

d rubber production New Haven 20% 20% 2	05% Detroit Railway was the leader with	sane' plan, though, and I had ideas of my own that I wanted to try out.	minutes-Suffrin advertised that the	BRITISH PORTS.	thoroughly rep When it is
	934 ond with a gain of 1-4 over Saturday's 514 closing price of 50. Fractional changes	s "I believed that I had some idea s about advertising that would prove suc-	name of his store had increased in value at the rate of \$1 a minute, Rate of turnover and margin of profit also come	New York, March 3-Ard, str Paris, Havre.	whole Overset more than 11 White City in
rmick, of Illinois; Worth Am1153/4 1153/4 11 nk McIntyre, chief Pennsylvania 463/4 463/4 46	5 ³ / ₄ were registered by the following is- 5 ³ / ₄ sues: 5 ⁴ / ₆ / ₄ Dominion Bridge up 8-4 to 78 1-4:	chandise men's suits on a smaller mark-	in for considerable publicity. One ad- vertisement stated, for example, that	Genoa, Feb 26—Ard, str Mauretania, New York. Adelaide, March 2—Ard, str Meth-	square feet at 1900, the area
	⁴⁷⁸ ⁴⁷⁴ ⁴⁷⁴ Power up 1-2 to 115; Abitibi up 1-4 to	I could turn my goods fast enough to eliminate the necessity of special sales,	year was just sixty-four cents.	ven, St John. Plymouth, March 4—Ard, strs Lap-	reserved for t Britain at the tion-about 7
s department. Pure Oil 801/4	9 ¹ / ₈ 69 3-4; Canadian Cottons up 1-4 to 126 1-2 and Steel of Canada down 1-6	thus maintaining an even rate of profit the year round. I believed that I could take a location within a block or two	tising, Suffrin maintains three down- town painted bulletin boards and fol-	land, New York; Saxonia, New York for Hamburg. Southampton, March 3-Sid, str Me-	vides the clear keenness and
declared the Phil-Pere Marquette 401/4 401/2 8	7% The Dollar Today.	of the main shopping district and make my advertising and my values	lows up customers with a form letter asking whether they are pleased with	lita, St John.	Canada, for expandion cover square feet,
to supply the needs Reading $\dots 80\%$ 80% 80% 80% 80% 80% 80% 80% 80% 80% 80%	New York, March 5-Sterling ex- 034 change steady. Great Britain, 4.70 14/2 France, 6.12; Italy, 4.80; Germany,	pull the trade to my store. Finally, I believed in concentration. I felt sure	their purchases. The bulletins, he says, are not expected to pull trade so much as they are to act as reminders to those		land in addition is to be equal
s adopted a far- h is doing much to ragements which Retail Stores $37\frac{1}{2}$ 371	 2⁵/₈ .0044½. Canadian dollars 19-16 per 7³/₈ cent discount. 		who have seen the newspaper advertise- ments, while the follow-up letters are	golia, New York. Southampton, March 3—Ard, str Or- duna, New York.	penditure £250 building will o at an expend
d. ted that the crisis Rubber $\dots \dots \dots$		the one line undivided attention. "My friends felt sorry for me when	isfaction.	New York, March 5—Ard, str Assy- ria, Glasgow.	Africa is spend and Newfound
gravated by the re- Sinclair Oil 34 34 34	1% REVENUE \$8,000,000 35/6	they learned that I was opening a store in Shelby street. This is not a shop- ping street in any sense of the word.	Above all else, Suffrin believes in	Constantinople, March 3-Ard, str Caronia, New York. New York, March 4-Sld, schr B M	cover 130,000
the exportation of Southern Ry $34\frac{1}{2}$ $34\frac{1}{2}$ 3 the Far East. St. Paul $26\frac{1}{8}$ $26\frac{3}{8}$ 2	\$9 a Share Paid by Ameri-	. It is two blocks from Woodward and	quick turnovers. He averages, he says, at least one complete turnover a month on his buying costs — not the selling	Roberts, St John.	£167,000. Such figures
eventually have its St. Paul Pfd \dots 45 $45\frac{1}{8}$ 4 r supply, Mr. Fire-Stromberg \dots 88 89 8 out that the Phil-Studebaker \dots 121 121 12	B manh Co for 1000	it two and one-half blocks' walk from	price, as many figure turnover. Last year he made thirteen complete/turn-	AT THE AGE OF 92	All the great the British Er more than a n
ll and climate equal Steel Foundries 395% 897% 3 East. He also in-Stan Oil N J 441% 441% 4	1% New York, March 5.—The American	the principal shopping district. "In addition to the handicap of lo- cation, I opened up here when clothing	"We are buying and selling all the time," he says, "We have shipments	Mrs. Elizabeth K. Freeman Once Acted as Dispatch Bearer During the Civil	dise; that it w hig business r
Texas Company 5134 5134 5	$\frac{12}{2}$ Telephone and Telegraph Co. earned $\frac{12}{2}$ \$81,668,440 after allowing for deprecia-	prices were at the very peak-March, 1920. Old clothing men told me that	coming in every day, and we don't let the suits stay in the store long after	War.	that so unique tending their neglected. It
(Hohe) Timkens X D 39% 39% 3 Union Pacific144 1444/4 144	 1% tion and taxes, in 1922, the corpora- 1% tion's annual report disclosed today. 3% This was an increase of more than 	I would have been foolish had I not	they get here. I am on the floor my- self most of the time, watching the	K. Freeman died last week in the Con-	direction of B for a generati
among other finan- ve been heavy pur- Vandium Staal 421/425/	5 \$8,000,000 over the 1921 net income Gross earnings, of which nearly \$45-	to keep up with the declining market. I kept my stock turning rapidly, how-	business and checking up on it. If a shipment comes in and doesn't move right away we find out why it doesn't	den avenue, Brooklyn, at the age of ninety-two years.	and inter-Impermatters will or anomalies
their support has Westinghouse 65% 65% 6	31/4 000,000 represented dividends from the 51% twenty-five associated companies, in- 51% cluding the Bell system, totalled \$122,-	I passed the reductions on to my trade	move. It may be the price, the style, the fabric, the advertising, the window	Suring the Crist Wat Mile, 2 rectilland	United Kingdo
ket. The fact that Sterling—470½.	807,719. The corporation paid a dividend of	ness	display or the weather that is to blame. But, whatever it is, we try to find the cause and remove it. We never hesi-	conflict was that of the day when she took the place of a dispatch rider, who	No trade is t small, to be re tion. Exhibits
o necessitate their ner channels than commerce indicates Montreal, March 5	\$9 a share per year. MORNING STOCK LETTER.	rental was very low and by specializ- ing in men's suits only and making a	tate to cut the price on goods that don't move promptly. I would rather take a	papers to their destination. As a re-	according to t
s is still being con- ed scale. The easi- Open High L	(McDougall & Cowans, Private Wire.)	quick turnover, I could afford to make a very low mark-up. My salesmen don't spend their time selling neckties or	loss on a suit than carry it longer	who had been planning a surprise at- tack, was captured.	ment of the p bers. In the tions, similar d
fact that funds are Abitibi Com 69% 70 66 Abitibi Pfd100b	ward move. Technical reactions are	shirts or socks. They sell suits that average around \$30 each. It takes	must sell. I'm always asking my salesmen	MORE SUGAR THAN EXPECTED	by committees gaged in the
farming and grain large employers of Atlantic Store Pfd 90 90 90	Include the Management Ale management attill	umbrella as it does to sell a suit, while	questions about how certain lines are going, how the windows are pulling,	New York, March 5.—Recent numer- ous changes in raw sugar prices have been due to no logical reason other than	sured that only
tumn months. Fol- he resources of the axed in supplying Bell Telephone121 $121\frac{1}{2}$ 121 Brazilian $50\frac{1}{2}$ $50\frac{1}{2}$ $50\frac{1}{2}$ $50\frac{1}{2}$	preserves its characteristics of moving μ_{ϕ} in groups rather than as a whole and	the price of the tie or umbrella. If your mark-up is 25 per cent, then the	what was the matter with customers they failed to sell, and the like. They sometimes think that I'm trying to find	the nervous and irrational trading on the "future" market, according to the	business will b
novement of crops. Brownton A1 411/	still seems to be to buy stocks which		- a man comes in nere and Bocs out	Federal Sugar Refining Company in its week's review of the sugar industry. Cuba's sugar crop will be more than	est as well mu
can Car Com \dots $33\frac{1}{2}$	Rails should continue upward and the dividend payers, notably in the	have boys who do nothing but make out sales slips for the salesmen, leav-	ahiention if possible	4,500,000 tons instead of the rumored 3,200,000 to 3,600,000 tons, the com-	all industrial Small business
s outstanding and Can Comment Pia .103 103 103	Well as cheaper stocks like P. Q., B. O., So. Ry. and St. Louis San Fran.	ing them free to devote all their time to selling. I couldn't do that if I were catering to a select trade, of course, but	"In the same way I keep a check on the windows and on the advertising. I	pany believes. Under the influence of present high prices the company feels the possibilities for an increase are very	to co-operate y group exhibits. than the comm
advanced. From Can Steamships 18 18 ¹ / ₂ 18 can S S Pfd 51 51 50	The estimate published Saturday of the Amn. Loco. earnings is correct.	my customers buy here for the sake of the values, and this is one way I have	am a strong believer in window display and I always see that the trims are at- tractive and representative. We change	favorable. Up to February 15 production was already 434,000 tons in excess	opportunity in The fact tha
fers of the banks, dure at this par- Detroit United 75 ¹ / ₄ 76 ¹ / ₂ 74	the Co. will report \$12 a share for the		our displays twice every week and the floor manager keeps tab on how the dis-		ly Imperial ex foreign produce and that it wil
perhaps, on more Dom Bridge 1874 1874 1874 1874 1874 1874 1874 1874	share annually. In spite of the very conservative policy of the management,		plays are pulling and lets me know every day. If a display doesn't pull as we think is should we change it. If an	Boston, March 5"The Commercial	tained or non that the world
nds that it created. Dom Glass Pfd . 1006 trial concerns, too, Dom Sil Corp Pfd, 80a			advertisement doesn't pull as it should we change that. The advertising agency	"Activity in the wool market has been tapering off gradually for the last	a special inter visitors who v from all parts
ge of the buoyant prevailing to float use funds for the lilinois Traction 44 44 44	books, warrant a substantial increase	Eurod Miner	might think it the best copy that was	been the dullest for some time, al-	is so unpatric choose a foreig
wiping off obliga- The demand from Laurentide 95 95 95	Springs will also sell much nigher this	L Sizes: 1 21/2 ft. by 8 ft.	PUBLIC NOTICE is hereby given	ness being done, in small quantities as	British compet quality and no able. Foreign
nercial sources for not particularly ent, although busi- Mon L H & P 115 115	and strong financial position. The Tire and Rubber stocks are behind the mar-	1 2 ft. by 4½ ft. 1 4 ft. by 5 ft.	that a bill will be presented for enact- ment at the next session of the Legis- lature of New Brunswick. The pur-	Trading between dealers is at a low	because the exilines is unkno
ted on a more sub- year ago. For this Nat Breweries \dots 51 ¹ / ₂ 51 ¹ / ₂ 55		18x14; 5 adjustable dis-	pose of the bill is to amend the assess- ment law in the parishes of the City	dealer to manufacturer. Prices keep	will learn at W range of Briti see, handle or
uired to investigate advantage whether securities or in the Ogilvie Mill315 315 315 Ont Steel 39a Ottawa L H & P 91 ¹ / ₂ a	day or Monday, and will show a sur- "plus after Pfd dividends equal to some-	play racks, 1 forty feet, in three sections. 8 ft. high, 2 ft. deep	and County of Saint John by providing a Board of Assessors for the whole County; giving an appeal to the Judge	hrm tone of the goods market."	determined to b
s a call loan mar- in Torontø, some Price Bros 45½ 45½ 45½	ably going above the 1922 high of	glass doors, art glass top, electic light- ed, a rare chance for anyone who	of the County Court; and amending the law of demand; and providing for	. In the Fredercton market on Satur-	But there is British Empire
d the practice of Riordon Paper 6a urpluses in New Shawinigan1173/4 118 117 readily employed. Spanish River 981/2 981/2 98	111 5-4. LIVINGSTON & CO	wants a fixture of this kind. Wall paper stands and other furnishings.	payment of expenses of properties sold in default of taxes. JAMES KING KELLEY,	Eggs 50 to 60 cents.	entire exclusion If foreigners w
Span River Pfd 105% 105% 105 Morrell's garage Steel Canada 76% 76% 76	34 FINANCIAL NOTES	The above goods must be sold BY AUCTION AT STORE OF	County Secretary. Dated the 19th day of February,	Potatoes, per bbl., \$1.25 to \$1.50. Carrots, \$2.	
equipment, garage St. Law Flour 77a ere sold at bailiff's Tuckett Tobacco 55a afternoon. About Twin City 6334 6536 653	an ounce.	DOUGLAS MCARTHUR,	NOTICE OF DIVIDEND	Parsnips, \$3. Beets, \$1.50. Chicken, per lb., 35 cents.	
and the costs Wabaso Cotton 791/4 791/4 79 \$40. The sum of Wayagamack 60b	CHICAGO GRAIN MARKET.	ESQ.,	THE PURITY DAIRY PRODUCTS	Fowl, 25 cents. Veal, 10 to 15 cents.	
	Chicago, March 5. Open High Low	84 King Street	Notice is hereby given that pursuant to a motion passed at a meeting of the	Beef, 6 to 10 cents. Pork, 8 to 10 cents.	Desirable
Montreal—237. Royal—216.	May wheat116% 116% 1161/2 Júly wheat113% 113% 113 Sept. wheat1111/2 1111/2 1113%	At 3 o'clock	Directors of the Company, held at the head office of the Company on Febru- ary 20, 1923, at 11.30 a.m., a semi-	COPPER AT 17 CENTS A POUND New York, March 5.—Copper sales	situate or
DERVRITERS Nova Scotia—266a. Union—138a. Commerce—200.	May corn 74½ 74½ 74 July corn 75¼ 75¼ 75½	F. L. POTTS, Auctioneer.	annual dividend equal to 8 p. c. per annum was declared payable to share-	were made in good volume on Friday, at 17 cents a pound to domestic wire	For full in
JTOMOBILE 1923 Victory Loans-100.45. 1924 Victory Loans-100.95a.	WINNIPEG GRAIN MARKET.	vate sale, in serges,	holders of record at January 81, 1928,	and brass mills. This compared with sales at 16 7-8 cents a pound Thursday,	The
ANCE 1927 Victory Loans—103.10. 1933 Victory Loans—106.20. 1934 Victory Loans—103.	Winnipeg, March 5. May wheat		ferred Stock to be calculated from the date of issue of share certificates.	last three weeks. Few producers are willing to enter into new commitments	63
BAVIDSON Street 1937 Victory Loans-108.80a. 1925 5 p. c. War Loans-100.75.	May oats 475/8 July oats 473/2		H. STERN, #	beyond June. Foreign sales are reported to be in fair volume.	

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of the bureau Secretary of Ag retary Wallace ers the services in Philippine Rubber General McIntyr

General McIntyr ippines can be ma than enough rubber of the United State General Woods h sighted policy, whis remove any disce might be encounter Mr. Firestone sta facing the rubber United States is ag cent English legisl vember 1 restricting crude rubber from America should

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THE MONEY

(Toronto Canadian banks, cial institutions, ha chasers of gilt-edge recent weeks and been largely respon advance of the man

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