WHAT'S DOING IN THE MONEY . AND STOCK MARKETS TODAY

TO TALK OVER WABANA ORE

Newfoundland Premier to Montreal to See Empire Steel Officials.

ANGUS M'LEAN

New Brunswicker Chosen as Head of Canadian Lumber Association.

Potato Slump Puts Farmers In Bankruptcy

Several Aroostook and Other Maine Growers go to The Wall.

NEWS NOTES OF STOCK INTEREST

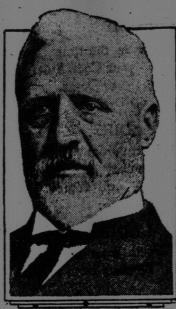
MONTREAL MARKET.

SOME NICE GAINS IN FEW STOCK

Reported Offer to Buy— tapped and for which they are development. At the left above Lively on Montreal Ex-

New York, Jan. 26—Sterling exchange heavy; Great Britain 4.64 15-16; France 6-87; Italy 4.78; Germany 0048; Canadian dollars 1 per cent dis-

TALKS IMMIGRATION



CHICAGO GRAIN MARKET.

URGING DEVELOPMENT

Fisher Body Shoots Up on resources of immense value as yet un-

Coroner Investigating Death of C. W. Watson, Toronto

Gunshot Wound While Out Hunting Last August Results in Peritonitis - Concealed Facts Even from

PANAMA CANAL TRAFFIC MADE A RECORD IN 1922

Intercoastal Trade About Doubled: Tolls Collected Also Reached Maximum; Outlook Continues Bright.

PURCHASERS DIRECT
.AWARD OF CHARITY

HOLDS "SUBURBAN DAYS"



ndiana Merchant Finds It Pays to Find Out Why Things Happen

Queries New Customers -Internal Investigations Reveal Whether Sales are Gaining and Why They are Lost.

being lost because all the seats at a certain counter had been removed to save space, and there was no place in this part of the store for customers to rest. This fault was remedied at once by placing a couple of chairs at this part of the store with very satisfactory results in cutting down the number of lost sales.

Again, it was shown that an excessively large number of lost sales were occurring in a certain department of the store. A further investigation was made at once, with the discovery that one of the salesgirls in this department, who had formerly been one of the best in the store, had become very much "up stage" and, by becoming so, was alienating trade. A careful presentation of this situation to the girl and some good advice quickly remedied the difficulty and again made the girl as successful as formerly.

Still another investigation conducted by this retailer in his own store is aimed to answer the question: "Are the average individual sales of the store's salespeople increasing or decreasing?"—a query which Mr. Rurode considers to be about the most important of all.

The investigation is conducted in this



ANNUAL BANQUET

51-2 P.G.

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