

SHOPS YOU OUGHT TO KNOW
Designed to place before Our Readers the Merchandise, Craftsmanship and Service Offered by Shops and Specialty Stores.

AUTO STORAGE
AUTO STORAGE FOR 20 CARS
not running for winter months, "at reduced rates," centrally located. Phone Thompson, 1635-11.

BABY CLOTHING
BABY'S BEAUTIFUL LONG
Clothes, daintily made of the finest material, everything required; ten dollars, complete. Send for catalogue. Mrs. Wolfson, 672 Yonge street, Toronto. Phone 11-1-1921

BARGAINS
SHEETINGS, PILLOW COTTONS,
Bed Spreads, Towels, Quilt Covering and Bedding—At Wetmore's, Garden St.

DANCING
PRIVATE DANCING LESSONS,
Main 4282—R. S. Searle. 2180-4-1

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

ENGRAVERS
P. C. WESLEY & CO., ARTISTS
and Engravers, 88 Water street. Telephone M. 952.

GRAVEL ROOFING
GRAVEL ROOFING, ALSO GALVANIZED
Iron Work—Joseph Mitchell, 198 Union street, Telephone 2194-3-6

IRON FOUNDERS
UNION FOUNDRY AND MACHINE
Works, Limited. George H. Waring, manager, West St. John, N. B. 22-23-24-25-26-27-28-29-30-31-32-33-34-35-36-37-38-39-40-41-42-43-44-45-46-47-48-49-50-51-52-53-54-55-56-57-58-59-60-61-62-63-64-65-66-67-68-69-70-71-72-73-74-75-76-77-78-79-80-81-82-83-84-85-86-87-88-89-90-91-92-93-94-95-96-97-98-99-100

LADIES TAILORING
EVERYTHING IN LADIES' AND
Gents' Tailoring and Fur. Made to order. A. Morin, Artist Tailor, 52 Germain.

MARRIAGE LICENSES
MARRIAGE LICENSES ISSUED, 8.30
a. m. to 10.30 p. m. daily—Wason, 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 657.

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 sized Ready-to-wear Clothing, 182 Union street.

PICTURE FRAMING
ALL KINDS OF PICTURES
framed.—Kerrett's, 222 Union St. Open evenings. 1974-6-8

PAINTS
H. B. BRAND PAINTS, \$3.50 TO
\$4.00 per Gallon. Send for Color Card.—Haley Bros. Ltd. 6-3-1922

PIANO MOVING
HAVE YOUR PIANO MOVED BY
Auto, modern gear and experienced men. Orders taken for May 1st. General cartage, reasonable rates.—Phone A. Stackhouse, M. 4491.

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

PLUMBING
CHAS. H. MCGOWAN, SANITARY
Plumbing and Heating Engineer. Satisfaction guaranteed. Repair work promptly attended to—8 Castle street.

SECOND-HAND GOODS
WANTED TO PURCHASE—LADIES'
and Gents' cast off clothing, boots; highest cash prices paid. Call or write Lampert Bros., 555 Main street, Phone Main 4463.

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Hand Clothing, etc.—People's Second Hand Store, 573 Main street, Main 4460.

WANTED TO PURCHASE GENTLEMEN'S
cast off clothing, fur coats, jewelry, diamonds, old gold and silver, musical instruments, bicycles, guns, revolvers, tools, etc. Best prices paid. Call or write L. Gilbert, 14 Mill street, Phone 2392-11.

WANTED TO PURCHASE GENTLEMEN'S
cast off clothing, boots, musical instruments, jewelry, bicycles, guns, revolvers, tools, etc. Highest cash prices paid. Call or write L. Williams, 18 Dock street, St. John, N. B., Phone Main 4489.

GOLD, SILVER, NICKEL, BRASS
and Copper Plating. Automobile parts made as good as new.—24 Waterloo street, J. Grondines. T.F.

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FINE WATCH REPAIRING
A specialty. Watches, Clocks, and Jewelry. Ernest Law, Est. 1885, 3 Coburg.

DIAMONDS BOUGHT AND SOLD.
Watch and Clock Repairing a Specialty.—G. D. Perkins, 46 Princess street.

W. BAILLY, THE ENGLISH, AMERICAN
and Swiss expert watch repairer, 138 Mill street (near Hygenic Bakery).

RINGS, WATCHES, CLOCKS FOR
Sale, watch repairing. Seven years in Waltham factory.—G. B. Huggard, 67 Peters street. T.F.

WELDING AND CUTTING OF ALL
kinds of metals by Oxy-Acetylene process.—C. J. Morgan & Co., Ltd., 46 King Square.

F. L. POTTS,
Real Estate Broker
and Auctioneer.
If you have real estate for sale, consult us. Highest prices obtained for real estate. Office and Sales-room, 96 Germain Street.

BANKERS WARNED
OF BOLSHEVISM
Menace Not Yet Ended, Says
Controller of the Currency
Crissinger—Must Prepare
for Attack.

Bolshevism, falling in its attack on Western Europe and Austria, has turned its energies to the East in an effort to overthrow completely the influence of western civilization in Asia, said Controller of the Currency D. K. Crissinger, in an address recently at the annual dinner of the New York Chapter of the American Institute of Banking at the Hotel Commodore.

The effort of Bolshevism to induce Asia to rise up against the political and economic influence of the west means, said Mr. Crissinger, "the arraying of the east, under the leadership of Moscow and on the Third International, against the entire western conception of human society and human destiny. The fact that Bolshevism failed, for the time being, at least, in the western countries, does not mean that the menace has been destroyed," he declared. "It merely means that for the moment it has been taken further away from us; but, nevertheless, it is pursuing its devious and menacing activities in places where we cannot watch it, where we cannot hope to deal so directly with it, as when it was attempting to establish itself in our very midst. If we are to cope efficiently with this attack on our institutions we must first of all recognize that the attack is in progress and that it is extremely dangerous; and after that we must search our institutions and organizations in an effort to determine to what extent they justify violent criticism and hostile attack, and having made such a survey, it becomes our duty to adopt measures of reform that will justify us in insisting that our institutions are the best and most suited to the needs of the world."

"In short, the leadership of the world by the European and American nations has been challenged, and we must respond to the challenge by convincing the world that our institutions, our civilization, our economic methods, our instruments whereby to promote the general advance of mankind, are the best institutions, the best civilization, the best economic methods, the best instruments that have been offered for the promotion of human welfare. I submit that if they are not all this, they do not deserve perpetuation."

ST. JOHN REGISTRATION
and EMPLOYMENT OFFICE
MEN
No. 235—Shoe repairer.
237—Fitterman.
238—Chauffeur.
244—Office work.
251—Wheelright.
257—Checker.
263—Steelworker.
268—Butcher.
276—Electrician.
284—Grocery clerk.
302—Nail cutter.
311—Cleaning and pressing.

WOMEN
No. 55—Office work; experienced.
57—Housecleaning.
62—Experienced grocery clerk.
63—Experienced salalady.
68—Work by day.
69—Sewing.
73—Stenographer (Just through college).
86—Experienced stenographer.
Apply 10 Kine street, Bank of Montreal Building.

FINANCIAL
NEW YORK MARKET.
(By Direct Private Wire to McDougall & Cowan, 38 Prince William street, etc.)

Table with columns for various commodities like Allied Chem, Am Can, Am Bosch, etc., and their market status (Open High Low).

MONTREAL MARKET.
Atlantic Sugar 28 1/2 28 1/2 28 1/2
Asbestos Com 55 55 55
Bromonol 17 1/2 17 1/2 17 1/2
Brazilian 86 86 86
Bell Telephone 105 105 105
Peter Lissy 37 37 37
United Fruit 115 115 115
Can S S Pfd 37 37 37
Can Cen Pfd 91 1/2 91 1/2 91 1/2
Dom Bridge 68 68 68
United Fruit 115 115 115
Quebec 22 22 22
Montreal Power 86 1/2 86 1/2 86 1/2
Breweries 48 1/2 48 1/2 48 1/2
Ont Steel 41 1/2 41 1/2 41 1/2
Prjce Bros 35 1/2 35 1/2 35 1/2
Ridion 6 6 6
Spanish River 83 83 83
Setel, Canada 89 89 89
Smelting 20 1/2 20 1/2 20 1/2
Tor Railway 65 1/2 65 1/2 65 1/2
1922 Victory Loan, 5 p. c.—97.65
1923 Victory Loan—99.65
1924 Victory Loan—102.60
1925 Victory Loan—105.65
1926 Victory Loan, 5 p. c.—99.60

RALLIED TRADE
OF DOMINION
Progress of Liquidation, Better
Prices for Wheat, Help
Business Sentiment.
(Special Correspondence of New York Times)
Toronto, Feb. 24.—Partly owing to the influence of our markets and partly as the result of a healthier domestic situation, Canadian trade during the last week has been lifted out of the depression that has characterized it for the past two months.

In the first place, the "Made-in-Canada" exhibitions and bargain sales have cleared the shelves of many home products, simply because the Canadian manufacturer and the retailer have begun to reduce prices to the point where even in competition with your goods these have become attractive to the buyer. As a result, many of our closed factories are now re-opening, and therefore unemployment during the last week has been considerably reduced.

Secondly, the rapid rise in the price of wheat has given great encouragement to the west, where half of our carry-over crop is still in the hands of the country elevators. This advance of more than 46 cents a bushel represents an increase of more than 25,000,000 bushels of wheat still unsold.

Thirdly, the improved condition of exchange has helped this country in two ways. The rise in the value of the pound sterling at Montreal has increased the purchasing power of our best customer, while the rise in the value of the Canadian dollar at New York has enabled us to buy more cheaply in your market.

Security Prices Stiffen.
While your security markets have been experiencing a boom which is measured here by the rise in the price of United States Steel, most of our securities have gone up also in sympathy with the Wall street trend, though our market has exhibited its own little peculiarities. For instance, it is significant of the distance that our deflation has yet to go that the price of British Empire Steel does not reflect the improved value of your premier stock.

On the other hand, our gold stocks have experienced a boom greater than any known since the Cobalt excitement of 1907-1909. On Tuesday of this week the volume of business done on the Standard Mining Exchange amounted to the sale of 365,000 shares. Hollinger

THE BUSINESS COLUMN
Edited by Mansfield P. Howe (Copyright)

Used Rolling Store for Test—Now Can't Drop It.

Wishing to try out the possibilities of Ford and Riverside, two growing suburbs adjoining Windsor, Ont., before opening up a store, Weir Eckenswiler five months ago fitted out an automobile which he paid for very attractively. "The Store at Your Door." Sales each week have shown a steady increase until they now average \$200 daily.

Stage Sales for Store Employees.
Special sales for employees only and special "tips" to employes on value in which they should be interested form an important feature of the means whereby the McCrery store helps its personnel to help themselves. The plan is very simple. It always works, usually with complete thoroughness. As a result, employees of this store, two-thirds of them women, are enabled to employ their merchandising and buying judgment for their own benefit.

Trains Clerks With Customers' Letters.
When Miss Mary Hopkins, educational director of the Jordanian Store Company's department store, in Boston, tackles the big problem of how to educate the employees up to the establishment's service standards, she finds that her talks along these lines can be made much more effective by quoting letters received from customers on the subject. She selects for the department certain letters which contain praise for concrete cases of good service, as well as complaints of bad service, so that she can draw attention to the latter. Her way is brought home from one angle.

By way of illustration, here is an extract from a "service talk" recently delivered by Miss Hopkins to the Jordanian staff: "Perhaps it is not realized that service to our customers is nothing more or less than courteous attention to their wants—that being courteous means displaying in friendly manners. When customers write letters to the firm telling of the good service they have received, they are invariably describing the courteous manner of our salespeople. The following letter from a customer is a good example of what we want to commend to the sales staff on the good service she gave; she was very busy with other customers, but she looked up one customer's attention to my question. She then laid out a piece of merchandise for me to see, saying as she did so, 'I will wait upon you as soon as I can.' This is the kind of service we want to commend to our salespeople."

This Letter Made a Cent Pay Up.
Collections were slow and hard to make. The firm needed cash to meet maturing bills and save discounts, to which much importance attaches these days. This danger is made considerably less, being in a rural community.

Albert N. Norlin, owner of the Norlin General Merchandise Store in Toronto, Kan., decided he must get the cash, and he did it, more than he thought was possible. One hundred credit customers who had the largest accounts, from \$50 up, were selected. To every one Norlin wrote a letter pointing out that the store needed cash to meet its obligations. The letter explained that the recipient was one of 100 customers who

Consolidated, our favorite gold stock rose 65 points in one day, while McIntyre gained 12 points. These spectacular advances have again brought the general public back into the market, while it was noted also that much buying was done here on New York account.

So encouraging have been these various factors in their effect upon general trade that a new optimism has been engendered, which is all the healthier because both merchants and manufacturers fully realize that this sudden measure of prosperity cannot be maintained unless we continue to deflate prices and practice economy of production.

BRITANNIC UNDERWRITERS AGENCY
FIRE & AUTOMOBILE INSURANCE
CAMPBELL & DAVIDSON, 42 Princess Street.

Wants College Girl
The Countess
College men in recent years have been making a name for themselves in the field of retail selling. It is now the turn of the college girls to leap into the profession. The largest of these is the young James S. Knox, of Cleveland, who recently addressed the students at Elmira College, Elmira, N. Y.

College women, he pointed out, have proved their ability to fare well in competition with men in all the professions, but he argued, there is no need for them to limit their perspective of the future.

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!

were being asked to each pay \$20 on their accounts. If this amount was received from every one, it was pointed out, the firm would take in \$2,000, which would be enough to meet all obligations. With the letter a statement of account was rendered showing just how much the recipient owed the store. The letters went out just before a big snowstorm which interfered with road traffic, but within ten days payments ranging from \$20 to \$100 have been received from all but three of the 100 persons addressed. Norlin said this letter got another set of collection letters he had ever used.

It was interesting to note the psychological reaction of the persons addressed. Many credit customers told Norlin that the letter caused them to want to help him out because he had been generous to them in extending credit and they hurried in to pay the amount he asked. They said they appreciated his situation and wanted to do all they could to assist him.

There are a great many busy housewives who cannot pick up and go to the grocery store every time they think of something they need. Even though many of them have children who make very good messengers, these children are seldom available just at the time they are wanted. My "Store At Your Door" comes along every day and a visit to the car usually suggests several things needed in addition to the articles the woman had in mind.

Right from the start Eckenswiler has made it a point to carry a good supply of fresh meats, as well as those lines of groceries which he has found by experience are most in demand. His store on wheels is nine feet long, five feet wide and six feet high. Its equipment includes a coffee mill for supplying fresh ground coffee, a refrigerator in the car keeps meats and produce in perfect condition, even in the hottest weather. For fruits and vegetables there are shelves along the sides of the store. Many of these are tin lined, so that ice may be placed among the merchandise, and it is Peace Arrow brand vegetables have been two of the best sellers.

"Carrying meats helps to sell groceries," says Eckenswiler. "I feel that one helps to sell the other. Many times a customer comes out to select her meat for dinner or supper I have no trouble in selling her coffee and groceries. It pays to be prompt and to reach districts at as nearly the same time every day as possible. Many of my best customers are in the habit of coming to my store when they require. I am planning to extend the territory I cover and have no fears about getting business enough to pay me well."

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types of business. If the college man enters the store at the sales counter and by virtue of his education win sufficient rapid advancement to make that education a profitable investment, there is no reason why the college girl should confine her ambitions to the accounting or advertising department of the retail business. She is needed, he urged, right at the sales counter. He enlarged upon the salesmanship abilities so often undeveloped in college girls, and advanced that the knowledge of salesmanship puts at their feet when they do not seem to make an humble beginning side by side with their sisters who have been less fortunate in the matter of education.

They Like Restroom.
Virtually 15,000 persons have made use of the "co-operative" restroom established by the retail merchants of Elmira, N. Y., in the central shopping district since it was opened a year ago. The exact figures, as contained in the report of the manager of the "station," Miss Ella M. Briggs, are 14,902. In other words, somewhat over 1,200 persons per month took advantage of the collective courtesy of the Elmira merchants. It is of principal value to outdoor shoppers, who use it as a headquarters, leaving their packages, and having their purchases delivered there, and stopping for a brief rest to collect their things before returning home.

ROBERT HOBSON.
President of the Steel Company of Canada who was one of the deputation of Canadian manufacturers that waited on the Dominion government with recommendations as to what will cure industrial ills.

UNION OF WHEAT ASSOCIATIONS
National Federation in the United States is Being Organized.
Denver, Col., March 3.—Plans for the organization of a national federation of wheat marketing associations on the contract pooling basis were adopted yesterday at a conference of state associations covering practically the entire wheat producing territory of the United States. It was announced that the new federation, to be known as the American Wheat Growers Association, will be placed in operation when the middle western co-operative societies begin the actual selling of wheat. The new organization as outlined, will consist of a board of directors. It is to have control of export sales of wheat and will coordinate the domestic activities, arrange plans to provide finances for wheat growers who are members, and establish a statistical department and advise in the general operations of state organizations. It was said that organizations now registered in the program for the national federation include nearly 20,000 wheat growers, representing a production of close to six million bushels annually.

THE NIAGARA FRUIT GROWERS AND THE DUTIES
St. Catharines, Ont., March 3.—The Niagara district fruit growers on the second day of their educational convention here yesterday unanimously decided to request the Dominion government that no change in the present customs regulations regarding the entry of foreign fruits and vegetables be made until the growers have had an opportunity to present their case.

PLEASE TURN YOUR RING INWARD WHEN EXAMINING SILK HOSE. THIS IS TO AVOID DAMAGE TO THE MATERIAL.
"We put up those signs several weeks ago," said F. R. Thomson, buyer of the hosiery department, "and we find that, although the step has not entirely solved our problem, it has had a very good effect."

Travel in COMFORT to EUROPE
Book your reservations now for spring and summer sailings of the White Star Dominion Line Regatta—the new triple screw turbine steamer—the last word in steadiness and comfort for cabin and third-class passengers—the Commodore, Victoria and Canada. Sailing every Saturday.

White Star Dominion Line
A. G. JONES & CO.
144 Hollis Street, Halifax, N. S.

FOR BETTER Coal and Dry Wood
Colwell Fuel Co., Ltd.
Phone West 17 or 90

Reserve Sydney Coal, Well Screened \$12.00 PER TON
L. S. DAVIDSON,
Phone Main 1813 27 Clarence Street

Soft Wood, Hard Wood DRY, BEST QUALITY.
Broad Cove, Victoria and Sydney Coals Well Screened and Delivered Promptly.
A. E. WHEPLEY,
236-240 Paradise Row.

If you want the best soft coal on the market, ask for a ton of our McBean Picket. After that you will burn no other.
CITY FUEL CO.
C. A. Clark, Mgr., 94 Smythe St.

KINDLING WOOD—\$3 PER LOAD, south of Union St.—Haley Bros., Ltd., City.

BOUND COVE COAL: A GOOD course coal, well screened, \$5.15 half ton in bags. Also other grades of soft coal. Give us a call—M. 3808, North End Coal Yard, 118 Harrison.

FOR SALE—DRY CUT WOOD, \$2.50 large truck—W. P. Turner, Hazro Street Extension. Phone 4710.

FOR SALE—DRY SLAB WOOD, C. A. Price, corner Stanley-City Road Main 4682. 8-3-1922

FOR SALE—DRY CUT WOOD, large truck load, \$2.50.—M. 4471, 2150-2-19

Better Heat For Your Money
It's what you GET, more than what you pay, when you buy

EMMERSON'S SPECIAL
Soft Coal which has more and better heating power than you'll get in the general run of soft coal at the same price. Prove it.

Emmerson Fuel Co. Ltd.
115 CITY ROAD.

HARD COAL (MARCOAL)
Landing in a few days, all sizes. If you require fire burning clean coal we will be pleased to quote you.

Maritime Nail Co., Ltd.
COAL DEPT.
Phone M. 3233. 3-4

Splendid Kitchen Coal
Good quality, well screened, \$14.50 per ton dumped, \$11.00 in bags. Broad Cove Coal carefully screened, \$13.50 dumped, \$14.00 in bags.

D. W. LAND
Corner Erin and Hanover Streets, Phone Main 1165.
Branch Office, 140 City Road, Open evenings M. 874.

COAL AMERICAN ANTHRACITE All Sizes
SPRINGHILL RESERVE
GEORGES CREEK BLACKSMITH KENTUCKY GANNEL
A Wonderful Grate Coal

R. P. & W. F. STARR LIMITED
49 Smythe St. 159 Union St.

DRY WOOD
Choice Hard Wood for Grate. Perfectly Dry Kindling. Dry Soft Wood Slabs. Quarter Cord in Load.

City Fuel Co.
257 City Road Phone 4690

Pea Coal
Try Banking your Furnace with it. Holds the Body of Fire.

Consumers Coal Co., Ltd.
M. 1913. 68 Prince William St.

FOR BETTER Coal and Dry Wood
Colwell Fuel Co., Ltd.
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Reserve Sydney Coal, Well Screened \$12.00 PER TON
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Soft Wood, Hard Wood DRY, BEST QUALITY.
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