

SHOPS YOU OUGHT TO KNOW

Designed to place before Our Readers the Merchandise, Craftsmanship and Service Offered by Shops and Specialty Stores.

AUTO REPAIRING

REPAIRING, STORAGE, garages—William Johnson, 1749-12-24

STORAGE

FOR 20 CARS, winter months, "at centrally located. Phone 4-11.

ALLS TO LET. CARS repaired—At Thompson's, 44, 11-1-1921

ABY CLOTHING

BEAUTIFUL LONG, made of the finest, everything required, tea complete. Send for catalogue. Mrs. A. 472 Yonge street, Toronto. 11-1-1921

BARGAINS

LOTS OF CHRISTMAS GOODS FOR men, women and kiddies at Wetmore's, 59 Garden street.

BARGAINS IN READY-TO-WEAR and made to measure overcoats and suits, this month—W. J. Higgins & Co., 182 Union St.

DANCING

WE GUARANTEE TO TEACH YOU the Waltz, One Step and Fox Trot in three weeks. Apply on premises any afternoon or evening—Princess Edward dancing academy, 210 Prince Edward. 17355-12-24

DYERS

OTICE TO MOURNERS—Fast black retained in 24 hours. Phone 4, New System Dye Works.

ENGRAVERS

EDDING INVITATIONS, FOR announcements and cards. For correct style and style see A. G. Plummer, 7, 17312-12-24

FILMS FINISHED

END ANY ROLL OF FILM WITH 50c to Watson's, P. O. Box 1945, St. John, N. B., for a set of pictures—lovely finish. Satisfaction guaranteed.

HATS BLOCKED

ADIES' VELOUR, BEAVER and Fur Hats Blocked in the latest style—T. R. James, 280 Main street, opposite Adelaide St.

IRON FOUNDERS

UNION FOUNDRY AND MACHINE Works, Limited. George H. Waring, manager. West St. John, N. B. Engineers and Machinists, Iron and Brass Foundry.

JACKSCREWS

ACK-SCREWS FOR HIRE AT reasonable rates, per day or otherwise. O. Smythe street. Phone Main 1264. 12-19-1922

LADIES' TAILORING

HIGH CLASS LADIES' AND GENTS' suits \$35 to \$60. We refine and make new—Morin, 82 Germain.

MATRESS REPAIRING

KINDS OF MATTRESSES and cushions made and repaired. Wire mattress re-stretched. Feather beds made into mattresses. Upholstering also done. Twenty-five years' experience—Walter J. Lamb, 82 Britain street, 4th floor.

MEN'S CLOTHING

MEN'S CLOTHING, OVERCOATS—We have in stock some very fine Overcoats, well made and trimmed and selling at a low price from \$20 up. W. J. Higgins & Co., Custom and Ready-to-wear Clothing, 182 Union street.

MONEY ORDERS

EMIT BY DOMINION EXPRESS Money Order. If lost or stolen, you get your money back.

PAINTS

B. BRAND PAINTS, \$3.50 TO \$4.00 per Gallon. Send for Color Card. W. J. Higgins & Co., Ltd. 6-9-1922

PHOTOGRAPHIC

ING OR SEND YOUR FILMS TO be developed and printed. Phone 406—Victoria Studio, 45 King street.

PIANO MOVING

AVE YOUR PIANO MOVED BY auto, modern gear, no jolts or jars. Furniture moved to the country and general cartage. Reasonable rates—Arthur Ekhou, Phone M. 4421. AND REMOVING BY EXPERIENCED men at reasonable rates—J. A. Finest, Phone M. 4722.

PLUMBING

G. W. NOBLE, PLUMBER AND Gas Fitter, Jobbing promptly attended to. 55 St. Paul street, M. 3082.

ROOFING

GRAVEL ROOFING AND METAL Work—Vaughan & Leonard, 43 Marsh Road, Phone 4474. 9-7-12.

SECOND-HAND GOODS

WILL PAY MORE FOR SECOND Hand Clothing, etc.—People's Second Hand Store, 573 Main street. Main 4466.

WANTED—TO PURCHASE LADIES' and Gentlemen's Cast Off Clothing, Boots, Furniture, etc. Highest prices paid. M. Kashtelsky & Sons, 889 Main St. Phone M. 1986. Consult with us first.

WANTED TO PURCHASE—LADIES' and Gentlemen's cast off clothing, boots; highest cash prices paid. Call or write Lamport Bros., 585 Main street. Phone Main 4463.

WANTED TO PURCHASE LADIES' and gents cast off clothing. Highest prices paid. Call or write M. Lamport & Co., Tel. 8381, 647 Main street. 6-10-1922

WANTED TO PURCHASE GENTLEMEN'S cast off clothing, boots, musical instruments, jewelry, bicycles, guns, tools, etc. Highest cash prices paid. Call or write Williams, 16 Dock street, St. John, N. B. Phone Main 4468.

WANTED TO PURCHASE GENTLEMEN'S cast off clothing, fur coats, jewelry, diamonds, old gold and silver, musical instruments, bicycles, guns, tools, etc. Best prices paid. Call or write H. Gilbert, 14 Mill street, Phone 526-11.

SILVER-PLATERS

GOLD, SILVER, NICKEL, BRASS and Copper Plating. Automobile parts made as good as new. 24 Waterloo street. J. Groundline.

SKATE GRINDING

SAVE 10 CENTS—FIRST CLASS Skate Grinding done promptly at Dalziel's, 22 Waterloo St., 15 cents per pair. 17312-12-24

SKATE GRINDING PROMPTLY done—J. Groundline, 24 Waterloo St. 16890-1-6

STOVES

COOKS AND HEATERS, ALSO 2 Self-feeders, No. 12 For Sale cheap—East End Stove Hospital, 377 Haymarket Square. Furniture and Clothing. 17218-12-29

WATCH REPAIRERS

FINE WATCH REPAIRING A specialty. Watches, Clocks and Jewellery. Ernest Law, 224, 1883, 8 Coburg. DIAMONDS BOUGHT AND SOLD. Watch and Clock Repairing a Specialty. G. D. Perkins, 48 Princess street.

W. BAILEY, THE ENGLISH, AMERICAN and Swiss expert watch repairer, 128 Mill street (East Hygienic Bldg.). RINGS, WATCHES, CLOCKS FOR sale, watch repairing, seven years in Waltham factory. G. B. Huggard, 67 Peters street.

WELDING

WELDING AND CUTTING OF ALL kinds of metals by Oxy-Acetylene process—C. J. Morgan & Co., Ltd., 48 King Square.

A GRIM SUGGESTION.

(New York Evening Post.) Suppose a delegate of one of the great powers should rise in a plenary session of the Conference on Limitation of Armaments and say: "Gentlemen—I have been very much interested in the news of the finding of a skull of an ancestor of the human race in Rhodesia. A learned scientist has said that this skull probably belonged to an ancestor of the Neanderthal man and that the brain which lived and thought within it may have been snuffed out when its owner crawled in the Broken Hill mine some 30,000 or 50,000 years ago. It is a random thought, gentlemen, to speculate whether this Rhodensian did not seek that refuge to rest a bit from the warfare that marked his daily life. He may have wanted a respite from the labor of creating implements of slaughter. He may have crawled into the cave to work out the first dim intimations of a world in which it was not always tooth and claw and club. Or again he may have only crept into shelter to refresh himself after a perfectly gorgeous massacre of his neighbors. "But in any case, would it not be a happy thought if this conference were to request the authorities of the British Museum to lend the skull for a time to this gathering, where it might take its place about the board? It might be an aid to our deliberations if now and then we glanced at the skull of our ancestor and asked ourselves how far in advance of him the opening session of this conference found us and how far in advance of him we expect the adjournment of the conference to leave us. Problems which now seem difficult of solution might lose some of their complexity under the eyes of should I say eye sockets of this delegate from the Palaeolithic." Possibly the chairman of the plenary session might admit these remarks as falling within the agenda.

BRITANNIC UNDERWRITERS AGENCY FIRE & AUTOMOBILE INSURANCE CAMPBELL & DAVIDSON 42 Princess Street

THE BUSINESS COLUMN

EDITED BY MANSFIELD HOUSE (Continued)

FINANCIAL

NEW YORK MARKET.

(By Direct Private Wire to McDougall & Cowans, 38 Prince William street, city.) New York, Dec. 23.

Allied Chem	57 1/2	57 1/2	57 1/2
Am Loco	102 1/2	103 1/2	103 1/2
Am Int Corp	39 1/2	40 1/2	39 1/2
Am Sugar	51	51 1/2	51
Am Wool	77 1/2	78 1/2	77 1/2
Am Smelters	32 1/2	33 1/2	32 1/2
Am Smatra	30 1/2	31 1/2	30 1/2
Atchafson	91 1/2	92 1/2	91 1/2
Am Telephone	113 1/2	114 1/2	113 1/2
Anaconda	47 1/2	47 1/2	47 1/2
Atlantic Gulf	30 1/2	31 1/2	30 1/2
Chesapeake	30 1/2	31 1/2	30 1/2
Bald Loco	96 1/2	97 1/2	96 1/2
Balt & Ohio	34 1/2	35 1/2	34 1/2
Can Pacific	119 1/2	120 1/2	119 1/2
Corn Products	97	97 1/2	97 1/2
Ches & Ohio	53 1/2	54 1/2	53 1/2
Cuban Cane Fld	13 1/2	14 1/2	13 1/2
Crucible	64 1/2	65 1/2	64 1/2
Chandler Motors	46 1/2	47 1/2	46 1/2
Erie Common	10 1/2	11 1/2	10 1/2
Endicott John	77 1/2	78 1/2	77 1/2
Gen Motors	10 1/2	11 1/2	10 1/2
Great Nor Fld	74 1/2	75 1/2	74 1/2
Houston Oil	74 1/2	75 1/2	74 1/2
Inspiration	38 1/2	39 1/2	38 1/2
Invincible	12 1/2	13 1/2	12 1/2
Inter Paper	61 1/2	62 1/2	61 1/2
Kelly Spring	40 1/2	41 1/2	40 1/2
Kennecott	24 1/2	25 1/2	24 1/2
Rock Island	39 1/2	40 1/2	39 1/2
Midvale	26 1/2	27 1/2	26 1/2
Middle States Oil	13 1/2	14 1/2	13 1/2
N Y N H & H	19 1/2	20 1/2	19 1/2
North Am Co	43 1/2	44 1/2	43 1/2
Northern Pac	78 1/2	79 1/2	78 1/2
Pennsylvania	39 1/2	40 1/2	39 1/2
Pan American	51 1/2	52 1/2	51 1/2
Pacific Oil	45 1/2	46 1/2	45 1/2
Pearce Arrow	10 1/2	11 1/2	10 1/2
Reading	71 1/2	72 1/2	71 1/2
Retail Stores	52 1/2	53 1/2	52 1/2
Rock Island	39 1/2	40 1/2	39 1/2
Royal Dutch N Y	49 1/2	50 1/2	49 1/2
Rep I and Steel	50 1/2	51 1/2	50 1/2
St Paul	21 1/2	22 1/2	21 1/2
Sindair Oil	78 1/2	79 1/2	78 1/2
South Pacific	78 1/2	79 1/2	78 1/2
Standard	79 1/2	80 1/2	79 1/2
Texas Co	45 1/2	46 1/2	45 1/2
Utah Copper	61 1/2	62 1/2	61 1/2
Union	61 1/2	62 1/2	61 1/2
United Drug	69 1/2	70 1/2	69 1/2
U S Steel	82 1/2	83 1/2	82 1/2
U S Rubber	83 1/2	84 1/2	83 1/2
Westinghouse	60 1/2	61 1/2	60 1/2
N Y Funds—6 per cent.	50	50	50
Sterling—4.19 1/2			

MONTREAL MARKET.

Antibi—10 at 80.	
Atlantic Sugar—75 at 27.	
Brompton—20 at 20.	
Brilliant—25 at 27 1/2.	
Peter Lynn—45 at 30.	
B E 2nd Pfd—500 at 28 1/2.	
Can S S Con—5 at 18 1/2.	
Can S S Pfd—100 at 44, 5 at 44 1/2.	
Dom Steel—3 at 25 1/2.	
Dominion Iron & P. C. pfd—20 at 98.	
20 at 97 1/2.	
Can Car Pfd—8 at 45.	
Can Cement Pfd—5 at 90.	
Can Converter—5 at 69.	
Detroit—25 at 70.	
Montreal Power—7 1/2 at 98 1/2.	
Nat Breweries—100 at 54 1/2, 15 at 54 1/2.	
Quebec Ry—150 at 23.	
Steel Canada—20 at 30 1/2.	
Shawinigan—25 at 105 1/2.	
Smelting—5 at 16 1/2.	
1922 Victory Loan—99.60.	
1937 Victory Loan—103.35.	
1923 Victory Loan—99.15.	
1928 Victory Loan—100.85.	
1924 Victory Loan—98.60.	
1934 Victory Loan—98.	

DISCOUNTS CORN BURNING.

The rumor of farmers in the Middle West burning corn for fuel was ninety-nine per cent. talk, according to H. G. Smith, a traveling salesman at the Martine Hotel, who has just returned from a four months' selling trip through Iowa, Nebraska, Northern Illinois and Minnesota.

"In only one county in Northern Nebraska was there any corn burned at all, as far as I could learn, and the farmers denied completely that it was any more than a distorted press story," said Mr. Smith. "With hogs selling at 6 1/2 cents a pound, and the market slightly higher on the average, we can use all our corn to advantage feeding them, and even if corn was worth seventy-five cents."

"Business conditions are very favorable through the territory I covered, and show a gradually increasing activity as a general rule. My line—women's suits, coats and dresses—is very good for the better class of merchandise, with little demand for the really cheap stuff. Merchants are making a consistent effort to reduce their overhead costs of doing business, which increased out of proportion during and right after the war, realizing that this is most vital if they are to continue in business."

PERHAPS.

And if we never should meet, If none of all our dreams come true, If there's no pathway for my feet, That leads at last to love—and you— Perhaps I might have brought you grief Instead of joy, and that is why God made our day so bright and brief And our good-morrow means goodbye.

—Anella Josephine Barr.

A WINTER HOLIDAY IN SUMMER SUNSHINE

TO CUBA BY CANADIAN PACIFIC S.S. SICILIAN FROM BOSTON, JAN. 4 AND FEB. 1 Excellent accommodation, food and service. Moderate Prices. Apply Local Agent or N. R. DESERISAY, Dist. Pass. Agent, 40 King St., St. John, N. B. CANADIAN PACIFIC RAILWAY Traffic Agents

Canadian National Railways



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THE QUICKEST—AND MOST COMFORTABLE—JOURNEY FOR RATES, RESERVATIONS, AND ALL INFORMATION

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OR WRITE GENERAL PASSENGER DEPT., Moncton, N. B.

Successful Ideas for Christmas

Patrons of the store leave with "Gift Granny" the names of all those they wish to present holiday remembrances. The store then mails to each person, whose name has been listed, blanks on which to check or write the gifts most desired, even having space for such details as patterns, colors, sizes, etc.

In a few days the one who has turned in the names calls again and receives from "Gift Granny" the true gift wishes of friends and relatives in their own handwriting. The store charges nothing for the service. It hopes to reap its reward in the business that will come from the good will the plan is sure to arouse.

Ward's Price List

Charles Ward, one of the leading hardware dealers in Valparaiso, Ind., believes in pricing his merchandise strictly on a replacement basis, whether wholesale markets are advancing or receding.

In justification of this policy he points to the fact that his profits were big during the period of rising prices, but more particularly to the fact that through the decline he has been able to increase the dollar volume of his sales steadily.

The principle back of Ward's policy is a simple one. It is merely that the retail price should bear a direct relation to the wholesale market at the time of the sale, and that the price at which the retailer may have bought the item, at some previous period, has nothing to do with it whatever. The price the retailer paid may affect his profits, but it should not affect his selling price.

And the system by which Ward applies his principle is equally simple. He does not wait until competition forces him to lower prices in order to move goods. Nor does he lower or raise his quotations in advance on the basis of guesses or opinions as to which way the wholesale market will turn by a given date.

He merely makes it his business to follow the wholesale market day by day, through all available sources of information. An fact he learns of reductions on specific lines he readjusts his own selling prices on those lines in definite

Turns Hose on Cost

The phrase "How dry I am," which conjures memories in the minds of so many estimable citizens, was recently used by the Hudson store in Buffalo, N. Y., to gather crowds around a window display which might well have attracted them even without the touching words. The display was that of an overcoat with its back to the glass. The overcoat leaned forward, and down its slanting back flowed a stream of water from a hose, thus demonstrating the waterproof qualities of the garment.

Sugar "Sweetens" Sale

Charles Siegel, manager of the Fit-Rite shoe store, Birmingham, Ala., started the opening day of a ten-day shoe sale by offering customers granulated sugar at one cent a pound. For every dollar spent at the sale a customer was entitled to purchase a pound of sugar at the remarkably low price.