

THE EVENING TIMES-STAR, SAINT JOHN, N. B., THURSDAY, OCTOBER 8, 1925

## NEW BRUNSWICK SCALE TO BE CONTINUED; GRAND FALLS DEVELOPED FREE OF POLITICS

Continued from Page 8.

that great store given by nature, to produce part to ship abroad. For this purpose the Maritimes were well situated with direct ocean connections with the markets of the world. It was absurd to see foodstuffs that could be produced here imported from other countries and sold despite the freight and other charges, which the others must absorb. Co-operation was the keynote of the Canadian Manufacturers' Association. He thought it was a great thing to see men in business or industry get together, not for the purpose of advancing prices but for mutual counsel and advice.

### LAUDS MERCHANTS.

It was a great thing for the province, he continued, that it had such a fine organization of good men as the Retail Merchants' Association. He paid a special tribute to the work of Miss Alward, the secretary.

Courage, confidence, hard work and self-reliance were the four important steps to success, he said in conclusion.

### MR. RITCHIE SPEAKS.

Hon. R. J. Ritchie declared that everyone present should feel an incentive to go out of the meeting with stronger and deeper feelings in reference to the city, the province and the Maritime Provinces. All should be on the alert and should let the Government, whether Conservative or Liberal, feel that the Maritimes were asking not for sympathy but for simple justice.

They should demand from their public men the same spirit that had moved the present Premier of New Brunswick, Hon. Dr. J. B. M. Baxter, to lay down the principle that all should stand together and to declare that if the new Government, in case a new one were elected, did not do what it should for the Maritimes, he would resign, Hon. Mr. Ritchie asserted. What was wanted was not pleasant words but a determination to have the rights due these provinces.

### PROPOSES CHEERS.

He went on to say that all should give three cheers and another one for

Premier Baxter and his stand for the Maritime Provinces.

When time came to go to bed on Sunday night he would have completed his 82nd year, he said, and when he arose on Sunday morning he would commence his 83rd. He was strong for Saint John after spending the 82 years of his life here and was proud to see three such Saint John men as David Magee, chairman of the meeting; Hon. Dr. Baxter, Premier of the province, and Acting Mayor Frink seated at the head table.

### GLAD TO BE IN CITY.

Mr. Douglas said that he was glad to be in Saint John to renew acquaintances made last spring and also because of the feeling in regard to the Maritime Provinces that he had experienced when here. He complimented the New Brunswick board on its representation at the meeting. He wished to convey the greetings of the Dominion Board, which had been formed in 1896.

Since his last visit here he had been endeavoring to make a survey of business conditions in Canada and felt that he could discuss the outstanding problems confronting the retail trade. The last 25 years had seen a great change in conditions. Some considered that these were the result of natural economic evolution but others believed that the present tendency of business to resolve itself into large corporations would reach a saturation point and it would be then that the individual stores would have the opportunity to show the service they had been intended to render.

The original trade condition of the country had been shown that the small stores built at the cross-roads had built up a unity of spirit and enterprise that had resulted in the growth of the present cities.

### GROWTH OF CITIES.

The growth of cities was determined many times by their natural physical locations. He believed that, when the people of the smaller districts had got together more there would be a great increase in the prosperity of the whole country.

The retailer must increase his personal contact with the consumer by a greater co-operation of interest. He believed that the time was coming when the banker, farmer, financier, laborer and others must come to realize that his prosperity and that of all depended on the measure attained by each.

He suggested a conference of the various classes with representatives of the Government to discuss economic questions and to lay down principles of conduct in relation to them. He believed that conditions today in the retail business were not so good as they should be. The fault did not lie wholly with either the retailer or the consumer. They must take the conditions as they found them and must seek a remedy. They should regain the personal element so largely lost.

### LOCAL BUYER READY.

The local buyer was ready to support the local seller if the latter could offer him a price as low as he could get outside and was ready to support him even if the price were somewhat larger, if the seller could create a sufficient interest in himself.

Greater publicity was the way in which this interest could be created. He told of one provincial Retail Merchants' Association which had got a grant of \$10,000 from the Government of the Province, had spent \$5,000 of its own money and had been given about \$20,000 worth of free space to conduct a "buy at home."

The Dominion Board had gone to the Dominion Government and had recently received from the Post Office a reduction in price for mailing circulars. He believed that a great deal of business could be created by putting the name of a business into the hands of a housewife and believed also that the housewife would be glad to hear of articles and their prices in this way. He received the resolutions passed by the Dominion Board to assist the retailers in improving trade conditions.

### CARTAGE CHARGES.

The first matter discussed was that of cartage charges. This included charges made for the delivery of goods from the warehouses to the point of delivery and also charges made by some manufacturers and wholesalers for the packages in which goods were put up. Many of the retailers did not keep an accurate account of their operating costs and the result was that these charges became a direct loss. The association had recommended that the executive try to get the manufacturers and wholesalers to absorb these charges and to make them part of their operating costs.

### TAXATION PROBLEM.

Taxation, he declared, was one of the outstanding problems of the day, particularly to the retailer. The tax particularly discussed was the stamp tax on checks, notes, receipts and drafts. After considering everything the association had decided that this was a special tax on a special class. They felt it was unfair and that every effort should be made to have it removed or reduced.

The income tax had also come in for much discussion. The amount of revenue had been reduced and he felt this was due to the failure of some to make proper returns. The only ones of whom they could be sure were those whose incomes were fixed and he thought the tax was unfair for this reason.

### SECTIONAL TRADE.

Because of the large number of classifications of retail business the association was trying to develop the trade sectional idea and to have each class of business consider its own problems and submit their findings to a central committee. He would suggest affiliation with other organizations in order to carry this out thoroughly. The question of weights and measures inspection had been considered

The retail merchants, as the greatest users of weights and measures, provided an annual sum of about \$300,000 for this purpose. They felt that, as the inspection was made for the protection of the public at large, the public treasury should pay the costs. He thought the Department of Trade and Commerce was coming to realize the truth of this belief. They had been successful in getting an act to prohibit false advertising but thought it was not enforced strictly enough. It was the idea of the association that the provincial governments should be made to realize that it was the duty of the crown prosecutor to prosecute cases of violations rather than that of the associations.

### WOULD STOP SMUGGLING.

The association had asked the Government to more strictly enforce the smuggling regulations in order to prevent dutiable goods being brought in free and sold in competition with those coming by the regular channels. In regard to the question of credit defaults, where a debtor moved from one province to another, he told of a change in the law which the association was trying to bring about. At present it was necessary to get a judgment against the creditor in the province to which he moved. They wished the law changed so that registration of the judgment obtained in the province where the goods were bought in the court of the province to which the creditor had moved would be sufficient. The matter of the sales tax had been taken up with special reference to printers and confectioners. When first put on it had affected a great many manufacturers who were really retailers. It had been removed in many cases but the two classes mentioned were still liable. The association was now moving to have them freed also.

EXPLANATION SOUGHT. The Dominion Board was making every effort, the speaker continued, to have the business principles of profit and cost of operation explained in order to correct the impression in the minds of many that the difference between the buying and selling prices was the profit. They were also working on the automobile luxury tax refund question and their records were about ready for presentation to the Government. The matter of contracts had been discussed and an earnest effort was being made to have the retailers take special pains to make sure their contracts were

fair to themselves as well as to the other parties.

### FREIGHT RATES.

The retailers had a great interest in the matter of freight rates, he declared, and felt they should be represented on the freight classification committee and allowed to make recommendations to the Railway Commission.

The matter of price cutting on trade marked goods was discussed by Mr. Douglas. He declared that many retailers were giving the impression by reducing their prices for these standardized goods that all their prices were lower, whereas they were making up the difference on other lines. This was destroying confidence between buyer and seller, he said. The retailers were to blame for this price-cutting error, he declared, because they had not properly co-operated.

There were more than 150,000 retailers in the country and the organization could be the most representative on the continent. With the interest in the life of the community and of the country that it would have, he continued, it would make for the greater prosperity of the Dominion. It was not an organization for self-profit or self-protection, but for the good of the people as a whole.

The aim of the association, he said, was to try to make possible for the individual store the margin of remuneration it fairly earned by its service to the community. A standing vote of thanks was taken to the speakers of the evening on motion of M. E. Grass and Alex. Skene.

### Gagetown Church Is Moved Two Miles

GAGETOWN, N. B., Oct. 7.—The Upper Gagetown United Baptist church which was re-dedicated on Sunday was moved a distance of two miles and had to be taken across railway tracks twice and over a bridge 50 feet long. To get the church over the bridge it was necessary to take one side off and to build a trestle.

Rev. L. F. Wallace, who was the pastor of the church during the summer and largely instrumental in having it moved, left this morning for Nova Scotia. On Monday evening the Ladies' Aid of the church met at the home of Mrs. S. C. Weston and presented to Mrs. Wallace, the pastor's wife, the sum of \$57 in appreciation of the work of Mr. and Mrs. Wallace during their stay here.

## The Perfect Blend

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### Newcastle Assault Case Is Dismissed

NEWCASTLE, N. B., Oct. 7.—William Groat and Joseph McCarthy, charged with assaulting Joseph Dickson, a police officer, then and there engaged in doing his duty, were

found not guilty by the petit jury, and were discharged in the circuit court here today.

L. Julmont, charged with wilfully damaging a cow, the property of Daniel and George Delfon, pleaded guilty to the charge and was given a suspended sentence of one year under a bond of \$1,000.



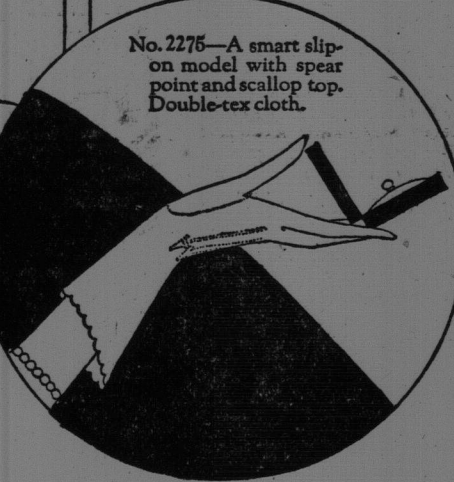
## NEWEST GLOVE CREATIONS

### Paris Styles in chic 'Chamoisettes'

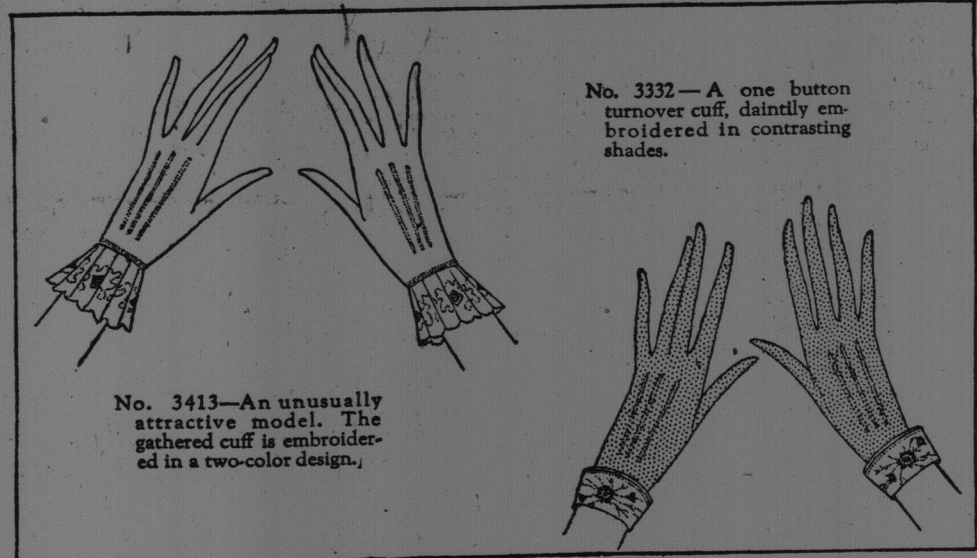
Autumn's loveliest offerings. Kayser, of course, interprets the vogue. Smart gloves, but not expensive. You'll see these models worn by women who are most particular.



No. 3315—Straight cuff with two shades of dery gracefully designed. One button.

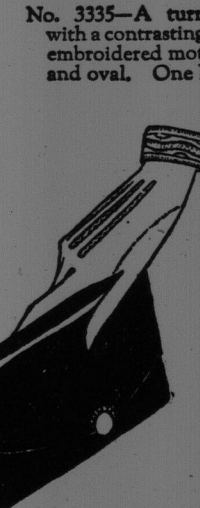


No. 2276—A smart slip-on model with spear point and scallop top. Double-text cloth.

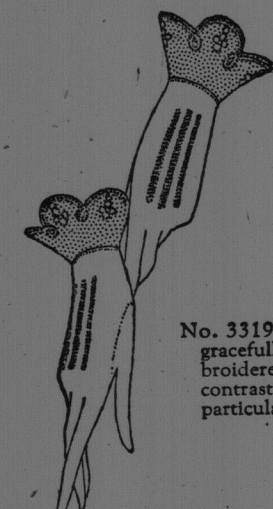


No. 3413—An unusually attractive model. The gathered cuff is embroidered in a two-color design.

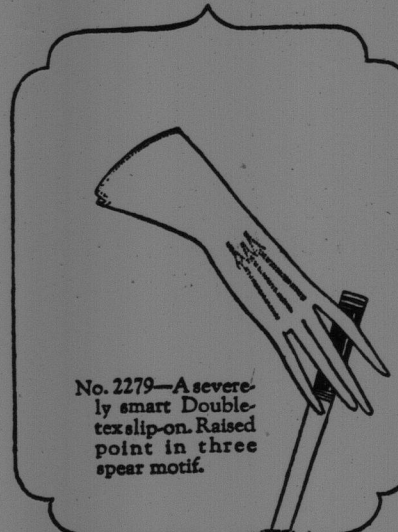
No. 3332—A one button turnover cuff, daintily embroidered in contrasting shades.



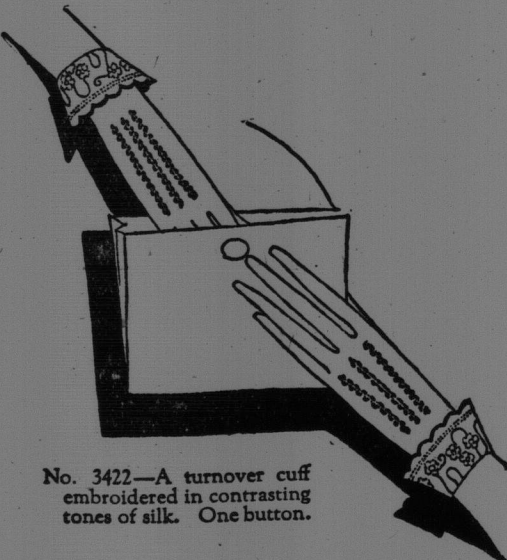
No. 3335—A turnover cuff with a contrasting color and embroidered motif in wave and oval. One button.



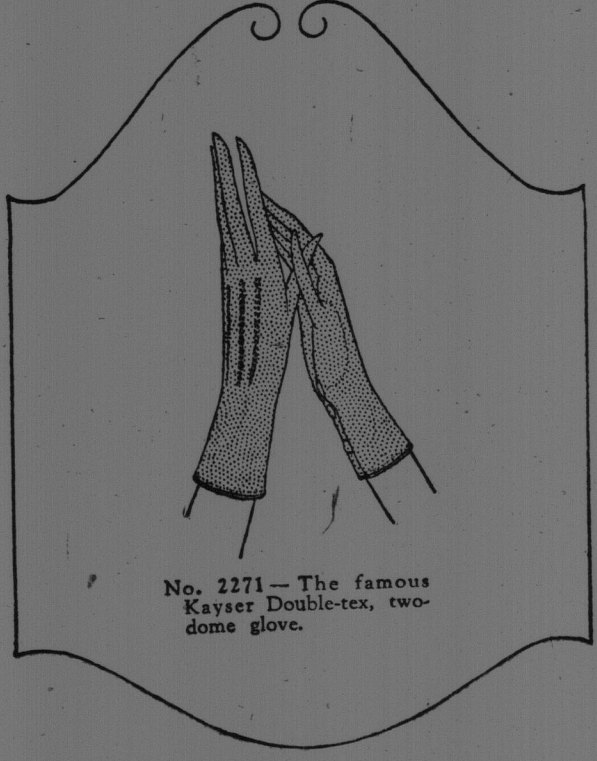
No. 3319—Flaring gracefully, this embroidered cuff in contrasting colors is particularly smart.



No. 2279—A severely smart Double-text slip-on. Raised point in three spear motif.



No. 3422—A turnover cuff embroidered in contrasting tones of silk. One button.



No. 2271—The famous Kayser Double-text, two-dome glove.

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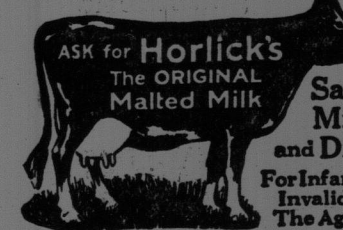
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