

POOR DOCUMENT

W C 2035

THE EVENING TIMES AND STAR, ST. JOHN, N. B., TUESDAY, AUGUST 16, 1921

SHOPS YOU OUGHT TO KNOW

Designed to Place Before Our Readers the Merchandise, Craftsmanship and Service Offered by Shops and Specialty Stores

AUTO REPAIRING

THE ST. JOHN SPRING WORKS
repair all kinds of auto and carriage
springs. All work promptly done.
Springs made to order. Ford front
springs \$4.—\$1.50 Thorne Avenue, Main
10—8—1921

AUTO STORAGE

IREDD STALLS TO LET. CARS
washed, repaired—At Thompson's, 55
duy street. Phone 663.

BABY CLOTHING

BY'S BEAUTIFUL LONG
sleeved, daintily made of the finest
crystal, everything required; ten dol-
lars. Send for catalogue. Mrs.
Ison, 672 Yonge street, Toronto.
11—1921

BARGAINS

USE DRESSES, ALL SIZES,
girl and dark colors, low prices—At
Storer's, Garden street.

DYERS

ATTICE TO MOURNERS—FAST
black returned in 24 hours. Phone
9, New System Dye Works.

ENGRAVERS

G. PLUMMER, PRODUCER OF
Jewelry Engraving, Wedding Station-
ery, Cards, Brass Medals, Signs, Etc.
Charlotte St., next to Mary's Millin-
ery.

FILMS FINISHED

AND ANY ROLL OF FILM WITH
to be washed, P. O. Box 1848, St.
n. N. B., for a set of pictures—
say finish. Satisfaction guaranteed.

URNITURE STORED

URNITURE STORED IN DRY
warehouse. Percy J. Steel, 611 Main
St., 8191—8—19

HATS BLOCKED

YES! STRAW TAGLE AND
Hats blocked in a clean, airy
shop. T. B. Jagger, 280 Main
St., opposite Adelaide street.

HEMSTITCHING

HEMSTITCHING AND POINT
decorating promptly done in a clean,
modern shop. Work guaranteed—Singer
Machine Co., 45 Germain St.
2087—8—23

IRON FOUNDRIES

IRON FOUNDRY AND MACHINE
Works, Limited, George H. Waring,
Manager, West St. John, N. B. Engineers
and Machinists, Iron and Brass Foundry.

JACKSCREWS

ACKSCREWS FOR HIRE AT REA-
sonable rates, per day or otherwise.
—The street. Phone 1584.
2—10—1922

LADIES' TAILORING

GF. CLASS LADIES, TAILOR-
ing, satisfaction guaranteed at lowest
costs.—A. Morin, 50, Germain.
2030—8—23

MEN'S CLOTHING

MEN'S CLOTHING, OVERCOATS—
We have in stock some very fine Over-
coats, well made and trimmed and sell-
ing at a low price from \$20 up. W. J.
Gagnier & Co., Custom and Ready-to-
wear Clothing, 182 Union street.

MONEY ORDERS

AY YOUR OUT-OF-TOWN AC-
counts by Dominion Express Money
orders. Five dollars costs three cents.

PAINTS

3 BRAND PAINTS, \$3.50 TO
\$4.00 per Gallon. Send for Color Card.
—J. J. Jones, Ltd.
6—9—1922

PHOTOGRAPHIC

REVELOPING, PRINTING, KODAK
Films. Send 4c. with order. Work
done promptly. Victoria Photo Studio,
John.

PIANO MOVING

AVE YOUR PIANO MOVED BY
Auto, modern gear, no jolts or jars;
amateurs moved to the country and gen-
eral carriage. Reasonable rates.—Arthur
ackhouse. Phone 1634-12.

PLUMBING

W. NOBLE, PLUMBER AND
Gas Fitter, Jobbing promptly attend-
ed to. 55 St. Paul street.

FINANCIAL

NEW YORK STOCK MARKET.
Johnston & Ward (successors to J.
B. McCurdy & Co.), members Montreal
and Toronto Stock Exchanges. Direct
private wires.

	Prev.	Close	Open	High	Low
Allis Chalmers	30 1/2	30 1/2	30 1/2	30 1/2	30 1/2
Am Can Com	25	25	25	25	25
Am Car & F	12 1/4	12 1/4	12 1/4	12 1/4	12 1/4
Am Locomotive	8 1/4	8 1/4	8 1/4	8 1/4	8 1/4
Am Smelters	34 1/2	34 1/2	34 1/2	34 1/2	34 1/2
Am Woolens	6 1/4	6 1/4	6 1/4	6 1/4	6 1/4
Am Copper	84 1/2	84 1/2	84 1/2	84 1/2	84 1/2
Atchafalpa	8 1/4	8 1/4	8 1/4	8 1/4	8 1/4
Balt & Ohio	8 1/4	8 1/4	8 1/4	8 1/4	8 1/4
Baldwin Loco	7 3/4	7 3/4	7 3/4	7 3/4	7 3/4
Crucible Steel	54	54	54	54	54
Canadian Pacific	11 1/2	11 1/2	11 1/2	11 1/2	11 1/2
Central L Co	2 1/4	2 1/4	2 1/4	2 1/4	2 1/4
Goodrich Rubber	7 1/4	7 1/4	7 1/4	7 1/4	7 1/4
General Motors	10 1/4	10 1/4	10 1/4	10 1/4	10 1/4
Great Nor Pfd	7 3/4	7 3/4	7 3/4	7 3/4	7 3/4
Kennecott Copper	17 1/2	17 1/2	17 1/2	17 1/2	17 1/2
Lackawanna Steel	38	38	38	38	38
Mex. Petroleum	8 1/4	8 1/4	8 1/4	8 1/4	8 1/4
N Y Central	70 1/4	70 1/4	70 1/4	70 1/4	70 1/4
Northern Pacific	7 1/4	7 1/4	7 1/4	7 1/4	7 1/4
Rep I & Steel	46	46	46	46	46
St. Paul	28 1/4	28 1/4	28 1/4	28 1/4	28 1/4
Studebaker	7 1/4	7 1/4	7 1/4	7 1/4	7 1/4
Union Pacific	11 1/2	11 1/2	11 1/2	11 1/2	11 1/2
U S Steel	74 1/2	74 1/2	74 1/2	74 1/2	74 1/2
Utah Copper	44 1/4	44 1/4	44 1/4	44 1/4	44 1/4
Wells Fargo	11 1/4	11 1/4	11 1/4	11 1/4	11 1/4

THE BUSINESS COLUMN

EDITED BY MANSFIELD F. HOUSE (Continued)

Depression? Chuckles

Combs, "What's That?"
A. Y. Combs, head of the Combs
Mercantile Co., of Wichita, Kan.,
reads stories in newspapers telling of
the so-called period of depression and
laughs.
There hasn't been any depression for
Combs. It's been the other way around
for him since the first of the year—
and to prove it he is willing to show
his books, which reveal that in March,
this year, he did 155 per cent more busi-
ness than he transacted in March, 1920.
To say nothing of 80 per cent more
business than in April a year ago.
Combs has a slogan and around it
he has built up a somewhat sensational
success. The slogan reads: "I sell 'em
cheap; he sell 'em cheap."
At the foundation of his business,
Combs says are two outstanding facts.
One is that he buys his merchandise
at the bottom price and then prices it
right to the customer. The other is
that he tells the public what he has to
sell and tells it constantly and dramati-
cally.
Experience has convinced Combs that
newspaper space is the best to use in
advertising. More than that, he is
certain that one newspaper is better
than two. The same money, he says,
spent for space in one newspaper is
sufficiently bringing in far more business
than if spent for space in two or more
papers, he uses one Wichita paper
exclusively, but he uses it virtually every
day, buying from a quarter to a full
page of space.
Last September Combs started cut-
ting prices. He wanted to stay at the
bottom of the market and move more
business.
"I sold my merchandise, all that I had
in the house and all that I had con-
tracted for," he says, "regardless of what
it cost me. I sold it on the market of
the day. What was left I invested Jan.
31 at market prices on that day, taking
my entire loss to date. I had this ad-
vantage: my stock was fairly low and I
was ready to buy goods.
In February and March two of my
buyers were on the market. We pur-
chased a lot of merchandise at a price
we came home and did what we had
done ten times during 1920—put on a
special sale. It began March 1. We
used a double-page spread in the news-
paper telling the story as we saw it and
believed it. This was followed up with
daily advertisements, telling the public
not only of the bargains we offered, but
also of the success of the sale. We sold
no goods at less than cost, but we made
a fair profit on every sale.
The advertising was strong, but we
stuck to the truth. I believe in strong
advertisements. I am equally insistent
that the merchant must be able to pro-
duce the goods offered at the price ad-
vertised in a reasonable quantity. I
have followed this idea for seven years
and it is responsible for my present suc-
cess.
"I am a strong believer in special
sales. They keep the public interested
in the store and keep crowds coming.
They are stimulating and if the mer-
chant offers fair values the sales do not
have an unfavorable reaction.
Combs spends from 3 to 5 per cent
of his gross sales in advertising. In
March, 1920, he spent 3 per cent for
newspaper publicity. In March this
year his advertising expense was 6 per
cent. Some of this advertising, however,
he says, will benefit the store through-
out the year.

No Return of The Trouble

Since Taking "Fruit-a-Tives"
108 Church St. Montreal.
"I was a great sufferer from Rheu-
matism for over 16 years. I consulted
specialists; took medicine; used lotions;
but nothing did me good.
"Then I began to use 'Fruit-a-tives'—
and in 15 days the pain was easier and
the Rheumatism much better. Gradu-
ally, 'Fruit-a-tives' overcame my Rheu-
matism; and now, for five years, I have
had no return of the trouble. I cordially
recommend this fruit medicine to all suf-
ferers."
P. H. McHUGH.
50c. a box, 6 for \$2.50, trial size 25c.
At all dealers or sent postpaid by Fruit-
a-tives Limited, Ottawa.

RHEUMATISM FOR OVER 16 YEARS

Don't Be Caught Unprepared

Dear John:
I know you mean well.
You're taking prosper-
ity for granted. In case
you were called away,
you think we will be all
right—or have you given
it thought?
Your children might
be homeless and penni-
less tomorrow—who
knows?
Therefore, the time to
make sure of protection
is to-day.
Please do something
right away.
Your loving wife.
Send us your age and learn the cost
of a policy—no obligation is incur-
red by your enquiry.
EXCELSIOR LIFE
INSURANCE COMPANY
T. R. S. SMITH
Provincial Manager,
St. John, N. B.

WHEAT

Chicago—	124 1/2
September—	124 1/2
December—	123 1/2
Winnipeg—	123 1/2
October—	123 1/2
December—	123 1/2

MONTEAL

Quebec—	100 at 30
Can Steamships Pfd—	100 at 50 1/4
Dominion Bridge—	100 at 58
Laurentide Pulp—	25 at 60 1/2, 125 at 66
Lyall Cons Co—	20 at 61 1/2
Quebec Ry—	100 at 30
Spanish River Pfd—	30 at 47 1/4
Steel Co of Canada—	25 at 47 1/4
Toronto Ry—	40 at 70 1/2
Winnipeg Elec—	5 at 32
Victory Loan, 1920—	1000 at 97 1/2
Victory Loan, 1924—	1000 at 94 1/2
Victory Loan, 1924—	1000 at 96 1/2

DULLNESS IN PAPER

(Toronto Globe)
The difficulties which surround the
pulp and paper industry were further
emphasized yesterday by the appoint-
ment of a receiver for the Mattagami
Pulp & Paper Company, Ltd. The
crisis in this company's affairs is a case
of there being no sale for its products,
and some creditors pressing for payment
of accounts. This is one of the more re-
cent paper enterprises, and like the
Kaministiquia Pulp & Paper Company
operations got under way at a time when
the boom was nearing an end.
The Mattagami is now considering plan-
ing for the weathering of the crisis, and
the Mattagami, in applying for receiver-
ship, felt that that was the best means of
taking care of the company's business
until conditions showed improvement. In
the Mattagami case, the receiver is
W. Bailey, The English, Ameri-
can and Swiss expert watch repairer,
188 Mill street (next Hygienic Bakery).

STABILIZATION OF EXCHANGE RATES

No Arrangements Yet for the
Conference Proposed by the
U. S. Comptroller of Cur-
rency.
Washington, Aug. 16.—The treasury
has received inquiries from two foreign
powers for details of a possible interna-
tional conference in Washington to dis-
cuss measures for the stabilization of
exchange rates. Secretary Mellon said
yesterday. The powers were informed
he added that the treasury was propos-
ing no such conference.
Comptroller of the Currency Cris-
tine, however, declared today that his
original suggestion of the advisability
of such a meeting still stood, although no
details had been considered.

WATCH REPAIRERS

THE NORTH END ENGLISH, AME-
rican and Swiss Watch Repairing
Shop, prompt attention and absolute
satisfaction guaranteed. Give us a trial.
R. P. Beckersloffe, 265 Main street.

DIAMONDS BOUGHT AND SOLD

Watch and Clock Repairing a Spe-
cialty. D. Perkins, 46 Prince street.

W. BAILEY, THE ENGLISH, AME- RICAN AND SWISS EXPERT WATCH REPAIRER

188 Mill street (next Hygienic Bakery).

RINGS, WATCHES, CLOCKS FOR SALE

Sale, watch repairing, seven years in
Walham factory. G. B. Huggard, 47
Peters street.

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"The Tobacco of Quality"



Everybody Smokes OLD CHUM

It has that mellow richness that appeals to every smoker.



LOST 29 POUNDS DYSENTERY WAS THE CAUSE

Dysentery is one of the worst forms
of bowel complaint, and hardly any
other disease so quickly undermines the
strength and brings about a condition
of prostration and utter collapse that
often terminates fatally.
To check the unnatural discharges
without bringing on constipation you
should use that grand old remedy with
a reputation extending of 10 years.

DR. FOWLER'S EXTRACT OF WILD STRAWBERRY.

Mr. G. H. McVagh, Mower, Sask.,
writes: "About eight years ago I had
a severe attack of dysentery. I was
sick for three weeks. I weighed 154 lb.
when I got sick and 125 when I got it
stopped. I think I tried every medicine
on the market, but did not find relief
until I used Dr. Fowler's Extract of
Wild Strawberry, and one bottle did it.
I think there is nothing like it for dys-
entery or dysentery. I always keep some
on hand as a person does not know when
he will need it."
Price, 50c. a bottle; put up only by
The T. Milburn Co., Limited, Toronto,
Ont.