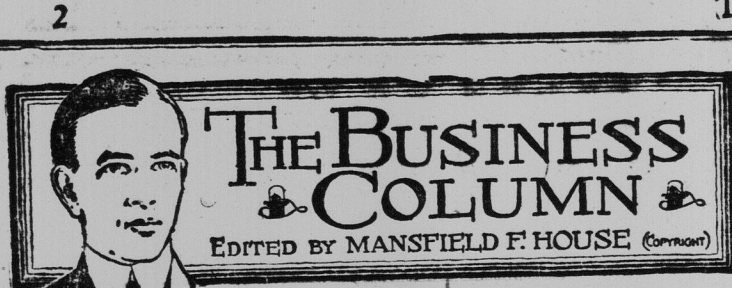


POOR DOCUMENT NO 2035

THE EVENING TIMES AND STAR, ST. JOHN, N. B., MONDAY, FEBRUARY 2, 1920



THE BUSINESS COLUMN

EDITED BY MANSFIELD F. HOUSE (Continued)

Closing the Account Without Losing Trade.
Accounts undesirable to the retail merchant may be classified under two heads, according to Edward Thompson, credit manager for Saks & Co., who recently addressed the Associated Retail Credit Men of New York on the subject of closing out the account with an effort to hold the customer's trade. They are:
First: Accounts closed because of slow pay.
Second: Accounts closed because of unfavorable information.
Third: Accounts closed because of too many goods returned, or conditions

Notice of Births, Marriages and Deaths, 50 cents

MARRIAGES

DONALDSON-CLAYTON—In this city on January 26, by Rev. Henry Penna, William H. Donaldson to Miss Myrtle Clayton, both of St. John.

DEATHS

RISK—Barbara Purdy Risk, entered into rest February 2nd at the home of Rev. J. Taylor McKim, 203 Waterloo street, February 4, from pneumonia. No flowers by request.

QUINLAN—At his home in Willow Grove, January 31, Michael Quinlan, leaving five sons and four daughters to mourn.

Funeral on Tuesday at 12 o'clock. Friends and acquaintances invited to attend. Interment at Golden Grove.

McGOWAN—In this city on February 1, 1920, Elizabeth, wife of Thomas McGowan and daughter of the late James and Mary Lawlor, leaving her husband, two sons, one sister and three brothers to mourn.

Funeral on Tuesday morning at 8:45 from her late residence, 374 Main street, to St. Peter's church for requiem high mass.

QUINLAN—At his home in Willow Grove, Jan. 31, Michael Quinlan, leaving five sons and four daughters to mourn.

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COCKERY—In this city on February 2, 1920, Joshua Cockery, leaving his wife, two sons, three daughters, three brothers and one sister to mourn.

Funeral Wednesday morning at 8:45 from his late residence, 36 Elm street, to St. Peter's church for requiem high mass.

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THE BUSINESS COLUMN

EDITED BY MANSFIELD F. HOUSE (Continued)

affecting the profit on the account.
Fourth: Accounts closed because of disputes or unsatisfactory dealings.
The first classification, he said, embraces the majority of accounts closed, and perhaps requires the largest amount of consideration on the part of the credit man, his task being to determine whether the slowness is occasioned by carelessness or actual inability to meet the obligation. In cases where the usual notices remain unanswered the following type of letter is recommended:
Dear Madam,—We find that bills are overdue on your account for June and July 1919. We wish to point out that our charge account terms provide for settlement when bill is rendered and therefore ask you to send at once payment for this amount, so that there may be no delay in sending goods as ordered.
Where the customer is making no current purchases the phrase "in order that there may be no delay in sending goods" is changed to read "in order that we may not be obliged to close the account on our books." The important thing in each case is to point out that if the customer does not take some action something will happen.
The following type of letter is recommended as an effort to retain the customer's good will and to point out that the account is closed:
Dear Madam,—It grieves us to be forced to write you again in the matter of the delayed payments on your account.
You have shown no inclination whatsoever to abide by our monthly settlement terms, established for all alike, and after careful consideration of the account we are obliged to withdraw credit privileges.
We regret this probably more than you do, but our unalterable rule in this regard leaves us no alternative. You can understand that we did not in the least like to lose your account, and we sincerely trust that we may come to some agreeable understanding in the near future.
Testimonial Letters
Make Excellent Ads.

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STIFF NECK, LUMBAGO

Aches and Pains of Rheumatism Sometimes Almost Unbearable.

There are weather conditions that make rheumatism worse. They are not the same in the case of all persons. Some victims of this disease suffer more in dry warm weather than in moist cold weather, but all suffer more or less all the time.
The cause of rheumatism is an excess of uric acid in the blood, affecting the muscles and joints. Hence the blood must have attention for permanent results in the treatment of this disease.
Hood's Sarsaparilla has given entire satisfaction in thousands of cases. Do not fail to give it a trial.
If a laxative is needed, take Hood's Pills—they don't gripe.

To Overcome Winter Complexion Troubles

If the chill air causes your skin to dry and scale or become unduly red or spotted before you go to bed spread a thin layer of ordinary mercurized wax over your entire face. Remove next morning with warm water. This is the ideal complexion treatment for the winter girl. The wax gently absorbs the excess particles of surface skin, so gradually there's no discomfort. This gives the underlying skin a chance to breathe and to renew itself. In a week or so the new and younger skin is wholly in evidence and you have a really marvellous complexion. Naturally all its defects disappear with the discarded cuticle—such as chaps, roughness, blotches, pimples, freckles, blackheads. Usually an ounce of mercurized wax, procurable at any drugstore, is enough to renovate even the worst complexion.

LOCAL NEWS

HALF THE WINTER.
"February 1, Candlemas Day, 'Half your meat, half your hay.'"
IS REMANDED.
The case against Patrick Murphy, charged with neglecting his children, was resumed in the police court at noon today. No evidence was taken and the accused was remanded to jail for further hearing.

Ladies' sense suits, dye guaranteed, \$40 to \$70. Morin, Talley, 82 German.
Umbrella repaired and re-covered. All work promptly done. Duval's, 15 Waterloo street. Open every evening.

LECTURE.
"Old London and New India," by Dr. Carter, of London, Eng., in German at the Lecture Institute, Monday, Feb. 2, at 8:15 p. m., under the auspices of the St. John High School Alumni Association. Admission 50c. Proceeds for Zenana Bible and Medical Mission.

PERSONALS.
Mr. and Mrs. Hugh McLaughlin, Sussex, announce the engagement of their daughter, Alice L., to George Arthur Coughlin. The marriage is to take place in February.

Senator Mcweeney, who has been spending some weeks in Bermuda, is now on his return home.
Mr. and Mrs. D. Pottenger, Miss Margaret Read and John Read, were in Montreal, where they will spend the balance of the winter.

Edward Harrington, of Hampton, left on Saturday to take up a position with the Broughs Addins Machine Co. in Montreal.
Miss Melville, Miss Mitchell and Miss Beckwith, of the Marr Millinery Co., left Saturday evening for New York.

Age 104 Years.
Mrs. Ann Brown, The Glen, Owen Sound, passed her 104th birthday on January 10. Telegrams, phone messages and friends' calls made a happy day. Though more frail than in her youth, she is still thankful to be so well. Mrs. Brown is the mother of Mr. Wm. Kennedy, 589 Dorchester street west, Moncton.

The funeral of Gordon Kennedy Jones who died in this city on Friday, took place yesterday afternoon at 3 o'clock from St. Luke's church. The funeral services were performed by Rev. C. Nichols, who is taking charge of St. Luke's in the absence of Rev. McKim. Interment was made in Fernhill cemetery.

Another "Pier" Vote.
"A burnt child dreads the fire," announced the teacher during the lesson in proverb. "Now give me a sentence different in wording, but meaning the same thing."
A grimy hand shot up from the back of the class.
"Please, teacher," came a small voice, "a washed child dreads the water!"
Blighly, London.

Boy's Violin Playing Draws Customers.
As every one knows, Greenwich Village, located in the lower part of New York, is supposed to house the literary and art "bugs."

In Blighly street, just off Sixth avenue, there is a quaint little "munching, pinching and pleasuring shop" run by Herman Kramer and his wife, Minnie. It is quite a pretentious shop and for many years has attracted to the village's sartorial wants, to say nothing of the many visitors. The Kramers have one child, a boy, and true to the atmosphere of Greenwich Village, the youngster was allowed to take up the study of the violin. Finally, when the lad's talent was verified by several famous teachers, Sammy was allowed to play when customers.

Tea or Coffee often disagrees with some one in the family. An easy way to get away from such annoyance is to drink

INSTANT POSTUM

It agrees with everyone in the family. No sleepless nights, disturbed digestion or irritated nerves follow its use. There's a Reason

Do You Know Good FURNITURE When You See It?

Not always. A great deal depends on the reliability of the firm from whom you are buying. Our many satisfied patrons can vouch for absolute dependability upon MARCUS' FURNITURE.

So Will You—When You Try Us

J. MARCUS - 56 Canterbury St.

NEXT TO DOMINION SAVINGS BANK

TEMPORARY QUARTERS

LATE SHIPPING

PORT OF ST. JOHN

Arrived February 2

S.S. Dunaff Head, 3278, from Greenock, Captain S. Orr; S.S. Canadian Navigator, from London; S.S. Canadian Gunner, from Guayabell, West Indies.

Cleared February 2

Coastwise—Starr Connors Bros, 64 tons, for Chancé Harbor, Captain E. S. Warnock; Starr Freres Bouillier, 41 tons, from Sandy Cove, Captain C. R. Teed.

MARINE NOTES

The Royal Mail Steam Packet Line Chaudiere will arrive in port this afternoon, according to a wireless message received at the Furmish Withy Steamship office this morning. She has 400 passengers and cargo.

A wireless also received this morning from the Furmish Withy liner Caterino saying that she would arrive in port today. She is coming from Liverpool via Halifax and will load for Antwerp.

The S. S. Jekki was reported passing Cape Race Saturday at 8 p.m. en route to this port to land for South African ports. She is due here on Wednesday.

The four-masted American schooner Bala, formerly the Ex-Breton, was into Bermuda recently leaving. She was damaged during a heavy storm from New York to San Domingo.

The schooner Bala is now in port and will be discharged and she will be put in a dry dock for repairs. Nagle & Wigmore are the local agents.

The four-masted schooner Susan Cameron is loaded and ready to sail from Yarmouth with a cargo of lumber. She is in command of Captain D. A. MacLean of Chatham, who was formerly in command of the tug Itelable and Samia City.

The Canada Steamship line Bilbster sailed from Hays on January 30 for St. John in ballast. She is due about February 12. The Mississippi, of the same line, is due here on February 10 from Hays. Nagle & Wigmore are the local agents.

POTATO PRICES DOWN

(Fredericton Gleaner)

An unexpected slump has occurred in the potato market, as a result of which shippers have had to reduce their prices at least \$1 per barrel.

This week dealers have been paying as high as \$8 per barrel on the strength of reports that potatoes would go to \$10 a barrel retail in New York city and even in those high prices many farmers have not sold, preferring to hold off for \$7 and in some cases as high as \$8 per barrel.

Shippers who yesterday were paying \$8 reduced their prices to \$5 per barrel on receipt of advice by telephone from Boston, and some were instructed to make no more shipments on hand today. The sudden drop in the market will affect retail prices here, too, and the opinion was expressed this morning that no more potatoes would be sold this winter at more than \$5 a barrel.

FREDERICTON MARKET

Gleaner Saturday.—On account of the intense cold this morning only a few farmers brought produce to the market. There was a good supply of potatoes, but it did not sell very readily. There were no potatoes or other perishable goods on hand today.

The death of Edgar Vye occurred at his home at Vye's Point on Wednesday evening. He is survived by a wife and one son.

Recently Mrs. Jos. Lyons of Millbank died in her eighty-first year. She is survived by two sons and several daughters.

At Milwauke, Wis., on Jan. 28, Patrick, son of the late Patrick O'Brien of Upper Derby, N. B., passed away. He leaves one daughter, Mrs. Kate Burdick, at whose home he died, and one son, Henry; also the following brothers: William of Stillwater, Minn.; John, Daniel and Peter of Upper Derby. He was about seventy-four years of age.

John Mills passed away at his home in Hardwicke on Sunday, Jan. 25, in the sixty-ninth year of his age. He is survived by three daughters, Mrs. Douglas Melrod of Truro, Mrs. Will Macne of Hardwicke, and Miss Annie at home; and three sons, James, Andrew, of Bay Du Vin, and three sisters, Elsie, Charlotte and Grace of Hardwicke also survive.

The death of Ernest McDonald, oldest son of Mr. and Mrs. Edward McDonald of McKee's Mills, Kent Co., took place on Thursday evening, aged 25 years. He was unmarried and leaves seven brothers and three sisters. Two brothers, Alexander and Clarence, are employed in Moncton.

Do You Know Good FURNITURE When You See It?

Not always. A great deal depends on the reliability of the firm from whom you are buying. Our many satisfied patrons can vouch for absolute dependability upon MARCUS' FURNITURE.

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Beauty - Grace Long Life

Are the outstanding characteristics of AMLAND BROS.' Furniture. On our floors can be seen a large assortment of Chesterfield Suites, Parlor Suites, Bureaus, Dressers, Dining Room Suites, etc., all purchased before the recent advance.

NOTICE—You can purchase your furniture for the new home at old prices now and we will store it free until June 1st by leaving a deposit.

AMLAND BROS., LTD.

19 Waterloo Street

An Extra Good Tea For Your Money is

Humphrey's Orange Pekoe

At 65c. Per Pound

Sold Only By

GUY H. HUMPHREY, 14 KING ST.

Distinction in Eyeglasses

When it becomes necessary for a lady to wear eyeglasses, whether young or middle aged, she wants to appear as well in them as possible.

The day of individuality in eyeglasses is here, and you should consult us if you want authoritative advice on matters of eyewear.

Our thorough knowledge of Optometry and the experience of many years' practice, guarantee you the best treatment it is possible to get.

Our Service to you means EYEGLASS Satisfaction.

D. BOYANER,

111 Charlotte St.

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