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## 200 Pairs Men's Fine Quality Boots

### In Vici Kid, Gun Metal and Patent.

We are closing these out to make room for New Spring Goods. We have all sizes in stock, but we would suggest an early selection. Although these are worth today \$6.00 to \$9.00 our prices will be **\$2.85 and \$3.85**. Then again, we offer you at same time a Man's Vici Blucher Laced Boot, Leather Lined and has the Nature Arch. The price until now has been **\$6.00** But during above days will be **\$4.25**

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## Our Message To the Public

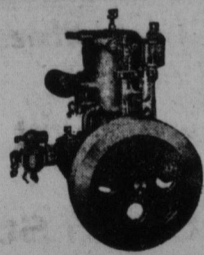
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ST. JOHN, N. B.

## BANQUET LAST NIGHT WAS VERY SUCCESSFUL FUNCTION

Visiting Retail Merchants of the Province Entertained by Their City Brethren—Mr. Chrevier Deals With Benefits to Be Obtained From Organization.

The banquet tendered to the visiting members of the New Brunswick branch of the Retail Merchants' Association of Canada by the members of the St. John branch, was a splendid success. The large banquet room at Bond's was just large enough to hold the crowd and that was all. Four long tables were filled with men interested in and willing to assist the objects for which the association stands, and the chief speaker of the evening, Horace Chrevier, president of the Dominion branch, was given a most attentive hearing as he recited in an able manner some of the things which had already been accomplished in the best interests of the retail trade and in the last analysis of the consuming public, and outlined some of the things which it was hoped to accomplish in the near future.

The menu was as follows:  
Here's a wish to all who are here,  
No matter where you're from:  
May the best day you've ever seen,  
Be the worse than your worst to come.

"Punctuality is the soul of business."  
Cream of Tomato

Celery  
"He who envies admits his inferiority."

Cream Oysters on Toast  
"Let the appetite be obedient to reason."

Roast Young Turkey  
Brown Gravy. Cranberry Sauce

"Born not for ourselves but for the whole world."

Mashed Potatoes. Green Peas  
"Victory grows out of concord."

Pineapple Cream  
English Plum Pudding. Fruit Sauce

Vanilla Ice Cream  
Confectionery

"Yet there is one more sweet than these,  
The more you taste, the more shall please."

Canadian Cheese. Soda Biscuits  
Coffee. Ginger Ale

"Drink down all unkindness."

After the good things for the body had been disposed of the guests listened to the good things for the mind which were to follow and none of them were disappointed in the offerings.

A. O. Skinner, president of the local branch, occupied the chair and proposed the toast to the King.

In his remarks the chairman drew attention to the fact that a great many retailers had not yet arrived at the point where they could see the good of such an organization but they were growing fewer every day and he hoped to see the time when they would all be in the fold.

The next number was a song by F. J. Punter who had to respond to a most enthusiastic encore.

The toast to "The Retail Merchants' Association of Canada" was proposed by T. H. Estabrooks who congratulated the president on the splendid attendance at the convention and urged a closer co-operation between the retailers themselves as well as co-operation between the wholesaler and manufacturer and the retailer.

The response to the toast was made by Horace Chrevier, Winnipeg, president of the Dominion branch, who in a forceful and eloquent address pointed out the various benefits to be derived from the organization, from the local up to the Dominion, and traced the relations and responsibilities attached to each branch of the association.

The local branch would take care of the purely local problems, the provincial would take care of matters affecting the provincial situation and the Dominion of larger issues which concerned the country as a whole, thus the efforts of each branch co-ordinated and co-ordinated would result in benefit for all.

At the close of the address T. H. Estabrooks congratulated the speaker and offered Mr. Chrevier would request to one of his stenographers, to have it printed and send a copy to every retailer in the province.

The next number was a solo by Dr. P. L. Bonnell which was heartily enjoyed.

This was followed by selections by the "Buffs" quartette who had to respond to a double encore, and then the crown was not satisfied.

The toast to "Our Guests" was proposed by E. L. Rising in a few well chosen words and responded to by the presidents of the Fredericton, Woodstock, St. Stephen, Sackville branches, and by representatives of the Moncton and Newcastle branches.

The singing of the National Anthem, the singing of a very successful gathering to a close.

## MOTOR TRUCKS WILL SUPPLANT HORSE AND TEAM IN CITY SERVICE

Commissioner Wigmore Feels That With Proper Handling the Motors Will Do City Work More Economically.

The auto truck is likely to supplant the horse and team in at least one of the departments in the city service, Commissioner R. W. Wigmore, talking with The Standard representative yesterday, said that the practical results which had followed the introduction of the motor trucks in the department of water and sewerage had convinced him that it would be most desirable to eliminate the horse and team entirely from this department.

At the present time there are only four horses owned by the department and it is the present intention of the commissioner to dispose of these as soon as possible. A great deal of the work of the department is of a particularly heavy character, consisting in hauling several tons of material, and it is felt that this work can be carried out more expeditiously by motor trucks. Another reason that has actuated Commissioner Wigmore to make the change is the high prices now prevalent for oats and hay. Having in mind the administration of his department along the most economical lines, the commissioner feels that money will be saved for the city by the complete elimination of the horse and team.

"A motor truck can be made a very expensive matter if proper men are not placed in charge of it," said Commissioner Wigmore. "At the present time, however, we have a man who among other things attends to all the repairs and overhauling of the trucks, and he takes a great pride in keeping the machines in smooth running order. I feel that we can save money by using these trucks entirely, and that will be my recommendation in connection with the matter."

A quiet home wedding took place at the home of the bride's parents, 159 Pitt street, last evening, when the Rev. J. H. A. Anderson united in marriage Miss Alma A. Cummins of this city, and Daniel A. MacAdam of Fredericton Junction.

The funeral of Miss Caroline Joyce took place yesterday on the arrival of the train from Westfield. Interment was made at Fernhill cemetery.

The funeral of John Lynch took place at 2:30 o'clock yesterday afternoon from his late residence, 26 Clarendon street, to the Cathedral where services were conducted by Rev. Harold L. Coughlan. Interment was made at the New Catholic cemetery.

The funeral of Joseph R. Mullin took place yesterday afternoon at 3 o'clock from the residence of his mother, Mrs. Cecil F. McCordick, 97 Main street. Rev. John Hardwick conducted the services and interment was made at Fernhill.

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Materials are Galatea, Linen, Bedford Suiting and White Drill.

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Plainness and Nutrition find perfect combination in

Butternut Bread

Grocers Sell It.

## RETAILERS OF PROVINCE IN SESSION

Third Annual Convention of New Brunswick Branch Dominion Retail Merchants Association, Yesterday and Today.

The third annual convention of the New Brunswick branch of the Retail Merchants' Association of Canada, opened yesterday afternoon in the Seamen's Institute. In the absence of the president the chair was taken by F. W. Daniel, the 1st vice-president.

Addresses of welcome were extended as follows: On behalf of the city by Mayor Hayes; on behalf of the business men by A. H. Wetmore, president of the Board of Trade; on behalf of the St. John branch of the association by A. O. Skinner. The reply to the welcomes was made by W. G. DeWolf of St. Stephen.

The chairman appointed the following committees: Question Box—George E. Ford, R. S. Strain, Charles Edgecombe. Resolutions Committee—P. L. Higgins, John Weddall, W. G. DeWolf. Credit Committee—S. C. Webb, George P. True.

The chairman then called on Horace Chrevier of Winnipeg, president of



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the Dominion Board, who addressed the gathering on "Co-operation in Community Building."

In opening Mr. Chrevier said: Great changes were coming in the business life of the community and New Brunswick in common with all the other provinces would have to face these conditions and adjust themselves to them. The problems of all the provinces were similar in character and it would be a comparatively easy matter to introduce standardization throughout the Dominion.

His message to the convention from the Dominion Board was to save the community, for it was the basis of business stability, growth and safety. The true community spirit was the practical working out of the Golden Rule, or treating the other fellow as you wanted him to treat you, and it was up to the retail merchants of the province to develop this spirit in the localities where they lived and did business.

He then went on to deal with some of the problems which confronted the retailer. The chief one he said was the mail order house and the real remedy for this was to educate the people to buy at home. One of the best ways of doing this was for the merchants themselves to buy in their own home town whenever possible and thus set a good example, for example was better than precept.

He told of one man in the west who had started a chain of stores and carried with him a catalogue of the mail order house and met the prices quoted in the catalogue. The result had been that he had taken away a large portion of the trade formerly done by the mail order house and built up a most successful business for himself. Another good way of getting business was by the use of the telephone and in this way it was possible to cut materially the cost of delivery.

The retail merchants should interest themselves in all the activities of the place in which they lived. They should patronize the newspapers and their advertising copy should be well edited and changed often.

All these things helped to develop the community spirit and the true community spirit was what was going to keep the retailer in business, therefore it was up to him to help along the good work.

At the close of his address a vote of thanks was moved by William Hawker and seconded by P. L. Higgins.

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