

Application of Golden Rule and Social Science in Business Advocated by U.N.B. Professor

An address on the application of the Golden Rule to business by Rev. Dr. W. C. Kierstead, professor at the University of New Brunswick, featured the annual meeting of the local branch of the Retail Merchants' Association which was held after a banquet at Bond's last evening. Officers of the association for the ensuing year were elected at the meeting as follows: R. A. Macaulay, president; A. E. Everett, first vice-president; S. L. Emerson, second vice-president; J. A. McKay, secretary, and J. H. Marr, treasurer. F. A. Dykeman, the retiring president, was named honorary president and chairman of the advisory board which includes A. Neil McLean, Daniel, A. O. Skinner, M. E. Grass and S. E. Fisher. Mr. Dykeman presided at the banquet and acted as chairman during the evening.

That the laws of competition, supply and demand and self interest were not of themselves sufficient principles by which to govern business but that over and above these was needed a knowledge and application of social science and human relations in the conduct of industry, Professor Kierstead declared. And even this was not sufficient. The Golden Rule should be applied to business and its specific applications made in the light of a wider knowledge of human relationships. The personality was the supreme factor in industry. The personality of the worker must be respected and he must be regarded not merely as a means but as an end. He believed that a better day was coming in the relations between employer and employee. It was only by winning the co-operation and love of his workers that the proprietor could get the best service from his workers, he declared.

F. A. Dykeman.

After welcoming the gathering to the banquet, Mr. Dykeman quoted statistics based on the retail trade done by 286 firms in the United States and Canada during the year 1920. The aggregate volume of business done by these people was about \$200,000,000. On the basis of the replies received it had been

INTERNAL BATHS CHECK DEADLY EFFECTS OF HARDENING OF ARTERIES

High blood pressure, meaning hardening of the arteries and heart disease, is a condition which frequently becomes dangerous after the age of forty. As is well known, the blood pressure is regulated by the state of the arteries. Hence it should be our aim to keep our arteries as young as possible.

The best means of reducing blood pressure, and preventing hardening of the arteries lies in taking sufficient outdoor exercise and in keeping the system well regulated. Constipation must not be permitted to exert its harmful effects. It is the cause of auto-poisoning (or self-poisoning) with many attendant ills—headaches, biliousness, lack of energy, sleeplessness and indigestion.

The one remedy for constipation is the use of the internal bath. Pure warm water, applied with the J. B. L. Cascade cleanses and purifies the intestinal tract and removes the poisonous waste which accumulates there. The use of medicines for constipation is harmful.

The "J. B. L." Cascade will be shown and explained to you by E. Clinton Brown, Druggist, Union and Waterloo streets, P. N. Munro, 287 Main street, St. John, N. B., who will also give you free, on request, an interesting booklet by Dr. Charles A. Tyrell, "Why Man of Today is Not as Efficient." Booklet or information also obtainable at Tyrell's Hygienic Institute, 163 College Street, Toronto.

DANDERINE Stops Hair Coming Out: Thickens, Beautifies

35-cents buys a bottle of "Danderine" at any drug store. After one application of this delightful tonic you can not find a particle of dandruff or a falling hair. Besides, every hair shows new life, vigor, brightness, more color and abundance.

Free to Asthma and Hay Fever Sufferers

Free Trial of a Method That Anyone Can Use Without Discomfort or Loss of Time

We have a method for the control of Asthma and Hay Fever, which is of long standing and of proven development. Whether it is present as Hay Fever or chronic Asthma, you should send for a free trial of our method. No matter in what climate you live, no matter what your age or occupation, if you are troubled with asthma or hay fever, our method should relieve you promptly.

We especially want to send it to those apparently hopeless cases, where all forms of inhalers, douches, steam preparations, "patent smokes," etc., have failed. We want to show you that at our expense, that our method is designed to end all difficult breathing.

This free offer is too important to neglect a single day. Write now and begin the method at once. Send no money. Reply mail coupon below. Do it today—you do not even pay postage.

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FRONTIER ASTHMA CO., Room 27-28, Niagara and Hudson Sts., Buffalo, N. Y. Send free trial of your method to:

Name _____ Address _____ City _____ State _____

Kierstead said, in beginning his address. Was the Golden Rule needed in business, he asked. He went on to say that the law of supply and demand, the principle of competition and the principle of gain and self interest which operated in the working of business were not complete enough and adequate enough to regulate business of themselves. One must conclude that there was always legitimate for the business man to take what he could get.

TRY SULPHUR ON AN ECZEMA SKIN

Costs Little and Overcomes Trouble Almost Over Night.

Any breaking out of the skin, even fiery, itching eczema, or the quickly overcome by applying Menthol-Sulphur, declares a noted skin specialist. Because of its germ destroying properties, this sulphur preparation instantly brings relief from skin irritation, soothes and heals the eczema right up and leaves the skin clear and smooth.

It seldom fails to delay the torment of eczema. It suffers from skin trouble should obtain a small jar of Menthol-Sulphur from any good druggist and use it like cold cream.

MENTHOLATUM

Cools and heals Burns Scalds, etc.

JO-BEL

The Wonder Salve

We invite all afflicted with piles, eczema, salt-rheum, itching, chafing, pimples, sores, boils, cuts, bleeding at the nose, cold in the head, to profit by the experience of those who were similarly afflicted and give JO-BEL SALVE a trial.

All our testimonials have been from well known people who, out of gratitude for what JO-BEL has done for them, and in the interests of suffering humanity, have kindly permitted their names to be used.

Sold for testimonial sheet. Sold by all leading wholesale and retail drug stores. Price 50c and \$1.00 per box.

plication of this knowledge of special forces the problems in hand. It was in such a manner that the problem of unemployment would have to be met and studied if it were hoped to devise means to avoid a like condition in the future.

The significance of the application of the Golden Rule in industry and business was that it placed a Christian valuation upon life and upon the goods of life. After all personality was the supreme thing in industry. The individual must not be used merely to multiply gains of the proprietor. The individual and his personality should be regarded as an end and not as a means. To know, understand and direct his workers to win their love and comradeship was a noble ideal for the business of man.

Moreover, the speaker declared, this could be made to pay. He believed that the day of profit-sharing with employees was coming and a day of better relations and better understanding between employer and employee would soon dawn. He believed that that day would be brought about not by the teachers but by the high ideals in industry itself. The principles of justice must pervade international as well as industrial relations.

Other Speakers.

A. O. Skinner, one of the pioneer organizers of the R. M. A. in St. John, proposed the health of the association in a toast to which Robert Strain, of Woodstock, responded. During the course of his address, Mr. Strain paid tribute to the manner in which Miss F. D. Alward carried on the duties of secretary of the provincial association and this eulogy was re-echoed by several of the other speakers during the evening.

Mayor Schofield was warmly greeted when he rose to make a few observations on present business conditions.

William Hawker moved that a vote of thanks be extended to Professor Kierstead and to the mayor. In seconding the motion, F. W. Daniel expressed the view that the day was fast approaching when there would be a more widely extended application of the Golden Rule in business.

R. A. Macaulay, the newly elected president, expressed his thanks to the merchants of the city for the warm welcome and the encouragement they had given him when he returned to the office of the direction of his firm. He spoke appreciatively of Dr. Kierstead's address and assured the association his desire to do all that he could to forward its interests. He said that the retiring president had always given freely of his time and effort to promote the interests of the R. M. A.

T. F. Drummond, one of the pioneers in the R. M. A., gave a brief history of the organization. A vote of thanks was passed to the president for his services during the year.

During the evening, E. C. Girvan sang several solos. The meeting was over one and it was well after 11 o'clock before the company dispersed.

NEW FREEMAN CO. ANNUAL MEETING

The annual meeting of the shareholders of The New Freeman Publishing Company, Limited, was held last evening in the company's office, 46 Canterbury street.

RED PEPPER FOR COLDS IN CHEST

Ease your tight, aching chest. Stop the pain. Break up the congestion. Feel a bad cold loosen up in just a short time.

"Red Pepper Rub" is the cold remedy that brings quickest relief. It cannot hurt you and it certainly seems to end the tightness and drive the congestion and soreness right out.

Nothing has such concentrated, penetrating heat as Red Pepper, and when heat penetrates right down into colds, congestion, aching muscles and sore, stiff joints relief comes at once.

The moment you apply Red Pepper Rub you feel the tingling heat. In three minutes the congested spot is warmed through and through.

Nothing has such concentrated, penetrating heat as Red Pepper, and when heat penetrates right down into colds, congestion, aching muscles and sore, stiff joints relief comes at once.

"Face Disfigured From Eczema"

Writes the Nurse who finally tried D.D.D. "The disease had eaten her eyebrows away. Her nose and lips had become disfigured. Since the use of D.D.D. her eyebrows are growing. Her nose and lips have assumed their natural shape."

D.D.D.

THE Lotion for Skin Disease

For sale in St. John by E. Clinton Brown, druggist.

for lame back

which usually comes from strained or overworked muscles, Absorbine, Jr. is highly recommended.

Briskly rubbed in at the sore spot, Absorbine, Jr. will take out the pain and stiffness quickly, and restore the muscles to their normal, healthy condition.

Absorbine, Jr. is clean and wholesome and leaves no oily residue.

61.25 a bottle at most druggists. W. F. YOUNG, Inc., 344 St. Paul St., Montreal.

Absorbine Jr.



"Listen, Mother"

"HERE is a letter from Bessie, and she says she is feeling fine again after using Dr. Chase's Nerve Food."

"I knew it was just what she needed to build up her system after baby's coming."

"She says she is sorry she did not take your advice long ago instead of worrying along as a semi-invalid for so many weeks."

"What else does she say?"

"I will read you the rest. She says: 'My nerves got so upset that I could not sleep scarcely at all. Digestion was bad and I had palpitation of the heart. Baby got cross and irritable, and at

times I got terribly discouraged."

"When I got mother's letter urging me to try Dr. Chase's Nerve Food I was about ready to give up, and decided to give the Nerve Food a trial on the strength of what it had done for her."

"I cannot begin to tell you how thankful I am for that advice, for I am now well and happy, baby is doing fine and I know that the credit is entirely due to the use of the Nerve Food."

Dr. Chase's Nerve Food, 50c a box, all dealers or Edmanson, Bates & Co., Ltd., Toronto. The portrait and signature of A. W. Chase, M.D., are on every box of the genuine.

bury street, with the president, M. E. Agar, in the chair. The reports for the preceding year were submitted and general satisfaction expressed at the progress of the paper.

Directors were elected as follows: M. E. Agar, Edward Hogan, James E. Quinn, Francis I. McCafferty, W. P. Broderick, D.D.S., W. J. Mahoney, St. John; Mayor D. J. Collins, Grand Falls; J. D. Croghan, Newcastle.

At a subsequent meeting of the directors, officers were chosen for the year as follows: President, M. E. Agar; vice-president, J. E. Quinn; secretary-treasurer, W. J. Mahoney.

Getting Rid of a Stubborn Cough Is Child's Play Now

Make the Medicine Yourself at Home. It's Cheap—But You Can't Beat It.

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You can do this in two minutes by adding a little sugar and enough water to fill a half pint bottle.

You'll travel the world over before you get a medicine that will act so surely and quickly on the mucous membrane of the nose and throat. It halts the inflammation, the tickling sensation stops with the first spoonful, the heavy breathing goes and clean membrane free from irritation and mucous follows.

For Catarrhal conditions such as mucous droppings, clogged nostrils and watery eyes, it won't disappoint—ask for Parment (double strength). Speak plainly so that the druggist will know exactly what you want.

Instant Relief for those suffering from CORNS

Put one on—the pain is gone!

The Relief Is Lasting—A Positive Remedy

They protect while they heal. Thin, adhesive, waterproof, absolutely safe, so easy to put on.

Buy them at Drug, Shoe and Department Stores.

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Daily use of Cuticura Soap, with touches of Cuticura Ointment now and then, keeps the skin fresh, smooth and clear. Cuticura Talcum is also ideal for the skin.

Sale 25c. Ointment 25c and 50c. Talcum 25c. Sold throughout the Dominion. Canadian Depot: Leavelle, Limited, 24 St. Paul St., W. Montreal.

"Cuticura Soap shaves without mud."

Eyes Inflamed

If your eyes are inflamed, weak, tired or overworked; if they ache; if they show marks when they are closed; if they get a bottle of Bon-Opto tablets from your druggist, dissolve one in a fourth of a glass of water and use as an eye bath from two to four times a day. Bon-Opto allays inflammation, invigorates, tones up the eyes.

Note: Doctors say Bon-Opto strengthens eyesight 50 per cent in a week's time in many instances.

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Aspirin

WARNING! Say "Bayer" when you buy Aspirin. Unless you see the name "Bayer" on tablets, you are not getting Aspirin at all. Why take chances?

Accept only an "unbroken package" of "Bayer Tablets of Aspirin," which contains directions and dose worked out by physicians during 22 years and proved safe by millions for

Colds Headache Rheumatism
Toothache Neuralgia Neuritis
Earache Lumbago Pain, Pain

Handy "Bayer" boxes of 12 tablets—Also bottles of 24 and 100—Druggists. Aspirin is the trade mark (registered in Canada) of Bayer Motoren Werke, AG, Leverkusen, Germany. While it is well known that Aspirin means Bayer manufacture, to assist the public against imitations, the Tablets of Bayer Company will be stamped with their general trade mark, the "Bayer Cross."

Why People With Weak Nerves and Thin Blood So Often Fail in Life and are Trampled Down by Strong, Keen, Red-Blooded Men with Nerves of Steel.

Without strong nerves you lose your magnetism, force and courage. You feel your own weakness and others know that you are weak. Trifling things annoy you—this is a sure sign of nerve exhaustion.

Some people are born with a very small amount of nerve-vital fluid, because their nerve force has been squandered by the lives led by their ancestors. Others use up their nerve force faster than they can make it.

When your nerve force becomes weakened, all the vital organs of your body lose their normal strength and vigor and as a result all kinds of alarming symptoms may appear. From the pains across the back, one person thinks he has kidney trouble; another may think his spine is injured because of the tearing spots which may occur thereon. The dull heavy pain in the lower part of head leads another to think he is going to have paralysis and from the disagreeable fullness or pressure in the front of his head, another feels he is going to die from high blood pressure. Sleeplessness and nervous irritability, heart palpitation and indigestion are very common symptoms. Naturally your strength, vigor, endurance and brain power are all greatly weakened, and in such a condition you are in no position to compete with the strong, keen red-blooded man with nerves of steel. When you lack nerve force, there is only one thing that is going to help you—and that is more nerve force. In cases of nerve force exhaustion in which your nerves and brain cells are starving for want of a sufficient supply of nerve force or of nerve-vital fluid, it is worse than foolish

"Be Sure You're Right"

Then Go Ahead—That's Mighty Sage Advice.

When you ask your druggist for a bottle of Syrup of Tar and Cod Liver Oil for that cough be sure you get

Dr. Wilson's Syrup of Tar and Cod Liver Oil

(The Kind with the Yellow Wrapper.) 35c. the Large Bottle.

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