

OUR FRIEND ZIMMERMANN

By Gilbert Hirsch

The report coming from Berlin that von Jagow is about to be replaced as Foreign Minister by his under-secretary, Alfred Zimmermann, is one of the most auspicious omens for the future of German-American relations that have occurred since the outbreak of the war. For to Zimmermann, more than to any other German, belongs the credit for the maintenance of peaceful relations between the two countries. His advocacy of a conciliatory attitude toward us has earned for him the bitter condemnation of Count zu Reventlow, who has bracketed him with Bethmann-Hollweg in a typical Pan-German condemnation of Count zu Reventlow, who has called him "too weak" for good of the country.

And Zimmermann has done more than merely advocate conciliation toward us. He has practised it unceasingly, pouring the oil of his amiable personality on waters dangerously troubled, sometimes by the policy of his country, sometimes by the personality of his chief. For von Jagow has not been an easy man for any of the foreign diplomats to get on with. He is mysterious, smooth, and subtle, defying curiosity. Perhaps the most revealing thing about him is a look in his eye which suggests perpetual irritation kept well under control. It is not like the irritability of his predecessor in the Foreign Office—Kiderlin-Waechter—whose excessive energy took the form of a Bismarckian gruffness, sometimes jovial and sometimes cruel. It is rather that of a man who is somewhat of a dilettante and resents the pricks of a calling requiring incessant activity. It is said that he accepted the office with reluctance, and only after the repeated command of the Kaiser. And from the very day of his arrival at Wilhelmstrasse 76, rumors of impending dismissal have been current.

No one seems to know quite definitely whether a certain haughtiness and coldness in von Jagow's manner toward foreign diplomats, even before the war, has been due to pride of country and of caste—for he belongs to the oldest Prussian nobility—or to the timidity of a man not quite sure of himself. Whatever the reason, it resulted in a strong preference, on the part of Ambassadors and Charges d'Affaires in Berlin, for dealing with his Under-Secretary, and they invariably found Zimmermann not merely pleasant, but helpful. Neither duplicity nor secrecy seemed to be elements in his ideal of what a diplomat should be. When he has not been able to give them officially the information desired, he has always, when allowable, given a hint. When even that is unofficial position allows him to be more explicit. That favorite word of the average Prussian official—"ausgesprochen"—("Quite out of the question")—finds no place in his lexicon.

Liked by Americans

All Americans like him. From the personal adviser and friend of the President, who has publicly expressed his admiration, down to the least important member of the dwindling "American colony"—all like him for his innate democracy and his very real understanding of our national temperament.

"He is a man you can talk to," I was told by an American who has been for years in business in Berlin. "You don't need an introduction. Send in your card. If he's busy, you may have to wait two hours—or even three. But he'll see you. And you can talk with him frankly about anything." As you entered his room—a small study on that second floor of the Foreign Office, where Bismarck once had his living apartments—he rose to receive you with an open smile of welcome, free of any hint of official mannerism. He might be a Bismarck, but he is not. He is built on generous German lines, with blue eyes and reddish-blond hair and mustache. He radiates energy and vitality, talks with apparent spontaneity, and listens eagerly, and with an open mind.

He was fortunate in the diplomatic training he secured. For he was attached, not to the various German embassies—sacred to the blunders of titled German officials—but to the consulates—which have furthered the interests of expanding German trade. After working his way upward by sheer ability in the service of his Government at home, beginning as a very minor official in his native East Prussia, he was appointed to a number of consular posts in China. At Shanghai, at Tientsin, at Canton, he learned from the German commercial world a much more successful brand of diplomacy than that practised by German officials. And even after he was called home to preside over the political division of the Foreign Office, his friends continued to be the big business men of Germany, rather than the high dignitaries. Formalities bore him. And, being himself a self-made man, his sympathies are with the men who have achieved distinction, rather than with those who have inherited it.

For this reason, he has been as bitterly resented and as much intrigued against by colleagues and subordinates as any public man in Germany. Ever since his appointment to the Under-Secretaryship there has raged around him a fight which will now undoubtedly result in radical changes in the spirit and personnel of German diplomacy.

A Commoner Surrounded by Nobility

A commoner almost entirely surrounded by counts and barons, he was regarded by the aristocratic party as a rank intruder. A German said to me in Berlin:

"When an heir is born into certain noble families, and he does not want to enter the army, if he is not notoriously

divine his private sentiments about this war? Is it an insult to his patriotism to doubt that he is completely persuaded of its necessity?" Zimmermann, he declares, told him on more than one occasion before the war that the "policy of alliances" which was dividing Europe into two armed camps was one of which he heartily disapproved.

"When I took leave of him," continues Beyens, "before returning to my unfortunate country, already invaded by the German advance guards, he said to me in a sincere and disheartened voice: 'Ah! This war is indeed the end of the policy of alliances!' And he believes in the sincerity of Zimmermann's eleventh-hour efforts to avert the war."

"On the afternoon of the fateful first of August—M. von Jagow and Zimmermann (I have it from the latter) hurried to the Chancellor and to the Emperor, hoping to obtain an order preventing the launching of the general mobilization, and to persuade His Majesty to wait until the following day. . . . Their efforts broke against the invincible opposition of the Minister of War and the chiefs of the army."

Zimmermann's antagonism to war is ascribed by the Belgian diplomat to his friendship with the leaders of German industry. "How," he asks, "would it be possible for a man so enlightened as Zimmermann, so well in touch with the desiderata of the German industrial world, not to be a pacifist?"

MONCTON

Moncton, Dec. 8.—Mrs. W. J. Chisholm and daughter Miss Esther of Winthrop Highlands, Mass., are visiting in the city, guests of Mrs. Miss Sears, Gordon St.

Mrs. Jas. H. Moore left this week for Sussex, where she will be the guest of Mrs. Arthur Maggs.

Mr. and Mrs. H. H. Colpitts have returned from a trip to New York, where they were visiting their son, Mr. Walter Colpitts.

Mr. S. C. Charters of Point du Chene, was in town Wednesday. Miss Ethel Gaudet of Boston, is visiting relatives in Moncton and Sackville.

Mrs. S. G. McDuffall (nee Miss Marjorie Sumner) of Moncton, was a recent caller at the office of the agent general, in London.

Mrs. W. F. Bauman and baby daughter, Hilma, of Malden, Mass., are visiting Mr. and Mrs. W. McK. Weldon, Bonnacord St.

Miss Dot Borden, Botsford St., left this week for Sackville, to visit Dr. and Mrs. B. C. Borden.

Mr. J. L. McDonald, manager of the Atlantic Underwear Co., left this week on a business trip to New York, Boston and Philadelphia.

Mrs. Dr. John M. Ogilvie and little daughter, Mary Elizabeth, have returned from a visit to friends in London.

Mrs. Simmons of St. John, was a recent guest of her friend, Mrs. W. L. Broad of this city.

Mrs. Geo. S. Patterson, who recently returned to Toronto, from Japan, is the guest of Mr. and Mrs. J. C. Patterson, Bonnacord St.

Miss Helen McLeod of St. John, is

Had Bronchitis FOR YEARS

Bronchitis comes from a neglected cold and if neglected, will surely turn into pneumonia. The first symptom is short, sharp, dry cough, accompanied with rapid wheezing and a feeling of oppression or tightness through the chest.

The phlegm raised from the bronchial tubes is at first of a light color but as the disease progresses it becomes of a yellowish or greenish color and is very often hard to raise.

Dr. Wood's Norway is just the remedy you require as it loosens the phlegm and heals the lungs and bronchial tubes.

Mrs. Chas. Breen, Amherst, N. S., writes: "I was troubled for years with bronchitis, and could not find any relief. I was especially bad on a damp day. I went to a druggist and asked him for something to stop the constant tickling in my throat. He gave me a bottle of Dr. Wood's Norway Pine Syrup, which I found gave me instant relief. I think it is the best medicine for bronchitis I know of. I now take care that I always have a bottle on hand."

"Dr. Wood's" is the genuine, put up in a yellow wrapper, three pine trees the trade mark, price 25c, and 50c. Manufactured for the past 25 years by THE T. M. LEBURN CO., LIMITED, Toronto, Ont.

In the city, the guest of Miss Blanche Coleman.

Mrs. M. Nell and Miss Nell of Boston, are visiting friends in this city.

Mrs. P. O. D. Steven and Miss Helen Henderson are spending the weekend in St. John.

Miss Marjorie McCarthy left this week for St. John to spend some time with friends.

BOOTS FOR THE STREET.

One sees the most frivolous dancing boots, high of heel and paper thin of sole with stilettoed garb for shopping and runabout wear in town; but such boots are not correct according to the canons of conventionality.

Pretty boots of bronze or light colored-glazed kid are intended for formal year with one travels by limousine or brougham; the walking costume in tailored style demands a smart walking boot with long, slender lines and heel, high perhaps but not too curved for comfort. Such boots are of mahogany or black glazed kid with buttoned tops of cloth or buckskin in neutral tone. Tobacco brown boots with buttoned tops of cloth in the same color are very fashionable at the moment; so are black Russian calf boots with pearl buttoned tops of gummetal gray cloth.

A Sticker for Pop.

"Pa."

"Well, my son."

"How can a solid fact leak out?"

Child Was Nervous, Irritable, Tired Out

She Had No Appetite, and Her Complexion Was Pale and Sallow.

How many parents realize the strain which going to school means to the child who is naturally nervous and of delicate health?

You see them come from the schools daily with pale faces, many wearing glasses, and looking tired and worn. At home they are irritable, do not sleep well at nights and are upset by a little extra excitement.

If they are to grow to healthy manhood and womanhood their systems must have attention now. Such treatment as Dr. Chase's Nerve Food does meet as this condition.

We are constantly receiving letters from grateful parents telling what the Nerve Food has done for their children. This one is a fair sample:

Mrs. Stephen Hartman, Italy Cross, Lunenburg Co., N. S., writes: "My little sister at eleven years of age became nervous, irritable and seemed all tired out. She had no appetite, was

lifeless and drowsy and her complexion grew pale and sallow. Finally she had to keep her bed and have somebody with her all the time. She was afraid of everything, would get excited and tremble till the bed would shake. As she seemed to be getting worse under the doctor's treatment, mother decided to try Dr. Chase's Nerve Food. After she had used about four boxes, improvement was noticeable and it was wonderful to see how much brighter and stronger she grew week by week. She used ten boxes altogether and they cured her. She got fat and rosy and went to school every day with an ambition that she never seemed to have before. I do not hesitate to recommend Dr. Chase's Nerve Food to anyone, for it was indeed wonderful what it did for her."

Dr. Chase's Nerve Food, 50c. a box, 6 for \$2.50, all dealers, or Edmanston, Bates & Co., Ltd., Toronto.

Ready's Ale With Your Christmas Dinner

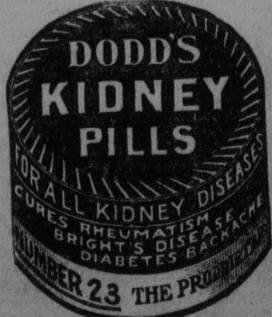
It is but natural that you choose READY'S ALE for the Holiday festivities—the time when everybody wants the best to eat and drink.

Ready's Ale is the best of appetizers and the most sensible aid to digestion.

Families supplied in the city or Scott Act counties by the barrel or case.

Price upon application.

READY'S BREWRIES, Limited St. John, N. B.



TRAVELLING?

Passage Tickets By All Ocean Steamship Lines.

WM. THOMSON & CO. Limited.

Royal Bank Bldg., St. John, N. B.

Classified Advertising

One cent per word each insertion. Discount of 33 1/3 per cent. on advertisements running one week or longer if paid in advance. Minimum charge twenty-five cents.

HORSES FOR SALE

Six good working horses, each weighing 1450 lbs. Can be seen at Glenwood, Kings Co. A bargain for each. Address

SAVOY CONSTRUCTION CO. LTD., Glenwood, Kings Co., N. B.

WANTED.

F. L. POTTS, Real Estate Broker, Auctioneer and Appraiser. All kinds of outside sales attended. Large salesroom for the receipt of merchandise, etc., 96 Glenwood St., St. John, N. B. Phone 973. F. O. Box 931.

DEPARTMENT OF THE NAVAL SERVICE.

TENDERS FOR PROVISIONS. Sealed Tenders, addressed to the undersigned and endorsed "Tenders for Provisions," will be received up to noon Thursday, January 4th, for the undermentioned provisions for delivery to H. M. C. Dockyard, Esquimaux, B. C.

1. Flour.
2. Bluetit Milk.
3. Preserved Milk.
4. Sugar.
5. Tea.
6. Coffee.
7. Chocolate soluble.
8. Jams and Marmalade.
9. Pickles.
10. Corned Beef and Mutton.
11. Tinned Rabbit.
12. Mustard.
13. Salt.
14. Pepper.
15. Vinegar.
16. Salt Pork.
17. Split and Marrowfat Peas.
18. Beans haricot.
19. Celery Seed.
20. Preserved Suet.
21. Raisins.
22. Rice.
23. Lime Juice.
24. Oatmeal.
25. Malt and Hops.
26. Currants.
27. Preserved Potatoes.

Forms of tender and all information may be obtained by application to the undersigned or to the Naval Store Officer, H. M. C. Dockyard at Esquimaux, B. C.

Applicants for forms are requested to state definitely the item or items on which they desire to tender.

G. J. DESBARATS, C.M.G., Deputy Minister of the Naval Service, Department of the Naval Service, Ottawa, November 28, 1916.

Unauthorized publication of this advertisement will not be paid for.

MALE HELP WANTED

AGENTS—Salary and commission, to sell Red Tag Stock. Complete exclusive lines. Specially hardy. Grow only by us. Sold only by our Agents. Elegant free samples. Write now to Dominion Nurseries, Montreal.

AGENTS WANTED.

AGENTS WANTED—Solemen \$50 per week, selling one-hand egg-beater. Sample and terms 25c. Money refunded if unsatisfactory. Collect Mfg. Company, Collingwood, Ont.

FOR SALE.

FOR SALE—Meat and provision store, well established and good cash trade. Owner leaving city. Will be sold cheap for cash. Address to Butcher, care of Standard.

MANILLA CORDAGE

Galvanized and Black Steel Wire Rope, Oakum, Pitch, Tar, Oils, Paints, Flags, Tackle Blocks, and Motor Boat Supplies.

Gurney Ranges and Stoves and Tinware.

J. S. SPLANE & CO., 19 Water St.

NOTICE TO MARINERS.

Notice is hereby given that the "Laurier" Shoal automatic whistling buoy has been reported drift. It will be replaced as soon as possible.

J. C. CHESLEY, Agent Marine and Fisheries Dept. St. John, N. B., Dec. 9, 1916.

GOOD HEALTH

With good health at your back you can do anything. If you are troubled with Headaches, Dizziness, Biliousness and kindred sickness you can't expect to accomplish much.

Dr. WILSON'S HERBINE BITTERS has been proved, during the last fifty years, to be the one best remedy for these diseases.

25c. a bottle at your store. Family size, five times larger, \$1.00. The Braxley Drug Co. Limited, ST. JOHN, N. B.

Dr. Wilson's Despatched Wormicide in candy form for children. A sure and never failing cure.

Boys Wanted

Apply T. S. SIMMS & Co. Ltd.

FOR SALE—Second hand Rotary Saw, carriage in good condition. Apply to Wilson Box Co., Ltd.

WANTED—Teacher for District No. 6, Parish of Lepreau, for term beginning January 1st. Apply stating salary Hugh J. Kileup, secretary, Lepreau R. R. 1, Charlotte Co., N. B.

TEACHER WANTED—First Class Teacher for Westfield School District, No. 2. Apply, stating salary, to S. W. Sharp, secretary to trustees, Westfield, N. B.

MEN WANTED—To work in the dairy at Princecrest, Barron, Prince-Crest, N. B. Phone West 372.

WANTED—First or second class female teacher for School District No. 6, Parish of Grand Falls. Apply to L. B. Austin, secretary to trustees, Coogan, N. B.

DRUG CLERK WANTED

of two or three years' experience. Send references and salary required to R. C. FULLER & CO., Amherst, N. S.

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HOTELS.

PARK HOTEL. American and European Rates: \$2.00, \$2.50. Electric Cars Pass Door. KING SQUARE, ST. JOHN, N. B.

CLIFTON HOUSE. THE COMMERCIAL MAN'S HOME. \$5.00 and \$2.50 per day. Corner Gormain and Princess Sts. REYNOLDS & FRITCH.

"THE PRINCE WILLIAM". One of St. John's first-class hotels for transient and permanent guests. Special rates for permanent winter guests. American plan. Prince William street.

ROYAL HOTEL. King Street. St. John's Leading Hotel. RAYMOND & DOHERTY CO., LTD.

VICTORIA HOTEL. Better Now Than Ever. 87 KING ST., ST. JOHN, N. B. SAINT JOHN HOTEL CO., LTD. Proprietors. A. M. PHILLIPS, Manager.

HOTEL DUFFERIN. Foster & Company, Proprietors. KING SQUARE, ST. JOHN, N. B. J. T. DUNLOP, Manager. New and Up-to-date Sample Rooms in Connection.

GRAND UNION HOTEL. Opposite Union Depot, St. John, N. B. Refurnished and renovated, heated by hot water, lighted by electricity, hot and cold baths. Coaches in attendance at all trains and steamers. Electric cars pass the house, connecting with all trains and steamers. Baggage to and from the station free. W. H. McQUADE, Proprietor.

ROBERT WILBY, Medical Electrician and Specialist. Treats all nervous diseases, weakness and wasting, neurasthenia, locomotor ataxia, paralysis, sciatica, rheumatism, etc. Facial blebs of all kinds removed. 46 King Square.

WINE AND LIQUORS. RICHARD SULLIVAN & COMPANY. Established 1878. Wholesale Wine and Spirit Merchants. Agents for MACKIE'S WHITE HORSE CELLAR SCOTCH WHISKY, LAWSON'S LIQUEUR SCOTCH WHISKY, SIMPSON'S HOUSE OF LORDS SCOTCH WHISKY, KING GEORGE IV. SCOTCH WHISKY, AUK'S HEAD BASS ALE, PARROT MILWAUKEE LAGER BEER, GEORGE SAYER COGNAC, BRANDIES. Bonded Store, 44-46 Dock Street. Phone 639.

WHOLESALE LIQUORS. WILLIAM L. WILLIAMS successors to M. A. Finn, Wholesale and Retail Wine and Spirit Merchants, 110 and 112 Prince William St. Established 1870. Write for family price list.

M. & T. MCGUIRE. Direct Importers and dealers in all the leading brands of Wines and Liquors; we also carry in stock from the best houses in Canada, very Old Rye, Wines, Ales and Stout, Imported and domestic Cigars.

11 and 15 WATER STREET Telephone 578.

CHRISTMAS JEWELRY. A full assortment suitable for Christmas Gifts. Call early. ERNEST LAW, 3 Coburg Street. Issued of Marriage Licenses.

DRINK HABIT CURE. Phone Main 1685, Gatlin Institute, 46 Crown St.—Will stop your drinking in 24 hours. Permanent guaranteed cure in three days. Treatment confidential. Terms easy. Address Gatlin Institute, 46 Crown St., for particulars.

MISCELLANEOUS. RUBBER GOODS MENDED—Hos, water bottles, syringes, invalid rings, etc., patched and mended at Wason's Out-Rate Drug Store, 711 Main street.

VIOLINS, MANDOLINS and all string instruments and Bows repaired. SYDNEY GIBBS, 81 Sydney Street.

HORSES OF ALL CLASSES FOR SALE, guaranteed as represented. Terms to suit purchasers. Edward Hogan, Union St.

F. C. WESLEY & CO. Artists, Engravers and Electrotypers, 59 Water Street, St. John, N. B. Telephone 382.

"PATENTS and Trade-marks procured. Featherstonhaugh and Co., Palmer Building, St. John."

W. Bailey, the English, American and Swiss watch repairer, 138 Mill Street. Work guaranteed.

Late S HATCH IN

(Buffalo) Sidney Hatch, the thumper, is truly the fastest day athlete. After 17 years of wrestling, he has won the world's championship by over four hundred pounds of weight during the last year. He has been running in long all his life, and one of the many thousands of ed. He has run in a distance Marathon races big majority of them times in his career he reach the finish line of these occasions he of the race, protesting, this bird never tired, of his records, both ning, which have no en: Walkin

48 hours—219 miles field, England, March 72 hours—308 miles

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