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W. G. & R. were the first people to introduce the Coat Shirt to the men of Canada. Here is an improvement equally as good, and one that all men will appreciate. When the Double Wear Cuffs are soiled, turn them and get extra wear before sending to the laundry.

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"the cuff that doubles the life of the shirt"

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ITS GOOD TOBACCO



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MUNICIPAL COUNCIL MEETING HELD YESTERDAY AFTERNOON

Authorized Expenditure of \$10,500 for Rewiring and Installation of Annunciator System in Hospital, Also \$4,000 for Refrigerating Plant—Turnkeys Get Increase in Salary—Finance Committee Report.

The municipal council yesterday afternoon authorized the expenditure of \$10,500 for the rewiring of the General Public Hospital, and the installation of an up-to-date annunciator system and \$4,000 for the installation of a refrigerating plant at the same institution; voted an increase of ten dollars per month to the turnkeys at the county jail, and appointed a committee to look into the matter of better facilities for education for those persons in the county living at some distance from school houses.

Warden Golding presided, and those in attendance were: Councillors Howard, Bentley, Bowland, Shillington, Stephenson, Thompson, O'Donnell, Hayes, Bullock, Hilyard, Fisher, McLellan and O'Brien.

The report of the finance committee was read by Councillor Hayes as follows:

1. The Commissioners of the General Public Hospital in Saint John having called tenders for rewiring the main hospital in Epidemic Hospital and Nurses Home, and having received bids in excess of the estimate given them by their expert adviser, requested that further provisions be made for meeting a larger expenditure.

2. Your Committee recommended that the Board of Commissioners call for new tenders on same plans or amended plans, the whole work not to exceed \$10,500, and the payment thereof be financed by the bank.

3. Your Committee having been addressed by J. B. M. Baxter, K.C., Judge H. O. McInerney and C. F. Sanford, members of the St. John Law Society, urging the endorsement of a petition to His Honor the Lieutenant Governor in Council for an increase of \$500 to the salary of the Registrar of Deeds for the City and County of Saint John, and the making of provisions for payment by this Municipality in case of any shortage, recommended that the Board advise His Honor, the Lieutenant Governor in Council, of their approval of the prayer of the petition and their willingness to meet any deficit occurring from year to year.

4. The Committee of the General Public Hospital in Saint John having represented to your Committee that it costs the Hospital about annually for ice and that a modern refrigerating plant can be installed for about \$4,000, your Committee recommended that the Board be authorized to install a refrigerating plant having a cooling capacity of 300 pounds of water per day, and with sufficient power to supply the hospital, and proper refrigerating temperature, at an estimated expenditure of \$4,000.

5. The local Board of Health report an estimated excess of expenditure of \$225 over the amount voted to grapple with the threatened small pox epidemic, your Committee recommended the previous vote in this connection be increased by \$225.

6. Your Committee recommended that the payment by the County Treasurer of the Parish of Lancaster's proportion of the cost of maintaining the Lancaster and Indian Point road to exceed \$70 per month out of any funds at credit to the Parish of Lancaster, until legislation confirming this expenditure is obtained.

7. Albert Henderson, of Musquash, having represented to your Committee that he had paid a collector of \$30.90, which had not been credited to him, your Committee recommended this amount, \$30.90, be written off Mr. Henderson's arrears, upon the claim set up by him being supported by an affidavit to the satisfaction of the County Secretary.

8. Your Committee recommended the payment of the accounts amounting to \$174.

9. That the action of the County Treasurer and Secretary in paying Mr. Edward Haney \$275 for deed of Lot 32, Richey Street, a part of which lot had been expropriated in connection with the new Power House site, be confirmed, and further, that Thomas Nagle and Fred W. Holt, be paid the sum of \$30 each as arbitrators; that the Deed of Lot No. 32, Richey Street, from Edward Haney and wife, to this Municipality be accepted, and the same recorded.

10. That the action of Warden William Golding in securing the admission of Mrs. M. F. in the Jordan Memorial Sanatorium be sustained, and the expense charged to contingent account.

In connection with sections one and two of the report, Councillor O'Brien, who was appointed to look into this matter to see if any of the proposed expenditure might be postponed for a time, reported that after carefully considering the matter he was satisfied that it would be in the best interest of the institution and the public to have the proposed changes made, as it would result in much better service and eventually he believed in resuming the cost of operation.

The report of the Committee was adopted. Councillor Fisher moved that the request of the turnkeys in the county

jail for an increase of salary be complied with, and the amount made \$85 per month instead of \$75 as at present. Carried.

The report of the assessment committee was presented as follows: Your Committee on Assessments met on the 23rd day of August, 1918, and heard an appeal of the Canadian Pacific Railway against the Board of Assessors for the Parish of Lancaster.

The Railway Company, among other things, are assessed in the Parish of Lancaster on 30 miles of railway at \$15,000 per mile. Against this valuation the Company appealed.

Your Committee declined to reduce the valuation, and the assessment stands. This was adopted and filed.

County Secretary Kelley called attention to the fact that the collector of taxes for the Parish of Musquash had been paid eight per cent, and he had not been able to find any order of council allowing this amount to be paid. Councillor Thompson explained that the warrant was so small that it did not pay a collector even at eight per cent, and he moved that council endorse the payment of that amount for the Parish of Musquash. This was carried.

A delegation from the Board of Trade was heard and President A. H. Wetmore stated that the Board of Trade had considered the request of the labor men for a conciliation board for the police, and it was explained to them they thought it reasonable. M. E. Aspin, G. S. Barbour and E. A. Schofield also spoke on the matter.

Mayor Hayes said that the council officially knew of no grievances of the police and had not been asked for a conciliation board. The council had supported Commissioner McLellan on the principle of no affiliation and since then had re-affirmed their stand. This had resulted in recall proceedings. According to a newspaper report, the Mayor said, the attitude of the Trades and Labor Council was that the unions would not go to council, but that the council could come to the unions and yield on every point.

Commissioner McLellan said the men were never refused a right to form a union, but were refused the right to affiliate with the Trades and Labor Council. They agreed to submit their by-laws for approval. How easy it would be to rescind by-laws under the Industrial Disputes and Investigation Act, the policemen are not employees. This is the opinion of the city solicitor, decided to take no further action in the matter.

After an expression of opinion by Commissioners Fisher and Bullock, the motion was carried. Commissioner Fisher alone voting nay.

The meeting then adjourned.

THE MERCHANTS' INSTITUTE GROWS MORE INTERESTING

Frank Stockdale Has Large Audience Last Night—Business Men Keenly Interested

Last night the Board of Trade rooms were filled with a deeply interested crowd of business men and women to listen to Frank Stockdale and all present went home feeling that the time had been well spent. He talked on "How to sell more with less help," and handed out some good advice to both employer and employee.

At one stage in the address he characterized the clerk who only handed out what the customer asked for as an animated "dummy waiter," not a salesman. The true salesman was the one who could by suggestion lead the customer to buy more than just what he came into the store and end up with.

One way to sell more with less help was to teach the help about the goods for sale so they would be in a position to intelligently answer the questions of the buyer.

Another was the proper display of goods. The goods that everybody asked for, in other words, the staples in each line, should be kept at the back of the store and the things which the merchant wanted to sell such as

COMMON COUNCIL IN WEEKLY SESSION

Additional Money For Water and Public Works Departments — Delegation From Board of Trade on Police Matter Heard.

The regular weekly meeting of the common council was held yesterday morning.

Commissioner Hilyard was voted \$5,000 to carry on departmental work after he had announced that he had exhausted his available revenue.

Commissioner Fisher was voted an additional \$11,000 for public works. It was recommended that the Imperial Oil Company, Ltd., be given permission to build at their own expense a retaining wall to their leasehold property at the foot of Sheffield street to prevent the bank from being washed away by the tides. The cost will amount to about \$2,000.

Notice from the Minister of Finance that the government approved of a bond issue of \$75,000 was accompanied by a request that the city withhold issue of the bonds until after the Victory Loan. Mayor Hayes advised that the bond issue was to cover cost of Main street paving, the erection of a ferry wall and the building of new facilities at Reed's Point. On motion it was decided to receive the report and to accede to the request of the Minister of Finance.

A letter from Superintendent Waring of the ferry service stated that the removal of the Beacon bar caused a dangerous undertow in the harbor. It was moved that the matter be brought to the attention of the Minister of Marine and Fisheries, with a request that the extension of Negrotown Breakwater to Partridge Island be made with the least possible delay.

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More Beautiful Than Ever

—Style Still Rules—

Though war-time necessity has made conservation of leather imperative, your shoes for FALL are not one whit less beautiful than in past seasons. Rather is the reverse true as you will be quick to realize when you see the charming models now on show at WATERBURY and RISING'S.

This Fall certain restrictions will be placed on the manufacture of Grey Boots and as we have a good assortment of this style for Fall we would advise your early choice.

We have Grey Boots with high and low heels and all the new patterns at \$5.50, \$9.00, \$10.00, \$11.00, \$12.00, \$12.50, \$16.00 and \$18.00.

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