

POOR DOCUMENT

MC 2035

(THE EVENING TIMES AND STAR, ST. JOHN, N. B., MONDAY, FEBRUARY 16, 1920)



A Dash of Spice

Made Thousands Stop.

I know why you were late, Miss John Henry Jones. You've been down by Stone-Fisher's looking in that window; that's why you are late this evening! Tell me, John, was it as bad as the women's club said? I'm going to take a look tomorrow afternoon as I go down to get my coat.

That was the typical greeting for men who came home to cold dinners in Tacoma, Wash., recently. They had been reading the papers. One of the many novel windows arranged by Bert, A. Snyder for the Stone-Fisher Co., a dry goods store in that city, had gotten him, as some would say, with the "venerated" women's club of the city. Bert said that his window had got across. They read the comments on it in the newspapers and to watch the crowds come out of their way to see "if it were as naughty as it was said to be" one would say that Bert was right.

It was the underwear window shown in the accompanying illustration. As can be seen, it shows a woman figure sitting in a suit of underwear and nothing else. But perhaps! One can see such figures, from life, too, in the women's magazines. But Bert had used the art of suggestion instead of directness, and that made his display seem the naughtier. He placed the figure behind draperies. Strong light in the back of the window threw the figure's silhouette against the draperies, and one with imagination might feel that she (and he, too) were gazing into some woman's boudoir as she tried on her latest underwear purchase before her dressing table.

And that was not all. At either side of the draperies, draped fixtures were placed at full-length mirror borrowed from the ready-to-wear department. In each of these two mirrors was thrown a reflection of the figure, each different from the other. It surely did display the underwear.

But it happened that among those who noticed the group looking at the display were some of the local club women who are interested in the betterment of conditions in Tacoma. Snyder was exceeding the speed limit for Tacoma, they felt. If he had shown the figure more direct it would not have been so bad, but it was a scandal the way he had set it stage! They made complaint to the store and asked that the display be removed. The newspapers got hold of it, goodness knows how! That meant that the whole controversy had to be aired in the news columns, the firm in the meantime considering the matter and playing to a full sidewalk every evening.

Now, when Tacoma matrons think of underwear they think of Stone-Fisher's.

Did You Get Your Extra 13 Pennies?

Get out the old bank book, rummage around in your pockets, count your spare

for seats before the fountain slabs drops considerably.

When it does Mr. Ballou simply lifts the seats off the stool on one side of the slab and he gets out a three-step fixture—home-made—from the stock-room. The ends of the lowest step have black on the underside to which are nailed pieces of broomhandle that fit right down into the hollow standards of the two end stools. The top step is supported by the fountain slab. A covering of crepe tissue, which can be changed often, dresses up the fixture for the assortment of box candy which is put in it.

"It sells candy from the jump-off," said Mr. Ballou.

Pity the Sales Person!

He knew the person who took his time. Was only "looking round."

He knew she wouldn't spend a dime; and yet that clerk was bound to go on being as polite.

As if she contemplated.

A stack of goods of mountain height—He smiled the while he heaved.

He knew the person waiting near.

"Hurry!" he said, "hurry!"

By her who caused his inward sneer.

Would buy and his desire.

But she had bought a lovely bill.

But still he had to glow.

Although his lemon lingered till.

The other had to go!

Yet had he thus to do again.

In this hour or the next.

He'd do as all good selling men.

And never would be vexed.

So far as his exterior showed.

He'd simply grin and bear it.

(Sometimes a smile's an awful load.

But all good salesmen wear it.)

Packets or Sample Druggists.

There are a number of home medicine-chest drugs which the average family might just as well buy in a quantity. Instead of letting them buy in small amounts, thus necessitating a special service and lesser profit, a Pacific coast drug store goes after business on twenty-five cent packages of the following:

Boric acid, powdered alum, precipitated chalk, chalk and cerise, cornstarch, licorice powder, cream of tartar, lax seed, senna leaves or powder, insect powder, moths, ground mustard,orris powder, Rochelle salts, salts tartar, soda phosphate, sugar loaf, sulphur and cream of tartar lozenges, castor oil, oil of cedar, oil of cloves, eucalyptus oil, raw linseed oil, oil of wintergreen, spirits of camphor, spirits of turpentine, spirits of nitro, tincture of ammonia, tincture of nux, tincture green soap, tincture iodine, together with two pieces mailed at each end. This platform is covered with green felt and is placed on top of the three front tables. On it is displayed a large quantity and assortment of box candy. Does the change pay? Well, the manager of the store in question is very little into this display was made; then it went to about \$20 on the day. It pays to swing in the reserves the minute one line falls out of season.

If the table plan is not practical for you, perhaps the stool plan used by Mr. Ballou, of the Ballou-Latimer Drug Co., also of Boise, will fit in better. One of his fountain are stools which are pretty well occupied in summer, but with the coming of fall the demand

FINANCIAL

NEW YORK STOCK MARKET.
(J. M. Robinson & Sons, Members
Montreal Stock Exchange)

Prev.	Close.	Open.	Noon.
Am. Smelter	130	130	130
Am. Car and Fdry	130	130	130
Am. Locomotive	80 1/2	80 1/2	80 1/2
Am. Beet Sugar	80 1/2	80 1/2	80 1/2
Am. Can	44 1/2	44 1/2	44 1/2
Am. Int. Corp.	91 1/2	91 1/2	91 1/2
Am. Smelters	92 1/2	92 1/2	92 1/2
Am. Woolens	128 1/2	128 1/2	128 1/2
Anacostia Min.	37 1/2	37 1/2	37 1/2
At. T. and S. P.	78 1/2	78 1/2	78 1/2
Brooklyn R. T.	12 1/2	12 1/2	12 1/2
Balt. & Ohio	30 1/2	30 1/2	30 1/2
Baldwin Loco.	110 1/2	108 1/2	108 1/2
Bell Tel. '33	88	87 1/2	86 1/2
Chino Copper	36 1/2	36 1/2	36 1/2
Ches. and Ohio	38 1/2	38 1/2	38 1/2
Col. Fuel	31 1/2	31 1/2	31 1/2
Can. Pac.	120	119 1/2	119 1/2
Cent. Leather	20 1/2	20 1/2	20 1/2
Crescent Steel	20 1/2	20 1/2	20 1/2
Gen. Motors	242	239 1/2	239 1/2
Inspiration	83	82 1/2	82 1/2
Int. Har. Com.	31 1/2	30 1/2	29 1/2
Int. Mar. Pfd.	84	79 1/2	79 1/2
Indust. Alcohol	85 1/2	85	85
Kennecott Copper	85 1/2	85	85
Mex. Steel	45 1/2	45 1/2	45 1/2
Mex. Petrol.	115 1/2	110 1/2	110 1/2
North Pacific	26 1/2	26 1/2	26 1/2
N. Y. Central	67 1/2	67 1/2	67 1/2
New Haven	26	26	26
Pennsylvania	34 1/2	34 1/2	34 1/2
Pierce, Arrow	24 1/2	23 1/2	23 1/2
Pan-Am Petrol.	78 1/2	77 1/2	77 1/2
Reading	105 1/2	104 1/2	103 1/2
Republic I. & S.	105 1/2	104 1/2	103 1/2
St. Paul	28 1/2	28 1/2	28 1/2
South Railway	29 1/2	29 1/2	29 1/2
South Pacific	92 1/2	92 1/2	92 1/2
Studebaker	89 1/2	89 1/2	89 1/2
Union Pacific	116 1/2	114 1/2	114 1/2
U. S. Steel	99	98 1/2	97 1/2
U. S. Rubber	99 1/2	98 1/2	98 1/2
Utah Copper	50 1/2	50 1/2	50 1/2
Westing Electric	50 1/2	50 1/2	50 1/2
Wills Overland	25 1/2	25 1/2	25 1/2

MONTREAL STOCK MARKET.
(J. M. Robinson & Sons, Members
Montreal Stock Exchange)

Bank of Nova Scotia—3 at 27 1/2.	Bridge—50 at 103.	Albion—25 at 250.	C. C. E.—25 at 108, 25 at 108 1/2, 23 at 104.	Hrompton—10 at 76 1/2, 225 at 76.	Cement—25 at 66 1/2.	Donnan Steel—25 at 70, 10 at 69 1/2.	Montreal—10 at 80, 10 at 80 1/2.	Power—10 at 85 1/2, 11 at 86.	Spanish—25 at 74 1/2.	Spanish—25 at 84 1/2, 25 at 84, 25 at 82 1/2.	Steel Co.—90 at 78 1/2, 25 at 79, 3 at 79 1/2.	Quebec—50 at 29 1/2, 100 at 29 1/2, 25 at 29 1/2.	Sugar—25 at 88, 100 at 87 1/2, 25 at 86 1/2, 150 at 87 1/2, 100 at 87, 35 at 87 1/2.	Spanish Pfd.—25 at 121.	Shimoda—25 at 80.	Steel Co. Pfd.—25 at 99 1/2.	Textile Pfd.—3 at 103.
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MORE HEAVY

ADVANCES

"Hardware and Metal," Feb. 14.

Heavy advances in prices have again taken place this week and many basic products have been affected. Among the most important advances are those on gasoline and coal oil, fuel oil, motor oil, pipe wrenches, fence pickers, step-ladders, wash boards, iron boiler rivets, refrigerator, bull rings, pump rod couplings, fence staples, sash cord, hand saws, cotton twine, weigh scales, wood pulis and tubs, metal roofing, annealed and bright wire, bale ties, sheets and plates, fittings, wrought pipe, corrugated sheets and lead pipe.

Wire nails are up 50c, a keg. Furniture polish is higher. New retail prices are announced.

Notwithstanding the high prices current throughout the entire hardware line, business is reported brisk. Collections are coming in in good time and many are looking forward to a large spring turn-over, provided the stocks are available.

The unsettled condition and high rate of exchange are to some extent the cause of recent advances in some commodities.

FREDERICTON MARKET.

(Gleaner, Saturday.)

Potatoes were the feature of today's market, some farmers getting \$7 per barrel for their stock while others sold for \$6.50 per barrel.

The high price due to the farmers not being able to get to market on account of the storms, although many are holding out for high prices. A general drop in price is predicted within the next few weeks, as in Maine potatoes are being brought for \$5 per barrel. The prevailing prices were:

Beef, 12 to 16 cents.

Veal, 10 to 12 cents.

Mutton, 12 to 15 cents.

Butter, 70 cents.

Eggs, per dozen, 80 to 90 cents.

Potatoes, per barrel, \$6.50 to \$7.

Turnips, \$1 to \$1.25.

Carrots, \$2.25.

Hay, per ton, \$25 to \$26.

Apples, \$4.50 to \$5.

Rabbies, per pair, 25 cents.

Wood, per load, \$4 to \$12.

MRS. MARY T. WRIGHT.

(Bangor Commercial.)

Mrs. Mary T. Wright of Eastport died Thursday at the home of her brother-in-law, Calvin S. Knaide, on Division street, after a short illness, death resulting from the effects of a shock which she was stricken about ten days before. At that time Mrs. Wright was on her way to visit relatives in Massachusetts and while visiting at the Knaide home here she was taken ill. Mrs. Wright was a lifelong resident of Eastport and was a devout communicant of St. Joseph's Catholic church and her many friends will be grieved to learn of her death.

She is survived by two daughters, Mrs. Gertrude Greenlow and Mrs. Florence Chapman of Melrose, Mass.; a son, Howard Wright of Eastport, an adopted son, Charles Vincent of the U. S. navy, now on the battleship New York; two adopted daughters, Mrs. Willard Osgood of Charlestown, Mass., and Miss Agnes Wright of Medfield, Mass. She also leaves two brothers and a sister, Hugh Galen of Eastport, Charles Galen of Fredericton, N. B., and Mrs. Phoebe Mahoney of Montreal.

The remains were taken Friday morning to Eastport for burial.

Liberal Convention.

A Liberal convention will be held in the City Hall, Moncton, tomorrow afternoon. The object of this convention is to select a candidate for the House of Commons to contest the county in the interests of the Liberal party at the next general election. Other matters of importance will also be taken up.

A flock of wild geese were observed flying north over Fredericton on Saturday morning. This is taken as a sign that spring is at hand and the bulk of winter over.

SHIPPING

ALMANAC FOR ST. JOHN, FEB. 16.

High Tide... 9:14 Low Tide... 3:07
Sun Rises... 7:29 Sun Sets... 5:48

PORT OF ST. JOHN.

Arrived Saturday.

Str. Manchester Brigade, 3771, from Manchester.

C. P. O. S. str. War Beryl, Ogilvie, 4094, from Antwerp.

CANADIAN PORTS.

Halifax, Feb. 14—Arr. str. Golden Gate, St. John's (Nfld); Pro. Patricia, St. Pierre; Nevada, Loughboro (NS).
Sld.—Strs. Combs, London; Beechwood, Cuba.

Halifax, Feb. 15—Arr. str. Valencia, Harve; Rossland, St. John's (Nfld).
Sld.—Str. Golden Gate, New York.

FOREIGN PORTS.

New York, Feb. 15—Arr. str. Patricia, Marselles and Naples; Oscar II, Copenhagen; Kilpatrick, Antwerp; Giuseppe Verdi, Genoa and Naples.

Ard 14th str. Tsommaris, Genoa and Naples.

Philadelphia, Feb. 15—Str. Haverford, Liverpool.

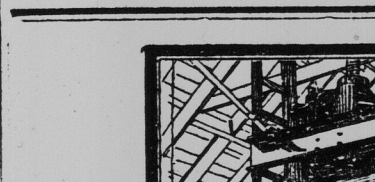
Rotterdam, Feb. 15—Str. Noordam, New York.

MARINE NOTES.

The Dominion Coal Company steamer Loughboro arrived in port Saturday with a large cargo of coal from Loughboro. She is docked at the Coal Company's wharf.

Loughboro Manchester Brigade arrived in port Saturday from Manchester with a general cargo. She docked at berth No. 14, Sand Point.

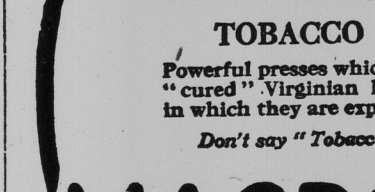
The steamer Panaman, 4064, sailed from Antwerp, February 8, for this port. The C. P. O. S. Melita, 8206, left London February 13, bound for this port.



TOBACCO SERIES No. X

Powerful presses which are used in packing the "cured" Virginia leaf into huge hogheads, in which they are exported.

Don't say "Tobacco," say "Macdonald's."



MACDONALD'S TOBACCO

Smoking and Chewing



1919 A RECORD YEAR FOR THE London Life Insurance Company

Head Office - London, Canada

INSURANCE ISSUED \$24,818,776
(A Gain of \$8,385,195)

INSURANCE IN FORCE \$76,261,638
(A Gain of \$16,577,208)

PROFIT SCALE MAINTAINED

PROFITS EXCEED ESTIMATED BY 70 per cent.

Surplus on basis Dominion Government Standard, \$1,558,898—A Gain of \$229,293 for the year.

NOTABLE FEATURES

SAFE INVESTMENTS—No losses on investments during the year. Overdue interest at end of year considerably less than at the end of the previous year. No speculative securities of any nature held.

PROFIT SCALE MAINTAINED—The Company's unexcelled financial position makes possible the continuance of the present liberal scale of profits, as illustrated in the following example:

PROFIT SCALE MAINTAINED—The Company's unexcelled financial position makes possible the continuance of the present liberal scale of profits, as illustrated in the following example:

ESTIMATED AND ACTUAL RESULTS		\$10,000.	Premium \$300.00.
Age 25.	20-Payment Life.		
Policy Issued	Profits Payable	Original Estimate	Actual
in year.	End of	for 5 years	Estimated
1915	5th year	\$172.50	\$317.20
1916	10th " "	276.00	464.50
1917	15th " "	397.00	634.00
1918	20th " "	510.00	818.00
			185.9%
			172.6%
			159.7%
			160.4%

PROGRESS—The remarkable growth of the Company's business in recent years is shown in the following statement:

Year	Income	Assets	New Business	In Force
1899	\$ 263,400	\$ 875,422	\$ 572,622	\$ 5,726,222
1904	429,826	1,643,183	2,080,150	8,200,297
1909	754,305	2,927,053	4,812,652	14,189,613
1914	1,464,819	4,294,262	6,215,219	30,845,436
1919	3,452,293	10,810,543	24,818,776	76,261,638

Such a Record Inspires Confidence—It is Worth Investigating

Have you heard of our Policies—"Endowments at Life Rates?" Full information gladly supplied from either the Head Office or any of the Company's agencies.

Policies "Good as Gold."

F. W. HEWITSON, Superintendent.

Office—C. P. R. Bldg., Cor. King and Germain Streets.

A Most Desirable Industrial Investment

We offer to investors an exceptionally desirable issue of Preferred Stock, yielding over 7%.

This stock is issued by one of the world's greatest industrial enterprises, with an established record for earnings and ample physical assets.

May we furnish you with particulars?

NESBITT, THOMSON & COMPANY Limited

222 St. James Street, MONTREAL, Que.
Mercantile Trust Bldg. HAMILTON, Ont.
305-7 Bank of Hamilton Bldg. TORONTO, Ont.
313 Royal Bank Bldg. LONDON, Ont.

IRON, STEEL, METAL AND MACHINERY

In its summary of the iron, steel, metal and machinery markets for the week ended Feb. 12, Canadian Machinery and Manufacturing News, Toronto, makes the following comment:

No person would care to predict the market situation of tomorrow. The producing ranks in the iron and steel markets have practically started a contest. These forces are about equally divided, one side desiring a further advance in prices, while the other side is attempting to curb this runaway tendency, claiming that in the long run it would be to the pecuniary advantage of all producers if prices are not advanced at the present time.

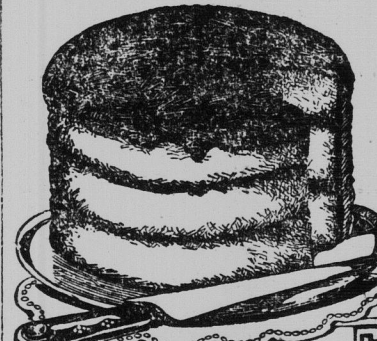
One concern adheres to its principle that steel prices should not be advanced above the March 21 price, while another concern claims that prices should be \$7 a ton higher than those in effect a few months ago.

Machine tool inquiries are still improving. During the last week the placing of orders has kept up at a good rate. Much of this business, however, can be ascribed to the scramble of prospective buyers to take advantage of a few days' grace accorded them by certain machine tool manufacturers who have advanced prices. Since the first of the year prices have gone up. On some lines two advances have taken place within the last thirty days. Much of the present activity in machine tool circles is due to the incessant demands of the automobile industries. Various concerns engaged in this line are at present in the market for equipment.

There is some talk that taps, carbon, drills, cutters, and other supplies are about due for an increase. While this is not official, it comes from very reliable sources, so that it would not be surprising to see this occur in the near future.

The scrap situation could be summed up in one word: "Peculiar." No one seems to want to state exactly what is going to happen. The exchange rate has the market on red and yellows all tied up. Large shipments of copper are going from England to the States to take advantage of the exchange situation, but it is well known that the metal would bring more than that.

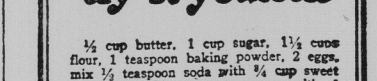
By "bring us the material and we will pay the price for it. There is practically none coming in— and advanced having it are holding for about \$40 a ton. L. B. consumers' mill at Ontario points.



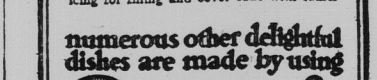
a delicious COCOA CAKE

try it yourself

numerous other delicious dishes are made by using



COWAN'S COCOA



Send for recipe booklet to THE COWAN COMPANY LIMITED TORONTO



Eye-glass Supremacy

Confidence in our ability—strict attention to the smallest details—knowledge and experience—make our glasses supreme.

We fit each individual for his needs and guarantee satisfaction.

K. W. EPSTEIN & CO.
OPTOMETRISTS
193 Union Street

NOYES MACHINE CO., GENERAL MACHINISTS

Marine Gasoline Engines, Brass and Bronze Specialties, Pumping Outfits and Gasoline Engines Repaired and Installed also furnished.

27-33 Paradise Row. Phone M. 3634

Are Your Employees Bonded?

THE best certificate of character which any employee can offer you is a BOND signed by this Company.

Bonds issued by us are safer, saner, more satisfactory. Put no one under distasteful obligations. Give the protection against loss from dishonesty that your prudence and business sense demand.

We can bond any individual employee—or we can give you a Group Guarantee covering all your employees.

The resources of Canada's strongest and oldest casualty company are behind every bond we issue.

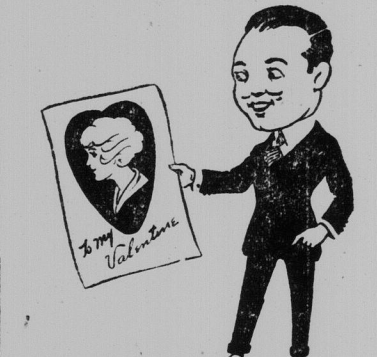
THE DOMINION of CANADA

Guarantee & Accident INSURANCE COMPANY

HEAD OFFICE, TORONTO

E. R. MACHUM CO., LTD., ST. JOHN

General Agents



Gilmour's, 68 King St.

If she was born in February, her birthstone is an amethyst, said to bring contentment and bestows sincerity.

Special suits for Spring suits.

You should at this time feel a personal interest in our advanced Spring suits for young men, suits that make a point of bringing out your good points; close-fitting, of course, a model that hugs the figure. It will be a silent partner in achieving your success.

Evening dress clothes all ready and all right.

NEW WAY TO TAKE LIFE

London, Eng., Feb. 16—Arthur Wind-up, sixty-five years old, committed suicide by putting his head in a sack, tying it tightly under his chin, and rolling off a bank into the river.