

# POOR DOCUMENT MC 2035

THE EVENING TIMES AND STAR, ST. JOHN, N. B., WEDNESDAY, FEBRUARY 18, 1920

## International Trade

In the transaction of foreign business, knowledge and experience count for much. The experience gained by this Bank at its own offices in such centres of international trade as the following:

London, Eng. Mexico City  
New York San Francisco

is available for extension of Canadian trade abroad. In addition it maintains a Foreign Department specially equipped to handle all foreign exchange transactions.

## THE CANADIAN BANK OF COMMERCE

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

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



## THE BUSINESS COLUMN

EDITED BY MANSFIELD F. HOUSE

### A Store That Sells Only Butterflies.

In these materialistic days, when space in Fifth Avenue is worth \$100 a square foot or thereabouts, it's hard to believe that there exists in New York City a store devoted to the exclusive sale of butterflies and moths. Yes, actually! What's more, the store is not tucked away in some obscure little side street, stands bravely and independently on Fifth Avenue. At the corner of Thirtieth street, one block away from the well-known downtown shopping district of Fourteenth street. It's called "The Butterfly Store" and its exact address is 83 Fifth Avenue. O. Fulda is the proprietor, and Mr. Fulda knows more about the commercial and

natural value of butterflies than perhaps any naturalist in New York. He has been in this business for fifteen years. He had a store at Broadway and Twelfth street for twelve years before he moved to his present location on Fifth Avenue. So the merchandising of butterflies is not without profit and turnover these days. The only difference is that instead of depending on manufacturers for his stock, Fulda depends on butterfly collectors and naturalists for his merchandise. He buys these butterflies from them and sells them, in turn, to other collectors and lovers of the beautiful. But the "Butterfly Store" customers are not strictly limited to these two groups, because this shop sells butterfly decorated

or Mr. Smith. They sell glass-covered trays with preserved butterflies underneath the glass and various other glass novelties decorated by lovely varicolored moths under the glass covers. There are ash trays, pin trays, glass jewel boxes and various other articles, all ornamented with these lovely preserved butterflies under glass.

Fulda, not content to depend on his collectors for stock, has his own facilities for cultivating butterflies and moths. Right in the front of his shop there is a deep, gray-lined box with a glass cover. In this are hundreds of cocoons—potential butterflies—and Fulda patiently waits until nature permits these delicate, iridescent moths to grow into their full beauty. It is an interesting sight to find these developing cocoons in a little New York store and to watch the loving care with which the "Butterfly Man" regards them.

They Read His Ads And Help to Write Them. Alfred Markus, proprietor of an electrical shop in Lowell, Mass., weaved a trying to write his own newspaper advertisements. He was never quite successful, that people noticed his two-column space.

But things are different now. Markus inserted an advertisement as follows about a month ago, and his problem is solved. "Write an advertisement for me and win a \$5 prize. As you know, we are the distributors and official service station for spark plugs, batteries, carburetors and magnos. Just to help you in writing the ads we might mention that we are the only service station in Lowell equipped to repair any make of magneto. Get busy. Write the sort of an advertisement for me that if I had written it and you had read it it would bring you into my shop. Every advertisement will win a \$5 set of spark plugs and I advertise regularly. It was not until he ran this advertisement and others like it that Markus appreciated how many ambitious literary persons there are in a town. He has been flooded with answers ever since and his small space announcements are watched eagerly by those who have competed and those who have not.

Four Reasons Why Second-Hand Goods Should Be Labeled. Merchants who in these tense days sell anything but first class merchandise without giving the customer due warning of what he is buying, are simply "murdering" their own good will. It is the warning which the Better Business Bureau, of this city, recently issued to the retail trade. The bulletin put the case this way:—

## The Greatest Chain of "Movies" in Canada

31 big theatres—seating capacity 45,000—with average patronage of 200,000 persons a day is the program of the Famous Players Canadian Corporation whose \$4,000,000 of 8% Cumulative Preferred Shares we will shortly offer to investors.

16 of these theatres now in operation; 5 more to be in operation by the end of 1920, and 10 more to be completed early in 1921—such is the scope of this new Canadian-controlled Motion Picture Theatre enterprise. Is it any wonder, then, that as an investment opportunity, we rank it as one of the most favorable we have ever offered investors? Indications are that the sale will be rapidly absorbed. You should write, or wire, immediately for advance prospectus and full particulars.

## Royal Securities CORPORATION LIMITED

F. M. Keator - New Brunswick Representative  
ST. JOHN, N.B.  
Montreal Toronto Halifax Winnipeg London, Eng.

Some are "used," second hand, "rebuilt," Union Pacific... 120 119 119%  
U. S. Steel... 98 98 98%  
U. S. Rubber... 97 97 97%  
U. S. Copper... 71 71 71%  
Westinghouse... 50 50 50%  
Wells Fargo... 25 25 25%  
MONTREAL STOCK MARKET.  
(J. M. Robinson & Sons, Members Montreal Stock Exchange)  
Bank of Montreal—2 at 80.  
Merchants Bank—2 at 80.  
Cotton—25 at 82.  
McDonald—50 at 87, 26 at 37%.  
C. G. E.—25 at 105.  
Power—100 at 86, 105 at 85%, 10 at 85%.  
Wardens—25 at 177.  
Sawmills—5 at 29.  
Shawmills—75 at 110.  
Spanish—25 at 85.  
Steel Co.—113 at 78.  
Sugar—100 at 92, 725 at 92%, 100 at 91%, 25 at 91%, 80 at 92%.  
Kennebec—122, 78, Knox, 64, 55; Lincoln, 17, 14; Oxford, 56, 30; Penobscot, 159, 118; Presqueville, 38, 28; Sagadahoc, 33, 30; Somerset, 58, 46; Waldo, 40, 32; Washington, 76, 38. Returns from York county are not yet complete, now standing 76 for 1919 and 92 for 1918, but the clerk of courts there has sent for further blanks on which to complete his record which will undoubtedly bring the 1918, it will also be noted that the divorce rate during the last year shows a record breaker. The first self-indicated a record breaker. The first records available, those for 1919, when the registration of vital statistics was first made a legal requirement, there were 522 divorces granted, or less than half the number last year. The divorce rate in 1912 and up to 1900 had just reached the 150 mark.

Less Gold and Silver in U. S. Washington, Feb. 17.—Stocks of precious metals in this country decreased \$31,000,000 in January, according to figures made public by the Federal Reserve Board. Exports of gold amounted to \$27,416,878, and imports to \$12,017,651. Silver exports were \$2,462,578, and imports \$8,683,291. Argentina took \$13,550,000 of the exported gold, other large amounts going to Hongkong, China and Japan. The bulk of the silver shipments went to China.

NEW RED REPUBLIC. London, Feb. 17.—According to a despatch to the Central News from Helsinki, Russia papers received in the Finnish capital say the Bolsheviks have proclaimed an independent republic in that part of the Ukraine which they occupy and the formation of "an eternal brotherly union with Soviet Russia." A Bolshevik named Petrovsky has been proclaimed president of the new republic, says the despatch.

NEW YORK STOCK MARKET.			
(J. M. Robinson & Sons, Members Montreal Stock Exchange)			
New York, Feb. 18.			
Am Sumatra...	83 1/2	83 1/2	83 1/2
Am Car and Fdry...	130 1/2	129 1/2	129 1/2
Am Loco...	90 1/2	91	90 1/2
Am Beet Sugar...	80 1/2	80 1/2	80 1/2
Am Can...	43 1/2	43 1/2	43 1/2
Am Int Corp...	92 1/2	92 1/2	92 1/2
Am Int. Corp...	92 1/2	92 1/2	92 1/2
Am Steel Fdries...	42	42	42
Am Smelters...	61 1/2	61 1/2	61 1/2
Am Tel & Tel...	97 1/2	97 1/2	97 1/2
Am Woolens...	125 1/2	125 1/2	125 1/2
Anacosta Min...	27 1/2	27 1/2	27 1/2
At. & A. S. Fe...	83	82 1/2	83 1/2
Brooklyn R. T...	12 1/2	12 1/2	12 1/2
Balt. & Ohio...	31	32 1/2	32 1/2
Baldwin Loco...	108 1/2	108	109 1/2
Beth Steel "B"...	87	86	87 1/2
Chino Copper...	56	56	56
Ches and Ohio...	53 1/2	53 1/2	53 1/2
Col Fuel...	120 1/2	120 1/2	121
Can Pacfic...	120 1/2	120 1/2	121
Cent Leather...	78	78 1/2	77 1/2
Cruick Steel...	12 1/2	13 1/2	13 1/2
Gen. Motors...	78 1/2	74 1/2	76 1/2
Ind. Alcoh...	22 1/2	22 1/2	22 1/2
Insulation...	43 1/2	43	43 1/2
Int. Mar. Com...	31	31 1/2	31
Int. Mar. Pfd...	82 1/2	82 1/2	82 1/2
Indus. Alcoh...	22 1/2	22 1/2	22 1/2
Kennecott Copper...	28 1/2	29	29
Midvale Steel...	45 1/2	45 1/2	45 1/2
Mex. Petroleum...	17 1/2	17 1/2	17 1/2
Northern Pfd...	78 1/2	74 1/2	76 1/2
Gen. Motors...	78 1/2	74 1/2	76 1/2
St. Paul...	100 1/2	99 1/2	99 1/2
Reading...	71	70 1/2	71 1/2
Republic I & S...	37 1/2	37 1/2	37 1/2
St. Paul...	96 1/2	96	96 1/2
South Railway...	22 1/2	22 1/2	22 1/2
South Pacific...	96 1/2	96	96 1/2
Studebaker...	87 1/2	86	87 1/2

LIFE RAFTS FOR SALE. Tenders will be received by the undersigned up to noon, February 23rd, 1920, for the purchase from the Department of Naval Service of 23 Life Rafts. These are stored in Nos. 6 and 7 Sheds, at West St. John, and permission to inspect them may be obtained from Agent, Marine Department, St. John, N. B. (Sgt.) W. LAURIE, Naval Store Officer. H. M. G. Dockyard, Halifax, N. S., February 18th, 1920. 109928-1-19

NOTICE. By order of the Council of the Municipality of the City and County of Saint John, a Bill will be presented at the next session of the Legislature of the Province of New Brunswick for enactment. The nature of the Bill is local and the object of the Bill is to enable the Commissioners of the General Public Hospital in Saint John to erect and maintain a building for the accommodation of nurses and pupil nurses in training, and to maintain a school for training nurses, and also to enable the said municipality to borrow money and issue bonds in payment of such building. Dated this twenty-second day of January, 1920. JAMES KING KELLEY, K.C., County Secretary. 109014-8-8.



Good purchase to be made here. This ad. will convey an idea of the different prices, but the quality and value can only be judged by seeing the goods.

SUITS, \$15, \$20, \$25, \$28, \$30—Savings of \$5 to \$15. Regular and waist-line Coats.

OVERCOATS, \$15, \$18, \$20, \$22.40 to \$32—Savings of \$8 to \$15.

TROUSERS—Heavy Whipcord Trousers, \$7.25. Dollar Day Price, \$6.

SLICKERS, \$8.50. GLOVES, broken sizes, \$1.50. Regular \$3 and \$3.25. DRESS SHIRTS, unlaundered, \$1.50.

## GILMOUR'S

68 King Street

## MAINE DIVORCES AT HIGH MARK

More Than 1,200 Decrees Were Granted Last Year.

Augusta, Me., Feb. 18.—Maine attained a high figure for divorces for the last year, slightly more than 1,229 decrees having been granted in comparison with 847 for the preceding year. Whatever the explanation may be, every county in Maine shows a decided increase in the divorce rate, Washington county leading with more than doubled figures. Returns by counties as shown on the record at the division of vital statistics of the State Department of Health for the year 1919: Androscoggin, 118, 79; Arrowsmith, 88, 36; Cumberland, 176, 102; Franklin, 49, 29; Hancock, 42, 40; Kennebec, 122, 78; Knox, 64, 55; Lincoln, 17, 14; Oxford, 56, 30; Penobscot, 159, 118; Presqueville, 38, 28; Sagadahoc, 33, 30; Somerset, 58, 46; Waldo, 40, 32; Washington, 76, 38. Returns from York county are not yet complete, now standing 76 for 1919 and 92 for 1918, but the clerk of courts there has sent for further blanks on which to complete his record which will undoubtedly bring the 1918, it will also be noted that the divorce rate during the last year shows a record breaker. The first self-indicated a record breaker. The first records available, those for 1919, when the registration of vital statistics was first made a legal requirement, there were 522 divorces granted, or less than half the number last year. The divorce rate in 1912 and up to 1900 had just reached the 150 mark.

C. P. R. Earnings. Montreal, Feb. 17.—C. P. R. earnings for the week ended Feb. 14, 1920, were \$3,547,000, an increase of \$644,000.

USE The Want Ad Way

## The Dollar Will Loom Large At Wiesel's Tomorrow!

A few brief words about what WIESEL'S GREAT SHOE STORE has for Dollar Day shoppers—for Men, Women and Children.

**Ladies'**

**Ladies' Mahogany High Cut Lace Boots** with Neolin sole and rubber heel; sizes 2-12 to 7 ..... \$4.85

**Ladies' Patent High Cut Lace Boots**, reliable quality, velvet tops ..... \$2.85

**Ladies' Grey Kid High Cut Lace Boots**, made with patent leather vamps and Louis heels ..... \$4.95

**Ladies' Grey Felt Julietts** with low heels ..... \$1.48

**Women's Fat Ankle Boots** in sizes 3, 3 1/2 and 4 only ..... \$2.85

**Ladies' Grey and Brown Gaiters**, high cut ..... \$1.58

**Ladies' Lace Boots** in patent leather, with black cloth tops. Sizes 2-12 to 4 1/2 ..... \$2.00

**Ladies' Foothold Rubbers**, 66c.

**Ladies' White Rubbers**, all sizes ..... 59c.

**Infants' Soft Sole Button Boots** with brown, red or white tops. Sizes 1, 2 and 3 ..... 45c.

**Men's and Boys**

**Men's Mahogany Blucher Cut Boots**, round toes. Good-year welt soles of leather, fibre out-soles, rubber heels. Sizes 6 to 10 ..... On Dollar Day, \$6.85

**Men's 4-Buckle Fleeced-lined Overhoes** in sizes 6, 9, 10 ..... \$3.35

**Men's Mahogany Calf Good-year Welt, Medium Recede Toe Boots** ..... \$6.95

**Boys' Solid Leather Blucher Boots**—Sizes 4 and 5 only ..... \$2.85

**WIESEL'S CASH STORE**  
243 UNION STREET

## \$1,500,000 GUNNS LIMITED

Seven Per Cent. Cumulative First Preferred and Participating Stock

Dividends payable quarterly on February, May, August and November 1 to holders of record of the 15th day of the preceding month. Redeemable in whole or in part, at the option of the company at 110 and unpaid dividends on any dividend date after 30 days' notice.

TRANSFER AGENTS  
Montreal Trust Company  
Toronto and Montreal

REGISTRARS  
The Royal Trust Company  
Montreal and Toronto

Capitalization  
(Upon completion of present financing)

	Authorized	Outstanding
Seven Per Cent. Cumulative First Preferred and Participating Stock—		
Par Value \$100 . . . . .	\$1,500,000	\$1,500,000
Common Stock, par value \$25	3,500,000	1,760,350

### NO BONDS

Banking and investment circles have always considered the packing business with confidence. Dealing in the necessities of life, the business has a stability, the history of which has proven that its securities afford safety, even during periods of financial depression.

The following information is summarized from a letter from Brigadier-General John A. Gunn, President of the Company:—

1. Net tangible assets of \$294.00 per share.
2. Net liquid assets of over \$157.00 per share.
3. Strict provisions against the ratios going below \$275.00 and \$125.00 respectively.
4. Sinking fund provision for the gradual redemption of the preferred stock.
5. No mortgage indebtedness permitted to be issued ahead of the preferred stock, except with the consent of seventy-five per cent of the preferred shareholders.
6. The stock will participate in increased earnings to the extent of 1% before the common stockholders receive more than 8% in any one year.
7. The income from preferred stock dividends is free from normal tax.
8. Exceptional security with ample earnings assuring the investor a return of over 7%.

Morris & Company, of Chicago, one of the three largest packing companies in the world, recently acquired a substantial common stock interest in Gunns Limited, the purchase price being par. The importance of this alliance is appreciated, when consideration is given to the inestimable value of Morris & Company's experience, co-operation, systems, etc. We consider the Morris connection with this fundamentally strong Canadian industry, which has recently doubled its capacity, will materially increase its volume of business and net earnings.

We offer you this stock after a most complete investigation, at:

**\$97.50 per Share (\$100 par value) yielding 7.18%**

and strongly recommend it as a thoroughly well secured investment.

Temporary Certificates will be ready on or about February 9.

The National City Company, through its experts, has made a careful analysis of the official statements, earnings and values of the properties of this Company, and while it does not guarantee them, it believes the statements in this advertisement to be correct and has itself acted upon such information.

## THE NATIONAL CITY COMPANY

Montreal Toronto Halifax  
GREENSHIELDS & COMPANY  
Montreal Ottawa Toronto