

UNDERWRITERS GATHERED IN CONGRESS HERE

Life Insurance Men From
City and Province Are
Assembled.

MAYOR WELCOMES
AT FIRST SESSION

Spirited Address on Enthu-
siasm in Life Work by
Hugh Cannell.

Delegates from St. John and all parts
of the province attended the opening
session of an educational congress un-
der the joint auspices of the Life Un-
derwriters' Association of St. John and
the Life Underwriters' Association of
Canada, held in the Orange Hall, Ger-
main street, this morning.

Welcomed by Mayor.

This morning Mayor Potts, in an ad-
dress of welcome, spoke of the benefits
of life insurance to all classes. He
expressed the hope that the delibera-
tions of the congress would be profit-
able to members and their companies.
J. W. Murray, president of the local
association, was in the chair.

Features of Morning.

An inspiring address by Hugh Can-
nell, provincial manager for the Mutual
Life of Canada, was one of the features
of the morning session. A demonstra-
tion by F. O. Conlon, recently appoint-
ed manager for the Mutual Life, New
York, for this province, of a sale of a
policy for educational purposes, was
instructive and aroused much favor-
able comment. Roy Shanklin acted as
prospective buyer.

A debate on the subject, "Resolved,
that it is advisable to set straight life
policies in all cases," took up the re-
mainder of the time. T. R. S. Smith
and J. L. Beaman argued for the
affirmative and were opposed by D.
M. Mahan and E. A. Whitehouse.

This afternoon the speakers were to
be D. P. Lewis, H. W. Manning, C.
J. Mercereau and Carl Fraser. A ban-
quet will be held this evening at which
the guests of honor will be J. J. Mc-
Sweeney, Rev. J. S. Donnell and George
H. Harris.

More Attending.

Delegates registered this morning in-
clude: John MacKinnon, M. L. Mc-
Phail, F. O. Conlon, F. J. Hodgson,
Hugh Cannell, F. W. Glavin, J. J. Mur-
ray, W. N. Marshall, John Webster,
P. M. Monahan, K. C. Fraser, H. A.
Webster, H. O. Evans, Robert Reid,
H. N. MacKenzie, George E.
Harry Sennell, S. W. MacKinnon, R. A.
Cass, Roy Shanklin, G. A. Clark, J.
W. Hutchinson, J. A. Warman, E. A.
Whitehouse, J. J. Beaman, J. J. Mur-
ray, H. L. Beaman, N. J. Gorman,
D. W. Macdonald, R. B. Metzler, M.
E. H. Barnes, H. W. Manning,
H. C. Coates.

Mr. Cannell's address was loudly
applauded. He first spoke of the re-

Notices of Births, Marriages

and Deaths, 50 cents.

BIRTHS

WALSH—To Mr. and Mrs. W. J.

Walsh, 104 Waterloo street, Feb. 10,

1925, a daughter.

MURPHY—At Fort William, Ontario, on

Feb. 11, 1925, to Mr. and Mrs. Stanley

M. Smith, a son.

ROBERTSON—On Feb. 8, 1925, to Mr.

and Mrs. Ernest A. Robert, 100 Main

street, Kings Co., a son, Clarence Be-

stley.

DEATHS

MCNULTY—Suddenly, at the General

Public Hospital, on Feb. 11, 1925, Wil-

liam P. McNulty, leaving his wife, one

son, one daughter, and one sister to

mourn.

Funeral on Saturday morning from

his late residence, 47 Barker street, at

8.15 to Holy Trinity church for requiem

high mass at 8.30. Friends invited.

BOLEY—At the General Public Hos-

pital, on Feb. 12, 1925, Frederick A.

Boley, son of Mrs. Katherine Foley,

leaving his mother, three brothers and

one sister to mourn.

Funeral on Saturday morning at 8.30

from his mother's residence, 160 Main

street, to St. Peter's church for requiem

high mass. Friends invited.

HOWE—In this city, on Feb. 11, 1925,

Jane widow of John Howe, leaving one

daughter to mourn.

Funeral on Friday afternoon at 2.30

o'clock from the residence of her son-

in-law, 100 Exmouth street.

VANWART—On Feb. 11, 1925, Emeline

VanWart, widow of William VanWart,

leaving two daughters, two brothers,

two sisters and two grandsons to

mourn. (Boston papers please copy.)

Funeral from her late residence, 23

Carlton street, on Friday, Service at

8.30 p. m.

MATTHEWS—In this city, on Feb.

11, 1925, after a short illness, Mary

Matthews, beloved wife of William

C. Matthews and only daughter of Mrs.

Frederick C. Matthews, N. B., leaving

her husband, mother, seven brothers and

one half brother to mourn.

Funeral on Friday from her late resi-

dence, 22 Rock street. Service at

o'clock.

STEWART—On Feb. 11, 1925, Alfred

Walker Stewart, age 33 years and

8 months, leaving his wife and 11-

year boy.

Funeral to take place Friday after-

noon at 2.30 o'clock from his late resi-

dence, 353 Charlotte street, West St.

John.

BELEY—At the residence of her

dear mother, Sarah Elizabeth Saunders,

who departed this life Feb. 11, 1925.

Done, but not forgotten.

SONS AND DAUGHTERS.

FITZGERALD—In ever loving memory

of my dear husband, William, who

died Feb. 12, 1925.

Done, but not forgotten.

FITZGERALD—In ever loving mem-

ory of my dear brother, William, who

died Feb. 12, 1925.

SISTER ANNIE.

Pythians Complete Plans For Their Anniversary Celebration

Service in Centenary Next
Sunday; Later Events in
Castle Hall.

At a meeting of the anniversary com-
mittee of the St. John Knights of
Pythias last evening in Castle Hall,
Union street, final arrangements for the
Sunday service on February 15 were
made. This service will be held in
Centenary church at 4 p. m. The
Knights will meet in the schoolroom
and march from there to the audi-
torium. The members of Loyalist and
Moulton Temples, Pythian Sisters, will
meet in the church parlors and march
from there into the body of the church.

Three Clergymen.

The speaker for the service will be
Rev. James Dunn, pastor of the Cen-
tral Baptist church. Rev. R. G. Fulton,
pastor of Centenary, and Rev. Dr.
Hutchinson will assist in the service.
The music will be by the choir of Cen-
tenary, who have volunteered their ser-
vices. There will be an anthem by the
choir, and solos and Mrs. L. M. Curran
and W. T. Lanyon, and organ selec-
tions by Miss Hea, organist of the church.

The entire offering will go to the
maintenance fund of the New Bro-
wn-Protestant Orphan's Home and a
liberal contribution is hoped for.

Other Features.

On Wednesday evening of next week
there will be a joint meeting of the
four city lodges in Castle Hall, Union
street, at which a degree team from
the part of the association will be
present. The purpose of the meeting
will be to elect a new team for the
city.

On Thursday evening the Knights of
the city will hold an at home in Castle
Hall, to which all Knights will be
privileged to bring a lady. For this
there will be a short musical and liter-
ary programme, and later cards and
dancing.

Reasons why the congress had been ar-

ranged, and then urged that every
member should be a live member and
co-operate. In a particularly
fine passage, Mr. Cannell made a
strong appeal for more enthusiasm in
the part of the members in their vo-
cational. In part, he said:

"Do not fall into the danger of be-
coming cynical over business. I have
often heard agents say when we have
listened to a panegyric on life insur-

ance, 'Oh, that's so much hot air, or
similar remarks. It is not. It is only
good sense, and who is so foolish as to
bound in his own aloofness that the
finest of sentiment is turned from him.
Sentiment rules the world. The cynic
may be amusing as an after-dinner
speaker, or to hear him in the draw-

ing-room, but in the real work-a-day
world, he amounts to little. I have
never heard of a cynic doing any real
good; rather his poisoned words are
apt to shatter the soul, and dry up the
enthusiasm of some one that might
have been a force for good."

Boasts Enthusiasm.

"Render, therefore, unto Caesar the
things that are Caesar's, and pay honor
to the enthusiasm of life insurance. It
may lead him into perilous paths but
it will also place him on sublime
heights. He may sometimes, through
his impetuosity, founder in the bog,
but he generally struggles through to
the hills, and views the Promised Land.
He soars to heights the cynic never
deems of, and, like the lackey flying
Nirvana, to the sun, his song sweeter
and cheers the whole countryside. Be
enthusiastic in your work."

"Did you ever notice the river away
about the Canal at Niagara? It is wide
and placid and smooth; no current dis-
turb it; boats float on its surface; the
slimy canoe darts about in the bog,
but, as the banks contract, the
river gets faster and faster, finally in a
mighty avalanche roaring over the Falls
and tearing madly, tumultuously, tre-
mendously, through the gorge below
with a force that when harnessed,
lights up the great City of Toronto and
the entire countryside. With a power
absolutely irresistible it sweeps every-
thing before it, nothing can dam it
nothing stop it—that is enthusiasm."

Concentrate.

"Concentrate your energy on your
business, and nothing can stop you.
Enthusiasm—properly directed—will
sweep all opposition before you, and
your path, and success will crown your
path. Enthusiasm built the Pyra-
mids, discovered America, engineered
the Canal at Niagara, laid the great
Atlantic cable, built up the great
life insurance companies of today, and
has been the driving force behind every
worthwhile project ever devised. En-
thusiasm will put you on the map."

GOING NOT GOOD.

The slush has made the Manu-
wah road so bad for traffic that a
team loaded with supplies for the
lumbering camp at Burchill's at Black's
Beach had a trying experience yester-
day. The horses sank so far on
Moore's Hill that the load fell off twice.
The driver had to telephone from a
nearby house to get another team to
take part of the load.

STILL DRAWS MANY TO THIS STORE

You can save many dollars when you do your buying here, as these
prices cannot be duplicated again. By doing your shopping now and
by leaving a deposit we will store free until July 1st.

CHESTERFIELD SUITES \$365.00—Beautiful Mohair Chesterfield
Suite, three pieces, etc., reduced to \$273.00—a saving of \$92.00.

\$250.00 DINING ROOM SUITE, nine pieces, walnut, etc., reduced to
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19 WATERLOO STREET

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SISTER ANNIE.

In Parliament Today

IN THE Senate—Senator Beau-
bien will resume the debate on
the address in reply to the speech
from the Throne.

In the House of Commons—
John Evans, Progressive, Saskat-
oon, will continue his speech in
the debate on the address, and
probably will be followed by Her-
bert Laro, Liberal, St. Law-
rence-St. George, and W. F. Mac-
Lean, Conservative, South York.

HYDRO ACCIDENT RESULTS IN DEATH

Wm. P. McNulty Passes Away
in Hospital—Coroner Will
Hold Inquest.

William P. McNulty, a lineman of
the Civic Power Commission, who
came in contact with a live wire while
working on a pole on a street near
the intersection of the two streets,
General Public Hospital last night as
a result of his injuries.

He was a respectable workman and
had many friends in the city. Besides
his wife, he leaves one son, Thomas
of the C. P. R. Telegraph office, one
daughter Mary, both at home and two
brothers, John and Thomas and one
sister, Mrs. George Coyle, all of this
city. Mr. McNulty was born in St.
John and lived in the North End all
his life. He was 44 years of age.

The funeral will be held from his
late residence to Holy Trinity church
on Saturday morning at 10 o'clock.
High mass of requiem will be cele-
brated and interment will be made in
the New Catholic cemetery.

Will Be Inquest.

Coroner Kenney announced this
afternoon that he would hold an in-
quest on the body of McNulty at 10
o'clock and they were to view the
body at 5 o'clock in O'Neill's view-
taking parlors in Main street and then
proceed to the scene of the accident.

Good Cheer Circle of King's
Daughters Holds Valentine
Tea and Sale.

St. Andrew's Church Hall presented
a merry picture this afternoon, with
many guests perched on hearts, in-
viting the many patrons attending the
King's Daughters' tea to buy home
cooking aprons, or candy. The guests
were received by Mrs. Edith Stevens,
president of the City Union of the
King's Daughters, under the auspices
of the Valentine tea was held. Mrs.
Frank K. McArthur, second vice-presi-
dent of the City Union, received with
Miss Stevens. Mrs. W. H. Nick, sec-
retary, and tickets, assisted by Miss
George Mott.

Nicely Arranged.

The tables were temptingly arranged
with fancy cloths, displaying upon
their borders valentine suggestions.
Red tulips in cut glass vases were
cooking aprons, or candy. The guests
were received by Mrs. Edith Stevens,
president of the City Union of the
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retary, and tickets, assisted by Miss
George Mott.

Another large number of people were
in attendance at the Valentine tea
last evening. More than 300 suppers
were served. A large centre piece was
won by David Lunney of 66 Coburg
street.

PLEADS GUILTY.

David G. Laird pleaded guilty this
morning in the Police Court to a charge
of stealing two carpets valued at \$80,
the property of Mrs. Nita McArthur.
He consented to Magistrate Hender-
son's jurisdiction and was remanded
to jail for sentence.

SENT FLOWERS.

Among the many beautiful floral
tributes received by Mr. and Mrs.
George Rose, 18 Harding street, on the
death of their daughter, Hazel Beatrice,
were those from Mrs. Mary Miles and
family, John Cairns and family, Ar-
nold Arthur and Frank Oliver.

EXPECTED TODAY.

Miss Stevenson, inspector and su-
pervisor of the Victorian Order of Nurses
for the district of Ontario and Quebec,
was expected to arrive in the city today
to take over the duties of Miss Coates,
retiring local superintendent. Miss
Stevenson's duties here will be tempo-
rarily pending a regular appointment to
the local position. Miss Coates and
Mrs. M. B. Edwards were to meet Miss
Stevenson and introduce her.

ENTERTAINED WELL.

A quartette of entertainers from the
Canadian Pacific steamship Montclare
delighted a large audience in the Sen-
ator's Institute last evening. The
troupe was led by Victor Hocking,
whose performance was one of the fe