

## SHOPS YOU OUGHT TO KNOW

Designed to Place Before Our Readers the Merchandise, Craftsmanship and Service Offered By Shops and Specialty Stores.

### ASHES REMOVED

ASHES REMOVED, TRUCKING done. Main 2806-11. 10252-1-26  
ASHES REMOVED, MAIN 3338-42 105130-2-21

### BABY CLOTHING

BABY'S BEAUTIFUL L O N G Clothes, daintily made of the finest materials, everything required; ten dollars complete. Send for catalogue, Mrs. Wolfson, 672 Young street, Toronto. 11-1-1920

### BARGAINS

CORSETS, UNDERWEAR, HOSIERY, Gloves, Mitts and Socks, Garters, Rubbers and Slippers at Wetmore's, Garden street.

### CARS WANTED

50 GOOD USED CARS, FORDS, Chevrollets, Overlands, Grey Dats, McLaughlins. Highest cash prices. N. B. Used Car Exchange, 173 Marsh road.

### CHIMNEY SWEEPING

WITH MECHANICAL APPARATUS we make and repair furnace and conductor pipe, kettles, boilers; also plastering and whitewashing. Repair Shop, corner Brussels and Haymarket Square. Open evenings. Phone 3714.

### ENGRAVERS

F. C. WESLEY & CO. ARTISTS and Engravers, 59 Water street, Telephone M. 952.

### HATS BLOCKED

HATS BLOCKED - LADIES' BEAVERS, Velour and Felt Hats blocked in latest styles. Mrs. T. B. James, 280 Main street, opposite Adelaide. 11

### HAIRDRESSING

MISS McGRATH, N. Y. PARLORS, Imperial Theatre Building. Special sale of hair goods in every design. All branches of work done. Gent's hair cutting. Phone Main 2895-21. N. Y. graduate.

### IRON FOUNDRIES

UNION FOUNDRY AND MACHINE Works, Limited, George H. Waring, manager, West St. John, N. B. Engineers and Machinists, Iron and Brass Foundry.

### MARRIAGE LICENSES

MARRIAGE LICENSES ISSUED AT any time. Wassons, Main street.

### MASONRY

THOMAS RILEY, MASONRY, PLASTERING, Brickwork and Cement Work, 77 St. James street, near Charlotte street, City. 102021-1-31

### MEN'S CLOTHING

WE HAVE JUST RECEIVED SOME young men's suits and overcoats, ready to wear, made of good cloth and trimmings; splendidly tailored; fair and pleasing price. Custom and Ready-to-Wear Clothing, 181 Union street.

### MONEY ORDERS

SEND A DOMINION EXPRESS Money Order. Five Dollars costs three cents.

### OILS AND GREASES

BUY HOME-MADE GOODS AND make more profit. Oils, greases of all kinds; soaps, soap powders, etc. Eureka Mfg. Co., 254 Union, St. John.

### PIANO MOVING

PIANO MOVING, B. ACIO, FURNITURE moved to country, parties and pianos taken out, general cartage. Phone Arthur Stackhouse, Main 314-21.

### PROFESSIONAL

TO LADIES A SPECIAL TREATMENT for removal of hairs, moles, wrinkles and muscular wasting, etc. Wilby Medical Electrical Specialty and Massage, 46 King square, St. John.

### REPAIRING

FURNITURE REPAIRING, upholstery, 276 Union. Phone 915-11.

### SECOND-HAND GOODS

WE PAY HIGHEST PRICES FOR cast off clothing. People's Second-hand Store, 573 Main street. Phone 2884-41. 103012-2-19

WANTED TO PURCHASE-LADIES' and Gentlemen's cast off clothing, boots; highest cash price paid. Call or write Lampert Bros., 555 Main street. Phone Main 2384-11.

WANTED TO PURCHASE-GEN-lemen's cast off clothing, boots, guns, musical instruments, jewelry, bicycles, guns, revolvers, tools, etc. Highest cash prices. Call or write J. Williams, 10 Dock street, St. John, N. B. Telephone 1774-11.

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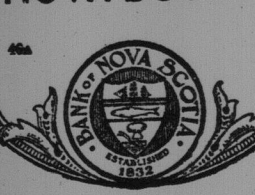
## Keep Your Victory Bonds Safe

It is unwise to keep your Victory Bonds around the house when you can get a Safety Deposit box in this Bank at very small cost where your securities (bonds, insurance policies, etc.) will always be safe—always easily accessible.

We gladly give full information about our Safety Deposit Boxes (different sizes); call in and see them.

Paid-up Capital \$ 2,700,000  
Reserve Fund 18,000,000  
Resources - 220,000,000

## THE BANK OF NOVA SCOTIA



Public Notice

Because of the fact that I have just opened the Shoe Service Shop at 330 West Jefferson street for the repairing of shoes, and further because I have on several different occasions in the public press advocated "more walking" on the part of the public, I have been wrongfully and maliciously accused of being responsible for the present strike of street car motormen and conductors.

This I absolutely deny—I am in no way responsible for the strike—I was not consulted before it took place by either the workmen concerned or officials of the street railway company.

I admit that I have publicly expressed my preference for walking (on the part of others), but when I did so I supposed it would be understood that I was in moderation and not a prolonged "hike."

Of course, while the strike lasts, walking will continue to be a disagreeable necessity on the part of most of us. Shoes are bound to wear out, and I will appreciate it if you will bring them to the Shoe Service Shop for repairs.

As to my causing this strike, all rumors to that effect are false and the union officials or street car officials will bear me out in this statement.

Yours for less walking,  
JAY H. SKINNER.

An Accidental Ad.  
Somebody threw a brick through one of the display windows of the W. Carter Co., at the corner of the other day, and made off with some choice samples. The company placed this sign in the hole in the glass:

"We are sorry to have had this happen. The company places this sign in the hole in the glass."

Music Has Charms to Soothe the Savage Shopper.  
"Musical shopping" may not be anything particularly new, but as an aid to

Dr. Frank Boyaner, dentist, has opened offices at 74, Germain street. 103457-1-51

Charles's Aunt, Imperial Theatre, Feb. 6.

Latest steps in modern dancing. Private class. A. M. Green. Phone 8057-11. 103454-2-32

DANCE.  
Royal Army Chapter, Knights of Columbus Hall, Friday, February 13. Tickets on sale Gray & Richey's, King street. Phone Main 2239 or 3440-21.

Reserve seats early for Charles's Aunt. Charles's Aunt comes on Feb. 6.

LUDLOW STREET BAPTIST CHURCH, W. E.  
Pastor, Rev. W. R. Robinson. 10 a. m., prayer and praise service; 11 a. m., service in the interest of the C. G. I. T., with special address by pastor; 2:15, Sunday school; 7 p. m., pastor will preach.

Have your clothes dry cleaned at Cliff's. Goods collected for and delivered. Office 130 Charlotte. Phone 1414-11.

Large sleighs to hire for parties. Kindred's Stable. Phone West 12. 1-28

DEBATE POSTPONED.  
The debate which was to have been held in I. L. B. rooms Sunday afternoon has been postponed owing to the illness of one of the debaters.

See Louis Green's pipes, cigarette cases and holders before purchasing. Save the coupons.

Y. M. C. I. LECTURE.  
The third lecture in the Y. M. C. I. lecture course will be given by Hugh F. Hamilton of Montreal in St. Vincent's school auditorium, Cliff street, Sunday evening, Jan. 25, at 8:45 o'clock. Subject: "The Mission of the Christian to the World." The lecture is open to the public. A short musical programme. Silver collection.

THE ST. JOHN PROTESTANT ORPHANS' HOME.  
The following contributions are thankfully acknowledged by the treasurer, H. C. Rankine: True Blue Lodge, Moncton, N. B., per Mrs. Thos. Dolge, W. mistress, \$30 worth furnishings; room; "A Friend," D. C. Fisher, W. F. Givran, \$5 each; W. G. Roberts, G. H. Pierce, T. G. Clark, D. E. McLellan, L. J. Caldwell, R. A. Blackhall, H. W. Jones, J. A. Lawlor, Miss Andrews, H. Hanes, A. L. Fries, P. K. Graves, G. A. Davidson, J. F. Kelly, G. M. Hopper, H. Capson, Neil Johnson, W. Gaskin, J. McEachern, "R. B. C." R. H. Irvin, S. Spence, F. H. Sinclair, per Harry Talbot, \$1 each.

DR. FRANK BOYANER DENTIST  
74 Germain Street  
(Between King and Princess)  
103455-2-7



## THE BUSINESS COLUMN

EDITED BY MANSFIELD F. HOUSE (Continued)

Skinner Didn't Start the Strike—But He Used It

Jay H. Skinner's Shoe Service Shop is one of the finest in Louisville, Ky., but its success is due more to the way in which it handles the business than to its more tangible appearance and appointments.

Some of the points on which Skinner prides himself in the service he offers include a lounge room for men waiting for their shoes to be cleaned in a separate department. Here bathrobes, extra trousers and slippers are loaned free of charge. There is a restroom for women customers, with telephone service and magazines gratis. Two shoe-shining departments, one for each sex, equipped with comfortable opera chairs, and a checkroom for checking patrons' parcels free, are things designed to make customers feel completely at home while awaiting their shoes or clothes. In the front part of the store is located the shoe machinery, part of the work being done in the windows.

During the recent street railway strike Skinner came out with a bold statement, in the same style of type as was used by the railway company and the carmen's union, which evoked much comment.

It is rumored that the Shoe Service Shop is the place where the strike was started.

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augmented holiday sales it's an accomplished fact.

At least that's the firm conviction of the William H. Hoskins Co., of Philadelphia, after trying out the idea for several seasons. The theory that people can't move while listening to the strains of pleasant music has been proved by restaurant owners. That it also applies to shopping, especially during the festive periods, has equally been demonstrated. It puts people in a receptive frame of mind, takes the dull, commercial edge off transactions, and helps to alleviate the ordeal of shopping.

Alertly mindful of all this, Hoskins began to mail thousands of invitations to a selected list of women customers both in the city and suburbs. Coupled with daily newspaper advertisements announcing Saturday afternoon musicals from 2 to 5 o'clock, this never fails to attract hundreds of shoppers to the store to have their buying in leisurely and entertaining at the same time.

Net results have been a doubling of business on Christmas cards, a reduction of gifts of every description, and the sales represent substantial amounts in virtually every instance. Even floor lamps at \$75 are frequently sold during the afternoon.

Did the Shoe Men Sing "Lover of My Love?"

Groups of tradespeople who attended a revival meeting being held in Pratt, Kans., at a special business meeting, were invited to choose their own hymns, each group standing and singing its choice.

The grocers started off with "Help Somebody Today." Then followed "Think on Thy Way," by the automobile men;

"Sweeter and Dearer," by the restaurant and bakery folks;

"Yield Not to Temptation," by the lawyers;

"Make Me Whiter Than the Snow," by the laundry men and dry cleaners;

"The Great Physician," by the doctors;

"Does It Pay?" by the bankers;

"The Home Over There," by the real estate dealers;

And the services closed with "I Love to Tell the Story," by the newspaper men present.

Retailers Question Women About Service.

To determine whether the service accorded by local stores is all that it should be, the Little Falls, N. Y., Chamber of Commerce is conducting a unique questionnaire mail campaign. Local housewives are receiving a set of questions, which include:

"Do you get courteous and satisfactory treatment in Little Falls?"

"Do the clerks serve you promptly and satisfactorily?"

"Are the goods in the store as complete, up to date and good as they should be?"

"Do the merchants' secure for you promptly anything you may desire?"

The idea of this service is to endeavor to improve the service and to make the people of the city.

harbor commission, as exists in Montreal, arguing that, having the responsibility of making the terminals profitable, they will find means to have the traffic of the port.

Others say that the present commission of the port is to give the Canadian Pacific railway running rights over government lines to Halifax.

opinion is, that subject to the price paid for the running rights, the Canadian Pacific should have running rights over government-owned lines and from government-owned lines to and from the port.

points. We do not know whether the Canadian Pacific desires these rights or not, but the fact is that they have a good reason for anything it does, it is being a fair one, every railway in Nova Scotia should have running rights over government lines to Halifax.

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## Australia and New Zealand

Every effort is being put forth to foster and increase trade between Canada and Australasia. The correspondents of this Bank include the principal banks of both Australia and New Zealand, and on the Pacific coast of both Canada and the United States it has branches in all the principal seaports. With many years experience gained in transacting a foreign business, its services are at the disposal of Canadian exporters and importers.

## THE CANADIAN BANK OF COMMERCE

PAID-UP CAPITAL - \$15,000,000  
RESERVE FUND - \$15,000,000

St. John Branch, W. H. LUGSBIN, Manager

75 per cent of the North American fur stock available is entered in this sale. It is well known that the world's fur marts are practically bare of heldover stocks.

Because of the advance of the Bolsheviks up to Irkutsk in Siberia, and consequent disruption of mail and railroad services, they have gained control of the largest part of the fur producing districts in Siberia; and this will materially reduce receipts of Siberian furs in this market. The same scarcity is apparent in other foreign fur countries; and after Feb. 1 the game laws in many states on this continent prohibit trapping, so that the home market will be seriously restricted as well as the foreign sources of supply.

The principal quantities to be offered at the International Fur Exchange, St. Louis, beginning on Feb. 2, are: Twelve thousand muskrat skins; dressed, dyed and machined in this country (instead of at London, as formerly);

Two hundred thousand China dog mats, which is the largest quantity of this article ever offered in one sale; mostly for coats in the cold northwest countries.

From Siberia: 1,500,000 squirrels, 200,000 ermine, 8,000 white foxes, 70,000 seals, 600,000 opossums, 125,000 minks, 6,000 Russian sables, 200,000 Persian and Turkmenian about 10,000 Persians.

From Australia and New Zealand: About 100,000 pounds of rabbit skins; 500,000 Australian opossum, 40,000 walaby, 60,000 wombats, 11,000 kangaroos, 100,000 ringleopon opossum and 60,000 red foxes.

The principal articles in this continent are about 800,000 muskrats, 200,000 seals, 600,000 opossums, 125,000 minks, 6,000 Russian sables, 200,000 Persian and Turkmenian about 10,000 Persians.

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