## POOR DOCUMENT

THE EVENING TIMES AND STAR, ST. JOHN, N. B., MONDAY, MARCH 29, 1920



Proves Big Success.

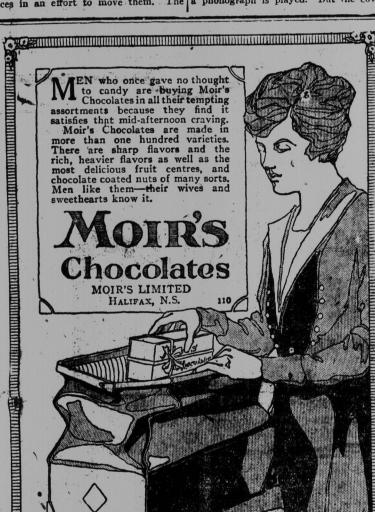
The manager of the Sacramento Store, in Sacramento, Cal., wanted his employes to feel that he was not "the boss" or "the old mam," but a fellow worker and a friend. He wanted them to make suggestions or ideas and to come to him with any complaints they might have. He told his department heads that he would like to have them tell all the employes that the manager would be glad to consider any suggestions. But no suggestions resulted.

He wouldn't admit what many executives had been forced to say after trying the same plan—that getting a suggestion fresh an employe was very nearly impossible. So he posted this bulletin:

THE HOUR WHEN YOU'RE BOSS.
To You,—Hereafter, from 10 a. m. to 11 a. m. you are to be the boss. I wantly ou to come to my office and tell me how you think we could attract new customers, or where I am pursuing any trong policies—or tell me anything that nay be tormenting you as a good idea.

If you have any kick coming, come and kick your darndest. Don't be afraid to say what's on your mind. Remember that that hour is when you're boss, and act accordingly.

"For the first two weeks," said the manager, "not a single employe came to see me about any suggestion. I almost began to give up the idea, when a saleslady came in and told me that she thought some special effort should be made to move the stock of laces which she had at her counter. I looked into it and found that we were, indeed, very much overstocked with those particular laces and immediately instructed our la



S Bacor



## Clothes for Easter

Whether it is to be a Ready-to-wear or a Made-to-order outfit, be sure of



THE universal desire to make Easter breakfast a really delightful meal, is easily fulfilled by housewives who use

Swift's Premium

Hams and Bacon

A few slices of this mild, delicately-cured ham or bacon—cooked to a tempting brown—served sizzling hot—make a meal the whole family will enjoy. For Swift's Premium is outstanding in excellence: the Ham, because of its extra mild cure and juicy tenderness; the Bacon because of its succulent fat and enticingly flavored lean; and both because of their characteristic savouriness due to the exclusive Swift process of selection and curing.

Serve Swift's Premium on your Easter breakfast table and we know you will insist on this brand in future.

Order today from your Butcher or Grocer

Swift Canadian Co.

### LOCAL NEWS

AMBULANCE ASSOCIATION.
Colonel Birdwhistle of Ottawa will show interesting moving pictures of first aid and home nursing work at the Red Cross depot, Hazen avenue, Monday evening, 8 o'clock, free to all. At the Consolidated school, Rothesay, Tuesday, 7.30; at St. Stephen, Wednesday

Electric lantern services at St. Luke's church every night this week. 7TH CANADIAN MACHINE GUN 7TH CANADIAN MACHINE GUN BRIGADE.

All officers, N. C. O.'s and men of No. 1 Company, St. John, N. B., will parade at armory at 7.45 p. m. Monday, March 29, for inspection by the general officer commanding military district No. 7. Every effort must be made to attend this parade. Officers and N. C. O.'s will bring text books for inspection. R. A. McAvity, major, 2nd in command 7th Canadian Machine Gun Brigade.

Chestnut, stove and egg coal landing.
Gibbon & Co., Ltd. 8-31

sold two carloads of phonographs. He had the courage to come right out and say he was going to sell them. Not only that, but when the two cars came to town he loaded the bunch on drays, trucks and delivery wagons, hired a brass band and paraded through the business streets of the city.

"The parade was worth a \$1,000 to us in advertising," says Schneitter, "and it cost us only \$150."

"There are quite a few people," he

it cost us only \$150."

"There are quite a few people," he continued, "who have the wrong idea about sporting goods stores being for men only. I see no reason why the up-to-date sporting goods store should be a 'man's store,' though ten years ago we did have a very hard time getting women to come into our store.

"Our sporting goods lines do keep some women away, of course, as there has been some sporting goods stores that women have hesitated to enter. We lead to the condition of trade, but because has

Horlick's Maited Milk Very Nutritious, Digestible

The REAL Food-Drink, instantly prepared, Made by the ORIGINAL Horlick process and from carefully selected materials. Used successfully over ¼ century. Endorsed by physicians everywhere.

Ask for Horlick's The Original The Old Reliable Thus Avoiding Imitations

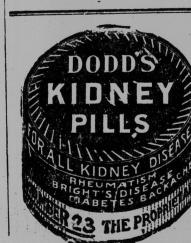
# Truth About

Income Tax When you come to make up your Income Tax returns—and, by the way, you must obtain the forms and file them by April 30th—you may find it difficult to make out accurate returns, based on questions asked.

Our pamphlet entitled: "The Income Tax The Average Man"

will help you. You will find it very useful and worth keeping for refer-ence purposes. Write now for a copy and we will send you one free of charge.

Royal Securities
CORPORATION LIMITED ST. JOHN, N.B.
F. M. KEATOR,
Brunswick Representative
Torento Hall-





We extend our Easter Greetings and a personal invitation to come hand view our Spring styles for mea, You'll find special patterns and models in 20th Century Brand Tog Coats and Suits. We have the exclusive sale of these. Carefully chosen styles also of other good Canadian makes, Beugard, Style, etc.

Priced \$25 to \$70 Gilmour's, 68 King St,



**HEADACHES** 

We are expert refractionists and are relieved through our methods. K. W. EPSTEIN & CO.

Whether it is to be a Ready-to-wear or a Made-to-order outfit, he aure of reliability in choosing your Easter Clothing.

You can't be too "fussy" and particular in buying for your Spring ward-robe.

A visit here will satisfy us both. It pays.

A visit here will satisfy us both. It pays.

BEAD OF NEED ST.

BEAD OF NEE

Glass—25 at 66. Laurentide—100 at 971/s. Power—60 at 87½.

Riorden—25 at 178½.

Canners—10 at 65½, 25 at 64½. Spanish—25 at 94. Textile—10 at 230¾, 60 at 180. Sugar—150 at 90½, 175 at 90, 150 at 39½, 50 at 89¾, 50 at 90¼, 100 at 90¾. Steel Co-25 at 82. Wayagamack-155 at 81½, 10 at 81¼. Brew-390 at 52¼, 60 at 52¾. Price-150 at 325, 25 at 326. Ships Pfd—5 at 82. Ames Pfd—50 at 105. Spanish Pfd—7 at 181, 310 at 131<sup>1</sup>/<sub>4</sub>. Sugar Pfd—20 at 124. Brew Pfd—125 at 96½. Steel Co Pfd—25 at 98. Cement Pfd—2 at 94. Car Pfd—50 at 105, 15 at 104;8.

Dom Steel Pfd—150 at 80.

Abitibi Pfd—35 at 96, 5 at 94.

