

THE EVENING TIMES AND STAR, ST. JOHN, N. B., WEDNESDAY, OCTOBER 11, 1922

**WOOD AND COAL**

For Heating and Cooking  
Try  
**Emmerson's Special**

Which will give you a powerful, steady heat—excellent for the Base Burner, Furnace or Cooking Stove. Let us send you some.

**EMMERSON FUEL CO.**  
Ltd.  
115 City Road.

**JUST RECEIVED**

A large shipment of Dry Hard Wood, excellent quality.

Phone your order and have it saved any length.

**D. W. LAND**  
Hanover Street Siding  
Phone M. 4055 or M. 574.

**WELSH**  
**Semi-Anthracite**  
Sootless, Smokeless and Stoneless

Suitably sized for use in

**FURNACES**  
or in any stove other than self-feeders

**CONSUMERS COAL CO. LIMITED**  
68 Prince William St.  
Phone M. 1913

**To Arrive**  
**AMERICAN HARD COAL**  
In All Sizes.  
Welsh Anthracite Stovoids.  
In stock:

**SPRINGHILL**  
**OLD MINE SNEYDE**  
**PETROLEUM COKE**  
**KENTUCKY CANNEL**  
**R.P. & W.F. STARR, LIMITED**  
49 Smythe St. 159 Union St.

**Dry Wood**

Where you get the value of your money in wood.

Heavy Soft Wood, Kindling, Hardwood—all cut ready for use, and dry.

**City Fuel Co.**  
257 City Road 'Phone 468

**Hard-Coal-Soft**  
Landed Cargo High Grade  
**AMERICAN SOFT COAL**

Also cargo **BRITISH ANTHRACITE COAL** suitable for Self-Feeders, and in all sizes.

**Maritime Fuel Co., Limited.**  
Coal Dept.  
Phone M. 3233

**L. S. DAVIDSON**  
27 Clarence Street

**Pictou, Victoria and Sydney**  
**Soft Coal**

BEST GRADES WELL SCREENED  
Hard Wood, Soft Wood, Kindling  
Dry and Sound.

Good goods promptly delivered.  
A. E. WHITLEY, Ltd.  
Tel. M. 1227. 226-240 Paradise Row.

**BRITO LINE**  
**ST. JOHN TO HAVANA**

Steamer "MALM" will be on with for general cargo 30th instant.

For space and rates apply to  
**J. T. KNIGHT & CO.,**  
Market Square.

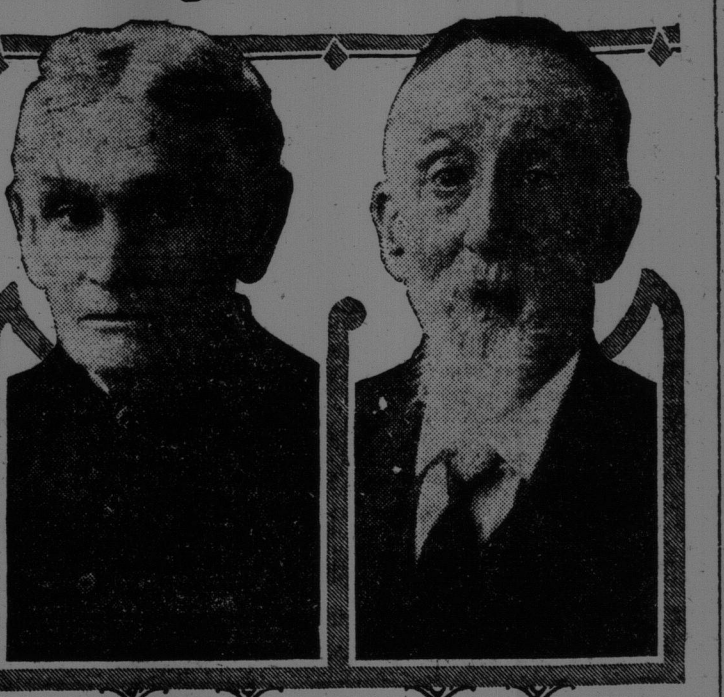
**FINANCIAL**  
**NEW YORK MARKET**

(By direct private wires to McGowan & Cowan, 28 King Street, City.)

New York, Oct. 11. Low

Atchafalpa	106 1/2	107 1/2	106 1/2
Allied Chem	84 1/2	85 1/2	84 1/2
Alcoa-Chambers	37 1/2	37 1/2	37 1/2
Am Car & Fdry	195	195	195
Atlantic Gulf	30 1/2	30 1/2	30 1/2
Am Int Corp	38 1/2	39 1/2	38 1/2
Am Locomotive	132 1/2	133 1/2	132 1/2
Am Smelters	61 1/2	61 1/2	61 1/2
Asphalt	64 1/2	64 1/2	64 1/2
Am Tobacco	162 1/2	163 1/2	162 1/2
Am Telephone	123 1/2	123 1/2	123 1/2
Anacosta	51 1/2	52 1/2	51 1/2
Balt & Ohio	35 1/2	35 1/2	35 1/2
Bald Loco	139 1/2	139 1/2	139 1/2
Beth Steel	75	75 1/2	75
Butte & Sup	34	34	34
Brooklyn	16 1/2	16 1/2	16 1/2
Bosch	43 1/2	43 1/2	43 1/2
C P R	146 1/2	146 1/2	146 1/2
Can Pac	67 1/2	67 1/2	67 1/2
Chandler	61 1/2	62 1/2	61 1/2
Gen Leather	40 1/2	40 1/2	40 1/2
Cuban Cane	14	14	14
Calif Pete	64	64	64
Ches & Ohio	74	74 1/2	74
Chile	28 1/2	28 1/2	28 1/2
Corn Products	123 1/2	123 1/2	123 1/2
Cosden Oil	47 1/2	47 1/2	47 1/2
Coca Cola	138	140	138
Chic & E Ill Pfd	40 1/2	40 1/2	40 1/2
Chic & E Ill Pfd	62 1/2	62 1/2	62 1/2
Columbia Gas	108 1/2	108 1/2	108 1/2
Coca Cola	87 1/2	87 1/2	87 1/2
Crucible	28 1/2	28 1/2	28 1/2
Chino	45	44 1/2	45
Davidson Chem	45	45	45
Gen Motors	18 1/2	18 1/2	18 1/2
Endicott John	86	86 1/2	86
Famous Players	97 1/2	97 1/2	97 1/2
Gen Motors	18 1/2	18 1/2	18 1/2
Great Nor Pfd	93 1/2	93 1/2	93 1/2
Guantanamo Sugar	124 1/2	124 1/2	124 1/2
Gulf M & N R L	16	16	16
Houston Oil	87 1/2	87 1/2	87 1/2
Inspiration	38 1/2	38 1/2	38 1/2
Indus Alcohol	65	65 1/2	65
Invincible	16 1/2	16 1/2	16 1/2
Imperial Oil	128	128	128
Kelly Spring	42 1/2	42 1/2	42 1/2
Keystone Tire	7	7	7
Kansas City South	74	74	74
Lehigh Valley	68 1/2	68 1/2	68 1/2
Lackawanna	82 1/2	82 1/2	82 1/2
May Stores	187	187	187
Meritor Pfd	60	60 1/2	60
Mex Pete	196 1/2	196 1/2	196 1/2
Mex Seaboard	16 1/2	16 1/2	16 1/2
Middle	34 1/2	34 1/2	34 1/2
Mid States Oil	13 1/2	13 1/2	13 1/2
New Haven	30 1/2	30 1/2	30 1/2
Northern Pac	86 1/2	86 1/2	86 1/2
N Y Central	98 1/2	98 1/2	98 1/2
Nor & West	121	122 1/2	121
North America	39	39 1/2	39
Pennsylvania	48 1/2	48 1/2	48 1/2
Pan American	96	96 1/2	96
Pearce Arrow	154 1/2	154 1/2	154 1/2
Punta Sugar	48	48	48
Pure Oil	31 1/2	31 1/2	31 1/2
Pullman	129 1/2	129 1/2	129 1/2
Texaco	38	37 1/2	38
Pacific Oil	57 1/2	57 1/2	57 1/2
Reading	79	79 1/2	79
Rail Steel	38	38	38
Roy Ditch	58	58 1/2	58
Rock Island	44	44 1/2	44
St Paul	80 1/2	80 1/2	80 1/2
Retall Stores	80 1/2	80 1/2	80 1/2
Rubber	83	83 1/2	83
Sugar	81	81 1/2	81
Southern Pac	94 1/2	94 1/2	94 1/2
Southern Ry	28 1/2	28 1/2	28 1/2
Union Bag & P	72	72	72
U S Steel	107 1/2	107 1/2	107 1/2
United Drug	82 1/2	82 1/2	82 1/2
Westinghouse	62 1/2	62 1/2	62 1/2
Woolworth	101 1/2	101 1/2	101 1/2
Sterling	4 1/2	4 1/2	4 1/2

**Elderly Couple Find New Vigor**  
**Tanlac Again Proves Its Merit**



That Tanlac is the ideal medicine for elderly persons has been proven in thousands of cases, but it is doubtful if any case is as interesting as that of Mr. and Mrs. George A. Davis, well-known and highly respected residents of Landow, Md.

"I had pneumonia last spring, and it left me terribly weak," said Mrs. Davis. "My stomach was upset, I scarcely ate a thing and there was always a terrible pain in my back. But Tanlac gave me a splendid appetite, my nerves are steady and I have regained my strength so I feel twenty years younger."

"I spent hundreds of dollars trying to get well," said Mr. Davis, "but nothing gave me the relief I wanted until I took Tanlac. I had stomach trouble so bad I could hardly eat a thing, and even had to go on a soft boiled egg diet. I was so racked with pain and so weak and nervous that once I actually fell and broke my nose."

"But since taking Tanlac I now enjoy perfect health, have a good appetite and my nerves are steady as a rock."

NOTE: The International Proprietary Co., distributors of Tanlac, have on file in their offices at Atlanta, Georgia, over fifty thousand signed statements from representative men and women from every State in the Union and every Province in Canada. Many of these are from prominent people in this city and section and have been previously published in this paper.

Tanlac is sold by all good druggists.

**MONTREAL MARKET.**

Montreal, Oct. 11. Open High Low

Abitibi Com	62 1/2	63 1/2	62 1/2
Abitibi Pfd	97 1/2	97 1/2	97 1/2
Alcan Pfd	46	46	46
Asbestos Corp	69	69	69
Asbestos Pfd	88	88	88
Atlantic Sugar	29 1/2	29 1/2	29 1/2
Bell Telephone	117 1/2	117 1/2	117 1/2
Brazilian	42 1/2	43	42 1/2
B Empire 1st Pfd	76	76	76
B Empire 2nd Pfd	15	15 1/2	15
Brompton	33 1/2	33 1/2	33 1/2
Can Car Com	28	28	28
Can Car Pfd	63 1/2	63 1/2	63 1/2
Can Cement Com	73	73	73
Can Cement Pfd	97 1/2	97 1/2	97 1/2
Can Converters	92 1/2	92 1/2	92 1/2
Can Cotton	104	104	104
Can Ctd Pfd	87 1/2	87 1/2	87 1/2
Can Gen Electric	81 1/2	81 1/2	81 1/2
Can Steamships	20	20	20
Can S Pfd	56 1/2	57 1/2	56 1/2
Can S & M	27	27	27
Detroit United	70	71	70
Dom Bridge	77 1/2	77 1/2	77 1/2
Dom Glass	74	74	74
Dom Steel Corp Pfd	78	78	78
Dom Textile	80 1/2	80 1/2	80 1/2
H Smith Paper	90 1/2	90 1/2	90 1/2
H Smith Pfd	99 1/2	99 1/2	99 1/2
Lake of Woods	163	163	163
Leontine	93 1/2	93 1/2	93 1/2
Lyon Com	45	45	45
McDonalds	14	14	14
MacKay	12 1/2	12 1/2	12 1/2
Maple Leaf Mill	91 1/2	91 1/2	91 1/2
Mon L H & P	99	99	99
Mon Tramways	162 1/2	162 1/2	162 1/2
Mon Team Dent	80	80	80
Nat Breweries	56	56	56
Ogilvie Milling	240	240	240
Dal Steel	45	45	45
Ottawa L H & P	93 1/2	93 1/2	93 1/2
Pennam Ltd	120 1/2	120 1/2	120 1/2
Price Bros	45	45	45
Quebec Railway	26 1/2	26 1/2	26 1/2
Riordan Paper	72 1/2	72 1/2	72 1/2
Shawinigan	112 1/2	112 1/2	112 1/2
Sher Williams	96	96	96
Spanish River	97 1/2	97 1/2	97 1/2
Span River Pfd	107 1/2	107 1/2	107 1/2
Steel Canada	160 1/2	160 1/2	160 1/2
St Lawrence Ford 79a	80	80	80
Tuckett Tobacco	50	50	50
Twin City	60	60	60
Wabasco Cotton	78	78	78
Waygamack	61	61 1/2	61

**ENGLAND'S DANCING CRAZE.**  
(London Express.)

The dancing season has begun. That is to say, instead of 99 per cent. of the kingdom pinning in attitudes of varying grace in glided ballrooms, the whole of England is once more busily and relentlessly at it. Fifteen years ago, when the fashion of the waltz was in vogue, it was a great movement of the century. Therefore, once again—on with the dance!

**NOTICE OF SALE.**

In the matter of Reginald C. Rice, an absconding debtor, under and by virtue of an order issued by His Honor Mr. Justice Barry, dated September 18, 1922, in the above matter, there will be sold at public auction on Wednesday, the eleventh day of October, A. D. 1922, at the hour of ten o'clock, A. M. at the store lately occupied by Reginald C. Rice, at the parish of Westfield, in the county of Kings, all the stock-in-trade of the said Reginald C. Rice, and also the horse, sleigh and harness mentioned in the inventory of said stock.

S. A. McLEOD,  
Sheriff of the County of Kings.  
944-10-16

**ESTATE SALE**  
Frederick Property belonging to late Mrs. Bertha Louise Colwell, situate on Harbor Lot, 105 King Street, West St. John.

BY AUCTION  
I am instructed by the Administrators of the estate of the late Mrs. Bertha Louise Colwell to sell by public auction at Chubb's Corner on SATURDAY MORNING, the 14th day of October, at 12 o'clock noon, that very valuable property, No. 105 King Street, (West) with ten room 2 1/2 story house. This is a very fine property having a frontage of 40 feet more or less on King Street and extending back to harbor, having a very valuable frontage of 40 feet more or less. Large yard, also barn on premises.

F. L. POTTS, Auctioneer.  
BARNHILL, SANDFORD & HARRISON, Solicitors.

**CANADIAN PACIFIC**

**BAY OF FUNDY SERVICE**  
Service by S. S. Express between St. John and Digby  
**SUSPENDED**  
Until further notice.

**G. BRUCE BURPEE**  
District Passenger Agent  
10-5 t.f.

**AUTO NUMBERS**  
**TO BOOST SALES**

Los Angeles Stores Find They Make an Excellent Basis for Mailing Lists—Optical Company Writes to Every New Motorist.

When a man buys an automobile in Los Angeles he at once becomes a prospect for several lines, and he is not allowed to be in ignorance of the advantages of those lines, either. Some recent western cities. This alone suggests many items to the new driver and some to the old, and the next time a man is downtown he will stop before one of the windows, and many step inside, referring to the catalogue that was mailed to them. The mail-order business alone of this concern amounts to a great deal.

An optical concern puts forth its goods in a well-ordered letter that reads as follows:

Mr. William T. McLean,  
3622 East Wendell Avenue,  
Los Angeles, Calif.

Dear Mr. McLean: Do you know that the peculiar light in Southern California is a great handicap to outdoor photography? Well, it is. Our sky is a light gray-blue in comparison with the usual deep cobalt and indigo sky of the eastern sections. Furthermore, there are only a few days in the year when we have suitable clouds in the sky to tone down our light.

This peculiar, clear, bright light, singularly characteristic of our climate, unfortunately causes unnatural disturbances in the super-sensitive retina of the eye, which can be readily relieved by "Crookes lenses" made particularly for this purpose.

Motoring occasions more eye strain than possibly anything else the eyes are called upon to do. Combine the debility of eye strain with your fatiguing light conditions, it is no wonder that you so often hear people remark: "Riding seems to tire me more than it should."

For thirty years we have enjoyed a distinction of being the leaders in optical work in Los Angeles. We have an organization of expert optometrists who are at your service for consultation, free of charge.

You are cordially invited to visit our stores at your convenience to avail yourself of our service.

Cordially,  
**DETROIT OPTICAL COMPANY.**

One of the most ingenious pieces mailed is that of a group of close to a hundred dealers who make up "Automobile Numbers." These dealers co-operate to publish a large catalogue, in which each user in proportion to his needs is given a number in the "Auto-Number Row." Two things have been done to influence a prospect to retain this book for his future reference. One feature is a set of maps, traffic rules and automobile "pointers" that are in the book between advertisements and the blue pages in the rear printed and ruled for the owner to enter his oil and gas consumption records and other records in connection with the service of his car. It has been found that many of the owners wish such forms as this.

The feature is the manner in which the book is delivered. It comes slipped into a metal jacket, which, while it adds to the cost of the book, protects it from oil and dirt in such a way that it can be kept about the garage or in a pocket of the car and still be the nation's, too, on metal jacket tends to increase the intrinsic value in the mind of the prospect, and he is less likely to throw it away.

The plan which brought another good bunch of charge accounts into the fold was a series of three letters, sent out about four weeks apart. They were multipaged, filled in with interesting facts, and signed by Butcher in pen and ink.

This was the first letter:

Inclosed is a statement of your account. Please note that the account is not a debit, but shows to your credit the sum of \$1. To be frank about the matter the credit to your account came about in the following manner:

There are a number of people who would like to have on our books as regular charge customers, and we are open daily from 7:30 a. m. to 11 p. m., render prompt delivery service and give courteous attention to phone orders.

May we have the pleasure of serving you?

To those of the list who did not visit the store in response to this letter, Butcher sent out a second in a month, calling attention to the unused \$1 credit and also including a filled out card, explaining: "If you are unacquainted with the people here in our store you will find that the inclosed card will remove all formal details of introduction."

In writing the third and final letter Butcher went on the assumption that a large portion of those who did not accept the offer did so because they felt that the matter was "beneath" them. One of Butcher's friends had remarked to him jokingly that "a dollar was not

**Use the Want Ad. Way**  
**Making Your Dollars Work**

Your money is your servant and idle money should no more be tolerated than an idle servant.

By taking advantage of our Partial Payment Plan of Purchasing Good Stocks and Stocks you may make a few dollars do the work of many. A post card to us will bring you full details, and remember that distance does not make one whit difference in the service you will receive.

**F. R. D. HARPER & CO.**  
55 St. Francis Xavier Street  
Montreal.  
Telephone Main 1020.  
Mining Stock Commission Orders  
Executed in All Markets.

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

**PLAYER'S**  
**NAVY CUT**  
**CIGARETTES**

**"Greatest Value in the World"**

Package of 10 - 20¢  
"10" - 35¢  
"20" - 50¢  
"30" - 1.15

**Offers Patrons \$1 Each**  
**To Start Charge Accounts**

**Colorado Druggist Finds That Novel Plan of Approach Lands 50 Per Cent of His Prospects—Feels That Cost Was Very Slight in View of the Returns.**

Some months ago, D. Y. Butcher, a prominent druggist of Colorado Springs, Co., got busy with his fountain pen and a sheet of paper, and in the recipient's favor would emphasize more clearly Butcher's sincere desire to serve. "Obviously, good book-keeping rules will not permit us to carry this account indefinitely, so we hope that you may avail yourself of our offer as it stands at an early date."

The series of letters pulled better than fifty per cent. A dollar in merchandise was given each new customer, but Butcher feels that he got some of the most desirable people in the city on his books at a very small expense.

**RUSH TO ALASKA OIL FIELD**  
**Rigors of Cold Bay District Do Not Dampen the Prospectors.**

Anchorage, Alaska, Oct. 9.—An unnumbered that big oil interests will soon start drilling for oil in the Cold Bay district of Alaska promises to bring the thrilling scenes of gold rush days to life again, according to men who have visited the new fields recently. For this new oil country, say those who know something of the hardships attendant upon a stampede is probably more rigorous than the wind-swept reaches surrounding Cape Nome.

The harness at Cold Bay offer no shelter against the sweep of the wind, and the absence of fuel, saw beach-wood and paraffine, will aid to the suffering of the prospectors who plan to invade the country.

The uninviting prospect, however, will not hold back the adventurers, for already the regular steamers and launches plying between Seward and Kodiak are booked to capacity weeks ahead. Of these the men entering from Alaska will have the advantage of being outfitted for an indefinite stay and are already hardened to the rigors of the northern winter.

Rival interests have been shipping lumber and supplies into the district for some time and the erection of wooden towns is expected soon to take place at several designated points. Many of the promoters, according to those on the ground, are merely there to make their stake out of the general conditions surrounding the boom. Of the others who are joining the rush, some are only going in for the adventure, while a few will seriously attempt the exploitation of the resources presumed to be there. The announcement has served to stimulate interest in other parts of the territory and efforts are being made to attract attention to discoveries made in the Anchorage and Seward valleys.

**Use the Want Ad. Way**

**"Canada Permanent Bonds"**

The Bonds of this Corporation are designed to meet the needs of all classes of investors. They are issued in sums of \$100 and upwards for terms of one or more years. They are made payable on any date desired, and may be renewed at maturity.

You cannot invest your money more safely than in these bonds, which bear a specially attractive rate of interest, for which coupons, payable half-yearly, are attached.

The experience of more than sixty-seven years has brought to bear upon the investment of all monies and the selection of securities therefore.

**CANADA PERMANENT MORTGAGE CORPORATION**  
New Brunswick Branch, 63 Prince Wm. Street, St. John, N. B.  
R. F. WRIGHT, Manager. T. A. McAVITY, Inspector

**TRADES UNION CENTRAL**  
**EXECUTIVE REPORTED IN**  
**TOOLS OF THE SOVIET**

London, Oct. 11.—A despatch to the Times from Riga says that the entire central committee of the All-Russian trades union has been arrested by order of the Soviet supreme tribunal.

**CAPTAIN LOST AT SEA ON VOYAGE FROM ENGLAND**

New York, Oct. 11.—Captain Richard Stopper of the steamer Glensius, was washed overboard and lost at sea on Sept. 25, during a severe storm, so officers of his ship reported yesterday upon arriving from Immingham, England. He lived in Glasgow. The Glensius brought 5,600 tons of coal.