

SUCCESSFUL CONVENTION OF NEW BRUNSWICK RETAILERS CLOSED HERE YESTERDAY

A. O. Skinner Elected President—Members Place Themselves on Record in Favor of an Inland Trade Commission Under the Department of Trade and Commerce—Officers' Reports Satisfactory

The third annual convention of the New Brunswick Branch of the Retail Merchants' Association of Canada was brought to a close yesterday afternoon after a most helpful and interesting discussion of the various problems which confront the retail trade. The feature of the morning session was a paper on the "Approbation Evil" by S. C. Young of Scott's Brothers; at the afternoon session a paper by E. L. Jack on "Net Profit and Business Costs" was read and the reports of the treasurer, auditors and resolutions committee were presented.

Morning Session.

The first order of business was the receiving of reports from branches as follows: Woodstock, G. B. Luce and R. Strain; St. Stephen, W. G. DeWolfe; Fredericton, C. H. Edzecombe and Howard Rogers; Hampton, J. W. Smith. The reports were all of an encouraging nature and optimistic of the future success of the organization.

Mr. Young in his splendid paper pointed out some of the evils of the approbation system and among them named had accounts, loss of sales due to goods being out of the store, liability of carrying disease and many others.

The paper was discussed by a number of those present and all were agreed that the time had come for some steps to be taken to overcome this evil.

Afternoon Session.

The address of E. L. Jack on "Net Profit and Business Costs" was the first thing taken up at the afternoon session.

Mr. Jack said there were five essential factors for success in business life, industry, energy, persistence, imagination and enthusiasm and the most vital of these was enthusiasm for without it the others were useless. Another very vital thing to the success of any business was accuracy in figuring costs. It was necessary that everything be put in the expense account in order to arrive at the correct cost of doing business. The proprietor should include his salary in the cost in order to arrive at his profit and he instanced one firm which had come under his notice who had omitted a cartage account of \$6,000 per year which increased their cost of doing business from 15 1/2 per cent. to 18 per cent.

He then gave an illustration of the proper way to figure the selling price of an article and showed that in order to make a profit of 10 per cent. when the cost of doing business was 22 per cent. it was necessary to add 47 per cent. instead of 32, as many merchants did.

A vote of thanks was tendered Mr. Jack at the close of his address.

The treasurer's report showed receipts of \$4,805.22 and expenditures of \$4,808.01 leaving a balance of \$2.21 on hand. The auditors reported having examined the books and found them correct.

The election of officers resulted as follows: Alexander Murray, Fredericton, hon. president; A. O. Skinner, president; F. W. Daniel, 1st vice; W. G. DeWolfe, 2nd vice; A. A. McFadyen, treasurer.

Votes of thanks were presented to the city, president of the Board of Trade and the St. John branch for welcome extended to Mr. Chrevier, Mr. Young, Mr. Jack, those who took

part in the banquet programme and Miss Alward for services rendered, to T. H. Estabrooks for his kind offer to have the address of Mr. Chrevier printed and distributed among the retailers of the province.

A number of resolutions were presented and adopted endorsing legislation already secured or now being asked for in connection with the retail trade.

The association placed themselves on record as being in favor of the resale contract price as between manufacturer and retailer, of the prohibition

of the false advertising of goods, of the creation of an inland trade commission under the Department of Trade and Commerce and the amending of the Landlord and Tenants' Act, so that a landlord could not refuse to rent goods bought under a lien, provided such lien was registered.

Resolutions drawing the attention of the members to the credit reporting system of collecting from delinquent debtors, to the insurance expert who would look over the member's fire insurance policies and have them made uniform and urging the members to avail themselves of these privileges were adopted.

A resolution regarding the small debtors' act to be asked for was referred to the executive.

A resolution re daylight saving asking that the Dominion government make it universal this year was referred to the executive. The principal

was approved and the executive will work out the details.

The time and place of holding the next convention was left with the executive.

Canadian Imperial League. A large and enthusiastic meeting of the Canadian Imperial League was held last night at their rooms 108 Prince William street.

A number of important matters of business were disposed of. The provincial organizer reported that branches were being organized all over the province, and requests were pouring in for literature, constitutions etc. The league has been taking an active part in the recent endeavor to fill the ranks of the Klitties, and issued a pamphlet for distribution containing Lloyd George's "call for sacrifice." They have also issued a strong appeal for some form of compulsory service.

TONIGHT

treat yourself to a bottle of
READY'S PALE ALE
at home, or at the hotel or cafe.

It promotes a certain relaxation that is very enjoyable these stirring times.
Homes supplied.

Ready's Breweries, Ltd.
St. John, N. B.

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Places Refinement and Force in Speech and Writing Within Reach of Every Reader at Nominal Cost. Take Home Today a Copy of the

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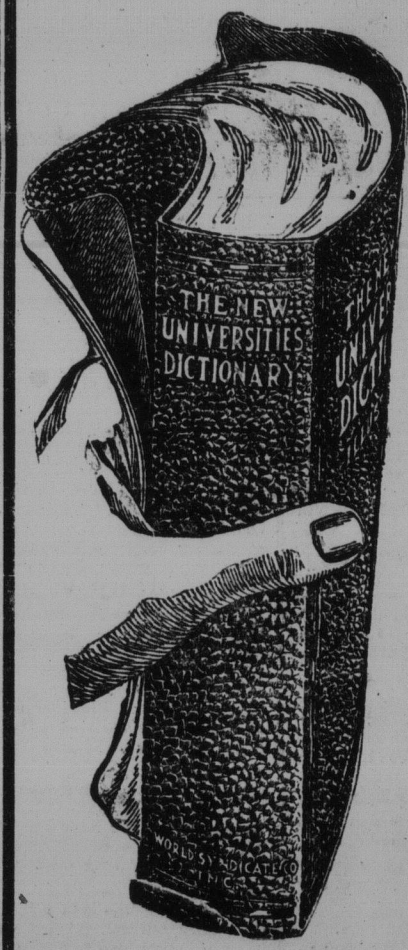
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Between Operation and Death. Cured by Lydia E. Pinkham's Vegetable Compound.

Des Moines, Iowa.—"My husband says I would have been in my grave today had it not been for Lydia E. Pinkham's Vegetable Compound. I suffered from a serious female trouble and the doctors said I could not live one year without an operation. My husband objected to the operation and got me to try Lydia E. Pinkham's Vegetable Compound. I soon commenced to get better and am now well and able to do my own housework. I can recommend Lydia E. Pinkham's Vegetable Compound to any woman as a wonderful health restorer."—Mrs. ELIZABETH J. JERREMAN, 703 Lyon St., Des Moines.

This famous remedy, the medicinal ingredients of which are derived from highly priced roots and herbs, has for forty years proved its value in such cases. Women everywhere bear willing testimony to the wonderful virtue of Lydia E. Pinkham's Vegetable Compound.

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BUCHANAN'S

BLACK & WHITE

Scotch Whisky

is well matured and perfectly blended, and is always the highest quality.

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Wholesale Agents for Canada.

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One cent per word each insertion. Discount of 25-15 per cent. on advertisements running one week or longer if paid in advance. Minimum charge twenty-five cents.

Isn't This True?

When you "feel mean"—tired, nervous, bad digestion, no appetite—

Don't you find out, afterwards, that your bowels were not acting freely and naturally?

Due, of course, to a liver gone on a strike.

Take two or three pills—once. After that, only one, until you're all right.

CARTER'S IRON PILLS
Colorless faces often show the absence of iron in the blood. **CARTER'S IRON PILLS** will help this condition.

CREAM FOR CATARRH OPENS UP NOSTRILS

Tells How To Get Quick Relief from Head-Colds. It's Splendid!

In one minute your clogged nostrils will open, the air passages of your head will clear and you can breathe freely. No more hawking, snuffling, blowing, headache, dryness. No struggling for breath at night; your cold or catarrh will be gone.

Get a small bottle of Ely's Cream Balm from your druggist now. Apply a little of this fragrant, antiseptic, healing cream in your nostrils. It penetrates through every air passage of the head, soothes the inflamed or swollen mucous membrane and relieves comes instantly.

It's just fine. Don't stay stuffed-up with a cold or nasty catarrh—Relief comes so quickly.

BRIDGE NOTICE

Sealed Tenders Marked TENDER FOR PERRY POINT BRIDGE

Will be received at the Department of Public Works, Fredericton, until Wednesday, 21st day of March, 1917, at noon.

For building the Substructure, Approaches and the Covered Wooden Span portion of the superstructure of Perry Point Bridge, over Kennebecasis River, Parishes of Rothesay and Kingston, Kings Co., N. B., according to plans and specifications to be seen at the Public Works Department, Fredericton, N. B.; at the Provincial Government Rooms, St. John, N. B.; at the residence of Mr. Hedley V. Dickson, M. L. A., Hammond River, Kings Co., N. B., and at the store of Mr. Geo. B. Jones, M. L. A., Apohaqui, Kings Co., N. B.

Each tender must be accompanied by a certified bank cheque or cash for an amount equal to five per cent. of the tender, which will be forfeited if the party tendering declines to enter into contract when called upon. Such certified bank cheque or cash will be returned to the parties whose tenders are not accepted, but with the party to whom the contract is awarded, it shall be retained until the final completion of the contract and its acceptance by the department. Not obliged to accept lowest or any tender.

B. F. SMITH, Minister of Public Works, Department of Public Works, Fredericton, N. B., February 10th, 1917.

SYNOPSIS OF CANADIAN NORTH WEST LAND REGULATIONS.

The sole need of a family, or any party over 18 years old, may homestead a quarter-section of available Dominion land in Manitoba, Saskatchewan or Alberta. Applicant must appear in person at the Dominion Lands Agency or Sub-Agency for the District. Entry by proxy may be made at any Dominion Lands Agency (but not Sub-Agency), on certain conditions.

Duties—Six months residence upon and cultivation of the land in each of three years. A homesteader may live within nine miles of his homestead on a farm of at least 40 acres, on certain conditions. A habitable house is required except where residence is performed in the vicinity.

In certain districts a homesteader in good standing may reserve a quarter-section alongside his homestead. Price \$2.00 per acre.

Disposal—Six months residence in each of three years after earning a vested patent; also 30 acres of rough, scrubby or stony land, 140 acres may be obtained as soon as homestead patent, on certain conditions.

A settler who has exhausted his homestead right may take a purchased homestead in certain districts. Price \$10.00 per acre. Dotted-line roads are shown in each of three years, cultivate 30 acres and erect a house worth \$80.

The area of cultivation is subject to reduction in case of rough, scrubby or stony land. 140 acres may be substituted for cultivation under certain conditions.

W. W. CROFT, M. L. A., Deputy of the Minister of Interior, St. John, N. B. Unauthorised publication of this advertisement will not be paid for.

After April 1st we will have openings for SEVERAL BRIGHT GIRLS to learn brushmaking.

Write us now for particulars re board, wages, etc.

T. S. SIMMS & Co. Ltd.

A DOMINION EXPRESS Money Order for five dollars costs three cents.

DRY HARDWOOD wanted, write to J. S. Gibbon & Co., St. John, N. B.

WANTED.

WANTED—A Second Class Female Teacher for School District No. 5, Prince of Wales. School to begin the first of April. Apply to Alfred G. Shepherd, secretary, Prince of Wales, St. John, N. B.

WANTED—Salesman of integrity and ability to sell farm implements, carriages and harness, to farmers. State salary wanted, age and experience in application. Address "B" care The Standard.

TO LET.

Desirable Residence. For Sale or To Let, 128 King Street East—Self-contained brick, finished throughout in quartered oak. Hot water heating. Electric light and gas. Open plumbing. Apply to F. R. Dearborn, 93 Prince William Street.

TO LET—Bright upper flat, corner Wall and Canon, seven rooms, bath, Tuesday and Thursday afternoons. Phone 1292-21.

TO LET—Pleasant, warm middle flat, 7 rooms and bath, 48 Adelaide street. Seen Tuesday and Friday afternoons. Phone M. 2294.

TO LET—Several nice offices to let in Dearborn Building, Prince William street. Well heated, and bright.

TO LET—From 1st of May next, self-contained house 57 Hazen street. Can be seen on Wednesdays and Saturdays from 2 to 5 o'clock p. m. H. B. White, 59 Hazen street, or 7 North Wharf.

MALE HELP WANTED

CHAUFFEURS, MECHANICS, HELPERS WANTED for Mechanical Transport. Also Teamsters, Store Clerks, Office Clerks, Bakers, Butchers, Parriers, Saddlers, Wheelwrights, Helpers, for Army Service Corps. Call or write Lieut. A. R. Laing, Army Service Corps' Recruiting Office, 56 Prince William street, St. John.

AGENTS WANTED.

AGENTS WANTED—Salesmen \$50 per week, selling one-hand egg-beater. Sample and terms 25c. Money returned if unsatisfactory. Collette Mfg. Company, Collingwood, Ont.

TENDERS FOR PURCHASE OF STEAM ENGINE.

SEALED TENDERS, addressed to H. E. Wardroper, Esq., Common Clerk, will be received by him until noon of Tuesday, March 20th, for the purchase of the horizontal steam engine at the Asphalt Plant, Broad street, said engine having been replaced by one of larger capacity.

The highest or any tender not necessarily accepted.

G. FRED FISHER, Commissioner Public Works, ADAM P. MACINTYRE, Comptroller.

NOTICE is hereby given that application will be made to the Legislative Assembly at its ensuing session for the passing of an Act reviving and amending 2 George V., Chapter 109, entitled "An Act to Incorporate the Saint John River Hydro-Electric Company," with power to acquire and develop a water power on the Saint John River at or near Poklok, and to dam the said river and build other necessary works for the purpose of generating and transmitting power and extending the time for the commencement and completion of said works and the making of necessary deposit with regard thereto.

Dated this 3rd day of March, A. D. 1917.

R. MAX McCARTY, Secretary.

PUBLIC NOTICE is hereby given that a Bill will be presented for enactment at the next session of the Provincial Legislature, the object of which is to authorize the Common Council of the City of Saint John, from time to time, by-law or ordinance to control the issuing of permits for the construction of buildings for manufacturing or business purposes, (including enlargements and additions), on streets or in districts to be called "residential," also by-law or ordinance to control, with respect to location, the issuing of building permits for laundries, public stables, public garages, etc., etc.

Dated at the City of Saint John, the 14th day of March, A. D. 1917.

HERBERT R. WARDROPER, Common Clerk.

HOTELS.

PARK HOTEL
American and European
Rates: \$2.00, \$2.50
Electric Cars Park Drive
KING SQUARE, ST. JOHN, N. B.

CLIFTON HOUSE
The Commercial Mans Home
\$3.00 and \$3.50 per day
Corner Gormley and Princess Sts.
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"THE PRINCE WILLIAM"
One of St. John's first-class hotels for transient and permanent guests. Special rates for permanent winter guests. American plan. Prince William street.

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King Street,
St. John's Leading Hotel.
RAYMOND & DOHERTY CO., LTD.

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New and Up-to-date Sample Rooms in Connection.

GRAND UNION HOTEL
Opposite Union Depot, St. John, N. B.
Refurnished and renovated, heated by hot water, lighted by electricity, hot and cold baths. Coaches in attendance at all trains and steamers. Electric cars pass the house, connecting with all trains and steamers. Baggage to and from the station free.
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Established 1878.
Wholesale Wine and Spirit Merchants.

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LARGE SLEIGHS for sleighing parties at Hogan's Stables, Union Street, Tel. Main 1657.

VIOLINS, MANDOLINS and all string instruments and Bows repaired.

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NOW LANDING.

The first Scotch Anthracite coal since the war began.

JAMES H. MCGIVERN,

Telephone Main 42, 5 Mill Street.

NOTICE.

The Public Safety Department is prepared to receive until the 20th inst. from Canadian Manufacturers only samples, prices and dates of delivery for 2,000 feet rubber lined cotton jacketed 2 1/2 inch hose, to be equipped with couplings threaded St. John standard.

The Manufacturers guarantee as to pressure and life of hose when subjected to ordinary conditions will be given proper consideration.

H. R. McLELLAN, Commissioner Public Safety.