedral—8, Holy Communion. 11; Annual Flower Service at the C. of E. Cemetery; Holy Communion in the Cemetery Chapel at 8 a.m.; Flower Service at 3 p.m.; 6.30, Evening Service.

St. Thomas's—8. Holy Communion (Men's Corporate); 11, Morning Prayer and Sermon; Preacher, Rev. C. A. Moulton; 3, Flower Service at the Cemetery; 4. Holy Baptism; 6.30, Evening Prayer and Sermon; Preacher, the Rector, subject: "Rending and Sowing."

St. Mary the Virgin—11, Matins; 2.45, S.S. Scholars and Teachers meet at entrance to Cemetery; 3.15, Flower Service in Cemetery; 6.30, Evensong.

St. Michael's and All Angels—8, Holy Communion; 9.30, Holy Eucharist; 11, Matins; 3, Flower Service at Cemetery; 6.30, Evensong.

METHODIST.

Gower Street—11 and 6.30, Rev. Hammond Johnson.

George St.—11. Rev. J. G. Joyce; 6.30, Rev. W. B. Eddy.

Cochrane St.—11, Rev. C. H. Johnson; 6.30, Rev. Alfred Woods.

Wesley—11, Rev. W. B. Eddy; 6.30, Rev. J. G. Joyce.

Congregational (Queen's Road)—11 and 6.30, Rev. B. T. Holden.

St. Andrew's Presbyterian Church—11 and 6.30, Rev. R. J. Power.

Adventist (Cookstown Road)—6.30, Evangelist B. E. Manuel, subject: "The Increase of Knowledge; A Sign of the End."

Salvation Army.—See special notice in another column.

Pentecostal Tabernacle (Hamilton St.)—11, Sunday School; 3 and 7, Services.

Floral Tributes to the Departed.

Nothing so nice as Flowers in time of sorrow. We can supply wreaths and Crosses on short notice, and guarantee satisfaction. We will endeavour to meet the humblest purse, "Say it with Flowers."

VALLEY NURSERIES.
Tessier Brothers.
Phone 124. Box 994, St. John's.

MARRIED.

At St. Thomas's Church, on August 12th, by the Rev. C.A. Moulton, Hilda, eldest daughter of Mr. and Mrs. Wm. C. Meek of Charlottetown, P.E.I., to Ralph C. Kennedy of this city.

DIED.

At 5 a.m. this morning, Mary Scammell relict of late Alexander Scammell of Change Islands. Funeral at C. of E. Cemetery on Monday, at 2.45 from residence of Jas. D. Lockyer, No 3 Allan's Square, friends and acquaintances please attend without further notice.

Suddenly on August 10th, Kathleen Moira, darling child of Wm. F., and Nellie Brennan, aged 2 years.

IN FOND AND LOVING MEMORY of our darling mother, Mary J. Whitten, who entered into rest August 13, 1921.

God has called you from us mother,
We your children who you loved dear.
From your life of sorrow, mother
And the pain you suffered here.
We your children loved you dearly,
But we could not relieve your pain;
And we will try to live on, darling
That you may see us all again.
—Inserted by her Children.

Grove Hill Bulletin

CUT FLOWERS.

Wedding Bouquets, Wreaths, Crosses and floral designs made at shortest notice.

Satisfaction guaranteed.

J. G. McNEIL.
Tel. 247G. P. O. Box 792.

Reliance Aluminium Ware

15 p.c. Reduction for cash.

Wm. J. Clouston
Limited,
184 Water St. (Market House Hill).

Shipping Notes.

Capt. A. Kean received a message to-day stating that the schr. Cecil Jr. had arrived at Bahia, all well.

Annual Garden Party
AT
OUTER COVE,
TO-MORROW SUNDAY, AUGUST 13th.

Great attraction in Hall for Sunday evening where that remarkable moving picture,

"The Victim or The Seal of Confession"

will be shown.

A Dance will be held at night

Motor Cars and conveyances at Rawlins' Cross from 2 o'clock.

Acushla Machree Band will be present.

Cape Broyle
GARDEN PARTY,
SUNDAY, AUGUST 13th.

TRAIN LEAVES STATION 2 P.M.
TRAIN LEAVES CAPE BROYLE 10 P.M.

Many attractive events including Motor Boat Races, Dory Races, etc.

LUNCHES and TEAS SERVED.

Best car drive in the country, passing en route the Killarney of Newfoundland, LaManche Lakes.

aug11,2i

GRAND DANCE
Prince of Wales Rink.
WEDNESDAY ENENING, August 16th
(in aid of Child Welfare Movement.)

NEW STRING DANCE ORCHESTRA, Jos. Ross Mgr.

Popular Prices:
Lady's: 50c. Gents': 80c. Double: $1.25

HANDSOME PRIZES FOR THE BEST DANCERS.

Handsome Prizes for the Best Dancers.

Everyone attending has the privilege of voting: Double Tickets count two votes. Announcement of Prize Winners in Thursday night's papers and Friday's News.

LIGHT REFRESHMENTS FOR SALE DURING THE EVENING.

Tickets on sale Monday at Cash's, Gray & Goodland's and Royal Stationery; also at the door.

aug12,3i

Preliminary Notice!

Instead of the annual Garden Party, St. Thomas's Women's Home Missionary Society intend holding a

Sale & Concert
IN CANON WOOD HALL
On or about 20th September

to meet the Rev. H. and Mrs. Gordon of the Labrador Public School.

PARTICULARS LATER.

aug11,2i

S. U. F. Excursion to Pouch Cove
(In connection with C. of E. Garden Party),
WEDNESDAY, AUGUST 16th, 1922.

BUSSES LEAVING CAVENDISH SQUARE 2 P.M.

Tickets, including Buss fare, Tea, Concert and Dance: $2.70.

C. L. B. BAND IN ATTENDANCE.

Tickets may be had from the following Committee: Geo. Langmead, Water St.; H. Hynes, Battery Road; A. Whitten, 165 South Side; Geo. Reid, 17 Cook St.; R. LeDrew, 5 Monroe St.; W. J. Ford, Water Street West; E. Burridge, South Side West; A. E. Withycomble, South Side; Wm. McGilvary, 28 Forest Road; Wm. Mugford, 66 Monroe Street.

aug11,2i

Forty-Three Years in the Public Service--The Evening Telegram