

SHOPS YOU OUGHT TO KNOW

Designed to place before Our Readers the Merchandise, Craftsmanship and Service Offered by Shops and Specialty Stores.

AUTO REPAIRING

AUTO TIRE AND TUBE REPAIRS
Batteries re-charged and repaired—
J. Walsh, 448 Main St., Main 3072.
29144-7-10

AUTO STORAGE

AUTO STORAGE, WIRE STALLS
to let cars repaired, cars washed—
At Thompsons, 55 Spruce St., Phone
668.

BABY CLOTHING

BABY'S BEAUTIFUL LONG
Clothes, daintily made of the finest
material, everything required, ten dol-
lars, complete. Send for catalogue. Mrs.
Walton, 673 Yonge street, Toronto.
11-1-1921

BARGAINS

CHEAP UNDERWEAR AND COR-
sets, Bloomers in pink and white, at
Wetmore's, Garden St.

CARPENTERS

FOR CARPENTRY AND GENERAL
repairs ring C. H. Gilker, West 889-11.
29548-6-13

CHIMNEY REPAIRING

CHIMNEYS REPAIRED, \$2.00 UP
Concrete tops cheap, chimneys made
to draw—Box B 11, Times.
29548-6-13

DYERS

NOTICE TO MOURNERS—FAST
black returned in 24 hours. Phone 4709,
New System Dye Works.

ENGRAVERS

WEDDING ANNOUNCEMENTS
and Cards, Jewelry Engraving, etc.—A.
G. Plummer, 238 Union St.

FURNITURE MOVING

FURNITURE MOVING TO THE
country by large air truck. Most
reasonable rates—Phone 3813
29486-6-15

LADIES' TAILORING

EVERYTHING IN LADIES' AND
GENTS' Tailoring and Fur. Made to
order. A. Morin, Artist Tailor, 32 Ger-
main.

MATTRESS REPAIRING

ALL KINDS OF MATTRESSES AND
Cushions made and repaired. Wire
mattresses re-stretched. Feather beds
made into mattresses. Upholstering gen-
erally done, twenty-five years' experience—
Walter J. Lamb, 62 Britain street, Main
587.

MEN'S CLOTHING

READY TO WEAR MEN'S SUITS
at a reasonable price—M. J. Higgins
& Co., Custom and Ready-to-Wear
Clothing, 182 Union St. T.2.

MONEY TO LOAN

SEVERAL SUMS OF TWO THOUS-
and Dollars and thereabouts on mort-
gage security—H. O. McInerney, So-
litor, etc. 29287-6-20

PAINTS

H. B. BRAND PAINTS, \$2.50 TO
\$4.00 per gallon. Send for Color Car-
d—Haley Bros. Ltd. 6-9-1922

PIANO TUNING

PIANO AND ORGAN TUNING AND
repairing. All work guaranteed, rea-
sonable rates—John Haislip, Phone Main
4421.

PIANO MOVING

HAVE YOUR PIANO MOVED BY
Auto and modern gear. Furniture
moved to the country, and general car-
riage—Phone 4421, Arthur S. Blackhouse.

PICTURE FRAMING

WE ENLARGE PICTURES OF ALL
sizes. Work guaranteed—Kerrett's,
222 Union St. 28051-6-20

PLUMBING

R. D. HARRINGTON, PLUMBING,
hot water heating, Gurney pipeless
furnaces installed. Repairs promptly at-
tended to—8 Dorchester St.

PLUMBING

C. R. MURRAY, PRACTICAL
Plumber, Steam and Hot Water Heat-
ing a specialty. Repair work prompt-
ly attended to. Satisfaction guaranteed.
Address 22 Clarence St., Phone 460.

PLUMBING

CHAS. H. MCGOWAN, SANITARY
Plumbing and Heating Engineer. Sat-
isfaction guaranteed. Repair work
promptly attended to—8 Castle street.

PLUMBING

G. W. NOBLE, PLUMBER AND
Fitter, Heating promptly at-
tended to—45 St. Paul street, M. 2632.

PLUMBING

Use the Want Ad. Way

RAZORS SHARPENED

WANTED—SAFETY RAZOR
Blades sharpened, single, 80c. dozen;
double, 40c. Promptly done—W. O.
Monahan, Barber, 204 Union.
29225-6-16

ROOFING

GRAVEL ROOFING, ALSO GAL-
vanized Iron and Copper Work—
Joseph Mitchell, Telephone 1491.
29218-6-12

SECOND-HAND GOODS

SECOND HAND CLOTHING, JEW-
elry, diamonds, old gold, silver, guns,
etc. purchased—H. Gilbert, 24 Mill street,
Phone 4012.

WANTED TO PURCHASE—LADIES

and Gentlemen's out of clothing
boots; highest cash prices paid. Call or
write Lampert Bros., 555 Main street.
Phone Main 4468.

WILL PAY MORE FOR SECOND

Hand Clothing, etc.—People's Store
Main Store, 573 Main street. Main 4466.

SHOE REPAIRING

WANTED—WEST SIDE RESIDENTS
to know that G. W. Liff, Spt. Shoe-
maker, 115th Batin, 18th Reg., is in
charge of the Shoe Repair Department
at G. E. Bely's store, 95 Union St.,
West, (next post office). Give the re-
turned man your work. All work done
correctly and ready when promised.
Prices right.

WATCH REPAIRERS

FINE WATCH REPAIRING A
specialty. Watches, Clocks, and Jew-
elry. Ernest Law, Est. 1885, 8 Colburn.

WELDING

WELDING AND CUTTING OF ALL
kinds of metals by Oxy-Acetylene pro-
cess—United Distributors, 48 King
Square.

WINDOW CLEANING

NEW BRUNSWICK WINDOW
Cleaning Co., St. John, N. B., 8 Small,
Phone 1066-11. House windows, 8 cents
a window. 29229-6-16

MONEY ORDERS

DOMINION EXPRESS
MONEY ORDER
Send for Sample Booklet
For Sale at 40c per Dozen (Cash)
DOMINION EXPRESS COMPANY

GLEN FALLS HOME SITES

Why Not Have a Real
Home That You Can
Call Yours?

One for your family to grow up in,
with all modern improvements, such
as electric lights, running water, ex-
cellent school, phone service, etc.
Have your market garden and grow
your own vegetables. Have the joys
and health of the country, and a
place for your kiddies to play, and at
the same time the joys of city con-
veniences.

GLEN FALLS VALLEY

offers especially charming home sites,
where some twenty cottages have al-
ready been erected, only a few hun-
dred yards from the street railway as
recently extended.

CRUSHED ROCK

especially suitable for concrete work
supplied at cost from our crushing
plant.

If you want a home that is a
HOME, on easy terms, write us, or
phone Main 384, or enquire of George
Watson, our superintendent, at Crush-
ing Plant, Main 384, or at his resi-
dence near Factory Buildings.

THE COLDBROOK REALTY

AND DEVELOPMENT CO.
7-5 LIMITED

SUCCESS

In the Stock Market
FORTUNES
Made From Small Investments
Write for Free Booklet.
The Most Simple Explanation of
Profitable Stock Trading
KENNEDY & CO.
Est. 1884
74 Broadway, New York
Members Consolidated Stock Exch.

AMON A. WILSON, Sheriff.

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THE BUSINESS COLUMN

It's Not Hard To Find The Best Selling Lines.

After two years of experimenting,
Fred Allertott, of the Allertott
Furniture Company, Kansas City,
believes that he is at least on the trail
of one of the most valuable secrets of
retail success.

Two years ago," explains Allertott,

"we were handling cheap, miscellaneous
lines of furniture, buying duplicate
lines from a half-dozen firms, and trust-
ing our success to haphazard methods
of buying, selling and advertising. Our
business was largely a credit affair and
our store rooms were continually jam-
med with individual pieces of lines
which it was almost impossible to get
rid of, even at less than cost price.

Today," as a result of the trial

"and proven system, our goods are moving
rapidly, with no leftovers, and our
class of trade is improving steadily.
We are selling on a modern margin,
but the speed of the turnover is mak-
ing business better for us each month.

My first effort was an attempt

to cut out duplication in lines, and a de-
termination to handle the best line made,
regardless of price. We had been stock-
ing the cheaper lines, which gave the re-
sult that business was more or less
"rotten" the year round. In handling
our stock to one line, I am confronted
with the problem, 'How am I to know
which line is the best?' I asked for in-
stance, the single item of refrigerators.
Salesmen of three of the best known
makers were on my mind, trying to land
my order for a carload.

"I knew that each of their lines

was good, but which was best? I asked
for honest advice from the cheapest
and most satisfactory service? Then
the answer came in a flash: would
put the three lines to a scientific com-
petitive test.

"Accordingly, I secured samples from

each of the salesmen, and placed in each
refrigerator a hundred pound cake of
ice and a thermometer. I changed the
position of the thermometers several
times daily and also switched them
from one box to another, so the test
was perfectly fair. Each time I switch-

EDUCATION

CLARENCE SALE
Men's Shirts, Caps,
and other accessories.
Ladies' Skirts, a large
assortment of other
wearing apparel, jewelry, etc.

ESTATE SALE

Valuable Freehold Prop-
erty with Cottage
BY AUCTION
I am instructed to sell by public auction
at Chubb's Corner, SAT-
URDAY MORNING, June 17th, at 12
o'clock, that valuable lot of land
with cottage belonging to the estate of
the late Mrs. Harriett Hughes, situated
at No. 187 1/2 High Street, St. John.
F. L. POTTS, Auctioneer.

ESTATE SALE

Valuable Leasehold Prop-
erty with 3 Family
Houses, No. 73
High Street.
BY AUCTION
I am instructed by the
Administrator of the Estate of the late
Maria Young to sell by public auction
at Chubb's Corner, SATURDAY
MORNING, the 17th inst., at 12 o'clock
noon, that valuable property situated
at No. 71 High Street. For further par-
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F. L. POTTS, Auctioneer.

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ESTATE SALE

FIFTEEN BOILS ON NECK AT ONE TIME

Any one who has suffered from boils

can sympathize with poor old Job.
There was no Burdock Blood Bitters
in those days, so Job had to suffer in
silence. Now-a-days no one need en-
dure the misery of boils.

Boils are simply eruptions of the

blood from coming to the surface and
just when you get rid of one, another
seems ready to take its place and pro-
long your misery.

All the poulticing and lancing you

may do will not stop more coming.
What you have to do is take
BURDOCK BLOOD BITTERS
and the blood will be cleansed of all its
impurities, and then every boil will dis-
appear.

Mr. Roy McSwain, High Bank, P. E.

I, writes: "I was troubled with boils
for some time, and had as many as fif-
teen on my neck at once. After taking
one bottle of Burdock Blood Bitters they
commenced to get better, and after I had
taken two bottles I was relieved of them
and felt much better. I think B. B. B.
is a grand blood purifier, and can re-
commend it highly."

For the past forty-five years B. B.

B. B. B. has been used only by The T. J.
Millers Co., Limited, Toronto, Ont.

ed thermometers, or changed their pos-

ition, I secured the temperature indicat-
ed. At the end of three days, I weighed
the remaining portions of ice. The chunk
of ice in the line of refrigerators I now
handle was several pounds heavier than
the other two. When I tell a customer
now that our line of refrigerators is the
most efficient and economical on the
market, I am simply telling him the
"cold facts," backed by this demon-
stration.

"During the demonstration, show

cards were posted above the refrigerators,
announcing the methods of the test. It
interested our customers immensely.
Even those not then in the market for
refrigerators were curious as to which
brand would win. 'Call us up when it's
over and let us know the winner' re-
quester came from many quarters. In the
end, the line of refrigerators we handle
won hands down, and we are now
handling a large number of them. Our
customers are very satisfied, and we are
very proud of the result.

"Well-bought is a half sold, especially