POOR DOCUMENT

MC 2035

SHOPS YOU OUGHT TO KNOW

Designed to Place Before Our Readers the Merchandise, Craftsmanship and Service Offered by Shops and Specialty Stores

ASHES REMOVED

ASHES REMOVED PROMPTLY. Main 2443-11. 20817—2—21

AUTO STORAGE

AUTOMOBILES STORED, $4 month; overhauling done by contract; ow cars always ready. At Thompson's, 55 Sydney; Phone 1635-11.

BABY CLOTHING

ABY'S BEAUTIFUL LONG Clothes, daintily made of the finest aterial; everything required; ten dolrs complete. Send for catalogue, Mrs. olfson, 672 Yonge street, Toronto. 11-1-1921

BARGAINS

ORSETS, ALL SIZES AND PRICES, Ladies' and Children's Underwear, osiery, Gloves, Handkerchiefs, &c., at etmore's, Garden street.

ALL PAPERS ARE HIGHER THIS year. We have a few lines at 12c. oll. This is les sthan wholesale price. ther designs 15c. to 75c; 10 per cent. liscount off all papers. Stick Fast aste, 25c. Window Blinds, $1.15.—Alpett's Variety Store, corner Brussels nd Exmouth. The store that sells verything.

CHIMNEY SWEEPING

CHIMNEY SWEEPING — WATTS, Chimney Sweeper, Plastering, Whitewashing, general repairing. Phone 981-21. 21006—3—18

COOPERAGE

ALL KINDS OF BARRELS BOUGHT and sold, coopering repair work done. Light work a specialty. Phone M. 3632. 21078—2—22

ENGRAVERS

C. C. WESLEY & CO., ARTISTS and engravers, 59 Water street. Telephone M.982.

HATS BLOCKED

LADIES' BEAVER, VELOUR AND felt hats blocked in the latest style, Mrs. T. R. James, 280 Main street, opposite Adelaide street.

IRON FOUNDRIES

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

LADIES' TAILORING

LADIES' TAILORING AND REmodeling done at 20 Waterloo St. 21052—3—3

MARRIAGE LICENSES

WASSON'S DRUG STORES ISSUE Marriage Licenses. Hours, 8.30 a.m. till 10.30 p.m.

MATTRESS REPAIRING

ALL KINDS OF MATTRESSES AND Cushions made and repaired; Wire Mattresses re-stretched. Feather beds made into mattresses. Upholstering neatly done, 25 years experience. Walter J. Lamb, 52 Brittain street, Main 1502-21 9—14

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

BUY YOUR OUT-OF-TOWN SUPplies with Dominion Express Money Orders. Five dollars costs three cents.

PHOTOGRAPHIC

PHOTOS TAKEN DAY OR NIGHT. Passport photos while you wait, developing and printing kodak films, quick, clear, at reasonable price. Victoria Photo Studio, 45 King Square, St. John, N. B.

PIANO MOVING

PIANOS MOVED BY AUTO. OR-ders taken now for May first. General cartage. Reasonable rates. Phone Arthur Stackhouse, Main 814-21.

PLUMBING

GORDON W. NOBLE, PLUMBER and Heater; Jobbing given personal attention, Telephone 2000-31, 154 Waterloo street.

REPAIRING

FURNITURE REPAIRING AND UPholstering,267 Union. Phone 915-11.

SECOND-HAND GOODS

WANTED TO PURCHASE — GENtlemen's cast off clothing, boots, musical instruments, jewelry, bicycles, guns, revolvers, tools, etc. Highest cash prices paid. Call or white I. Williams, 16 Dock street, St. John, N. B., Phone Main 4489.

SECOND-HAND GOODS

WE PAY HIGHEST CASH PRICES for Second-Hand Goods. Phone 4466, 573 Main street.

WANTED TO PURCHASE — GENtlemen's cast off clothing, fur coats, jewelry, diamonds, old gold and silver, musical instruments, bicycles, guns, revolvers, tools, etc. Best prices paid. Call or write H. Gilbert, 14 Mill street, Phone 2892-11.

WANTED—TO PURCHASE, LADies and Gentlemen's Cast off Clothing, Boots, Musical Instruments, Jewelry, Bicycles, etc. Highest cash prices paid. Call or write Dominion Second Hand Store, 641 Main street, St. John, N. B. Phone M 4372.

WANTED TO PURCHASE—LADIES' and gentlemen's cast off clothing, boots; highest cash prices paid. Call or write Lampert Bros., 555 Main street. Phone Main 4463.

WANTED TO PURCHASE — GENtlemen's cast-off clothing, boots, fur coats, jewelry, musical instruments, bicycles, guns, revolvers, and tools, etc. Highest cash prices paid. M. Lampert, 46 Dock street. Phone 4170.

SILVER-PLATERS

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

TRUCKING

GET A YELLOW TRUCK FOR baggage transfer, furniture moving and all kinds of trucking. St. John Transportation Limited, 60 Cliff street, Phone M 4500. 20384—3—1

WATCH REPAIRERS

DIAMONDS BOUGHT AND SOLD, Watch and Clock Repairing a Specialty. G. D. Perkins, 48 Princess street.

RINGS, WATCHES, CLOCKS FOR Sale, watch repairing, seven years in Waltham factory. G. B. Huggard, 67 Peters street. tf.

W. BAILEY, THE ENGLISH, AMERican and Swiss expert watch repairer, 138 Mill street (next Hygienic Bakery.)

WELDING

WELDING OF EVERY DESCRIPtion in any metal. Special attention to Automobile parts. Moore & Co., Smythe and Nelson streets. 21219—3—21

AUCTIONS

POTTS

F. L. POTTS, Real Estate Broker, Appraiser and Auctioneer.

If you have real estate for sale, consult us. Highest prices obtained for real estate. Office and Salesroom 96 Germain Street.

POTTS

Great Bargains in Cloth. Navy Blue Poplin, Panama, Tweeds of all kinds, Checks, Prints, Beaverteen. Private sale at 96 Germain street. Come for bargains.

F. L. POTTS, 96 Germain St.

POTTS

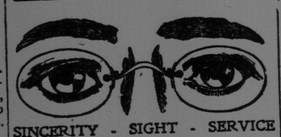
Old Antique Mirror, old clock, oil paintings, chinaware and dishes, 50 part toilet sets, 1 Chesterfield Suite, leather seat rockers and chairs, 1 Cremonaphone, 1 Gramaphone, combination piano player and organ, 50 rolls for same, 3 carpet squares, 2 congoleum squares, Brussels squares and borders, 1 Wilton square 3½x4, almost new, iron beds and springs, etc., BY AUCTION at salesroom, 96 Germain street, on Tuesday afternoon, the 22nd inst., at 3 o'clock.

F. L. POTTS, Auctioneer.

POTTS

CLUB BAGS. 100 waterproof club bags 14, 16 18 and 20 inches. Regular prices $14.00, $16.00, $18.00 and $20.00. Our prices Monday morning, $6.00, $8.00 and $10.00.

F. L. POTTS, Auctioneer.



SINCERITY - SIGHT - SERVICE

If you have been reading our advertisements, we hope we have convinced you of at least one thing—Our Sincerity.

You will notice that we make no absurd or exaggerated statements. We do not pretend to control or manufacture some wonderful glasses that cannot be obtained elsewhere.

We try to deserve your patronage simply by putting into your glasses quality of material, intelligence and skill in workmanship.

We believe that to give honest service at a moderate price is in the long run the secret of success in our own or any other profession or business.

Come in and see.

C. A. RALSTON

Optometrist and Optician
8 Dock Street
'Phone M 1530 - Open Evenings
20852-2-22

BRITANNIC UNDERWRITERS AGENCY
Fire and Automobile Insurance
CAMPBELL & DAVIDSON,
42 Princess Street.

THE BANK of NOVA SCOTIA
Established 1832

Paid-up Capital $ 9,700,000
Reserve - - 18,000,000
Resources - 230,000,000

Mutual Growth

Many customers who started as small depositors or borrowers in The Bank of Nova Scotia are now among the country's largest concerns.

They have grown with the bank, and the bank has grown with them. The Bank has helped them, by sound and careful service, to grow, and as their business increased so also did that of the bank.

20B

THE BANK OF NOVA SCOTIA

J. W. Stevenson, Manager, St. John Branch. Branches: Charlotte St., Haymarket Square, Mill & Paradise Row, North End, West St. John and Fairville, N.B.

SPORT NEWS

HOCKEY.

Shediac Victorious.

Moncton, Feb. 19—A hockey game at Shediac last night resulted in a win for Shediac over Dorchester, 9 to 5.

New Glasgow Girls Win

Charlottetown Feb. 19—The first ladies hockey match of the season in this city was played here last night between the Charlottetown girls and the New Glasgow girls. The visitors won by three goals to one.

Pacific Coast League

Victoria, B. C. Feb. 19—Vancouver last night defeated Victoria two to nothing, in a Pacific coast hockey league fixture here.

Pacific Coast Hockey Standing

	Won	Lost	P.C.
Vancouver	10	7	588
Seattle	9	9	500
Victoria	7	10	410

RING.

Roper-Knocks Out Roper.

New Orleans, Feb. 19—Captain Bob Roper of Chicago knocked out Jim Griffin of San Francisco, in the second round of a scheduled 15-round bout here last night. Griffin weighed 166 pounds and Roper 184.

Won in First Round.

Buffalo, Feb. 19—Rocky Kansas of Buffalo won from Ritchie Mitchell of Milwaukee in the first round of a bout scheduled to go twelve rounds here last night.

Battling Johnson Wins

Syracuse, N. Y. Feb. 19—Battling Johnson of Syracuse defeated Fred Hammond of Manlius by a technical knockout when the latter's seconds threw a towel in the ring in the 11th round of a scheduled 15 round bout here last night. They fought at 136 pounds. Hammond substituted for Young Michels of this city, who withdrew on account of illness.

Josephs Again Champion

Boston, Feb. 19—Bobby Josephs of Boston regained the featherweight championship of New England by defeating Al Shubert of New York in a ten round bout here last night. The match went to a decision.

WRESTLING.

Lewis Wins With Headlocks

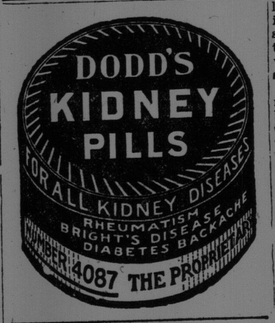
Des Moines, Is., Feb. 19—Ed. (Strangler) Lewis won in two straight falls from John Olin here last night, with headlocks. The first was in 58.30 and the second in 9.30.

BASEBALL.

A Negro Team.

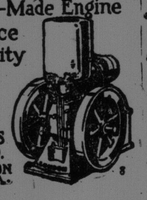
Boston, Feb. 19—President Andy Lawson of the Continental Baseball Association announced last night that the Boston franchise of the league had been awarded to George F. Day and Lincoln G. Pope. They would have a negro team to represent this city, he said, and pending the building of grounds the Boston club would play on the Everett High School field. He said the Knoxville Giants playing at Brooklyn will be a second negro club in the league.

A trunk returned the other day with its contents intact to its owner, A. B. Farquhar of York, Penn., has been traveling for seven years. It was lost in Bulgaria in 1914 and among other adventures it has been through a shipwreck in the Black Sea.



THE LONDON ENGINE

A Canadian-Made Engine
Low in Price
High in Quality
5 SIZES
Write for Catalogue
THE LONDON GAS POWER CO., LTD.
12 YORK ST. LONDON CANADA.



THE BUSINESS COLUMN

EDITED BY MANSFIELD F. HOUSE (Fredericton)

Solve Problem of Proving Price Cuts Genuine.

When is a sale not a sale?

In times like the present when every newspaper is loaded with ads crying everything from "Prices Cut to the Bone" to "Half-Price on Our Entire Stock" it is no wonder that the public, and even students of merchandising, are skeptical of many such offerings.

O. W. Richardson & Co. and the Scholle Furniture Co., two of the best-known furniture retailers in Chicago, have each taken a different but effective method of gaining confidence for their advertisements which announce a big cut in prices.

O. W. Richardson & Co., in launching a "Certified Reduction Sale" of furniture at 33 1-3 per cent less than regular prices, reproduced in the page ad which made the announcement a letter from William Castenholz & Co., certified public accountants, to the effect that after an exhaustive investigation they were convinced that Richardson's reductions were precisely as promised.

The wording of this letter was as follows:—

"This is to certify that we have examined your purchase and sale records and we further certify that, in our opinion, the reduction of 33 1-3 per cent from the original prices of all of your furniture represents a bona-fide reduction without any mark-up for purpose of a special sale. We find many pieces reduced more than 33 1-3 per cent." The letter was in facsimile, of course.

The Scholle Co., besides offering sharp reductions on every piece of furniture and guaranteeing that no lower prices would be made before January 1, made the following announcement in their advertising telling of the sale:

"To any who have bought since August 1, 1920, any of the goods which we now offer at special prices and who have paid more than the special prices made for this sale, we will gladly refund the difference either in cash or credit. Even though you do not see anything advertised on which a lower price is made than the price you will find among the thousands of pieces we have not room to advertise some article you purchased since August 1 at a higher price than we now ask, and in that event we will be glad to refund you, in accordance with our offer made above."

The Scholle Co. state that they have had a wonderful response to this sale offer, because people are absolutely "sold" and the idea that there is not the least bit of camouflage to the sale. They know that the firm is reliable enough back up its promises and that making such a promise is equivalent to guaranteeing that the sale is bona fide.

The determination to refund customers in the manned described was arrived at after it was decided that to do otherwise would endanger the friendship of patrons who had made recent purchases on the strength of statements made by Scholle salespeople that there would probably be no reduction in prices until February, the usual time for holding sales in furniture stores.

Fighting a Chain With a Chain

Twenty-three live retain druggists of Salt Lake City have in a way solved the problem of what to do to counteract competition of the chain sotres. Since 1912 these individual stores have pooled their interests in such directions as have been used by the chain stores in competing with the independent merchants, and so will have these co-operating stores fared that, while the numbed was sixteen to begin with, there are now twenty-three.

Price-cutting by the large chain stores formerly meant that the individuals stores wouuld have to secure some advantage in buying that would entble them to secure prices that compared with those of the chain stores with their heavier advertising, also to find some way in which the local newspapers could be used without wasting money on circulation.

That need started the Salt Lake Wholesale Drug Exchange, an invention of Mother Necessity; for, as Harry Coombs, secretary, said, "The average druggist with one store could see his finish unless he could buy to better advantage."

Now the individual stores buy direct at the lowest prices from virtually all of the manufacturers. The success of the association has been nothing short of remarkable, for, as Combs says, "I do not believe that there are to be found in any one town of the United States twenty-three druggists as closely associated as we are. There are many improvements to be made and we are making them as fast as we can. Each druggists thus gets the benefit of the other's experience."

Every Wednesday evening three is a meetin. The only paid employe is an advertising manager who works with a committee of the association appointed to furnish him with the merchandise information and other instructions to enable him to prepare the association's advertising. This information is obtained after the Wednesday evening meetings and after the individual stores have given in their lists of items in stock suitable for advertising in the large space used. The question of stock is brought up, orders are placed for shortages and the items selected for the advertising are picked because they will pull trade and not work a hardship on any one store.

To add to the pull of the advertisements each store endeavors to tie up by the use of displays co-ordinated with the newspapers advertisements. Further than that, the stores are planning to use window displays simultaneously to boost merchandise on days when no newspapers appear.

Members of the association are not only scattered throughout the city, but in one or two suburbs. They are proving that there is a way to advertise if the merchants will co-operate, and, aside from the sales benefits of the association, there is the helping of one another through the handling of cases where a store has to borrow salespeople temporarily and in many other ways.

"Wardrobe Exchange" Proves Profitable.

"Stickers" in a ready-to-wear suits, coats, hats and other garments which women find do not fit them properly, and used clothes which have not been badly worn or injured are the stock in trade of one of a unique store in Kansas.

Dealers in ready-to-wear are strong for this store because it enables them to dispose of garments they have trouble in moving at a fair price. It gives women who have bought a garment they don't like a chance to get rid of it and their investment, thus wiping out their worries over misfits.

The store is called "The Wardrobe Exchange" and is described as "a fashionable outfitter of used clothing." It is operated by Mrs. George Fogleman of Chanute, and it is proving a big success.

Mrs. Fogleman started the exchange several months ago, and it took hold immediately. She secured a nice suite of rooms, well furnished and attractive-looking. There was not the slightest indication of "second-hand" about the business. In a way the shop was very exclusive and no poor merchandise was handled.

The business is conducted on a commission basis. When a quanity of clothing is brought in for sale by a customer it is labeled so that Mrs. Fogleman can identify every garmnt. On making a sale the account of the owner of the garment is credited with the proper amount and a check is mailed out the same evening. For every sale Mrs. Fogleman gets a commission and her income so far has been very satisfactory.

Mrs. Fogleman's husband is a railroad conductor and is away from home several nights a week. Mrs. Fogleman started the wardrobe exchange because she was lonesome. She had the idea in mind for several years and believed there was a need for such a store. She knew several women who had garments they would like to sell, but they did not feel like going out and seeking a buyer. On the theory that if there were such women in her immediate circle of friends there certainly would be many others in the city. Mrs Fogleman believed she could make a go of her store. She rather felt she should go to some large town to try out the idea, but she was finally persuaded to start in Chanute.

At first she called up a number of her friends over the telephone and told them of her plain. She asked them to bring her their misfit, unbecoming, outgrown or slightly used garments. She made it clear that she would not buy poor materials or garments that had been long in use. The response was immediate. Many very fine dresses, shoes, hats, undergarments, coats and suits were brought to her to be placed on sale.

The task of getting customers was not difficult. Many persons who brought garments to be sold found something in stock at the exchange which they liked. They told their friends about it and they came. The idea took hold readily because it was new and unusual.

Digging In.

"What is the outlook for advertising in 1921? In the face of a falling market will advertisers rely on the prestige which they have already obtained or will they continue to invest in paid space?"

This question, asked by a subscriber, is one which is puzzling a number of persons. A price-drop, some argue, means a smaller profit and a retarded turnover for the manufacturer. The obvious place to cut is in the advertising budget, for the impetus already gained ought to carry the demand along for at least a year or two.

But wise advertisers don't see it that way. They have watched too many firms slice their appropriations and lose money, instead of saving it. They have seen once-famous products eliminate advertising and die by the wayside.

It is probable, therefore, that the coming year will be marked by increases, rather than decrease, in the budgets of the leading advertisers. They are determined to hold on to what they have, to dig themselves in so that their positions may not be imperiled. "Intrenchment," not "retrenchment," is to be the slogan of the year.

The wisdom of this move is apparent from even a superficial study of market conditions. Lowering of prices means that cut-rate competitors will at once enter the field. Quality must be stressed, and this can be accomplished, only through continued advertising. The next twelve months, therefore, will not only see the survival of the fittest but the inauguration of a number of new campaigns, for a "buyers' market" is a far more profitable time to advertise than a "sellers' market."

FINANCIAL

NEW YORK STOCK MARKET.

Johnston & Ward (successors to F. B. McCurdy & Co.), members Montreal and Toronto Stock Exchanges. Direct private wires.

New York, Feb. 19.

	Prev. Close.	Open.	Noon.
Allis Chalmers	35⅝	35½	35½
Am Beet Sugar	48	48	48
Am Can Com	29¾	29½	29½
Am Car & F	124	....	....
Am Locomotive	84½	....	....
Am Smelters	42	41¾	41¾
Am Sumatra	85¼	85¾	85
Am Woolens	66⅝	66	66
Anc Copper	39⅜	38¾	38⅜
Atchison	82¼	....	....
Balt & Ohio	34	34¼	34¼
Baldwin Loco	90½	90¼	89½
Beth Steel B	57⅞	57⅛	57⅛
Canadian Pacific	116⅞	....	....
Central L Co	37½	36⅝	33⅞
Crucible Steel	93⅞	93½	93
Erie	13¼	....	....
Gen Motors	14⅛	14⅛	14
Great Nor Pfd	76⅝	....	....
Gooderich Rubber	38½	37⅞	37⅝
Intl Mar Com	....	....	14⅝
Kennecott Copper	19¼	19	18⅝
Lackawanna Steel	55½	56	56
Mex Petrol	160½	159½	156¾
N Y Central	71½	72	72
Northern Pacific	84	....	....
Pan Am Pete	76¾	76¼	74¾
Reading	76½	76⅛	75⅞
Rep I & S	67¾	67¾	67⅝
St. Paul	....	....	27⅜
Southern Pac	78½	78¾	78⅜
Southern Ry	....	....	21¼
Studebaker	60¾	60½	60¼
Union Pacific	120¾	120¾	120¼
U S Steel	83⅜	83½	83¼
Utah Copper	55¼	54¼	55½

MONTREAL.

Montreal, Feb. 19.

Abitibi P & P—260 at 44, 80 at 44¼.
Brazilian—10 at 34, 25 at 33⅝.
Brompton P & P—481 at 47, 11 at 47½, 66 at 47⅛.
Can Cement—1 at 58½, 610 at 58.
Can Steamships—25 at 36½, 18 at 37.
Can Steamships Pfd—1 at 68¼, 10 at 68½, 15 at 68.
Detroit—25 at 90.
Dominion Bridge—10 at 86½.
Dominion Steel Com—45 at 46½.
Laurentide Pulp—50 at 87¾.
MacDonald Co—5 at 24.
Montreal Power—10 at 82¼.
National Brew—110 at 52, 25 at 51⅞.
Penmans—110 at 102.
Quebec Ry—50 at 27.
Shawinigan—105 at 106.
Spanish River—1 at 77.
Spanish River Pfd—40 at 88, 5 at 87½, 25 at 87¾, 2 at 87¼.
Sugar—195 at 30¼, 25 at 30½, 125 at 30⅝, 250 at 30.
Victory Loan, 1933—2,000 at 98½.
Victory Loan, 1937—75,000 at 99¾.
Victory Loan, 1922—1,000 at 98⅞.
Victory Loan, 1924—2,000 at 96⅜.

COTTON.

October	1435
July	1388
March	1304
May	1351
December	1438

WHEAT.

Chicago:—	
March	168¼
May	158
Winnipeg:—	
May	182¼

Safety for Savings

PROTECT your savings against fire and theft by depositing them in our Savings Bank.

Add to your account, even in small amounts, as frequently as you can and the growth of your balance, including the interest earned, will surprise you. 6os

THE CANADIAN BANK OF COMMERCE

PAID-UP CAPITAL - - $15,000,000
RESERVE FUND - - $15,000,000

ST. JOHN BRANCH—W. H. Lugsdin, Manager

4% Savings Accounts 4%

In our Savings Department you receive interest at the rate of FOUR PER CENT. Per Annum, compounded half-yearly.

No measure of success is so convincing as a growing Bank Balance.

Canada Permanent Mortgage Corporation
ESTABLISHED 1855.
New Brunswick Branch Office, 63 Prince William Street, St. John, N. B.
R. F. WRIGHT, Manager. T. A. McAVITY, Inspector.

The Reason

we fit so many people with glasses is good service at REASONABLE PRICES. We are fully qualified by experience, special study and good judgment to fit any case of eye-trouble that can be benefitted with eyeglasses.

K. W. EPSTEIN & CO.
Optometrists
193 UNION STREET
Open Evenings

WOOD AND COAL

A Hot Oven
All the Time
is the gratifying experience of the many housewives who insist on using
Fundy Soft Coal
which gives a strong, even heat, burns free and leaves but little ash.
'Phone Main 3938
Emmerson Fuel Co.
115 CITY ROAD

ALL SIZES OF
Hard Coal
NOW IN STOCK.
R. P. & W. F. STARR
LIMITED
49 Smythe Street 159 Union Street
'Phone Main 9

Coal Wood
Best Quality Dry Hardwood
Dry Soft Wood
Well Screened Soft Coal
A. E. WHELPLEY
226-240 Paradise Row
Phone Main 1227

Soft Coal
Broad Cove. Acadia Pictou
Reserve Sydney.
Promptly Delivered.
McGivern Coal Co.
Phone M. 42 1 Mill Street

Dry Cut Wood
$1.50 per Load
in North End
'Phone 3471-11

Bituminous and Bunker
Anthracite Coal
'Phones West 90 or 17
The Colwell Fuel Co., Ltd.

FOR SALE—DRY SLAB WOOD.—W. P. Turner, Hazen street extension, Phone 2208. 21178—2—26

FOR SALE—DRY SLAB WOOD, C. A. Price, corner Stanley-City Road, Main 4669 20749—2—26

REAL ESTATE

Houses for Sale

Brussels Street—House containin store and flat of 7 rooms, $2,600 $1,000 cash.

Two family house and garag $1,800; rentals $600.

Britain Street—Three family free hold with store, $3,400; rentals $64

Sydney Street—Two family hou and store, $4,500.

Winter Street—Three flat hous with store, $3,800; rentals $960 $600 cash.

Two family house, freehold, $1,200 $300 cash.

Marsh Street—Three flat house and barn, $2,300; rentals $516.

King Street East—Two famil house, hot water heating. Full modern, $8,000.

West Side—Three family freehold, baths, electrics, 6 years old, $4,200.

Three family freehold, $2,750.

Long List of Houses, All Prices and Locations.

H. E. PALMER,
Palmer Building,
62 Princess St.
Main 2201.
Please note new address.
2-22.

Your Tenants for 1921

will require new leases and there will no doubt be repairs and troublesome matters arising in connection with the management of your rented properties of which this company can relieve you.

Why not take advantage of our years of experience in the collection of rentals and general management of real estate and consult us regarding cost of caring for your property for 1921.

The Eastern Trust Co.
C. H. FERGUSON, MGR.
Cor. Prince Wm. and Princess Sts.
1-14-t.f.

FOR SALE

Three story brick building, 54 Union street, at present in the occupation of Max Grosweiner and W. A. Maclauchlan. Centrally situated and splendidly suited to the needs of any person requiring warehouse accommodations. Enquire of C. H. FERGUSON.
2-11-tf

CP OS

TO EUROPE

ST. JOHN - LIVERPOOL

Feb. 26	Mar. 26	Melita
Mar. 3	Apr. 2	Minnedosa
Mar. 5		Caronia
Mar. 11	Apr. 7	Emp. of Britain
Mar. 16		Metagama
Mar. 24	Apr. 22	Emp. of France
	Apr. 15	Victorian

ST. JOHN - GLASGOW

Apr. 1	Pretorian
Apr. 14	Sicilian

ST. JOHN-HAVRE-LONDON

Apr. 18	Tunisian

ST. JOHN - SOUTHAMPTON-ANTWERP

Feb. 22	Scandinavian
Apr. 1	Corsican
Apr. 16	

40 King Street, St. John, N. B.
The Canadian Pacific Ocean Services Ltd.

USE The Want Ad Way