

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 SPACE TO RENT CHEAP.
Winter or transient storage. Hutch-
ing, 60 Marsh Road. 9-11

WIRED STALLS, FLOOR SPACE TO
Let. Cars Washed, Repaired, day and
night. Thompson's, 55 Sydney, Main 668.

AUTOS TO HIRE

TRUCKING AND PICNICS BY
Auto. Jas. B. Watts, Phone 2981-21.
10579-9-11

TO LET - BY DAY OR HOUR,
large automobile accommodating about
25 persons. Fred Hazen. Phone 1616-
11.

AUTO TRUCKING

TRUCKING AND PICNICS BY
Auto. Jas. B. Watts, Phone 2981-21.
9-13

BABY CLOTHING

BABY'S BEAUTIFUL LONG
Clothes, daintily made of the finest
materials; everything required; ten dol-
lars complete. Send for catalogue, Mrs.
Wolfson, 672 Young street, Toronto.
11-1-1920.

BARGAINS

WETMORE'S, 59 GARDEN STREET.
Store open evenings. Dry Goods,
Household Goods, Underwear, Hosiery,
Gloves, &c.

SCHOOL BOOKS OF ALL KINDS,
slates, pencils, erasers, drawing
books, rulers, at the same old price. Line
your store with Raley's Fire Clay, 46
pound. Lipsett's Variety Store, corner
Brussels and Exmouth street.

ELOCUTION

EXPERIENCED TEACHER, EMER-
son graduate, will take few private
pupils. Phone M. 3069-21. 9-14

ENGRAVERS

F. C. WESLEY & CO., ARTISTS
and engravers, 59 Water street. Tele-
phone M. 662.

HATS BLOCKED

LADIES' STRAW, CHIP, TAGLE
and Panama hats blocked in the latest
style. Mrs. T. R. James, 280 Main
street, opposite Adelaide street.

IRON FOUNDRIES

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

MARRIAGE LICENSES

WASSON'S DRUG STORES ISSUE
Marriage Licenses. Hours, 8.30 a.m.
till 10.30 p.m.

MEN'S CLOTHING

MEN'S CLOTHING - YOUNG MEN'S
Suits and Light Weight Overcoats at
reduced prices. W. J. Higgins & Co.,
Custom and Ready to Wear Clothing,
183 Union street.

MONEY ORDERS

THE SAFE WAY TO SEND MONEY
by mail is by Dominion Express
Money Orders.

PIANO MOVING

PIANOS MOVED BY AUTO. Fur-
niture moved to country. General
cartage; reasonable rates. Arthur S.
Stackhouse. Phone 814-21.

PHOTOGRAPHIC

CHILDREN GROW, BUT PHOTOS
do not. Have their picture taken as
they are today. Victoria Studio, 46 King
Square, St. John. Branches, Moncton
and Halifax.

PICTURE TAKEN DAY OR NIGHT,
rain or shine while you wait. Films de-
veloped and printed quick, clear, reason-
able price. We enlarge any photograph.
46 King Square, St. John, N. B. Phone
1698.

PLUMBING

R. M. SPEARS, PLUMBING AND
Heating: Crude Oil Burners installed
in furnaces. Tel. Main 1838-31.
9-13

GORDON W. NOBLE, PLUMBER
and Heater, Jobbing given personal at-
tention. Telephone 2000-31, 154 Water-
loo street.

REPAIRING

OXY-ACETYLENE WELDING
soldering, glazing and rebabing. We
will any part of your car guarantee.
11108-9-10.

FURNITURE REPAIRING AND UP-
holstering, 267 Union. Phone 915-11.

SECOND-HAND GOODS

WANTED TO PURCHASE - GEN-
tlemen's cast off clothing, fur coats,
jewelry, diamonds, old gold and silver,
musical instruments, bicycles, guns,
revolvers, tools, etc. Highest cash prices
paid. Call or write H. Gilbert, 14 Mill street. Phone
8398-11.

WANTED TO PURCHASE - GEN-
tlemen's cast off clothing, boots, fur
coats, jewelry, musical instruments, bi-
cycles, guns, revolvers and tools, etc.
Highest cash prices paid. M. Lampert,
46 Dock street. Phone 8078-21.

WANTED TO PURCHASE - LADIES'
and gentlemen's cast off clothing,
boots, jewelry. Highest cash prices paid.
Dependable service. Call or write to 961
Main street; Main 4872. Dominion
Second Hand Store, St. John, N. B.

THE BUSINESS COLUMN

EDITED BY MANSFIELD F. HOUSE (Continued)

"It's Good Business to Watch Your Phone," Says Tom

Earl Tom, grocer, of Haven, Kan., is a convert to the systematic use of the telephone in merchandising, especially by a merchant who operates his own delivery service. He says that he has materially increased his sales in this manner and believes that any merchant who will give the matter thought will be able to do the same thing. Tom has worked the telephone angle of his business until he has it systematized and working smoothly.

"Since the customer who buys by telephone forms his opinion of your store to a large extent by the value and manner of the clerk who takes his order," says Tom, "the sort of a man who answers the telephone is very important. This clerk should be especially tactful, patient and obliging. Courtesy and the voice with a smile go a long way toward making a favorable impression on the customer."

"If the phone clerk can sit at a desk to take the orders it will do much to put him at his ease so he can devote his attention entirely to selling the goods and

servicing the customer. It is very convenient to have at the telephone a list of particularly seasonable suggestions. The busy housewife will appreciate this service more than you may think. For instance, schools lunches and box soups, there are dried beef, potted meat, pea nut butter, cheese, pork and beans, olives, preserves and a dozen other items. A similar list of goods for salads of all kinds will prove helpful. In hot weather various materials for iced drinks will be found useful in building up sales."

"Say it With Flowers"

If he is an ungrateful pup," say it with dogfennel.

If she is a sour old girl, say it with catnip.

If he is in the poultry business, say it with old hens and chickens.

If he deals in seafood, say it with oyster plants.

If he deals in watches, say it with 4 o'clocks.

If she is a sensitive soul, say it with touch-me-nots.

If he is a spiritualist, say it with live forever.

If she is going to be married soon, say it with a bridal wreath.

If she got engaged in the fog 'at the seashore, say it with love-in-a-mist.

If she is a flirt, say it with sprays of the butterfly bush.

If she is divided in her affection, say it with love entwined.

If they are the parents of a new infant, say it with baby-breath.

If he is bilious, say it with liver-wort.

If he is a tubercular, say it with "love-beal-you."

If he is inclined to be tyrannical wife to a Hollander, say it with dutchman's breeches."

If he is a Hollander who smokes constantly, say it with dutchman's pipes.

If he is going into the sheep business, say it with phlox.

If he's a nut, say it with daffodils.

"You've Got to Show Them How It Works," Says Parsons

To sell vacuum cleaners the electrical appliance dealer must make his store sufficiently attractive to induce custom-ers to take an interest in their demon-stration. In other words, the retailer must have a proper place in which to show the modern household article.

That is the advice of A. J. Parsons, head of the appliances department of the Philadelphia Electric Co., one of the largest distributors of electric ap-
pliances in the East.

"To make a success of the vacuum cleaner from a sales standpoint, it must be attractively displayed and demon-strated," Mr. Parsons stated. "This is where the average electric dealer falls down. He is too dependent and not wide awake enough. He should place more reliance on himself. Selling vacuum cleaners is a straight merchandise business. There are two ways to sell them - wait for people to come in and ask for a demonstration, or to go out and solicit the trade. We find many dealers are soliciting their cus-tomers and these are the ones who are getting the biggest slice of the business."

Can New Hats Make Fat Women Beautiful?

Science can do almost anything and fashion trails along not far behind - but when the Retail Millinery Association of America recently advertised for women "in the neighborhood of 250 pounds" to be made beautiful through the work of the milliner alone, New York's collective head and cyni-cally remarked:

"It can't be done."

Then it was recalled that had been accomplished in the case of the "home-liest girl in the city" who, when the association experts finished, with her looked like a combination Gibson-Chris-ty-Fisher model, and wondered if, after all, the thing could be accomplished.

But it was Booker Washington Lin-coln Jones who had to bear the brunt of the assault. Booker Washington manipulates the elevator in the Wilson Building, where the Retail Millinery Association has its offices, and he in-formed the universe that he hoped the

\$90.00 a Lot Reduction Courtenay Bay Heights

Special Sale for One Week of our only remaining lots close to Red Head Road. 7 Lots at \$90.00 Each. Formerly \$440.00.

Only 10 per cent. down, balance easy monthly payments. Call at or 'Phone Fawcett's Store, East St. John, M. 2237-21, for Further Particulars. 9-6

FINANCIAL

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

Prev.	Open.	Nom.
Am Sumatra	86 1/2	80 1/2
Am Car and Fdry	109 1/2	109 1/2
Am Locomotive	80 1/2	80 1/2
Am Beet Sugar	80 1/2	80 1/2
Am Can	80 1/2	80 1/2
Am Smelters	60 1/2	59 1/2
Am Wolcott	81 1/2	81 1/2
Anacosta Mining	50 1/2	50 1/2
At. T. and S. P.	88 1/2	88 1/2
Brooklyn R. T.	11 1/2	11 1/2
Ches and Ohio	41 1/2	41 1/2
Baldwin Loco	109 1/2	109 1/2
Bethlehem Steel	76 1/2	76 1/2
Chino Copper	29 1/2	29 1/2
Ches and Ohio	41 1/2	41 1/2
Col. Fuel	85 1/2	85 1/2
Crucible Steel	112 1/2	112 1/2
Edison	125 1/2	125 1/2
Gen Motors	76 1/2	76 1/2
Int'l Har. Corp.	21 1/2	21 1/2
Insulation	28 1/2	28 1/2
Int'l Mar. Pfd.	74 1/2	74 1/2
Industrial Alcohol	83 1/2	83 1/2
Int'l Har. Corp.	21 1/2	21 1/2
Mex. Petroleum	107 1/2	107 1/2
Northern Pacific	78 1/2	78 1/2
N. Y. Central	74 1/2	74 1/2
New Haven	84 1/2	84 1/2
Pennsylvania	42 1/2	42 1/2
Pierce Arrow	80 1/2	80 1/2
Pan-Am Petrol.	91 1/2	91 1/2
Reading	88 1/2	88 1/2
Republic I & S	88 1/2	88 1/2

R. M. A. wouldn't repeat its advertise-ment. "Honest, boys," he paused to remark, "if any more of them baby hippos stroll into mah car I'm going to get from under. I got a wife and children and no life insurance. Eighteen tons of ladies that's just plain' to be made beautiful through the work of the milliner alone."

Inside the association's suite, how-ever, Jerome C. Mendel, who was pinch-hitting for Paris in the latest "Beauty" contest, was having troubles of her own. Every one of the women who answered the announcement insisted that she was the fastest - and one of them admitted that she was the homeliest - woman in the city.

"Yes," Mendel announced, at the end of a strenuous morning's work, "advertising" says. We asked for six women of 250 pounds each. We got sixty. And there's not one of them that isn't a perfect fifty-six."

Uses Gun Drops in Place of Potatoes.

Who hasn't been in a country store and seen the green corn after killing the old-time oil can with a half gallon of kerosene (allating as "coal oil") in cer-tain territories) stop on his way past the spud barrel, pick up a little one and jam it onto the protruding spout to keep the kerosene from slopping out onto the sugar and other groceries?

But it was before the days of the high cost of spuds.

Even with sugar flirting with thirty cents a pound John V. Hughes, a grocer of Columbus, O., now uses the sacculent spouts of Columbus oil cans. The price will doubtless grow, for with potatoes in Columbus selling at twelve and one-half cents a pound even the smallest spud must be saved.

Hughes, the inventor of the gun-drop stopper, says that candy is much cheaper, as well as a good advertisement.

DEPARTMENT OF MILITIA AND DEFENCE.
SALE OF LIGHTER AT HALIFAX, N. S.

TENDERS for the purchase of the undermentioned will be received until 12 o'clock noon, on September 22, 1920.

ONE LIGHTER.

Length, 65 feet.
Breadth, 20 feet.
Depth of hold, 7 feet.
Gross tons, 80.
Net tons, 60.
Draught aft, 6 feet 6 inches.
Draught forward, 4 feet.
Upright boiler, 7 feet x 8 feet diameter, fitted with 96-2 1/2-inch tubes.
Crane power - 4 1/2 tons.
Water tank - 250 gallons.
Steam injector boiler feed.
Hand pump bilge water-ejector.
Engine of steam winch 6 inch diameter, w.
Hull, wood, in good condition.
Is not self propelled.
Holding winch in good condition.
Smoke stack in fair condition.
Built by Williams & Co., Dartmouth.
Will carry 200 persons in fine weather, and 150 in rough weather.

The lighter may be seen and examined by prospective tenderers on applica-tion to the Senior Supply and Transport Officer, M. D. No. 6, Halifax, N. S., from whom Forms of Tender may, if desired, be obtained. Copies of these Forms may also be procured from the Director of Contracts, Militia Department, Ot-tawa.

Price quoted must be for the lighter in its present condition and location. All tenders should be, if at all possible, made on the Form provided, and for-warded in an envelope, properly sealed, marked "Tender for Lighter at Halifax, due September 22, 1920," and addressed to the Director of Contracts, Depart-ment of Militia and Defence, Ottawa, Ont.

The successful tenderer will be promptly advised of the acceptance of his tender and must make payment in full, and take possession of the lighter within seven days of such advice.

Each tender must be accompanied by a certified cheque for 10 per cent of its total value, made payable to the Receiver General of Canada, as security deposit for the proper fulfillment of the contract. These cheques will be returned to the unsuccessful tenderers. The cheque of the successful tenderer will be retained until the completion of the contract, and will be subject to forfeiture in the event of the contractor's default. The right to reject any or all of the tenders is reserved.

EUGENE FISET, Major-General,
Deputy Minister, Militia and Defence.

Ottawa, September 10, 1920
Note - Newspapers will not be paid for the advertisement if they insert it without authority from the Department. (H.Q. 2637-5-4)

Gravel Roofing

Galvanized Iron and Copper Work for Buildings. Repair Work Promptly Attended to.

Vaughan & Leonard
11 Marsh Road
Phone M. 2879-41

The Christie Woodworking Co., Limited
65 Erin Street.

Gravel Roofing

Galvanized Iron and Copper Work for Buildings. Repair Work Promptly Attended to.

Vaughan & Leonard
11 Marsh Road
Phone M. 2879-41

Time To Get An Overcoat

One that will add to your comfort and appearance dull days and chilly evenings.

Here they are - the new models, shades and patterns in medium and long; light, medium and heavy weight.

Overcoats from the Fall variety to the long, warm double-breasted belted ulsters with storm collars.

Overcoats for dress, business, driving - most every purpose.

Overcoats from \$25 to \$80.

Gilmour's, 68 King St.
Agency 29th Century Brand
Fine Tailored Clothing.

HAVE YOUR EYES EXAMINED.

The only safe plan is to have your eyes examined before this strain weakens the delicate nerves and muscles that control the vision - just as filling a small cavity will save a tooth.

Our examination is safe, sane and scientific. Let us examine your eyes.

K. W. EPSTEIN & CO.
Optometrists and Opticians
Phone M. 3554 193 Union Street

AUCTIONS

FURNITURE AND HOUSEHOLD EFFECTS, ALSO 1 HORSE

BY AUCTION

I am instructed to sell on premises known as Newcombe's, Torquays, on Monday afternoon the 13th, inst., commencing at 3 o'clock, the contents of house also 1 upright piano and 1 good horse.

F. L. POTTS, Auctioneer.

Oldsmobile, 60 Horse Power, 6 Cylinders, 7 Passenger Touring Car, BY AUCTION.

I am instructed to sell Public Auction on Market Square on Friday morning, September 10, at 12.30 o'clock (Daylight), one Oldsmobile 6 Cylinders 40 Horse Power 7 Passenger Touring Car, just overhauled and painted. No more powerful or easier riding car anywhere.

9-10 F. L. POTTS, Auctioneer.

IRON COTS AND OSTERMOOR MATRESSES FOR EXHIBITION WEEK.

100 Iron Cots and mattresses for sale, commencing Monday morning. Price \$4.50 complete. We will sell any number and take them back at a price if desired after exhibition. These also will make splendid cosy corners. 6-30-H F. L. POTTS, Auctioneer.

F. L. Potts, Real Estate Broker, Appraiser and Auctioneer.

If you have real estate for sale, consult us. Highest prices obtained. Advance made on this line of goods left with us for positive sale. All transactions strictly confidential.

F. L. POTTS, Auctioneer. Office 96 Gorman street.

DIAMONDS! DIAMONDS! If you have diamonds or jewelry you wish to dispose of, consult us. Advance made on this line of goods left with us for positive sale. All transactions strictly confidential.

F. L. POTTS, Auctioneer. Office 96 Gorman street.

To dispose of your furniture at residence consult us as we make a specialty of these sales. Also have ware-rooms where you can send furniture of merchandise of any kind for immediate sale.

F. L. POTTS, Auctioneer. Phone Main 973.

CP TO OS EUROPE

QUEBEC TO LIVERPOOL
Sept. 15 (Oct. 18) ... Emp. of Britain
Sept. 22 (Oct. 18) ... P. P. White
Sept. 29 (Oct. 17) ... P. P. White
Oct. 6 (Nov. 3) ... P. P. White

FROM MONTREAL TO
Sept. 15 (Oct. 18) ... Liverpool
Sept. 22 (Oct. 18) ... Glasgow
Sept. 29 (Oct. 17) ... Liverpool
Oct. 6 (Nov. 3) ... Liverpool
Oct. 13 (Nov. 10) ... Liverpool
Oct. 20 (Nov. 17) ... Liverpool

CANADIAN PACIFIC OCEAN SERVICES
141 St. James Street
Montreal

Visit our booth at the Exhibition if you are interested in building.

Haley Bros., Ltd.
St. John, N. B.