

**Courtesy Over the Telephone Wire**  
An Evidence of Business Efficiency.

The business world pays much attention these days to personal appearance and method of approach. In regard to a telephone conversation, however, it has been most woefully neglected in courtesy," declares Victor M. Cutter, president of the United Fruit Company, in a recent issue of the Boston Traveler, which has been asking its readers the general question of how telephone manners can be improved.

"One can obtain a very vivid impression of a business house over the telephone," says Mr. Cutter. "Whether there seems to be some system by which the man being called can be quickly connected, or whether there seems to be a laxity in that regard, often gives an impression of the degree of confidence which may safely be given to the efficiency of that organization.

"Hold the line a minute, please." How many times a day do we hear this request and wait moments and yet more moments listening to buzzing emptiness. After a few moments of such waiting the caller is fortunate if he avoids a feeling of irritation against the man on the other end of the line. Such prejudice forms a real handicap that few people realize, and that fewer attempt to overcome.

In other words, Mr. Cutter says that when you are called up, be ready. He advises business concerns to be sure that they have enough operators to handle quickly and efficiently the number of calls they receive, to be sure that such calls are answered in



Extract from a letter of a Canadian soldier in France.  
To Mrs. E. D. BARRICK :  
The Rectory, Yarmouth, N.S.  
Dear Mother -  
I am keeping well, have good food and well protected from the weather, but have some difficulty keeping uninvited guests from visiting me.  
Have you any patriotic drug-gists that would give something for a gift overseas—if so do you know something that is good for everything? I do—Old MINARD'S Liniment.  
Your affectionate son,  
ROB.  
Manufactured by the  
Minard's Liniment Co. Ltd.  
Yarmouth, N.S.

**BUSINESS OF**

**CANADIAN BANKS.**

OTTAWA, Dec. 10.—Canadian banks decreased the amount of call loans held elsewhere than in Canada by more than twenty-five million dollars during the month of October. Call loans in the Dominion, on the contrary, increased by over ten million dollars. There were increases in both current and saving deposits during the month.

a bright and cheerful voice, giving the name of the company they represent, to see that there are enough outside lines so that the connections may be made without delay, and to make certain that in an office; telephones ringing on an empty desk will be answered by someone promptly.

**AUTOS KILL 939 PERSONS IN N. Y.**

Twenty-nine fewer persons were injured fatally in street accidents in New York City during the first eleven months of 1925 than were killed during the corresponding eleven months in 1924, a statement issued by Baron Collier, Special Deputy Police Commissioner, in charge of the Bureau of Safety, declared. Total deaths up to Dec. 1st. this year were 939, whereas 968 persons were killed from Jan. 1st. to Dec. 1st. last year.

"The greatest decrease in fatalities was made among children," Mr. Collier said. "Four hundred and eleven were killed during the first eleven months of 1924, while 385 were killed this year. This decrease is made more striking by the fact that there are 20,000 more children registered in the public schools this year than were registered in 1924.

"There also has been a marked increase in the number of automobiles, the comparative figures for this year with last being 447,640 and 336,688. On a basis of persons killed per 10,000 vehicles, the records show 25.5 for 1924 and 20.95 for 1925.

**NEW LAMP BURNS 94% AIR**  
Beats Electric or Gas

A new oil lamp that gives an amazingly brilliant, soft, white light, even better than gas or electricity, has been tested by the U. S. Government and 35 leading universities and found to be superior to 10 ordinary oil lamps. It burns without odor, smoke or noise—no pumping up, is simple, clean, safe. Burns 94% air and 6% common kerosene (coal oil).

The inventor, J. M. Johnson, 246 Craig St. W., Montreal, is offering to send a lamp on 10 days' FREE trial, or even to give one FREE to the first user in each locality who will help him introduce it. Write him to-day for full particulars. Also ask him to explain how you can get the agency, and without experience or money make \$250 to \$500 per month.



**Overproduction And Unemployment**

Recognition of industrial overproduction as a labor problem in the annual report of Labor Davis, was hailed as a hopeful sign by James M. Lynch, president of the International Typographical Union, in a letter addressed to Secretary Davis.

"I am confident you have laid your finger on one of the vital issues confronting American industry and labor," wrote Mr. Lynch. "With the production capacity of American factories already far beyond the absorption capacity of the domestic and foreign markets, as a result of improved machinery, unemployment is certain to increase if some remedy is not found. Markets, by the way, will shrink further as the incomes of wage earners are cut down by enforced idleness. That constitutes a real vicious circle.

"In a recent letter you asked my opinion of your interpretation of the American Federation of Labor's recently enunciated policy in modern production and its relation to wages and hours of labor. After reading your annual report and your speech before the New York bond men, I am convinced that you are in complete agreement with leaders of organized labor as to the nature of this problem.

"I must ask your indulgence, however, to suggest that one important feature of the proposed remedy for the present difficulty has been ignored in your published utterances. I refer to the A. F. of L. proposal in favor of a continuing reduction in the number of hours making up the working day." I note your own remedy for the unemployment resulting from overproduction is "some system for scattering unneeded workers in any industry" to some industry yet to be developed. It is to be hoped, of course, that these new industries will be developed, but that is merely a hope. You will agree, I am sure, that workers out of employment cannot live on hope. I think the proposal for a continuing reduction of hours, to meet super-production of constantly improved labor-saving machinery, is the only certain remedy.

"Increased wages alone will not keep labor in step with civilized progress; neither will mere limiting of production solve the over-production problem. High wages for a few will not relieve the working classes if at the same time thousands are thrown out of employment. Halting some of the wheels of industry will not insure industrial stability if in the process the ranks of the idle are swelled and the consuming market correspondingly reduced.

"I realize that the lesser hours proposal is a bold one and will meet with determined opposition, but sooner or later it will prevail. Civilization moves in that direction. The progress of mankind began only when some men attained leisure in which to consider ways for extending knowledge and culture. We are now asking the extension of leisure, within reasonable limits, to include all classes. The social advantages of the

**600,000 IN TENTS CROWD ALL FLORIDA**

Florida, while not exactly tied up in knots, is tied up in tents. Several hundred thousand persons—some estimates put the number today at 600,000—are living under canvas throughout the State because they cannot find better homes. The State has got ahead of itself in rapid expansion.

Back of the tented army looms the threat of epidemic owing to bad sanitary conditions in many of the canvas colonies or "touring camps." In camps supervised by the cities and the larger towns conditions are excellent. Energetic efforts are being made to correct conditions conducive to the disease. Out in the hinterland, however, the camps are chiefly private ventures conducted for gain, and supervision is not by any means tight.

The host of the conical and picnic tents gets larger every day. At this moment the roads leading to the land of boom are clogged with automobiles bringing in more of the semi-nomadic visitors and the authorities are out to see that the health of communities near the camps is protected. Admittedly, however, the authorities expect in the cities, are virtually powerless because of lack of staff.

The camps encircle the cities and not the countryside. They begin as soon as the Georgia line is crossed and at regular intervals along the railroad tracks and the highways the campers pitch their homes. Some drive their machines, of all makes and all vintages, into the fenced-off organized camps. These are rather pretentious affairs, on the outside at least. Big signs smite the eye and lure the migratory motorists inside the portals. "Why not rest here?" they query, and there are reassuring sentences that prices will be right and conditions ditto.

Other work-seeking visitors to Florida have flocked together and established their own camps. These are sorry encampments for few of the tenants have ever "roughed" it.

The areas of the camps vary. Some of them ramble over ten acres with the tent tops jutting up into the Spanish moss hanging from and dripping the night dew from the palms and other trees. Others are half concealed in tangled undergrowth, and still others huddle in depression ready to get the full benefit of any rain that happens along—and they got it last Monday, when fifteen inches of rain fell in twenty-four hours.

**Many Bounties For Wild Cats Are Paid**

The applications for bounties for wild cats are pouring into the Department of Lands and Mines. The prospect is that the total for this season will exceed that of last, as the number of wild cats seems to be increasing.

The bounty now is \$5 per animal, having been increased from \$3. The central and southern parts of the province have sent in the greatest number of applications. Mad-waska Restigouche and Gloucester counties have sent in few.

**CASTORIA**

For Infants and Children  
In Use For Over 30 Years  
Always bears the Signature of *Chas. H. Pritchard*  
plan cannot be questioned, and the development of modern machinery, relieving men of drudgery, is making it an industrial necessity."



**Here and There**

Timber exported from British Columbia during the nine months ending September 30, 1925 was 36,653,000 feet, compared with 50,509,000 feet for 1924; 45,642,000 feet in 1923; and 41,820,000 feet in 1922.

A project is under way at Toronto for the construction of the largest hotel in Canada, which also means the largest hotel in the British Empire. It is understood that the new structure will be even larger than the Roosevelt in New York.

The apple crop in the Okanagan Valley, British Columbia, this year is estimated at 2,300,000 boxes. At a fair estimate of a dollar and a half a box, the return to growers in this district will be approximately four million dollars.

The Eastern International Dog Derby will be run at Quebec on February 18, 19 and 20. The course provides for a distance of 45 miles a day for three days, irrespective of rain, snow or storm. The winner will receive \$1,000 and a gold cup. Other competitors will be awarded prizes aggregating \$2,200.

Immigration to Canada for the six months from April 1 to September 30, 1925 totalled 57,086. Of this number 25,072 were from Great Britain and Ireland, 11,199 from the United States and 20,815 from other countries. In the same period 18,282 Canadians returned from the United States.

With Canadian ensign flying and all her gala bunting aloft, the Canadian Pacific liner Empress of Scotland left the harbor of New York sharp at noon on December 3 on the first part of her journey in the course of which she will completely circumnavigate the globe, covering approximately 30,000 miles, visiting nineteen different countries and making twenty-four ports of call.

Canadian Pacific Railway gross earnings for the month of October were \$19,569,188.43 an increase of \$216,847.93 over the sum for the corresponding period of 1924. Net profits were \$7,444,027.08 or an increase of \$421,849.85 over \$7,022,177.23 for October 1924. Net profits for the ten months ending October 31 were \$29,079,949.01 an increase of \$1,611,889.52 over the sum of \$27,468,059.49 for the same period of 1924.

According to advices from a reliable source, conditions in the West have shown consistent improvement this year. The crop has been gathered, threshing is finished, and the grain has been stored in elevators. With the astoundingly rapid despatch of wheat, money is steadily coming in to farmers, giving them an opportunity to clear off debts and leaving them enough to extend their purchases.

The first Christmas holiday special over the Canadian Pacific Railway bearing three hundred happy Westerners bound for the Old Country arrived at St. John, N.B. in time to connect with the Canadian Pacific liner Montrose which will land them in Great Britain in time for the Christmas holidays. The special, travelling as the second section of the Imperial Limited, was composed of eight sleepers, one from Edmonton, Calgary, Moose Jaw, Kerrobert, Sask., Shaunavon, Sask., and two from Winnipeg.

Exceeding anything before shown in the Dominion of Canada and in the world, figures of marketing of all grains and of car loadings in the month of November furnish a double record for Canadian Pacific Railway western lines, for Canada and for the world. Marketing of all grains totalled 69,316,789 bushels and car loadings were 59,522 cars. For figures even distantly approaching the above, the statistician must go back to November 1923, when 57,668,000 bushels of all grains were marketed and 56,878 cars were loaded.

**Mix Mustard this way**  
Mix Colman's Mustard with water to the consistency of a thick paste. Add water until the desired thickness is obtained. If a milder flavor is desired mix with milk. Mix mustard freshly for every meal.  
**but it must be Colman's**

**The Variety Store Is Now Open**  
AND READY TO ATTEND TO YOUR WANTS  
**5c to \$1.00 Variety Store**  
For the XMAS Season we have gotten together from near and far many useful articles which will be so priced that we will save you many dollars.  
During the Christmas Season We will have a Full Range of:—  
Toys, Dolls, and Fancy Articles suitable for Xmas Gifts  
New Goods will be arriving daily for Our Variety Store—A visit every time in town will be worth your while.  
Make the Variety Store Your Headquarters  
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