

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.
Eastern Ash Co. 3048-11.
89807-12-28
ASHES REMOVED. PHONE 1825-31.
89753-1-14

AUTO SERVICE

ALL KINDS OF WORK DONE BY auto. Parties and picnics, etc. Arthur Stackhouse. Phone M. 2891-31.

BARGAINS

LOTS OF USEFUL AND FANCY goods for Christmas presents at Wetmore's, Garden street. See our window display.

FOR FLEXIBLE FLYERS, FRAMES, Skates, Snowshoes, Shoo-fly Horses, Rocking Horses and Toys try Duval's, Waterloo street.

CLOTH FOR SALE—THIS IS A rare chance, 150 Suit Lengths, all wool Scotch, English and Irish tweeds. Old dyes. E. J. Wall, 57 King Square. 88542-12-26

NEW SPRING ASSORTMENT OF Neckwear, splendid range of waist materials in muslins, voiles and ginghams, white wear, hosiery, millinery. J. Morgan, 629-633 Main street.

BUTTER

O. S. DYKEMAN, WHOLESALE Dealer in Butter, Eggs, Cheese, Vegetables and Groceries. Phone Main 1524.

CABINET MAKERS

ST. JOHN FURNITURE AND REPAIR CO., Cabinet-makers and Upholsterers, 276 Union street. Phone 915-11. 88785-12-19

CHIMNEY SWEEPING

CHIMNEY SWEEPING WITH mechanical apparatus, also whitewashing. Apply evenings. We repair anything. Main 3714. 88201-12-19

ENGRAVERS

F. C. WESLEY & CO., ARTISTS and Engravers, 59 Water street. Telephone M. 382.

HATS BLOCKED

HATS BLOCKED—LADIES' BEAVER, velvet and felt hats blocked over in latest styles. Mrs. M. R. James, 230 Main street, opposite Adelaide. 77

HAIRDRESSING

MISS McGRATH, N. Y. PARLOURS, Imperial Theatre Building. Special sale of hair goods in every design. All branches of work done. Gents' manicuring. Phone Main 2995-31. N. Y. graduate.

IRON FOUNDRIES

UNION FOUNDRY AND MACHINE Works, Limited, George H. Waring, manager, West St. John, N. B. Engineers and Machinists, iron and brass foundry.

PLUMBING

ARTHUR DOYLE, PLUMBER AND Heater, 34 St. Patrick street. Phone M. 1350-12. 88408-12-23

MEN'S CLOTHING

OVERCOATS—WE HAVE SOME very fine overcoats for fall and winter at a moderate price. W. J. Higgins & Co., Custom and Ready-to-Wear Clothing, 182 Union street.

MONEY ORDERS

DOMINION EXPRESS MONEY Orders are on sale in five thousand offices throughout Canada.

OFFICE HELP

STENOGRAPHERS, BOOKKEEPERS, Clerks supplied from our Employment and Stenographic Bureau. L. C. Smith Typewriter & Multigraph Offices, 167 Prince William street. Tel. 121.

SILVER-PLATERS

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

STENOGRAPHERS

ATTEND OUR POST GRADUATE school and prepare for the position. Instruction and machines for practice free. 167 Prince William street. Tel. 121 Main.

SNAPSHOTS

BEST PICTURES FROM YOUR films. Free developing when one dozen prints are made from a 6 exp. roll. Wasson's, Main street. P. O. Box 1343.

SEWING MACHINES

THE WHITE IS KING. THE BEST sewing machine manufactured in Canada. Rotary and vibrator. 25c. puts a machine in your home. We repair and rent machines. Sell needles and repairs.

FINANCIAL

NEW YORK STOCK MARKET.
(J. M. Robinson & Sons, Members Montreal Stock Exchange)
New York, Dec. 19.

Prev.	Close.	Open.	Noon
Am Car and Fdry.	87 1/2	88	88
Am Locomotive	64 1/2	65	65
Am Beet Sugar	55	55	55
Am Can	47	47 1/2	46 1/2
Am Steel Fdries	88	88	88
Am Smelters	82 1/2	82 1/2	82 1/2
Am Tea & Tel.	100 1/2	100 1/2	100 1/2
Amoco Min.	65	65 1/2	65
At. T. and S. Fe.	93 1/2	93 1/2	93 1/2
Brooklyn R. T.	33	33	32 1/2
Balt. & Ohio	33 1/2	33 1/2	33 1/2
Baldwin Loco	76 1/2	76 1/2	76 1/2
Beth Steel "B"	63 1/2	63 1/2	63 1/2
Chino Copper	34 1/2	34 1/2	34 1/2
Ches and Ohio	37	37	36 1/2
Can Pacific	100	100	100
Cent Leather	61 1/2	61 1/2	61 1/2
Crucible Steel	58	57 1/2	57 1/2
Eric	19	19	19
Gt. Northern Pfd	97 1/2	97 1/2	97 1/2
Gen Motors	127	127	127
Inspiration	47 1/2	47 1/2	47 1/2
Int'l Mar Pfd	110 1/2	110 1/2	110 1/2
Indust Alcohol	104	104	104
Kennecott Copper	34 1/2	34 1/2	34 1/2
Midvale Steel	45 1/2	45 1/2	45 1/2
Mex Petroleum	167 1/2	167 1/2	167 1/2
Miami	24	24 1/2	24 1/2
North Pacific	95 1/2	95 1/2	95 1/2
N. Y. Central	25 1/2	25 1/2	25 1/2
New Haven	34 1/2	34 1/2	34 1/2
Pennsylvania	46 1/2	46 1/2	46 1/2
Reading	83 1/2	83 1/2	83 1/2
Republic I & S	75 1/2	75 1/2	75 1/2
St. Paul	44	44	44
Sloss Sheffield	51	51	51
South Railway	30 1/2	30 1/2	30 1/2
South Pacific	102 1/2	102 1/2	102 1/2
Studebaker	52 1/2	52 1/2	51 1/2
Union Pacific	129 1/2	129 1/2	129 1/2
U. S. Steel	96 1/2	96 1/2	96 1/2
U. S. Rubber	77 1/2	77 1/2	77 1/2
Utah Copper	74 1/2	74 1/2	74 1/2
Westing Electric	43 1/2	43 1/2	43 1/2
Willis Overland	28	28 1/2	28 1/2

MONTREAL TRANSACTIONS
(J. M. Robinson & Sons, members Montreal Stock Exchange)

Merchants Bank—30 at 180.	
Royal Bank—5 at 214.	
Asbestos—70 at 38 1/2.	
Cottons—25 at 68.	
Cement—5 at 66 1/2, 1 at 66.	
Dominion Steel—100 at 62 1/2, 10 at 62 1/2.	
Laurentide—15 at 185 1/2, 50 at 186, 25 at 186 1/2, 230 at 187, 75 at 187 1/2.	
Power—25 at 86 1/2, 37 at 86 1/2.	
Hillcrest—50 at 37.	
Shawinigan—10 at 116, 22 at 116 1/2.	
Spanish—60 at 16 1/2.	
Steel Co—100 at 62 1/2, 30 at 64.	
Ships Pfd—75 at 78 1/2, 2 at 78.	
Asbestos Pfd—100 at 60 1/2.	
Ames Pfd—30 at 60 1/2.	
Car Pfd—45 at 85 1/2, 25 at 85 1/2.	
Spanish Pfd—125 at 64 1/2, 50 at 63 1/2.	
Cedars Bonds—50,000 at 89.	
Asbestos Bonds—5,000 at 75.	
Wayagamack Bonds—10,000 at 80.	
Riordan Bonds—5,000 at 94.	

The death of Gunner Danies Leonard of Charlottetown, P. E. I., occurred from pneumonia in the St. James street Hospital yesterday. Gunner Leonard was a member of the 7th Artillery Depot and was twenty-four years old. It is stated that the young man while in a delirious condition on Monday attempted to jump out of a window. He was quite badly cut. He was the son of Mrs. William Leonard, Charlottetown.

WOOD AND COAL

COAL

Best Quality Reasonable Prices

R. P. & W. F. STARR, Ltd.
Wholesale and Retail Dealers
45 SMYTHE ST. 159 UNION ST.

SAVED HARDWOOD and GOOD SOFT COAL
The Colwell Fuel Co., Ltd.
J. FIRTH BRITAIN, Mgr.
Phones West 17 or 90.

DRY SOFT WOOD AND SOFT COAL

in stock, good goods, promptly delivered. Now is the time to buy.

A. E. WHEPLEY
238 Paradise Row. Phone 1227

ANTHRACITE PETROLEUM COKE

Best quality Soft Coal in stock.

McGIVERN COAL CO.
F. H. LOGAN, Manager.
1 Mill Street. Tel. M-42

FOR SALE—DRY HARD AND SOFT wood. E. W. Rowley. Phone Nos. Main 1490, 980. 89848-12-30

EAST END COAL CO., 235 BRUSSELS street. Coal and Wood, prompt delivery. Phone M. 2978-21. 89063-1-14

WISTED & CO., 142 ST. PATRICK street. Reserve Sydney in stock. Phone 2145-11. Ashes removed promptly.

PLEASEING XMAS GIFT
A Pair of Perfect-fitting Glasses. We can easily explain how this can be accomplished and be a perfect surprise for Xmas.

Optometrists and Opticians
Optical Goods Only
Open Evening. 193 Union Street. Phone M. 3554

K. W. EPSTEIN & CO.
Optometrists and Opticians
Open Evenings. 193 Union St.

BOTH WON PROMOTION.

Sackville Tribune—Mrs. A. B. Copp will leave today for her former home in Newcastle, where she will meet her brother, Capt. J. E. Bell, M. C., who landed in St. John on Saturday on the steamer Minnedosa. Captain Bell enlisted with the 124th Battalion in Toronto; was wounded in last October and won the military cross. He will spend a few days in Newcastle before proceeding to Toronto. Mrs. Copp has another brother, Lieut. R. H. Bell, who, like Captain Bell, won promotion on the battlefield.

Client—"You have an item in your bill, 'Advise, January 8, 6c. 8d.' That was a day before I retained you."
Lawyer—"I know it. But don't you remember that on the 8th I told you you'd better let me take the case for you?"
Client—"Yes."
Lawyer—"Well, that's advice."

THE CANADIAN BANK OF COMMERCE

SIR EDMUND WALKER, C.V.O., LL.D., D.C.L., President
SIR JOHN AIRD, General Manager
H. V. F. JONES, Asst. Gen'l Manager
CAPITAL PAID UP, \$15,000,000 RESERVE FUND, \$13,500,000

Consult the Manager regarding your banking requirements. You will be met with courtesy and find our service prompt and efficient.

St. John Branch, J. M. Christie, Manager.

THE ARMY OF THE FUTURE

For over fifty years the Barnardo Homes have been saving children, and during that time they have fashioned and are fashioning, out of the raw material of utter destitution, tens of thousands of capable citizens. They have provided 10,715 men for the great war (6,418 in the overseas contingents); they have sent farmers to the dominions, artisans to the workshops; and they always have 300 boys in training for the navy and mercantile marine.

From the cities and towns of the British Isles, from the villages and country side, these destitute children come, and under the training of the homes they grow and flourish till fit and worthy for a place in the empire's ranks.

An urgent appeal is made on behalf of the children of the nation—those unhappy and forlorn little ones, soldiers' children, sailors' children, widows' children, nobody's children; those who have known and lost loved and happy homes, those who have never known either home or love.

Eighty-six thousand seven hundred and forty-seven children in all have been helped by the Barnardo homes with something of new life and light, and 6,747 of these have been admitted since the great war was launched upon the world.

Every year the work grows bigger, every year more fresh admissions and fresh developments, and every year greater expense. Food, clothing and bare necessities cost more.

Dr. Barnardo's homes ask for help in training and fitting the destitute little ones to take their places as healthy, upright and honorable citizens in the better world which we hope is coming in the days of peace.

Contributions may be sent to the Honorary Director, William Baker, M. A., LL. B., Dr. Barnardo's Homes, 19 to 28 Stepney Causeway, London, E. 1.

Boarder—"What! Mutton again, Mrs. Skimp?"
Mrs. S. (indignantly)—"A beautiful, have you any objection to a headless leg of hot roast mutton?"

Boarder—"Oh, no, madam; but I object to the ghastly train that will follow it for many weary days—cold mutton, hash, &c., &c."!

"What was the worst money panic you ever saw?" asked one financier of another.
"The worst money panic I ever saw," was the reply, "was when a three-penny-piece rolled under the seat of a tram-car and seven women claimed it!"

Cigarettes And The Hurry Habit

New York, Dec. 17—Here are the tobacco figures in black and white, gathered by the Wall Street Journal:

Since 1913, the year before the war began, the output of cigars, chewing and smoking tobacco and of snuff has actually fallen off, while the manufacture of cigarettes has risen in that period 160 per cent. Of this growth 20 per cent is credited to the present fiscal year. No less than 40,000,000,000 cigarettes is the estimate of cigarettes that will be manufactured and sold in America during the current twelve months; but even that stupendous amount will not be the limit either of possible manufacture or possible consumption.

Eighteen years ago our cigarette crop was a little more than 3,000,000,000, about one-twelfth what it now has grown to be. Speed, that is probably the secret! It is the same impulse that helped us to send a couple of million soldiers to France in a period of time during which pipe smokers might have transmitted only one-tenth that number.

Then we come to the more highly organized cigar smokers who scorn the intervention of a pipe stem between their lips and the fragrant weed. With the cigar there is clearly less opportunity for delay and the pensive moment. Once begun, the smoke must be hurried through to a finish, not, of course, with breakneck or choked speed, but still with consistent continuity. So the cigar smokers are generally the men of action, and also the sports and the Wallingfords.

But next we make the wide leap to the cigarette, and there the smoker of real speed reaches his apogee. Once the match has been applied there is no more possibility of a let-up than there is to hold back the hurling of a pineapple hand grenade after the pin has been drawn and the lever raised.

The loosely rolled and fully ventilated tobacco burns like powder in a Big Bertha and one has to have his bellows working forty strokes to the minute to keep the lungs empty while the fumes pour forth from mouth and nose and, some claim, even from eyes and ears, in unremitting clouds. It is not easy to see that a man will select this type of smoking that harmonizes with his own nature. To be sure, and if that is admitted, what must we deduce from smoking statistics?

CANCELLATION OF MUNITION CONTRACTS

In its summary of the iron, steel, metal and machinery markets for week ended Dec. 12, Canadian Machinery and Manufacturing News, Toronto, made the following comment:

Cancellation has been written upon nearly every munition contract in Canada. The twelve-inch American shell went by the boards this week before the actual business of production had been commenced. Large machine tools were in turn cancelled by the firm holding the contract from the American government. In several of these cancellations—in fact in most of them—it will be necessary to do some considerable readjusting. Only one shell contract stands in Canada now, and that is the 240-mm. shell, an American model, the contract being placed in Brantford. If Washington decides to let this contract stand this shop will be employed for some months to come as the order was for a large number of these tapered projectiles.

Prices of steel show an inclination to come down a little more in a few lines. The element of competition is coming more and more into every business deal that offers. Firms that have been looking askance at the smaller orders are now out after them, big or little. It all means a tendency to put the pruning hook into the price list, and this has been done, sheets and bars showing a few more cents off this week.

There is something peculiar in the way certain lines of industry have recovered their producing powers. For instance, the Canadian trade had been told that it was impossible to secure scrap to make tubes, and that there would be no help for it until after the war was over. Canadian warehouses find that immediately on the cessation of hostilities great quantities of tubes are being rushed along to them at wartime prices. The belief is that the mills were holding a strategic reserve all the time. The placing of these tubes in Canadian warehouses at high prices means that there will be a scamping now to dispose of them before a further decline in prices, and selling profits will be forgotten, the idea being to get from under with the high priced material.

Scrap metal business is poor. It was poor last week and it looks as though it would be poor for some time to come. Dealers are not offering on any available material, and users are not in the market for any considerable tonnage. The feeling seems to grow that there will have to be a readjustment of the iron and steel situation before there is much of an improvement in the scrap metal trade.

"I'm a self-made man," said the proud individual.
"Well, you are all right, except as to your head," commented the other part of the conversation.

"How's that?"
"The part you talk with is out of proportion to the part you think with."

The E. L. Comeau, spic and span, a four-master, with a tonnage of 600, arrived here yesterday to load lumber at \$65 per 1,000. She will sail for Buenos Ayres when we complete loading. She is a new vessel.

Another new schooner, Meteghan, built at Meteghan, N. S., arrived here yesterday and will also load lumber for Buenos Ayres at \$65 per 1,000 prepaid. This vessel is 1,200 tons registered and is a fine ship. J. T. Knight & Co. is agent for these vessels.

Rome Report Denied.
Rome, Dec. 17—Reports that there has been a settlement of the controversy between the Vatican and the Quirinal, and that there is a possibility that Pope Benedict may leave the Vatican, are emphatically denied by the Osservatore Romano, the official newspaper of the Vatican.



"Practical Presents in these practical times are in better taste than gifts of a frivolous character." Only Six Working Days Before Christmas.

Count the days. Count your Christmas money and count on us—for presents for men and young men.

Shirts and Neckwear—rich enough for anybody—made with the Christmas present in view.

New designs in rich silk Scarfs a joy to every man. Prices \$1.50 to \$5.75.

Dress Vests, Dress Suits, Business Suits, Overcoats, Raincoats. Soldier's First Outfit, 10 per cent Discount.

GILMOUR'S

68 King Street

SHIPPING

ALMANAC FOR ST. JOHN, DEC. 18.

A.M. P.M.
High Tide... 11.39 Low Tide... 18.18
Sun Rises... 8.06 Sun Sets... 4.88
Time used is Atlantic standard.

PORT OF ST. JOHN.

Arrived.
December 18.
SS Melita, Liverpool, C P O S Ltd. troops.

December 17.
Tug J A Mumford, 11, Clayton, Hantsport, N. S., towing sch J Miller, and cleared for Parrsboro.

Cleared.
December 17.
Sch Miriam H, 359, St John's, Nfld, J T Knight & Co, out and flour.

MARINE NOTES.

The new schooner J. Miller, registered tonnage 337, was towed here yesterday from Nova Scotia. She will make her maiden trip from St. John as soon as she loads.

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In Checking Up

your business for a season or for the year, have you found a neglected opportunity that you might have utilized?

Have you thought of the aid your telephone might have rendered had you used it to the best advantage?

Do you know that many possible customers within the Province can be reached by telephone at a very nominal cost?

CONSIDER YOUR CASE
You are in business to make money.

If some one should show you how you could increase the volume of your business at small cost would you not get busy and try it out?

Our long distance lines are used daily by firms that are conducting successful selling campaigns.

Did you ever try selling goods by telephone?

It might pay you to give this a thought and see if it would not work out in your case.

Why not arrange a selling campaign by Telephone?

Let us help make your season a success.

The New Brunswick Telephone Co., Limited

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Have you thought of the aid your telephone