

The St. John Standard

Published by The Standard Limited, 21 Prince William Street, St. John, N. B., Canada.

M. V. MACKINNON, Managing Editor.
ALFRED E. MCGINLEY, Editor.
 Yearly Subscriptions: By Carrier.....\$5.00 Do not enclose cash in an unregistered letter. Use postal notes, money orders, or express orders when remitting.
 By Mail.....3.00
 Semi-Weekly, by Mail.....1.00
 Semi-Weekly to United States..2.00

ST. JOHN, N. B., FRIDAY, DECEMBER 1, 1916.

"We are fighting for a worthy purpose, one we shall lay down our arms until that purpose has been fully achieved."—H.M. The King.
 TO THE PEOPLE OF THE EMPIRE—Every fighting unit we can send to the front means one step nearer peace.

PITY THE POOR MILKMAN.

Yesterday morning The Standard published estimates of the cost of handling and delivering milk in the City of St. John. The figures were obtained from a reliable source and were verified by a gentleman in the milk business. They showed that the dealers would make a large profit at the ten cent per quart rate and, this newspaper believes, established the injustice of the proposal.

At City Hall, yesterday, Mr. W. H. Bell took exception to The Standard's estimates and presented figures of his own which we print elsewhere in this issue. It is not our purpose at this time to criticize any of the items mentioned by Mr. Bell as representing the cost of delivering and handling his product. We are content to deal with the totals as he gives them. But it must be admitted they reveal an interesting situation.

Mr. Bell admits that The Standard's estimate of 35 eight-quart cans as the size of an average milk route is correct, but contends that of that total, fifteen cans are sold at a wholesale rate and twenty to retail customers. This may be open to question but, for illustration purposes, The Standard is prepared to accept it.

According to Mr. Bell the cost of purchasing and handling milk sold to wholesale customers is 62½ cents per eight-quart can, and to retailers 69½ cents, the difference between the wholesale and retail cost representing bottling, etc.

In judging these figures it must be remembered that it will cost milk dealers no more to handle milk today than it did yesterday or, for that matter, for two months back, so the figures submitted by the dealers to justify the ten cent rate can also be used to show the serious losses the poor milkman was forced to face before the brilliant thought of boosting prices occurred to him.

At the eight cent rate the milkman received from his retail customers 64 cents per eight-quart can. According to Mr. Bell's figures this quantity of milk, delivered, cost 69½ cents, so the dealer suffered a net loss of 5½ cents per can on the transaction. As Mr. Bell says twenty cans of each route are sold to retail customers the loss, always taking his figures, on the business amounted to \$11.00 per day, or \$7.70 per week, for each route.

As the largest dealer in the city has at least six such routes his loss on his retail business was \$46.20 per week.

But the situation is even more serious when the wholesale portion of the route is considered. The price at wholesale to small stores, restaurants, etc., has been 52 cents per eight quarts. The cost of milk delivered wholesale is fixed by Mr. Bell at 62½ cents. Thus we see the long suffering milkman has been content to face a net loss of 10½ cents per can in order that the small stores might be supplied. The proportion of a 35 can route sold to wholesalers, is, according to Mr. Bell, fifteen cans and, at the rate of loss per can which he has shown, the loss on the business is \$1.57½ per day or, for six days a week, as no self-respecting shopkeeper is supposed to vend milk on the Sabbath, \$9.45. Multiplying this by six would give the approximate losses sustained by the large dealer with six such routes and it figures at \$56.70 per week. By adding the loss already shown on the retail business, it can be seen that on each Saturday night the six-route milkman who is "good at figures" can prove himself just \$102.90 poorer by reason of being in the business.

So much for the losses sustained up to this morning. Now what do the milk dealers propose in the way of gains? The intention is to increase the cost of milk to eight cents per quart wholesale and ten cents retail. At this rate the revenue per eight-quart can is 64 cents wholesale and 80 cents retail. Mr. Bell has shown the cost of delivering milk and, at the advanced prices, we find that the dealer now has a daily profit of one and one-half cents per can on his wholesale business and 10½ cents on his retail business. At fifteen cans wholesale and twenty retail, this gives him the princely daily gain of 22½

cents on his wholesale business and \$2.10 on his retail customers. Six days a week for wholesale trade will show that, even under improved conditions, the milk dealer is prepared to deliver fifteen cans of milk per day and keep it up for a week for \$1.35. Standard newsboys can make more than that selling newspapers.

But in this computation, always proceeding on Mr. Bell's figures, it is the retail end of the business that is expected to produce the profit, and it does—at the rate of \$2.10 per day or \$14.70 per week. Add to the retail profit the immense gains from the wholesale trade and we find the dealer's gross profits per week on thirty-five cans of milk to be \$16.05 or, for fifty-two weeks in the year, \$835.60. Now the largest milk dealer in the city is said to have at least six such routes. At Mr. Bell's figures his profits are enormous. They reach the vast total of \$5,013.60.

There is no necessity to comment on these figures. The Standard merely asks its readers to peruse them and verify the computations for themselves. It is worth while. The only opinion to be formed after a careful reading of the statement is that hitherto the citizens have seriously misjudged the men in the milk business. If the figures presented as a defense of their case by one of their number are to be believed, they are not business men at all. Rather have they the right to be termed philanthropists whose sole desire is to serve the public regardless of profit to themselves. From today on we will set a new estimate on the value of the milkman as a public spirited citizen.

REACHING OUT FOR BUSINESS.

The annual report of the St. John Board of Trade for the year 1916, which is now in the hands of the board's members, in preparation for the annual meeting on Monday evening next, is an interesting document, containing as it does a record of the board's activities for the year and important statistics concerning the development of commerce and industry in this port.

The section of the report dealing with new industries states that the city has made considerable progress along that line, and specially refers to the attempt to secure the International Nickel Company's Canadian refinery for this city and to inquiries regarding wooden shipbuilding. The report also says: "There has never been a period in the history of the city when the services of a progressive commercial organization such as the Board of Trade were more necessary than they are at present. Other communities are reaching out for new business and new industries and St. John cannot afford to be unrepresented on the firing line."

In this connection it is interesting to note what is being done in some of the other communities referred to. London, Ontario, for instance, has a particularly ambitious project. In that city a plan has been formulated whereby citizens may subscribe to stock in a company which shall have as its sole purpose the upbuilding of industrial London. It is intended that the funds of the company shall be managed as those of any other company. There will be a board of directors to deal with all business coming before it and an effort will be made to earn an interest of six per cent. on the capital, although interest earning will not be the primary object. The company will have \$100,000 of stock and also bonds to an equal amount, the bonds being guaranteed by the citizens at large. This will give a total capital of \$200,000 and with that amount of money in hand the directors will be in a position to offer to finance, up to 75 per cent. of the plant value, any reputable manufacturing business which may offer to locate in London. A man desiring to make a start in London as a manufacturer will be called upon to put up but 25 per cent. of the capital required.

So far as it can be applied to new manufacturers seeking capital, and with no especial requirements as to location, the London plan may work well. It would not be so useful as a means of attracting industries already established in other cities and, possibly, this is not its object. Where an industry requires not only tax conces-

sions but also financial assistance to locate in a city the prospects of its success are not usually bright. St. John has exceptional advantages in the way of a seaboard location and accessibility to markets which should greatly assist to bring to us any industry looking for such things. Consequently, cash assistance should not be so necessary here as in the case of an inland city like London, unless, indeed, that city has other special advantages of its own.

The London case, however, merely illustrates just how earnestly other Canadian cities are reaching out for business and the Board of Trade takes decidedly the correct view when it says: "St. John cannot afford to be unrepresented on the firing line."

CANADIAN BANK CLEARINGS

Montreal, Nov. 30.—Bank clearings for the week ended today totalled \$85,339,725 compared with \$91,806,709 last week and \$65,135,923 for the corresponding week in 1915.

The clearings for the month of November, 1916, totalled \$97,168,404 compared with \$282,437,024 Nov., 1915. Winnipeg, Nov. 30.—Bank clearings for the week ended today were \$63,950,023; corresponding week last year, \$59,844,842; in 1914, \$35,159,490. For the month of November bank clearings were \$270,171,996; corresponding month last year, \$245,962,656 and in 1914 \$148,927,216.

London, Ont., Nov. 30.—Bank clearings for the week ended today were \$1,912,680, compared with \$1,054,042 for the corresponding week last year. For the month of Nov. 1916 the clearings were \$9,246,609; Nov. 1915, \$8,176,725.

Toronto, Nov. 30.—Bank clearings for the week ended today were \$56,631,145; corresponding week last year, \$45,933,966; for the month of Nov. 1916, \$268,237,746; Nov. 1915, \$194,628,769.

Ottawa, Nov. 30.—Bank clearings for the week ended Nov. 30 were \$5,254,512 compared with \$5,119,344 for the corresponding week in 1915. Halifax, Nov. 30.—Halifax bank clearings for the week ended today were \$2,321,255 and for the corresponding week last year, \$2,488,817. The clearings for this month were \$11,898,272, and for the corresponding month last year, \$10,025,337.

Cigarettes For Soldiers.

In response to the appeal for cigarettes for lone soldiers made by a committee of ladies on the West Side the sum of \$255 has been received. The ladies of the committee wish to thank all those who so generously contributed not only single contributors but also those who collected for the fund. Up to the present orders have been sent to the Imperial Tobacco Co. through Mr. C. Baillie, King street, for 49,000 cigarettes to be distributed to lone soldiers in the following units: P. P. C. L. I., 1st, 2nd, 7th, 10th, 14th, 21st, 24th, 26th, 60th Battalions; 1st, 2nd, 5th, 8th, 10th, 17th, 21st, 28th Batteries; 9th, 13th, 16th Siege Batteries; X2 and Z French Mortar Batteries; 1st and 2nd Divisional Ammunition Columns; 1st and 3rd Divisional Signalling Corps; No. 3 and No. 5 Co. C. A. S. C.; Nos. 1, 4 and 6 Field Ambulance; Salvage Co., Construction Corps, and Cycle Corps.

OBITUARY

William P. Warman. Railroaders all over the Maritime lines of the C. G. R. will learn with deep regret of the death of William P. Warman, retired wreck foreman of the Canadian Government Railways, at Moncton, who passed away at the home of his son-in-law, Arthur Trites. Mr. Warman was seventy-six years of age and was employed for a long period with the C. G. R. He was for a long time foreman of the Moncton wrecking crew, and was noted for the expedition with which he was accustomed to get the line clear in all sorts of weather.

Miss Elizabeth Hale. One of the oldest citizens of St.

Worsted Suitings and Overcoatings
 —ALSO—
Heavy Winter Trouserings
 BALANCE OF FALL ORDER JUST RECEIVED.
Edgcombe & Chaisson,
 Tailors, King St.

Look Ahead

Keep down expense—in Footwear as in other things. Keep shoes dry—wet hurt them as much as wear.

Buy before prices advance—and buy HUMPHEYS' SHOES—the shoes of quality, made here. Sold by progressive dealers.

Ask for HUMPHEYS' Footwear.

Little Benny's Note Book

"Grandpop was around at our house last night, and he took out his pipe, and pop pushed his tobacco jar over, saying, 'Heer, try some of my tobacco out of my 6 dollar tobacco jar.'"

Not on your tin tips, sed grandpop, I've tried that before, that's ladies tobacco, that's wat that is, no taste to it, heer you try my tobacco if you want a good satisfying mans smook. And he took a big red packidge out of his back pocket, saying, 'Heer you are, good old Soldiers and Sailors cut plug, all this for 5 cents.'"

Very kind of you, but reely, I dont bleeve I care to smook now, sed pop.

Then wat was you getting out your pipe for? sed grandpop.

Wy, Willyum, sed ma, wen father awfers you his tobacco, I think the leest you can do is to try it.

But im ust to my own tobacco, sed pop, you know how it is wen your ust to your own tobacco, I meen if you noo how it was, you wood understand.

Well give it a trial, jest give it a trial and youll thank me all the rest of your life, sed grandpop, look at the money youll save, look at all this for 5 cents, I ust to smook Workmans Delite, but you cood tempt me to go back to it now.

Mersey, Willyum, you mite at leest give it a trial, dont be narrer, sed ma.

O well, wats one agensat a multtude, sed pop. And he took the packidge and started to put some in his pipe.

Dont be scared of it, take a lot, heer, let me fill her up for you, sed grandpop. And he took pops pipe and filled it all the way up, and save it back saying, 'Now enjoy yourself. And pop lit it and started to smook it, taking sutch little puffs you coodent hardly see them.

Take big puffs wats you scared of, sed grandpop.

Goodness, Willyum, how can you give it a fair trial with sutch little puffs, sed ma. A n d pop took abou 3 grate big puffs and the smook looked like smook out of a engine, and pop started to cawf like any thing and make fowse faces, and ma sed, O, Willyum, surely you dont haft to cawf like that.

Its jest jellousy, thats all it is, sed grandpop, heer, dont show that tobacco away. And he grabbed pops pipe and took the tobacco out of it agen and put it back in his big red packidge, and pop cawfied some more, ma and grandpop looking at him as if they thawt he was doing it on perplis.

John, Miss Elizabeth Hale, passed away at an early hour on Thursday morning at her residence, 23 Wright street, at the age of 93 years. The deceased was the daughter of the late William Hale of this city and has resided here during her entire life. She was a staunch member of the Calvin Presbyterian church and took a deep interest in the progress of the church. Her only sister, Mrs. Rossborough, is residing at Halifax, N. S.

In the passing of Miss Elizabeth Hale the city loses one of its oldest citizens and although her age would not permit her to view the prosperity and changes which the city has undergone during the last ten years of her life yet she followed the advancement of the city closely.

For Abandoning Her Child. The young woman who deserted her infant in a town hotel Wednesday, and who was captured in Moncton last night by an officer who went to the railway town for her. She is being detained at police headquarters, pending further investigation into the case.

Wonderful Discovery Made. CURES CATARRH PERMANENTLY. Formerly doctors prescribed stomach treatment for Catarrh and Bronchitis. They seldom cured and Catarrh has become a national disease. Today the advanced physician fights Catarrh by medicated air. He fills the lungs, nose and throat with the antiseptic vapor of Catarrhazone. Cure then is certain. It is easy for Catarrhazone to cure. It contains the essence of Pure Pine balsams, reaches all the germs and destroys the disease. Every case of Catarrh, Bronchitis and Sore Throat can be cured by Catarrhazone. The dollar outfit lasts two months and is guaranteed to cure; smaller sizes 25c, 50c, sold everywhere.

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