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Opposite Bowring Brothers.
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**"Farewell" Banquet
at Bell Island.**

MR. "JOHN ARCHIE" McLEAN TOASTED.

At Wabana East during the past week the Officials of the Dominion Iron and Steel Co., Representatives of the Nova Scotia Steel and Coal Co., and Merchants; as well as Superintendents Archibald and McDonald were the guests of Mr. John Archibald McLean who tendered a "Farewell" dinner prior to his embarking on the matrimonial sea. Mr. McLean familiarly known as John Archie is one of the most popular Officials of the Companies of the Iron Isle; one whose appearance in the crowd always brought a ray of sunshine, and consequently over twenty-five Guests attended at the "Farewell" and enthusiastically toasted the health of the Bride-groom to be. Mr. McLean holds the responsible position of Chief of Police and Property Agent with the British Empire Steel Co. at Wabana. The chair was occupied by Mr. George A. Harvey, who made an ideal Toastmaster and conducted the proceedings in such an ideal manner that the affair was voted one of the most enjoyable ever held at Wabana. After an appetizing menu had been disposed of the following Toast List was gone through, the Toasts being proposed in each case by the Toastmaster, Mr. Harvey, and heartily responded to:—
The King.—Resp. God Save the King.
Mr. John Archibald McLean.—His Newfoundland Friends.—Resp. Mr. C. F. Taylor, Mr. F. F. Jardine.
His Cape Breton Friends.—Resp. Mr. A. McDonald, Mr. M. J. McNeil.
His Nova Scotia Friends.—Resp. Mr. C. B. Archibald, Mr. C. Maine.
His Medical Friends.—Resp. Dr. J. B. Lynch, Dr. W. L. Carnocha.
His Bachelor Friends.—Resp. Mr. J. M. Green, Mr. R. Burnham.
His Married Friends.—Resp. Mr. Jos. Hookey, Mr. A. W. Rees.
His Lady Friends.—Resp. Mr. W. N. Butler, Mr. J. C. Colbourne.
Solos were rendered during the evening by Messrs. J. B. Murphy, J. Hookey, John K. Butler, R. Costigan, R. Burnham and F. F. Jardine. A recitation being fluently given also by Mr. R. R. Costigan; while a special choir arranged by Mr. G. Harvey and conducted by Mr. R. Burnham and comprising Messrs. Costigan, Jardine, J. K. Butler, W. N. Butler, R. Oakley, Joseph Morley, C. F. Taylor, Chas. Peddie, J. B. Murphy, Joseph Hookey and J. M. Green gave several selections which enlivened the evening considerably. At the conclusion Mr. McLean in an appropriate address thanked "The Boys" for their courtesies shown to him in the past and for the good fellowship that prevailed; and assured them that despite his matrimonial responsibilities he would always be "One of the Boys". The finale consisted of the Toast in silence. "Everybody drink to John Archie" followed by Auld Land Syne. "He's a Jolly Good Fellow" and "God Save the King."

The Retail Grocers' Association.

(By the Secretary.)
As the Association is now about to settle down to business there is much to be said concerning its intentions. Some people are working overtime to give it a "black eye" by misrepresenting its aims. Men who have tried to get together in the past, whether they represented capital or labour, found themselves up against an opposition that sometimes stabbed in the dark. It is not always the clean sort of an opposition, it is often conducted by the disreputable class of stool-pigeon whose interests are not in danger, but who carries on with his detestable tactics in keeping with the erratic condition of his nature. The St. John's Retail Grocers' Association was organized last December to protect the interests of the Retail Grocery trade. It was not organized with intent to injure the manufacturers or wholesalers, it was organized to cooperate with them, and it must cooperate with them. The men who have so far attended the meetings of the organization, have given their promise to support the new union, and I judge they would not have promised this support if any taint of radicalism prevailed within its ranks. The subjects already discussed at the meetings do not savour of aggression, nor will any such discussion be tolerated. On Thursday night the fundamental principle of a man's business will be debated on, and a pretty good attendance is expected. The future discussions and the future activities of the Association will all lead to better and brighter business incentive, that will, without doubt, meet the approval of manufacturer and wholesaler. Antagonism in the bigger interests is farthest from the Association's mind, in fact it has been hinted that in all probability a committee will be appointed at the next meeting to confer with the principal wholesalers on matters of importance to the whole trade. I have no doubt myself that many of the abuses existing in the business world can be eliminated by co-operation of the larger and smaller interests.
OUR LACK OF KNOWLEDGE IN EXTENDING CREDIT.
One of the chief reasons for so many failures in the grocery business of the United States is the deplorable lack of knowledge in extending credit. This has been brought about by their refusal to join organizations that are existing for their benefit. The people of the United States spend billions of dollars each year in groceries, yet the number of failures are pitifully great. In Newfoundland we are by no means free from similar conditions. Mr. Smith will stand in his store door and watch the unsuspecting Mr. Jones supplying some dishonest customer with an armful of groceries; and Mr. Smith chuckles, he is delighted because she put the same one over on his competitor. I got it in the neck he soliloquises, and why shouldn't Jones. Now if Smith and Jones were good friends they would be both money in pocket, because some day Smith will get it in the neck from one of Jones' acquaintances. We have in St. John's many well-meaning men who are making every effort to improve conditions by talking day and night; I have never yet seen them do anything to make good what they talk about. In this category we have a few grocers, bubbling over with intelligence, under whose tongues university professors would pale into insignificance; yet they are not members of an organization that was established to accomplish the things they talk about. We have another class of grocer who has been in business for twenty years or more. He sold flour when it was four shillars a barrel and he sold it when it was eighteen, and he contends that he is a veritable encyclopaedia in so far as the grocery business is concerned, and that the young man who has only been in business for three or four years is a dud. He belongs to that class of men who refuses to join the Association because he may be asked to impart some of his "valuable information" which I might say, he does not possess. I can count several men on my finger tips at the present moment who were in business when I was cutting my first teeth, and I venture to bet they haven't a sou today, they can honestly call their own, yet some of the same men would not impart any of their "valuable information." I am boosting this organization, not because I want to make a large fortune, but because after twenty or thirty years of effort, I want to be in a position to take things a little easier. The man who is compelled to go out of business after twenty years of work, and boasts not a dollar to comfort him in his senility has indeed led a mis-spent life. The little things that might have been his salvation during the days that he felt energetic, were always within his reach, but he perhaps shunned the company of his competitors, and he hated the thought of taking advice from men who were in the same business as himself, because it might be misleading. He would not in any case mix with grocers, and so he lost many valuable bits of information that were necessary to him for the successful prosecution of his business.
During the few meetings of the Association has held to date, I have heard many old members of the trade say that they learned more at a meeting in one night than they did behind

Wants Trepassey Branch Kept Open.

Editor Evening Telegram.
Dear Sir.—As the Government mail boat Portia has not yet reached her destination, and may not reach here for many days to come, I would suggest that something be done immediately to relieve the situation now existing. I refer to the closing of the Trepassey Branch, and the inconvenience and distress caused thereby. The mail instead of three times a week will be once in three weeks, but that is not the worst feature. There are several orders for goods that are badly needed (not fur coats or motor cars either, but the essential necessities of life). I think, Mr. Editor, it is a great injustice to close the line just now, as the latest report says the coast is blocked with heavy slobice that will hinder traffic by water. Then why not let us have the means at our disposal. The Government can

GAIETY SOAP!



A thousand times a year or more you use your complexion ill or well according to the brand of your soap.

Gaiety Soap feeds the skin, purifies it of poisons, leaves it cool and creamy and preserves its bloom year after year.

Agent: THOMAS B. CLIFT, Water St., St. John's.

arrange it and the necessity is so great that if something is not done the consequences will be serious if not fatal.
Thanking you in anticipation, Sir, I remain
Yours truly,
ONE INTERESTED.
Bay Bulls, Jan. 30, 1922.

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As the Association is now about to settle down to business there is much to be said concerning its intentions. Some people are working overtime to give it a "black eye" by misrepresenting its aims. Men who have tried to get together in the past, whether they represented capital or labour, found themselves up against an opposition that sometimes stabbed in the dark. It is not always the clean sort of an opposition, it is often conducted by the disreputable class of stool-pigeon whose interests are not in danger, but who carries on with his detestable tactics in keeping with the erratic condition of his nature. The St. John's Retail Grocers' Association was organized last December to protect the interests of the Retail Grocery trade. It was not organized with intent to injure the manufacturers or wholesalers, it was organized to cooperate with them, and it must cooperate with them. The men who have so far attended the meetings of the organization, have given their promise to support the new union, and I judge they would not have promised this support if any taint of radicalism prevailed within its ranks. The subjects already discussed at the meetings do not savour of aggression, nor will any such discussion be tolerated. On Thursday night the fundamental principle of a man's business will be debated on, and a pretty good attendance is expected. The future discussions and the future activities of the Association will all lead to better and brighter business incentive, that will, without doubt, meet the approval of manufacturer and wholesaler. Antagonism in the bigger interests is farthest from the Association's mind, in fact it has been hinted that in all probability a committee will be appointed at the next meeting to confer with the principal wholesalers on matters of importance to the whole trade. I have no doubt myself that many of the abuses existing in the business world can be eliminated by co-operation of the larger and smaller interests.
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During the few meetings of the Association has held to date, I have heard many old members of the trade say that they learned more at a meeting in one night than they did behind

the counter in many years. This in itself is sufficient justification for the existence of an organization. On Thursday night the regular weekly meeting will be held in the office of the Association at Cowan and Company's building, and if the weather holds good it promises to be the star meeting for the year; to those who are not acquainted with the organization and its work I recommend a visit to the office on Thursday night. You will hear some fair-minded and level-headed men speak in favour of the Association and its aims; you will not hear discussions on every scrap of twaddle that irreconcilables may accumulate for the amusement of the members. I think every member of the trade should be present. Every aim of the Association tends in the direction of improving general business conditions, and the elimination of abuses, at the same time securing the co-operation and good will of the bigger interests so that the sun may go down each day on a better, brighter and more prosperous business community. Unless this is accomplished the winds of discontent will blow from many points.

A Famous Caricaturist.

George Cruikshank, who died on February 1, 1878, was a famous English caricaturist, and contributed largely to the "Comic Almanack," the predecessor of "Punch." As an illustrator of books he became widely known by his "Points of Humour," illustrative of comic literary passages, anecdotes and legends; etching for "Grimm's Popular Stories," considered by many his masterpiece; plates for "Bentley's Miscellany" in which appeared his illustrations of "Jack Sheppard," by Atsworth, with whom he maintained a long connection; and of "Oliver Twist," the author of which, Charles Dickens, he had already assisted in "Sketches by Boz." It is, however, as in most of his later work, but especially in his "Bank Restriction Note," 1818, in which he satirised so successfully the utterers of forged banknotes as to prevent their repetition, and in his onslaughts on intemperance, which was drawn with tragic intensity, among the chief being "The Bottle," and "The Drunkard's Children," and which were sold by tens of thousands—and even converted the artist himself to teetotalism!



Blistered Feet, Sore Feet, Tired Feet, Burning and Aching Feet.
After a hard day's work or a long tramp and your feet are completely used up, bathe them in hot water, then rub them well with MINARD'S LINIMENT. It will relieve you and you will never be without a bottle.

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OPENED:
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These are the last word both in Quality and Good Value.

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**Ladies' and Children's Black
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Quality, Weight and Warmth here. Ladies' at \$1.00 pair; Children's from 70c. to 90c. pair.

Henry Blair.

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—By Bud Fisher.

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