

The Standard



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SAINT JOHN, FRIDAY MORNING, SEPT. 23, 1910

A "TOY" RIFLE.

According to a table compiled by the Montreal Gazette, the Laurier government paid out between 1903 and March 1909, the sum of \$1,682,580 for the purchase of the Ross rifle—a weapon which on nearly every occasion on which it has been used, has conspicuously failed to demonstrate its efficiency as a practical fire-arm. The latest evidence that it is little better than a toy is supplied by correspondents of the Toronto papers who are attached to the Queen's Own Rifles, now in Great Britain. The regiment is armed with the Ross rifle. The correspondents have declared that as a service weapon it is useless.

The correspondent of the Toronto Star, a paper distinctly friendly to the government says of the weapon:—

"There was one serious disappointment about the 'manoeuvres, that being the Ross rifle. For active service it didn't make good for a minute. Apparently it is an excellent arm for target shooting, but it has made a bad impression as a service rifle. The breech is not protected sufficiently to keep the sand from getting in, and several doubts were cast on the rifles as to whether it was safe to fire them off. This proved a useless fear, but they are undoubtedly 'little less than toys. Even the officers say it, or at least some of them do."

"Be careful of those rifles; it wouldn't do to bring 'those toys too sharply on the ground for fear they 'would get broken."

"They are little less than toys and have been 'cussed more heartily than anything in camp. Several 'of them were put out of commission before the manoeuvres began."

"There is one obvious error in this statement," remarks the Gazette. "The correspondent says:—'Apparently it is an excellent arm for target shooting.' It is not. The militiaman who desires to attend a rifle meet generally chooses either to fall back on the old Lee-Enfield or pay \$45 out of his own pocket for the special Ross rifle, which has been masqueraded as the weapon with which the Canadian militia is armed, and which is a really good target rifle, and not to be classed with the rifle for which the country had up to the end of the last year spent \$1,628,580."

This special rifle to which the Gazette refers, is the weapon with which the Canadian militia were armed at Bisley, and known as the Mark II. Ross rifle. It costs more than twice as much as the British or United States service rifles. If the Mark II rifle were issued to the Canadian armed forces, the cost to the pockets of the Canadian people would be a couple of million dollars, as contrasted with the fact that the same number of troops could be supplied with British or American or German or French service rifles—splendid rifles—at a cost of less than half the money. Canadian marksmen did well at Bisley with this particular brand of Ross rifle; nevertheless British marksmen beat them and their rifle with the British service rifle of less than one half the cost.

"The country," concludes the Gazette, "is now spending several millions a year on a militia force armed with what is described as a 'toy.' What would the situation be if Canada was threatened with invasion tomorrow? What would happen to the helpless Canadians sent to the front armed with 'toys'? They would be chicken-feed for the enemy. Not even the be-feathered brigade of war experts who sit in offices in Ottawa surrounded by a small army of military and civil servants, could save them."

EXPORTERS MAKE INDIGNANT PROTEST.

Among the orders recently issued by the United States government to its consular agents abroad is a regulation with regard to goods exported from foreign countries which is raising a storm of protest from British exporters. This regulation sets forth that "as many specimens of samples (for export) must be deposited as there are cities in the United States 'in which the goods are to be placed on sale.' If enforced, the regulation will mean that the exporter, who might have business with a hundred cities in the United States, will be required to supply one hundred sets of samples of every textile exported, whether it is cotton, woolen, silk, lace or embroidery.

The Yorkshire Factory Times says that "amongst large exporters dealing with all branches of the textile trade this inquisitorial and menacing document is regarded with great indignation. One prominent manufacturer pointed out that his firm issues yearly some hundreds of novelties in design for each of which now, under this order, a specimen would have to be forwarded. What this would mean in the long run he would not care to contemplate. Certainly at the start it spelled chaos of the most complete description."

Several large British exporters have declared that the regulation will mean ruin to their trade, and the trade of French exporters of textiles will, it is said, be similarly affected. In England, the new regulation is interpreted as an indication of the intention of the Washington government to shut out foreign textiles. In some quarters, however, a more sinister meaning is given to it. It is suspected that the end sought to be served by the depositing of samples is to afford facilities to domestic manufacturers for pirating the patterns and colors of their foreign competitors.

France and Germany and other protectionist countries will probably not suffer long from this new regulation, and will retaliate upon the United States in kind, to force the removal of the restriction so far as their exports are concerned. Great Britain with her system of free trade is without this weapon of defence.

A WORD TO THE CANADIAN MANUFACTURER.

"The Canadian Manufacturers' Vulnerable Spot," is the subject of an interesting article by Mr. W. L. Edmonds in the current number of the Busy Man's Magazine. The writer advocates more aggressive advertising, and a better selling organization as the weapons with which the Canadian manufacturer can most effectively meet outside competition.

"A tariff as high as Haman's Gallows," says Mr. Edmonds, "might keep out imported goods, but it won't keep out the enterprising foreign manufacturer who desires to establish a branch factory in Canada. It hasn't in the past, and it certainly will not in the future. The inducements are too alluring to be ignored by the enterprising manufacturers and capitalists of Great Britain, the United States and other countries. Nothing that outside influences can do will, permanently, at any rate, protect the Canadian-established manufacturer from the competition of his foreign confreres. If the tariff or distance handicaps them they will, as they are doing, start branch factories here."

"The only thing that will 'save his face' is the employment of up-to-date selling methods. And in this must be included an aggressive advertising campaign. There are already some Canadian manufacturers who are doing this, but they are, as I have already pointed out, few and far between. Competition, either home or foreign, cannot permanently be eliminated. That is a fact which every manufacturer in Canada should clearly understand. The most effective permanent modifier of foreign or any other competition is advertising plus a good selling organization. And the better the advertising the greater its effectiveness."

"Well-advertised goods bring better prices because the demand keeps the supply moving. It is the goods that are comatose or dead that lie on the shelves or in the warehouse or factory. Advertising not only moves goods; it imparts stability to values. Advertising, like fuel under the boiler, gets up steam. And the better the fuel the better the results. Advertising imparts value to the good will of a business. Advertising may, in fact, be said to be the creator of the good-will. Reputation is the concomitant of the good will. If the reputation is bad the good-will certainly cannot possess value. Quality is the chief foundation of reputation, but as long as quality is hid under a bushel it may just as well not have an existence. Lift off the bushel and turn on the light of publicity."

"Then comes reputation and good-will; and the better the light, and the more continuously its rays are focussed on the firm and its products the more will reputation be enhanced and the value of the good-will appreciated. It is only the man who wants to 'gold brick' the public who can afford to do fraudulent advertising. He who is in business for tomorrow and the next day and the next, cannot afford to endanger his reputation by fraudulent practices, and especially when he trade marks his goods. A trade mark, therefore, whether a design or a name, is a guarantee of merit. It is only he who is an imbecile who would trade mark an article that had no merit; and the average business man is by no means an imbecile."

SMUGGLING AS A FINE ART.

The most remarkable chapter in the current history of manners and (especially) customs in the United States has just been written by a wealthy family of Poughkeepsie, who made an effort to bring in a string of pearls in the delicate architecture of a woman's bonnet.

After the written and the supplementary oral declaration that they had nothing dutiable of the kind, a goldmesh purse was discovered by the women inspectors. The colored comic supplements of the newspapers are full of the sayings and doings of the enfant terrible, who can be relied upon for the embarrassing word or deed at the crucial moment. In this case, 18-year-old Helen piped up sweetly:—"Oh, mother, why don't you tell them we got it in Lucerne? I wanted you to do that at first." The daughter has been very popular with her mother ever since.

But the most dramatic scene was to come. The lady—as she thought, surreptitiously—tore up a piece of paper, which the sleuth hounds of Uncle Sam put together again. The mosaic offered incriminating evidence that there was a secreted pearl necklace, and besides, all unbeknownst, they had a telegram from Florence putting them on the qui vive against the day of the arrival of the aforesaid jewelry. The lady was presently found in her cabin furtively extracting pearls from the lining of her big straw hat, and there were more pearls pricelessly rolling about on the floor.

It is very evident that these "society smugglers" learned nothing from the lesson severely taught other arriving travellers, as in the case of ex-Governor Rolins, of New Hampshire, several months ago. Apparently it is almost as hard for rich persons to get through the United States customs without paying duty as it is for them to get to Heaven.

CURRENT COMMENT

(Philadelphia Record.)

The Massachusetts manufacturers complain that they are at a disadvantage with their competitors because they pay higher wages. But one of the largest St. Louis manufacturers has just decided to have his fine shoes made in Brockton. He found it impossible to compete with the New England made shoes. The highest priced labor is the cheapest labor, because it is the best labor, and higher wages do not involve higher costs of production.

(London Free Press.)

British ports are an example to the world in enterprise and to this is due, in part, the first place that Britain holds in the carrying trade of the world. Liverpool is at present building a new dock costing \$2,500,000 that will be capable of accommodating ships 1,000 feet long. And this is but one part of improvements that will cost in the aggregate \$18,750,000.

(Ottawa Journal.)

Toronto is talking of having a Great White Way with civic power. The thing is worth while in any city. It would be particularly worth while and particularly short, easy and cheap on Sparks street, Ottawa. The business portions of Bank and Rideau could be added later.

(Kingston Whig.)

The osteopaths have been put out of business in New York State, the supreme court having decided that they are not qualified to determine the cause of illness and death. They are, therefore, forbidden to issue death certificates.

(Montreal Witness.) (Lib.)

We have been trying to avoid a petty dispute over flags, but it is being forced on public notice. The French flag has, as the mayor plainly says, no right or place in this country. It is nothing but a decoration.

(Rochester Post-Express.)

Burglary is a hazardous business. A Philadelphia woman, aroused by a crying baby in the early hours of the morning, discovered a burglar and made him walk the baby while she telephoned for the police.

TWO ENGINES BURNED IN MINTO ROUNDHOUSE

New Locomotives Giving Good Service on Central Railway-- Belleisle Farmers Report Good Crops--Personal Items

Belleisle, Sept. 21.—The Central Railway suffered the loss of two engines last week, having had them burned in the roundhouse at Minto. The new one, which is up-to-date, is giving good satisfaction.

Victor Redstone still remains very ill. Dr. Fraser is in attendance. Miss Elzina Mercer, who has been at Rothesay during the past summer is home for a few days.

George Erb is away on a hunting trip. He expects to bring in a large quantity of game.

The farmers are busy gathering in their harvest and report a good yield of grain. The vegetable crop is also reported good.

Preparations are being made towards painting the Baptist church.

Some of Uncle Sam's people have returned home. Among them being Mrs. Boy and children, Mrs. Cooper and children; and J. W. Mott and brother.

S. L. F. McKnight, of Ottawa, who spending his holidays at his old home here, spent Sunday last at Hampton, the guest of G. G. Scovill and wife.

Miss Lynch and Miss Griffin, of Boston, are here visiting friends.

CLOSING COTTON LETTER.

By direct private wires to J. C. Mackintosh & Co.

New York, Sept. 22.—There was a dearth of influential news at the opening this morning excepting the continuation of comparatively light reduction in the local certificated stock to 3,600 bales. There were, nevertheless further signs of uneasiness on the part of the miscellaneous short interest, and when representatives of the bull clique again began the accumulation of December and January options, there was a smart short covering movement which materially assisted the marking up of prices about 12 points. It was the comparative strength of the latter months which kept even pace with the spot option, which chiefly impressed the street. The prestige of former successful operations in the spot months and the confidence with which the bull contingent has switched their activity to the more distant options, has led to the inference that the clique feels no concern about the September and October deal and is now accumulating later months in expectation of ultimately higher prices. Without there has been a decided relaxation of sentiment to the bull side in spite of the fact that no unwieldy short interest is outstanding in the maturing options.

JUDSON & CO.

CLOSING STOCK LETTER.

By direct private wires to J. C. Mackintosh & Co.

New York, Sept. 22.—The desultory character of current operations in the stock market was emphasized by an early collapse of the strength which characterized yesterday's dealings, following the announcement of the Minn. decision. Professionals who thought to take profits in expectation of a strong opening this morning found lack of support from any quarter and no increase of outside interests. As day wore on however, it became apparent that there had been no change of technical conditions, for after the selling referred to had run its course, the market gradually hardened and virtually regained all of its early losses. Cable advices to the effect that the conference of European bankers called to reconsider the cotton bill of lading question had decided to adhere to their original position excited nothing more than academic interest, inasmuch as the belief prevailed that some satisfactory compromise will be effected. This decision if adhered to means that after October 1st next foreign bankers will accept no American bill of lading on cotton without a bankers guarantee. When it is considered that Europe must have our cotton and that the planters must dispose of this cotton the assumption that this trouble must of necessity be patched up seems well founded. Likewise there was little or no interesting news and the market, as a whole, gave promise of no immediate decided change from the lethargic speculative conditions which have prevailed for some weeks past.

LAIDLAW & CO.

CHICAGO GRAIN AND PRODUCE MARKETS.

Range Of Prices.

By direct private wires to J. C. Mackintosh & Co.

	Wheat.	High.	Low.	Close.
Sept.	97 1/2	97	97 1/2	97 1/2
Oct.	101 1/2	100 1/2	100 1/2	100 1/2
May	106 1/2	106 1/2	106 1/2	106 1/2
	Corn.			
Sept.	53 1/2	52 1/2	53 1/2	53 1/2
Dec.	51 1/2	50 1/2	51 1/2	51 1/2
May	54 1/2	54 1/2	54 1/2	54 1/2
	Oats.			
Sept.	33 1/2	33 1/2	33 1/2	33 1/2
Dec.	34 1/2	34 1/2	34 1/2	34 1/2
May	37 1/2	37 1/2	37 1/2	37 1/2
	Pork.			
Sept.	19.27	19.10	19.10	19.10
Nov.	19.35	18.95	18.95	18.95
Jan.	18.30	17.97	18.00	18.00
Cash—Corn—53 1/2.				

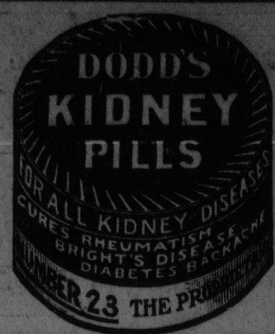
COTTON RANGE.

By direct private wires to J. C. Mackintosh & Co.

	High.	Low.	Bid.	Ask.
Sept.	13.91	80	83	84
Oct.	13.26	21	33	35
Dec.	13.30	16	28	34
Jan.	13.26	13	24	26
March	13.35	22	33	35
May	13.37	26	37	38
July	13.33	24	33	34
Spot—13.90.				

WINNIPEG WHEAT MARKET.

St. John, N. B., Sept. 22.—The Ogilvie Flour Mills Co., Ltd., supply the following quotations of the Winnipeg wheat market:—
December—98 1/2.
May—103.
October—109 1/2.



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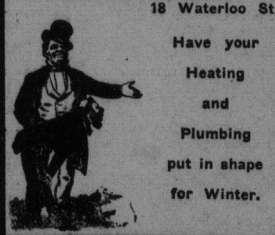
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