

# DOOR DOCUMENT

## MARCH 20 1935

THE EVENING TIMES AND STAR, ST. JOHN, N. B., WEDNESDAY, MARCH 8, 1935

### SHOPS YOU OUGHT TO KNOW

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

#### ASHES REMOVED

GENERAL TRUCKING, ASHES REMOVED—M. 3032. 22146—3-14

#### AUTO STORAGE

AUTO STORAGE FOR 20 CARS not running for winter months, "at reduced rates," centrally located. Phone Thompson, 1698-11.

#### BABY CLOTHING

ABY'S BEAUTIFUL LONG Clothes, daintily made of the finest material, everything required; ten dollars, complete. Send for catalogue. Mrs. Wolfson, 672 Yonge street, Toronto. 11-1-1931

#### BARGAINS

SHEETINGS, PILLOW COTTONS, Bed Spreads, Towels, Quilt Covering and Bedding—At Wetmore's, Garden St. BARGAINS IN READY-TO-WEAR and made to measure overcoats and suits, this month—W. J. Higgins & Co., 182 Union street.

#### DANCING

PRIVATE DANCING LESSONS, Main 4282—R. S. Searle. 21890—4-1

#### DYERS

NOTICE TO MOURNERS—Fast black returned in 24 hours. Phone 4700, New System Dye Works.

#### ENGRAVERS

F. C. WESLEY & CO., ARTISTS and Engravers, 59 Water street. Telephone M. 962.

#### GRAVEL ROOFING

GRAVEL ROOFING, ALSO GILCHALL Iron Work, Joseph Mitchell, 198 Union street, Telephone 1401. 22044—3-18

#### IRON FOUNDERS

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

#### LADIES' TAILORING

EVERYTHING IN LADIES' AND GENTS' Tailoring and Fur. Made to order. A. Morin, Artist Tailor, 62 Germain.

#### MARRIAGE LICENSES

MARRIAGE LICENSES ISSUED, \$30 a. m. to 10.30 p. m. daily. Wason's, 711 Main St. and 19 Sydney St.

#### MATTRESS REPAIRING

ALL KINDS OF MATTRESSES and Cushions made and repaired. Wire Mattresses re-stretched. Feather beds made into mattresses. Upholstering neatly done, twenty-five years' experience. Walter J. Lamb, 52 Britain street, Main 557.

#### 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.

#### PAINTS

H. B. BRAND PAINTS, \$3.50 to \$4.00 per Gallon. Send for Color Card. Halsey Bros., Ltd. 6-9-1932

#### PIANO MOVING

PIANOS MOVED BY EXPERIENCED men, up-to-date gear, at reasonable prices.—W. Yeoman, 7 Rebecca St., Phone M. 1738. 22146—4-3

HAVE YOUR PIANO MOVED BY Auto modern gear and experienced men. Orders taken for May 1st, General cartage, reasonable rates.—Phone A. Stackhouse, M. 4421.

PIANO MOVING BY EXPERIENCED men at reasonable rates. Orders taken until May 1st.—J. A. Springer, Phone M. 4783.

#### PIANO TUNING

PIANO AND ORGAN TUNING and repairing. All work guaranteed, reasonable rates.—John Halsey, Phone Main 4421.

#### PLUMBING

CHAS. H. MCGOWAN, SANITARY Plumbing and Heating Engineer. Satisfaction guaranteed. Repair work promptly attended to.—8 Castle street. G. W. NOBLE, PLUMBER AND Gas Fitter, Jobbing promptly attended to.—55 St. Paul street, M. 3082.

#### PROFESSIONAL

BELYEA and MacNEICE, CHARTERED Accountants and Auditors. Expert assistance in compiling all income tax returns.—42 Princess St., Barnhill Bldg., Phone Main 4268. 22056—5-3 FURNITURE PACKED AND SHIPPED.—Phone 171-31. 22093—3-11

### FINANCIAL

NEW YORK MARKET.  
(By Direct Private Wire to McLaughlin & Cowan, 58 Prince William street, etc.)

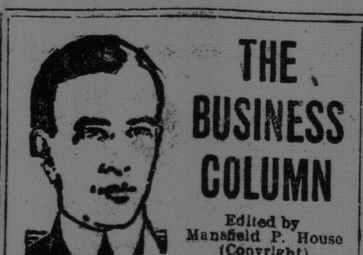
Open	High	Low	Close
Allied Chem.	57	57	57
Am. Bosch	88 1/2	88 1/2	88 1/2
Am. Iron Corp.	43 1/2	43 1/2	43 1/2
Am. Can.	44 1/2	44 1/2	44 1/2
Am. Ice	102 1/2	102 1/2	102 1/2
Am. Loco.	109 1/2	109 1/2	109 1/2
Am. Sugar	74 1/2	74 1/2	74 1/2
Am. Wool	88 1/2	88 1/2	88 1/2
Am. Telephone	120	120	120
Am. Smelters	48 1/2	48 1/2	48 1/2
Am. Car & Ferry	155	155	155
Asphalt	60 1/2	60 1/2	60 1/2
Atchafalaya	96 1/2	96 1/2	96 1/2
Anacosta	49 1/2	49 1/2	49 1/2
Atlantic Gulf	26 1/2	26 1/2	26 1/2
Beth Steel	64 1/2	64 1/2	64 1/2
Bald Loco.	106 1/2	106 1/2	106 1/2
Balt. & Ohio	97 1/2	97 1/2	97 1/2
Can. Pacific	138	138	138
Corn Products	106	106	106
Cosden Oil	34 1/2	34 1/2	34 1/2
Gen. Steel	57 1/2	57 1/2	57 1/2
Gen. Leasing	34 1/2	34 1/2	34 1/2
Chandler	73 1/2	73 1/2	73 1/2
Cuban Cane	12 1/2	12 1/2	12 1/2
Endicott John	10 1/2	10 1/2	10 1/2
Gen. Motors	8 1/2	8 1/2	8 1/2
Guantanamo Sugar	40	40	40
Inspiration	40	40	40
Inter Paper	45 1/2	45 1/2	45 1/2
Invincible	18 1/2	18 1/2	18 1/2
Great Nor. Pld.	75 1/2	75 1/2	75 1/2
Indus. Alcohol	45 1/2	45 1/2	45 1/2
Kelly Spring	44 1/2	44 1/2	44 1/2
Kennecott	28 1/2	28 1/2	28 1/2
Lock Steel	46 1/2	46 1/2	46 1/2
Mex. Petroleum	125 1/2	125 1/2	125 1/2
Midvale	30 1/2	30 1/2	30 1/2
Mid States Oil	18 1/2	18 1/2	18 1/2
Mo. Pacific	22	22	22
N. Y. N. H. & H.	17 1/2	17 1/2	17 1/2
North Am. Co.	57 1/2	57 1/2	57 1/2
Northern Pac.	31 1/2	31 1/2	31 1/2
Pennsylvania	35 1/2	35 1/2	35 1/2
Pan American	56 1/2	56 1/2	56 1/2
Pearce Arrow	17 1/2	17 1/2	17 1/2
Pure Oil	14 1/2	14 1/2	14 1/2
Pacific Oil	48 1/2	48 1/2	48 1/2
Reading	73 1/2	73 1/2	73 1/2
Rock Island	40 1/2	40 1/2	40 1/2
Roy Dine	22 1/2	22 1/2	22 1/2
Rep. I. & Steel	46 1/2	46 1/2	46 1/2
Retail Stores	44 1/2	44 1/2	44 1/2
Southern Pacific	84 1/2	84 1/2	84 1/2
Union	14	14	14
Southern Ry.	20 1/2	20 1/2	20 1/2
Studebaker	99	99	99
Singapore	45 1/2	45 1/2	45 1/2
Texas Company	45 1/2	45 1/2	45 1/2
U. S. Copper	68 1/2	68 1/2	68 1/2
Union Oil	17 1/2	17 1/2	17 1/2
United Fruit	140	140	140
Union Pacific	131 1/2	131 1/2	131 1/2
U. S. Steel	181 1/2	181 1/2	181 1/2
U. S. Rubber	84 1/2	84 1/2	84 1/2
Westinghouse	56 1/2	56 1/2	56 1/2
Sterling	87 1/2	87 1/2	87 1/2

### MONTREAL MARKET.

Montreal, March 8	24 1/2	24 1/2	24 1/2
Atlantic Sugar	24 1/2	24 1/2	24 1/2
Brazilian	105	105	105
Bell Telephone	105	105	105
B. E. 2nd Pfd.	20 1/2	20 1/2	20 1/2
Can. S. & Co.	11	11	11
Can. S. Pfd.	11	11	11
Dom. Bridge	67 1/2	67 1/2	67 1/2
Detroit	62	62	62
Gen. Electric	62	62	62
Laurens	62	62	62
Mon Power	62	62	62
Breweries	58	58	58
Ont. Steel	41	41	41
Quebec Ry.	21 1/2	21 1/2	21 1/2
Riduron	6	6	6
Steel Canada	58	58	58
Smelting	105	105	105
Shawinigan	105	105	105
Toronto Railway	65 1/2	65 1/2	65 1/2
1929 Victory Loans—99.80			
1934 Victory Loans—99.80			
1937 Victory Loans—104.75			
1939 Victory Loans—99.80			
1939 Dom. Loan, 5 p. c.—97.50			
1937 Dom. Loan, 5 p. c.—101.			

### STATE OF TRADE IN UNITED STATES

(Bradstreet's Saturday)  
Developments of the week in trade and industry have been mainly favorable, and this despite storms covering wide areas with severe cold, snow and sleet, or heavy rains, which have operated to render country roads impassable and restricted retail buying in all but a few weather-affected lines to narrow proportions. Perhaps the most important feature has been the definite breaking of the southwestern drought, this being accompanied, however, by a reaction in the bull movement in wheat after May delivery had reached just short of \$1.50. Other notable events have been a further slight gain in activity in the steel industry, the bulk of the steel confined to surplus grain and cattle growing districts; a further expansion in iron and steel buying and production, railroad purchases being the chief feature with a fair amount of steadiness in crude forms; but further weakness in finished products; a continuance of the rise in prices of change rates into new high ground, the highest in fact since 1919, when the "peg" was withdrawn; fair strength despite reactions in the stock market; and strong active bond market. On the unfavorable side there are fewer happenings, these being chiefly concerned with the prospects of a strike of coal miners on April 1 and evidences of some slowing down of buying at large Pacific coast lumber markets. Copper is quiet, but rather steady, with a large sale to France reported. Summed up, the evidences of growth in



### THE BUSINESS COLUMN

Cash For Those Who Hold Trade.

The Magee Clothing Company, of Lincoln, Neb., has solved the problem of tactfully transferring customers from one department to another without the semblance of confusion and embarrassment, either on the part of the customer or the salesman.

E. L. Smith, vice president and general manager of the store, believes that a stimulant in the form of a small cash reward makes more transfers than pounds of talk on loyalty of the sales force, etc. Salesmen are provided with transfer slips and cash tickets, which are filled out in the following manner: Salesman number twelve in department one starts the transfer slip by making a sale of \$25. After filling out the first line of the slip with his number, the department and the amount of purchase, he makes out a cash slip and rings up the sale. Then he conducts the customer to the department requested, and here salesman number thirteen of department three puts down the necessary notations, and also fills out a cash slip and puts it in his cash drawer in place of cash.

When the customer completes his visit the salesman who gets the last sale collects the total amount due on the transfer slip, but rings up in the cash register only that portion represented by his sale. In the case of C. O. D. purchases, the settlement is delayed until delivery is made, although the process of each salesman ringing up his own cash slip is just the same. Under the system used by the Magee store, the salesman who starts the transfer is given twenty-five cents, because as the store figures it, it is this salesman who causes the customer the desire to tour the store until his requirements are satisfied.

### Why Trade Is Quiet

(Montreal Gazette)  
The final complication of the crop yield of Canada last season reveals the reason for much of the dullness of general trade. Receiving \$283,000,000 from the fruit of their industry, the ability of farmers to buy has been severely contracted. Less money has gone into circulation, debts remain unpaid, and the country merchant is compelled to ask extension of credit, and over the whole economic system a cloud is thrown from whose shadow none can escape. The course and condition of business in general are regulated by the character of the harvest.

The country over, the farmers have suffered alike from smaller crops and from lower prices. According to the Dominion Bureau of Statistics, the area of field crops in 1929 was much larger than in any preceding year, 59,635,000 acres, or 6,000,000 greater than in 1919, which returned the second largest area. The value of the crops reaped is computed at \$331,868,000, as compared with \$455,244,000 in 1920, and \$1,637,170,000 in 1919. In every province save British Columbia the yield was less than in any previous year without exception the value was reduced. Farmers in Ontario realize a loss of \$198,000,000 in field crops, comparing with 1920, and those of Quebec a loss of \$111,000,000. Drought was particularly disastrous in

### ST. JOHN REGISTRATION AND EMPLOYMENT OFFICE

At least seasonal activities in jobbing have been unmistakable, there is more life to industry, although unreasonable labor holds back fullest activities in building, and collections are a shade better. Stocks of goods are reported small as a rule. Bradstreet's Weekly Food Index shows farm products still gaining in price, which means millions of dollars over last week for old crops and animals than was expected four months ago. February failures were numerous, and as regards liabilities, heavy enough to show that liquidation is still proceeding, but a visible sign of the turn in the tide which took place months ago is indicated in the fact that gains over like periods a year ago. Bradstreet's Food Index number, based on the wholesale prices per pound of thirty-one articles used for food, is \$3.21, comparing with \$3.15 last week and \$3.22 for the week ending March 3, 1931. This week's number shows a gain of 1.9 per cent over last week, but a loss of three-tenths of 1 per cent from the like week of last year. Of the eighty-one commodities of all kinds quoted, twenty-two advanced as compared with last week, twelve declined and forty-seven remained unchanged.

### FIRST MORTGAGES

Represent Ninety-One Per Cent. OF THIS CORPORATION'S INVESTMENTS

At the end of 1931 they numbered 17,137, or an average of \$1,925.30 each in revenue producing properties in Canada from coast to coast.

### Canada Permanent Mortgage Corporation

ASSETS OVER \$37,000,000.00

R. F. WRIGHT, Manager. T. A. McAVITY, Inspector

New Brunswick Branch, 63 Prince Wm. Street, St. John, N. B.

### BRITANNIC UNDERWRITERS FIRE & AUTOMOBILE INSURANCE

CAMPBELL & DAVIDSON, 42 Prince Street.

### ST. JOHN Registration and Employment Office

160 Prince William St. Phone M. 3429

CAN YOU PROVIDE ANY WORK FOR A MAN OR WOMAN?

Registered at the above office are men and women of all trades and professions; also in general work of all kinds, city or country—

THEY ALL WANT WORK GET YOUR WORK DONE NOW

### REAL ESTATE REAL ESTATE

#### LOTS FOR SALE

Price \$75 175 200 225 250 300

Courtenay Bay Heights

To dispose of balance of lots quickly, they are now being offered at greatly reduced prices. All in fine location. Terms very easy—10 p.c. cash and balance monthly. 5 p.c. off for cash. Victory bonds taken. Call or phone M. 4632, Fawcett's Store, East St. John.

Has Brothers, who operate a second-floor women's wear shop in Omaha, Neb., have succeeded in making their business stand out by contract with other women's wear shops through a consistent policy of \$10 sales.

At stated intervals these sales are held, with merchandise bought especially to be sold at this standard price—large gains picked up in the wholesale markets and regular goods which, for the sake of rapid stock turnover, must be cleared away toward the end of the season.

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