

THE EVENING TIMES AND STAR, ST. JOHN N. B., THURSDAY, APRIL 4, 1912

EASTER FOOTWEAR

HANDSOME New Spring Models in Footwear for Men, Women and Children are on display here, all ready for Easter Sunday and the opening of the Spring Season.

You will find Shoes here—dependable in quality, perfect in fit, with more value for every dollar you spend than you'll get in any other store in town.

High or low cut shoes as you may prefer. The latest novelties and staple styles.

THE LOW CUT SHOES ARE EXTREMELY ATTRACTIVE

IN OUR MEN'S SHOE styles can be seen all the new toe shapes. Button or Blucher's leathers of dull calf, velour calf, patent calf and the new tans.

\$2.95, 3.45, 4.00 to 4.50

IN OUR WOMEN'S SHOES — Button or Blucher styles. High and low cut shoes from the hands of the best shoemakers. Bright, dull or the new tan leathers.

\$2.48, 2.85, 2.95, 3.45 to 3.85

WIEZEL'S
CASH SHOE STORE
343 UNION STREET

PREFERENTIAL TRADE; THE WEST INDIES DELEGATION

Now for Something out of the Loyalty Professions of the Conservatives in The Last Election

(The Montreal Shareholder)
We trust that some thing tangible will result from the visit of the West Indian delegates to Canada. These delegates, to the number of fifteen, reached Montreal on Wednesday morning, and after spending a day in the city, proceeded to Ottawa, where preliminary negotiations were entered into. The conferences which will be held between the delegates and the Canadian government are expected to extend over a week or ten days and may possibly last even longer. The Canadian representatives are the Hon. George E. Foster, W. T. White and J. D. Reid. The West Indian delegates represent the following nine islands: Antigua, Barbados, British Guiana, Dominica, Montserrat, St. Kitts-Nevis, St. Lucia, St. Vincent and Trinidad. The population of these nine islands exceeds 1,000,000 while their imports of foodstuffs and manufactured articles, which Canada could produce, exceeds \$40,000,000 per year. The delegates are hopeful of being able to arrange a preferential treaty with the Canadian government, by which their fruits and tropical

products will be admitted into Canada either free or at a reduced rate, and, on the other hand, that Canadian flour, cereals, fish, bacon, lumber and certain manufactured articles, will be given a preference in the British West Indian Islands. The delegates point out that Canada and the West Indian Islands are in no sense competitors; the one produces what the other cannot, and so a mutual interchange of commodities would be profitable to both parties.

The present visit of the West Indian delegates is the direct outcome of the Royal Commission of Investigation carried on for the past two years by Lord Balfour.

This commission first set in Canada and obtained a mass of evidence from shipping companies, manufacturers and government officials regarding the possibilities of building up a large trade with the West Indian Islands. The commission then adjourned to the islands and took similar evidence there, finally ending up by sitting in Great Britain. They made certain recommendations which are embodied in a blue book, briefly summarized, these suggestions are

THE MAN IN THE IRON MASK



Catcher George Wilson, the Bowdoin College recruit in the International League. He is regarded as one of the "comers" of the season. He is at present training in Macon, Georgia.

BANGOR LEADS ST. JOHN IN WHITE PLAGUE FIGHT

Nova Scotia Shows the Way to New Brunswick in Providing a Municipal Sanitarium

(Bangor Commercial.)
The local sanitarium, which is to be conducted under the direction of the Bangor Anti-tuberculosis society in the house on Kendalweg avenue, which is to be used for the purpose, will probably be opened within the next two weeks. The tuberculosis camp has been taken out there, and several needed repairs are being made on the property, including a new clasp for the cellar and a deeper artesian well for a supply of pure water.

There are four patients under the charge of the society who are expected to go to the new sanitarium when it is ready. It is a most attractive place, the use of the old Freeman place having been secured. There is about an acre and a half of land, a birch grove, and pleasant surroundings. A woman will have the place in charge and the society nurses will care for the patients. It is expected that a great deal of good will result from the opening of this local sanitarium.

MUNICIPAL SANITARIUMS.
(Halifax Chronicle.)
In moving in the Nova Scotia legislature the second reading of the bill respecting municipal sanitarians, Hon. Mr. Armstrong outlined what had been done by the government in the past in establishing at Kentville the first central sanitarium in Canada owned and operated by the government. He said that the subject was one that was engaging the attention of the public, not only in this province, but in all the provinces as never before and how to successfully combat the disease of tuberculosis was one of the most perplexing and difficult problems of the present. He spoke of the very efficient work done by the provincial sanitarium, and of the desire of the medical profession and of those engaged in anti-tuberculosis work to further extend these institutions. In reference to a memorial largely signed by the medical men of the province, and in answer to the request of large delegations of the anti-tuberculosis society, as announced. The same delegation had further asked that some aid be given to municipalities and towns that undertook independent action. This was the object of the bill he was proposing.

It was along the lines adopted in Ontario that the British West Indies and Canada should enter into negotiations for the establishment of preferential trade, that a uniform customs rate should be adopted by the West Indies, and that a faster steamship service should be inaugurated between Canada and the Indies, and also cheaper cable rates established. These questions will be discussed by the delegates at the conferences which are to be held at Ottawa, and according to the West Indian representatives, the islands are ready to carry out to the fullest extent the suggestions embodied in the Royal Commission's report.

The islands are undoubtedly anxious for closer trade relations with Canada, and if Canada is wise she will make certain concessions and meet the Islanders half way in the present movement. There is no doubt but that the islands are on the eve of a great development, owing to the opening of the Panama Canal. This will place them on the highway of commerce between the Panama Canal and Europe and will do a great deal to stimulate their industries and commerce. The one great drawback to a fuller participation by Canada in the activity of the West Indies is the inferior steamship service which prevails at the present time. The Canadian Pacific railway has offered to establish a fast fleet of steamers between Halifax and the Indies and guarantee that uniform rates will prevail for ten years, in consideration that a subsidy of \$300,000 a year be granted, part of which is to be paid by Canada and part by the West Indies. At present time the bulk of the products of the West Indies go to the United States, the island of Jamaica in particular being practically controlled by the United States fruit companies.

It will be interesting to watch how much the Canadian Government will do in this matter, and how far they will carry out the professions of loyalty to the British

IT PAYS WELL TO COMPOSE A POPULAR SONG

A Single "Hit" May Earn For Its Author \$50,000 in Royalties — New York Publishing Centre

(New York Sun)

The publishing of sheet music, like every other form of business, has its risks mostly upon the theatrical profession for its existence, is confined mostly to New York city and its immediate vicinity. A child of no definite parentage, it has grown within a decade to one of the most lucrative branches of the vast enterprises that enter to the amusement of the pleasure seeking public. From a few meagre lots on Twenty-eighth street, the former "Melody Lane," it has, under the guidance of business men, become a substantial foundation for the building of beautiful buildings in one of the richest realty sections of the city.

There are hundreds of publishers in New York, but the few large or national concerns may be counted upon one's fingers. These few have their main offices or headquarters close to Broadway and may all be found within a radius of several blocks of Forty-second street. As in every other business, there are various branches in the publishing of sheet music. There are the high class editions, comprising operas, symphonies and the works of the masters. Then the publication of comic operas, musical comedy and the semi-classical scores, and finally the million odd copies annually of the popular or five and ten cent store editions. This latter, although the most humble of all, is really the most pretentious from a profit standpoint. Although sold on a small margin of profit to permit the retailer to sell it for ten cents, the volume of business which emanates from one hit song mounts high into the thousands of dollars.

There is a certain amount of glamour or fascination about the composition of a popular melody, the sight of one's name on the cover of the music, and more than all the possible royalties.

"In hardly any other business," said a publisher, "are the returns so great for the minimum amount of energy expended. That is, of course, from the composer's standpoint; for, as in any other national organization, the wheels within wheels, for worldwide distribution are just as complete and well oiled as in any other great system which extends from coast to coast."

"It is always of interest to the public, how a popular song or ballad is conceived, written and composed, but as a rule these conjectures hit wide of the true mark."

Net Dangers

Mr. Armstrong next dealt with some of the objections and prejudices against the establishment of these institutions and quoted from the chief health officer of Ontario to the effect that instead of being a source of danger, and injury to business and to property, the reverse is the result. The advantages of a local sanitarium were dealt with. The patient not being deterred by a long journey goes earlier and increases the chances of cure. The expense of travel is lessened, he is near home and has the comfort of being able to see members of his family.

He cited from Dr. S. L. Walker to the effect that the real problem was not so much treatment or prevention but that two classes of cases, those who are willing and able and those who are not, must be recognized. The bill provided that any municipality or incorporated town, may establish a sanitarium for the treatment of cases. Provision was also made whereby two or more municipalities could join under such arrangement as met with the approval of the governor in council. The government would assist to the extent of paying one-fifth, not to exceed \$4,000, of the cost of any such building and would also assist to the extent of \$150 a week for each week's actual treatment and stay of a patient at such sanitarium.

Financial Aid

The bill recognized the importance of the matter and was intended to afford some substantial aid to municipalities taking independent action and an invitation to them to act at the same time. He paid tribute to the forward attitude taken by some of the local societies in Colebrook, Inverness, Halifax, Antigonish and Guysboro and hoped as a result of these efforts, of the provisions of the measure and of the great need of assistance here as in Ontario, private individuals might be induced to donate towards the upkeep of some of these very desirable institutions.

Empire made during the last election. At that time they rejected reciprocity with the United States and declared for closer trade relations with the British Empire. The present is an opportunity for them to put their professions into practice and the outcome of the negotiations will be watched with the utmost interest. It is to be hoped that something tangible will result. The cost of living is mounting so high that the free entry of the products of the West Indies would do considerable towards lessening the cost in Canada. In this matter one country cannot expect to get all and give nothing, and Canada should be prepared to deal generously with our fellow British subjects of the West Indies.

"Eureka!" exclaimed Hiram Hoskins, who, with a lighted candle in his hand, was hunting for a leak in the gas pipe. A moment later Mrs. Hoskins sadly said: "That's just our luck. Now we'll have to pay out more money to get the roof fixed."

—Chicago Record-Herald.

Mr. and Mrs. David Corleary, of Paradise Row, left last evening on a trip to Boston and New York.

Cheap Tea is Dear Tea

SO declared the mother of a small family not long ago—
—And proved the statement true by simply relating her tea experience.
"I used a 30c. Tea for years," she said.
"One day the Grocer asked me to try a 40c. package of Red Rose—he told me it was better Tea. I found it better Tea, and—before I had quite finished the first package I thought it made more Tea. The second pound I used with care—

—And found out that less Tea in the Pot made a richer, finer-flavored Tea, if you know what I mean."

We know exactly what this lady meant—
—40c. Red Rose Tea is a richer, stronger Tea, more delicately flavored.

The 30c. variety makes about 150 cups—
—Whereas the 40c. Red Rose Tea makes about 200 cups.

So—You might as well have better tea for the same cost in the long run.

There are several grades of Red Rose Tea selling at different prices, but the 40c. grade seems to please best. It is not only fine Quality but goes farther.

"Red Rose Tea is Good Tea"



remonstrated. I informed him that it was almost an impossibility, but when he assured me of its importance, I gave him my word that the song would be shipped that night and it was.

"I called in my best lyric writer. In two hours the poem was ready for the composer. A half hour later the song was complete on my desk, and by five o'clock that evening all the proofs had been corrected and the mammoth galleys were grinding out the copies that were to become famous in a fortnight."

"This song alone realized thousands of dollars in royalty and earned, during its lifetime, nearly as much as the annual salary of the president which it elected. The latter day songs have, in the short space of three months, made their composers independently wealthy."

"One song writer, who, several years ago was a waiter in a Bowery dance hall, now has an income of from \$40,000 to \$50,000 a year, realized solely from the royalties derived from his popular songs."

Each large publishing house has its staff of writers and the opportunities for the layman or amateur to break into this field are few. The royalties on a popular composition which sells to the consumer for 10 cents fluctuate. As a rule they hover about the cent mark. That is one cent for every copy which is sold. This, perhaps, seems infinitesimal—a trifling sum small to be considered—but when one stops to consider that a successful song may sell

a million copies, or \$10,000 in royalties they will readily see that the half hour or hour devoted to its composition was no wasted.

Then there is the interpolation in a Broadway musical production, or when again, the "hit song" in that same performance. For instance, "Every Little Movement" in "Madame Sherry," is said to have earned \$30,000. "Day Dream," "The Spring Maid," as much, if not more with none of the expenses which are entailed in advertising a popular song. In musical production there is practically no outlay required. The song sells itself from the advertising it receives by the Broadway show.

Louis Mollainen who measures seven feet six inches in his stocking feet, was nominated at Hancock, Mich., for justice of the peace in Hancock township. Some years ago he left the vocation of traveling with shows as the "Finnish giant" and turned to the farm. He will have no position for the office.

"I'd buy a car if it weren't for one thing."

"What is that?"

"Having to look out for the other fellow."

"But if you have a car, the other fellow would have to look out for you, also."

"Gee! I never thought of that. I'll one." —Judge.

The Best Styles and Prices for

EASTER SHOES

are to be had at the

ASEPTO STORE

Corner Mill and Union Streets