

SOUND OPTIMISM MARKED THE ADVERTISING CLUB SPEECHES

"Just smile" was the remedy advocated for the cure of the present business depression by Charles M. Schwab, of the Bethlehem Steel Corporation, in an address given a short time ago before the Illinois Chamber of Commerce. This prescription was extensively elaborated, recently analyzed and largely justified last evening in a series of addresses given by W. Shivers Fisher, president of the Canadian Manufacturers' Association; Mayor J. D. McKenna, of Sussex; Horace A. Porter, manager of the St. John Exhibition Association; and A. M. Bell, president of the "Smile Meeting" of the St. John Advertising Club, at which R. A. Macaulay, the president, was in the chair and about forty-five members and guests were present.

After pointing out that, in comparison with other countries of the world, Canada was in a relatively peaceful condition and indicating the great industrial development of Canada and particularly the attraction of United States capital to this country during the last fifteen years, Mr. Fisher declared that, in view of Canada's immense natural resources and her splendid climate, Canadians had no reason to be down-hearted and every reason to smile. "The Land of Achievement," he said, "is a country where the American people were encouraged to buy Canadian bonds and to plant their money in Canada."

"When men in that rich and powerful country speak of Canada in those terms they should be smiling down heartily," said Mr. Fisher. "But," he continued, "we must get down to brass tacks and work and realize what a magnificent heritage we have in this great Dominion."

Why Suffer With Piles

When Pyramid Pile Suppositories Bring Such Blessed Relief

Yes, Pyramid Pile Suppositories are simply wonderful. They relieve, soothe, and cure. They are the only remedy that brings such blessed relief.

valuing sense of pressure and enable you to rest and sleep with comfort. The fact that almost every drug-druggist in the U. S. and Canada carries Pyramid in stock at 50 cents a box is evidence of its popularity. Buy it, try it, and you will know. Send your name and address to Pyramid Drug Co., 1000 Broadway, New York, N. Y., and you will receive a free trial box of Pyramid Pile Suppositories.

THIN, FADED HAIR NEEDS "DANDERINE" TO THICKEN IT

80 cents buys a bottle of "Danderine" which in minutes after the first application you can not find a single trace of dandruff or falling hair. Danderine is the hair what fresh showers of rain and sunshine are to vegetation. It goes right to the roots, invigorates and strengthens them, helping your hair to grow long, thick and beautiful. Girls! Girls! Don't let your hair stay lifeless, colorless, thin, scraggy. A single application of Danderine will double the beauty and radiance of your hair and make it look twice as abundant.

Cuticura
Quickly Soothes Itching Scalps
Treatment: Gently rub Cuticura Ointment, with the end of the finger, on spots of itching. Follow next morning with a hot shampoo of Cuticura Soap. Repeat in two weeks. Nothing better than these fragrant super-creamy emollients for all skin and scalp troubles.

JO-BEL
THE WONDER SALVE
ANOTHER MAN SAVED FROM THE KNIFE

We do not claim that JO-BEL will cure everything, but we do claim that it has positively cured cases of piles that other remedies only temporarily relieved. To the testimony of the other Saint John people we are privileged to add that of the well known Provincial Constable, Mr. Robert Crawford, 8 Canon Street, who has been advised only one operation would cure him.

Sole druggists, price 50c. and \$1.00. See testimonial display, G. A. Camm, 50c. and \$1.00 bottles in drug stores, Charlotte Street.

JOS. A. MURDOCH,
137 Orange Street

of ours. Work is the paucity for all.

Big Developments Possible.

After referring in a general way to the inexhaustible natural wealth of the Dominion, Mayor McKenna localised the reasons for optimism by telling of the work that had already been done in developing the oil shale of Albert county and predicted that if operations there were carried on on the same scale as they were in the oil shale of Alberta county, the expenditure of millions of dollars in that district and the foundation of a town of about 10,000 people in Alberta county. Coming nearer home, he said that in Kings county a cement company, after making extensive experiments of the marl and clay for cement manufacture there, had bought a large tract of land and were contemplating beginning building operations in the spring. This industry, if established, would mean millions to the province and the foundation of another small town in Kings county.

Mr. Porter, who spoke on the theme "Advertising Brings Smiles," analyzed the meaning of advertising and illustrated how its use stimulates trade and brought smiles to all concerned who were benefited by advertising.

Mr. Bell, the first speaker of the evening, in his introductory remarks he illustrated the value and healthful influence of a smiling countenance in business and in social life. The man with the smile had often a better chance of advancement, even though he was inferior in ability to another man whose countenance was of the long drawn variety.

A Million Dollar Smile.

"I'd give a million dollars if I had Charlie Schwab's smile," was the way one big United States manufacturer had of expressing his opinion of the value of a smile in business. The man with a smile was always able to get closer to other men and to understand them better.

One of the greatest reasons why Canadians should be optimistic is that, as head of the Canadian manufacturers, because they were living in a country that was highly favored. Troubles were found in other countries. Even in the United States with all its wealth there was discontent and depression.

Notwithstanding the present depression in industry, it was remarkable how little real distress there was locally, he said. In this regard the early fears that had been expressed at the beginning of the winter had not been realized. The winter had been a great success.

It was sometimes said that in the maritime provinces opportunity was limited, and to a certain extent this was true. But he asked, where could there be found more hearty, wholesome, and contented people than those who were to be found in these provinces?

Unfortunately, he said, the people of the middle west did not know so much of the people down by the sea as they should. This would be to their detriment, for the annual convention of the Canadian manufacturers met in St. Andrews this year after which a broader and more cheerful outlook would be made through the three lower provinces. In these provinces, with their beautiful climate, beautiful country and great natural resources, there were, he declared, great opportunities for young men.

Industrial Development.

Advertising to Canada's industrial development, Mr. Fisher said that during the last fifteen years there had been established in Canada between 600 and 700 branches of United States industries. Although some people looked askance at this influx of American capital, Mr. Fisher declared that it ought to be hailed with delight.

We want dollars, brains and industry from every quarter, he declared. These Canadian branches were now doing a great amount of export business with other countries that were formerly done by the parent houses in the United States, Mr. Fisher said. The reason for this was because Canada, as a member of the British commonwealth of states, enjoyed certain trade preferences, and because there was also a "drawback" of ninety-nine per cent. on raw materials imported into Canada for manufacture here.

Speaking of the interdependence of businesses, Mr. Fisher said that the spirit of co-operation must thrive. He likened the connection to the human body and said that no part of it could be affected without the effects being felt in every other part. Every part of the country must have consideration for every other part.

On the transportation question, Mr. Fisher declared that the maritime provinces would have to have the central part of the country with them, and he thought he saw evidences indicating that the upper provinces were now lining up on the side of the maritimes.

The maritime provinces controlled the situation for five or six months of the year, he said, because it was only through the maritime province ports that Upper Canada could obtain access to the Atlantic without going through a foreign country. "We hold a key position in the development and welfare of this country," Mr. Fisher declared.

Maritime Resources.

The great variety of maritime resources, he thought sometimes, might be the very cause of their weakness. And yet this should not be for in these provinces there were resources of forest, field, sea and mine and, were not the benefits of the application of labor the fundamental factors in the creation of all wealth, these things constituted a great opportunity for vigorous development.

Plain Facts for Stomach Sufferers

Digested food makes us strong, vigorous, healthy. Dyspepsia are invariably weak and ailing. All they need to make them strong and well is the power to digest food, and that is just what **Wetzel's Stomach** gives. It helps the stomach, liver and bowels to do their work efficiently. Sold in 50c. and \$1.00 bottles in drug stores.

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Corns? —just say Blue-jay to your druggist Stops Pain Instantly

The simplest way to end a corn is Blue-jay. A touch stops the pain instantly. Then the corn loosens and comes out. Made in two forms—colorless, clear liquid (one drop does it) and in extra thin plasters. Use whichever form you prefer, plasters or the liquid, the action is the same. Safe, gentle. Made in a world-famed laboratory. Sold by all druggists.

Free. Write Druggist & Book, Toronto, for sample book, "Correct Care of the Feet."

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Could Not Eat

Constipation is caused by a torpid condition of the liver. Dosing with salts, castor oil, etc., to move the bowels, cannot afford more than temporary relief.

If you are to rid yourself of this ailment and the scores of annoying symptoms and diseases which come in its wake, it is necessary to get the liver right by such treatment as is suggested in this letter:

Mrs. Alvin Richards, R. R. No. 1, Seelye & Bay, Ont., writes:

"For two years I was afflicted with indigestion, and in the morning when I got up my breath was bad. I had a poor appetite, and just felt like eating. I used many different medicines as a laxative without benefit, and the doctor's medicine did not help me at all. Finally I used Dr. Chase's Kidney-Liver Pills, and found them better than anything I had ever tried. I can highly recommend them to anyone troubled with constipation or kidney troubles."

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