SHOPS YOU OUGHT TO KNOW

Designed to Place Before Our Readers the Merchandise, Crafts-manship and Service Offered by Shops and Specialty Stores

ASHES REM	OVED
SHES REMOVED	PROMPTLY.
Main 2448-11.	20817—2—21

GORDON W. NOBLE, PLUMBER and Heater; Jobbing given personal attention, Telephone 2:00-31, 154 Water-loo street.

REPAIRING

URNITURE REPAIRING AND UP-Astering, 267 Union. Phone 915-11.

SECOND-HAND GOODS

WE PAY HIGHEST CASH PRICES for Second-Hand Goods. Phone 4466, 578 Main street.

WANTED TO PURCHASE—GEN-tlemen's cast off clothing, fur coats, jewelry, diamonds, old gold and silver, musical instruments, bicycles, guns, re-volvers, tools, etc. Best prices paid. Call or write H. Gilbert, 14 Mill street, Phone 2892-11.

WANTED TO PURCHASE—GEN-tlemen's cast off clothing, boots, mus-ical instruments, jewelry, bicycles, guns, revolvers, tools, etc. Highest cash prices paid. Call or white I. Williams, 16 Dock street, St. John, N. B., Phone Main 4439. NOW IS THE TIME, WINTER IS here. Come and get your soldier overcoats at bargain prices. Also great

K. W. EPSTEIN & CO.

NEW YORK STOCK MARKET. Johnston & Ward (successors to F

	D. McCuruy & Co.), members in	Tit
	and Toronto Stock Exchanges.	Dir
	private wires.	
į	New York, Fe	b. 15
١	Prev.	
ı	Close. Open.	No
١	Allis Chalmers 351/2	
ı	Am Beet Cugar 47½	SOURCE STREET
į	Am Can Com 301/4	
	Am Car & F124	8
	Am Locomotive 85 851/8	, 8
	Am Smelters 431/4 431/2	4
	Am Sumatra 801/4	
		6
ı	Anc Copper 391/4	
i	Atchison 82%	
í	Balt & Ohio 34	
	Baldwin Loco 921/4 923/8	9
	Beth Steel B 573/4 577/8	5
Ì	Can Pacific 1167/8 1167/8	
l	Cent L Co 401/2	
į	Corn Products 72 721/	. 7
Ī	Crucible Steel 96½ 96%	9
į		
Š	Erie 18½ Gen Motors 14¼ 14¼	
l		20070303000
	Great North Pfd 75%	
	Gooderich Rubber., 39%	
	Int Mar Com 195% 193%	. 1
	Kennecott Copper 195/8 193/	4 1
	Lackawana Steel 54%	
	Mex Petrol163 168	
	North Pacific 833/4 841/	
	Pan Am Pete 773/	
	Reading 801/8 781/8	2 7

IRON FOUNDRIES

ION FOUNDRY AND MACHINE vork, Limited, George H. Waring, nager, West St. John N. B. Engineers I Machinists, Iron and Brass Foundry.

In Foundry And Machine vork, Limited, George H. Waring, nager, West St. John N. B. Engineers real estate. Office and Salesroom 96 Germain Street.



in and look them over. Open evenings all this week.

WE SELL GENUINE FORD PARTS

ROYDEN FOLEY 'Phone 1338



The Reason

good service at REASONABLE PRICES. We are fully qualified by experience, special study and good judgment to fit any case of eye-trouble that can be benefitted with

Optometrists
193 UNION STREET

manship and Service Offered by Shops and Specialty Stores	and Toronto Stock Exchanges. Direct private wires.			ate advance, but it shows, with the steadily increasing demand, that the tide	entirely and some of the trade that
The second secon	New York, Feb. 15.	St. St. 1 Salman	entine while the remaining	of managing has turned and that	neing curtailed, ingot metals, atthough
ASHES REMOVED SECOND-HAND GOOD	Close, Open, Noon,	Store School Solves Many Retail Problems.		buyers can look with a greater confidence s	still quiet, are inclined to be steadier, and some of them, including copper, are
VOITE STATE OF THE PARTY OF THE	Aills Chairners 5072	Tradeubtedly the readjustment of	f lent advantage in developing sales and building up an organization which is	Throughout the dominion business in	showing a better tone, says Hardware
SHES REMOVED PROMPTLY. WANTED TO PURCHASE—LAI	ES' Am Can Com 301/4	· prices in the after-war uchation has bee	proof against buying mercia.	both wholesale and retail circles is stead- ily improving. This improvement does	and Metal
Main 2448-11.	Tim Cal to 1	the largest problem for the retailer. Fac	MY TO BY Mantion	t Abot those is any heavy hill-	rolume of orders received, but some mics
SHES REMOVED, 2303-11. 20556-2-17 Phone Main 4463.	reet. Am Smelters 431/4 431/2 431/2	degree engaging in a revolt against mg			
20050-2-11 Phone Main 4463.	Am Sumatra 801/4	prices and expecting a far greater reduce	Imagine a great department store de-	stocks are reduced to a minimum and consumers are ready to buy more freely	gether, orders are smaller, but it is real-
SHES REMOVED AND GENERAL WANTED TO PURCHASE—C	fur Anc Copper 391/4	the task of salesmanship a strenuou	voting its advertising space largely to editorials—not so much editorials about	now that prices have reached a lower!	ized that merchants are buying oftener than formerly.
		one.	e the server and its merchandise.	Hogs and hog products are in an un-	
20578—2—17 coats, jewelry, musical instruments cycles, guns, revolvers, and tools, Highest cash prices paid. M. Lan	etc. Baldwin Loco 921/4 923/8 921/4	far hetter met by taking the employe	s but unselfish editorials such as might be	settled position with prices reduced and	FREDERICTON MARKETS.
46 Deal-setweet Phone 4170	Beth Steel B 57% 57% 57% 57% [Can Pacific	into the firm's confidence and discussing	g found on the ditorial page of any news-	The mild weather is creating a heavy in-	The ruling prices in Fredericton mar-
AUTO STORAGE					ket on Saturday were: Butter, per
TOMOBILES STORED, \$4 SII VER PI ATERS	Corn Products 72 12/2 12/2	4 Wiley, manager of the Rorabaugh-Wile	y The Brandels stores of Omana are car	Teas, coffees and shelled nuts are in a	pound, 50c. to 55c.; eggs, per dozen,
and a graphauling done by contract;	Erie 18½	Emporia and Wichita, Kan., and Oklo	what can be med the cond	the standing of stocks of	ner nound 18c to 28c.; lamb, per
ears always ready. At Thompson's, GOLD, SILVER, NICKEL, BI dhey; Phone 1685-11.	ASS Gen Motors 15/4 15/4	a homa City, Okia. The day when di	Iloverty is mer the water and	1) If a see homes and although	nound 15c to 23c · mutton, per pound,
and Copper Plating, Automobile made as good as new, 24 Waterloo s	arts Diete		The state of the s		Re to 12c · mutton, per pound, 13c.
	rf. Int Mar Com 105/ 103/ 103/	and that calls for the fullest co-operation	n. merchandise," is the way the branders	the near future as shaments arrive that	
BABY CLOTHING J. Groundines.	I Jackawana Steel 54%	. accountly if it is familiar with currel	it good will and prestige for a store in an	were purchased at the higher level. Canned vegetables are ruling fairly	
BY'S BEAUTIFUL LONG TRUCKING	Mex Petrol163 168 1681/ North Pacific 83¾ 84¼ 84½	business and trade conditions than if g	re In a recent large space display this	strong, but fruits are quiet and dull.	REAL ESTATE
iothes, daintily made of the finest	Pan Am Pete 773/8 771/	2 established schools for our stores.	In a recent large space display this message was delivered: "Did you think	Sugars are holding steady at the refiners'	REAL ESTATE
erial; everything required; ten dol- complete. Send for catalogue, Mrs. GET A YELLOW TRUCK	OR Reading 801/8 781/2 79 Rep I & Steel 66 67 67	"We try to impress upon the not	that the only thing about merchandising at is dollars and cents? Every day of the	ready and the demand is regulated by	CTINTIND A AT
fson, 672 Yonge street, Toronto. 11-1-1921 and all kinds of trucking. St.	John St. Paul 26%	they have an important place in the o	at is dollars and cents? Every day of the rweek and every moment of the day things happen around crowded counters to remind men nad women that money at is not the only thing in life—even though	consumption.	SUKURKAN
Transportation Limited, 50 Cliff s	South Ry 79 79 787, reet, South Ry 217, 89	s ganization and that our customers g	m to remind men nad women that money	potato market, and with the large crops	SODOMDII.
BARGAINS Phone M 4500. 20584	- 1 Ct 1-1-1 RQ RQ1/. 5%	them than from the management—th	at is not the only thing in life—even though in we are all striving for all the money we	there is little indication that prices will be any firmer for some time at least.	All Year Round Houses
	1 ~ ~	L II II'- The mirror we an anno	P- con mat	Then again United States has also a	FAIR VALE
ESS AND KITCHEN APRONS, arge coverall aprons, grocers and WATCH REPAIRED			"Have you noticed that Brandeis stores print advertisements without a price list	heavy erop, and with lower prices over	One acre of land; all year
chers' aprons, at Wetmore's, Garden	Westinghouse 30%				round house: modern; bath,
DIAMONDS BOUGHT AND S	Spec-	to the and the things we are truit	observed that Brandeis stores often print in its advertisements articles that	ally hoost prices as was the case a year	etc. On main road. Price \$3,700.00.
ALL PAPERS ARE HIGHER THIS lialty. G. D. Perkins, 48 Princess s	. A hitibi P & P-230 at 49, 25 at 48%	-1 Laure to corr of these meetings	- do not in any way relate to merchan-	 1000 1	
ear. We have a few lines at 12c. lary. G. D. Ferkins, 45 Timess s. . This is les sthan wholesale price. RINGS, WATCHES, CLOCKS					HILLANDALE All year round; hot air fur-
This is less athen wholesale price. This is less athen wholesale price. RINGS, WATCHES, CLOCKS Sale, watch repairing, seven yet count off all papers. Stick Fast Waltham factory. G. B. Huggan	IN DIAZMIAM TO AL ODYS, CO WE STATE,	face the people behind the counter	in function as a useful Institution of a pro-	(Hardware and Metal, Feb. 12.)	nace; price low for quick sale.
Window Blinds, \$1.10. Peters street.		at the course of a day's selling and to por	nt gressive city. On this occasion space is	Many important price changes have	
sett's Variety Store, corner Brussels W BAILEY, THE ENGLISH, A	IER- 5034, 20 at 50½, 105 at 50, 25 at 50¼. Can Car Pfd—20 at 71.			taken place this week, the chief of which	About one half acre of land;
ican and Swiss expert watch rething.	Call Collicit =0 ac -1/8.	people must 'sell' the merchandise,	il merchandising—of a great store's acres	age cotton goods, cotton rope, sash	cosy home: hardwood floors;
188 Mill street (liext Hygiciae Ba	33½, 60 at 33¾, 85 at 34½, 100 at 84¾	4, velop salesmanship through laminar	ty under the title: Bomething for boys so	wiels resoline and some grades of lub-	large living-room with fire- place; bath, etc. Garden and
THICDANEDS	50 at 35.	With the store in an its departments, a	It to the more received from Omaha	ricating oils, oakum, copper rivets, horse	fruit trees. Price \$3,700.
ENGRAVERS WELDING	Dominion Steel Com—25 at 47½, 25	at "If Mary Smith failed to sell a p	air and various sections of representation	shoots and tubing and some lines of	For further particulars apply,
C. WESLEY & CO., ARTISTS WELDING OF EVERY DES		of gloves to a customer and reers of	ide IOW do	I and turnentine are	The state of the s
nd engravers, by water states tion in any metal. Special att	ntion National Power—60 at 52, 25 at 521	2, the class about it, and asks for sugge	of Troll the employes in the onion Decide	further reduced by wholesales. Bar iron	
one M.982. to Automobile parts. Moore & Smythe and Nelson streets.	Co., 50 at 51%, 25 at 51½. Penmans—10 at 102.	hosiery may have discovered a way	to Railroad Co. Parents of boys recom-	and steel are at lower levels and Eng-	Real Estate Brokers, Globe Atlantic Bldg., 151 Prince
	0 161				William Street. Telephone
HATS BLOCKED	at 26½, 25 at 265%, 50 at 26, 50	at failed to sell. If so, she tells how s	neetly and interestingly set up, boxed by	REAL ESTATE	Main 2596. "Look for the blue signs."
AUCTIONS AUCTIONS	Riordan Pulp Com—75 at 145.	"So our class room is a clearing hou	line rules, and the subjects are of the ay inspirational character. Not a line re-	REAL LOTTILL	signs.
	Spanish River—95 at 79, 115 at 78. Sugar—60 at 30½.				
s. T. R. James, 280 Main street, op- site Adelaide street.	oker. Toronto Railway-30 at 72.	in the organization, from the errand to the manager, may learn something	ov are reading these culturials, as numerous	HOUSES FOR SALE	Summer Street
are Addition Street and	Auc- WPG-25 at 46. Victory Loan, 1987-100 at 99%.	that will help him to be more efficient		Brussels Street—House containing	Sulline Street
tionear	Victory Loan, 1925-1,000 at 94.	"In order to make the course more	in-	store and flat of 7 rooms, \$2,000;	Mod rn Home
IRON FOUNDRIES If you have estate for sale, co	real Victory Loan, 1924—3,000 at 96%.	meetings, we sometimes ask travel	ng WOOD AND COAL	\$1,000 cash. Two family house and garage,	Mod III House
Estate for saie, co	COTTON	men to be present on school morning	188	1 21.800: rentals \$600.	my 1 is a solf contained

COTTON.

EX-EMPRESS A LITTLE STRONGER, BUT NO HOPE

Doorn, Holland, Feb. 15. — Though still confined to her bed, the former German Empress Augusta Voctoria has been somewhat stronger recently, but the physicians say this is only tempor-

been somewhat stronger recently, but the physcians say this is only temporary.

MONTREAL BROKERS ASSIGN

Malcolm C. Oswald, senior partner of the firm of Oswald Brothers, brokers, of Montreal, has announced that the firm has ceased to do business owing to the fraudulent manipulation of the firm's books by Gerald M. Brucek, junior partner, and also owing to false and fraudulent statements sent by him to clients of the firm. The house has declared a voluntary assignment.

SUIT AGAINST GROCERS.

Toronto, Feb. 14—The attorney-general for Ontario was plaintiff in an action before Mr. Justice Orde, in the non-jury assizes today. The defendants are, first, the Canadian Wholesale grocers of Ontario. It is alleged that the defendants or some of them have entered into unlawful trade agreements.

Leafs to Georgia.

New York, Feb. 15—Larry Doyle, new

SEALED TENDERS addressed to H.

E. Wardroper, Common Clerk, City Hall, will be received by him, on forms furnished by the city, endorsed "Tender for painting the Free Public Library," St. John, N. B., until MONDAY, THE 21ST DAY OF FEBRUARY, INST.,

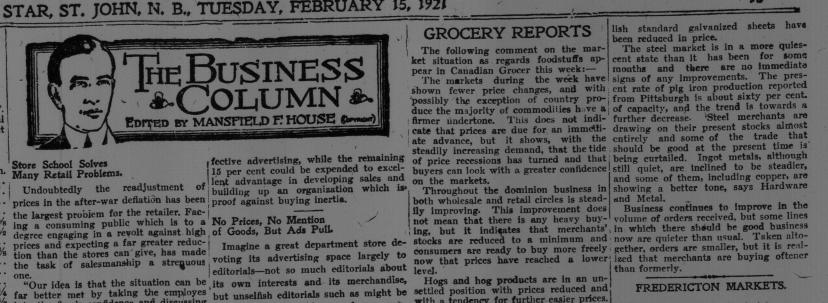
at11 of the clock a. m., for painting the interior of the rooms on the first floor of the Free Public Library, according to specifications to be seen in the office of the Commissioner of Public Safety.

Cash or a certified check for five per centum of the amount of the tender must accompany each bid; this will be returned to all rejected bidders, but the City will hold the deposit accompanying the successful bid until the satisfactory completion of the work.

Dated at St. John, N. B., February 14th, 1921.

Leafs to Georgia.

W York, Feb. 15—Larry Doyle, new JOHN THORNTON,



does it.

"So our class room is a clearing house of ideas, a place where suggestions may be made and considered, where every one in the organization, from the errand boy to the manager, may learn something that will help him to be more efficient.

"In order to make the course more interesting and to give diversity to the meetings, we sometimes ask travelling men to be present on school mornings and to give us facts about market conditions or to explain the manufacture and uses of the particular lines they represent. We have secured some very interesting and educational talks in this way."

where the continue of the cont

City of St. John SEALED TENDERS addressed to H.

WOOD AND COAL Lots of Water

when you use FUNDY SOFT COAL, which gives strong, even heat.

'Phone M. 3938 Emmerson Fuel Co.

115 CITY ROAD

ALL SIZES OF

NOW IN STOCK. R. P. & W. F. STARR

'Phone Main 9

LIMITED

Best Quality Dry Hardwood
Dry Soft Wood
Well Screened Soft Coal A. E. WHELPLEY 226-240 Paradise Row Phone Main 1227

Broad Cove. Acadia Pictou Reserve Sydney. Promptly Delivered.

McGivern Coal Co. Phone M. 42

DRY CUT SLAB WOOD \$2.25 per Load

'Phone 3471-11 Bituminous and Bunker Anthracite Coal 'Phones West 90 or 17

The Colwell Fuel Co., Ltd.

store and flat of 7 rooms, \$2,600; \$1,000 cash.

Two family house and garage, \$1,300; rentals \$600.

Britain Street—Three family free-hold with store, \$3,400; rentals \$642.

Sydney Street—Two family house and store, \$4,500.

Winter Street—Three flat house with store, \$5,800; rentals \$960.

\$600 cash.

Two family house, freehold, \$1,200.

\$300 cash.

Marsh Street—Three flat house and barn, \$2,300; rentals \$516.

King Street East—Two family house, hot water heating. Fully modern, \$8,000.

West Side—Three family freehold, baths, electrics, 6 years old, \$4,200.

Three family freehold, \$2,750.

Long List of Houses, All Prices and

Long List of Houses, All Prices and

H. E. Palmer, 50 Prince's St Main 2847. 2—16

Your Tenants for 1921

will require new leases and there will no doubt be repairs and troublesome matters arising in connection with the management of your rented properties of which this company can relieve you.

Why not take advantage of our years of experience in the collection of rentals and general management of real estate and consult us regarding cost of caring for your property for 1921.

The Eastern Trust Co. C. H. FERGUSON, MGR. Cor. Prince Wm. and Princess Sts.
1-14-t.f.

Modern Home The above is a self-contained house with hot water heating. Freehold. Will be sold at a

For further particulars apply Taylor & Sweeney Globe Atlantic Bldg., 151 Prince William Street. Tele-phone Main 2596. "Look for the blue signs."

Douglas Avenue

New House Hot water heating, hard-wood floors.
Price \$4,700.

Cash, balance on mortgage.

Taylor & weeney Globe Atlantic Bldg, 151 Prince William Street. Tele-phone Main 2596. "Look for the blue signs."

For further particulars,

FOR SALE Three story brick building, 54 Union street, at present in the occupation of Max Grosweiner and W. A. Maclauchlan. Centrally situated and splendidly suited to the needs of any person requir-

quire of C. H. FERGUSON.

