

WHAT'S DOING IN THE MONEY AND STOCK MARKETS TODAY

HOW CLERKS AID IN CHECK ON STOCK

In Sparkman System They are Consulted by Buyer—Credit Plan is Exact.

The Sparkman hardware store, in Sparkman, Ark., has a method of keeping check on its stock and buying through the assignment of various salespeople to take charge of different items of merchandise, though these employees themselves do not act as buyers. The store has found that it is the best policy to concentrate all the buying in the hands of one executive. Before placing an order the buyer follows the method of consulting the salesman in whose special charge an item has been placed, taking up with him the question of price and quantity, and thus eliciting a good many insights on the desirability of the article which could not be gathered in their fullest meaning from the ordinary sales, invoice and stock records.

As a re-enforcement to this system a want book is kept, in which each salesman enters the goods called for, but which the store does not keep in stock, and before ordering these goods the buyer has the opportunity of getting an opinion of their merits from the man who faced the customer across the counter.

In selling on credit this store arranges definitely with the customer as to amounts and exact dates of payments. These are marked on the bill, and the requirements of the customer, but they are always definitely fixed and reduced to writing, so that there can be no mistake about them later on, which will lead to the tying up of capital in uncollected accounts.

The store operates only on a cash price, and on all accounts which run longer than sixty days the customer is informed that he will have to pay interest at the rate of 10 per cent a year.

REVENGE AGAINST SWISS IN KILLING OF VOROVSKY

Berne, May 31.—Although the Soviet authorities deny acts of revenge against Swiss residents in Russia for the assassination of M. Vorovsky, the Swiss in that country report that the regular programme against them at Odessa, the capital of a Swiss colony has been killed and two others badly injured. Numbers of Swiss have been arrested at Petrograd.

BY STEAMSHIP AND RAIL

MEGANTIC

The Only First Class Steamer from Montreal

When travelling to Europe on the luxurious Megantic you will experience the greatest comfort and satisfaction. The cost is very reasonable—the accommodations are unsurpassed—the cuisine and service are faultless.

She combines the advantages of the best club with the luxury of the finest hotel. The Megantic is the only steamer in the world for booklet and rates.

Nagle & Wile, Ltd., 111 St. John Street, St. John, N.B. Local Agents.

WHITE STAR DOMINION LINE

AUCTIONS

BAILIFF SALE

There will be sold by Public Auction at Dominion Garage, 48 Charlotte Street on Sat. June 2nd, at the hour of 11:30 a.m., one Pierce Arrow touring car in good running order and two spare tires, same having been seized by me for rent.

Dated at St. John, May 30, 1923. J. J. MERRYFIELD, Bailiff.

FIVE PASSENGER CADILLAC CAR, COST \$7,000

BY AUCTION I will sell by Public Auction on Market Square, SATURDAY MORNING, June 2nd, at 11 o'clock (daylight) one five passenger Cadillac car in splendid condition, without reserve. F. L. POTTS, Auctioneer.

Bailiff Sale

There will be sold at Public Auction, Saturday, June 2, at 10:30 a.m., at 11 Prince Edward street, one Piano, four-piece Parlor Set, three Dressers, Oak Commode, one China Cabinet, Oak Dining Table and Chairs and other household effects. Same having been seized by me for rent.

A. M. SHERWOOD, Bailiff. 1888-8-2

IF YOU HAVE STOCKS, BONDS, REAL ESTATE, HOUSEHOLD FURNITURE

or Merchandise of any kind to sell, consult us. Highest prices for all lines. F. L. POTTS, Auctioneer. 96 Germain Street.

FINANCIAL

NEW YORK MARKET.

(By direct private wire to McDougall & Cowans, 28 King street, city.)

Stocks to twelve noon	Open	High	Low
Atchafalca	101 1/2	101 1/2	101 1/2
Allied Chem	72 1/2	72 1/2	72 1/2
Am Int Corp	25 1/2	25 1/2	25 1/2
Am Locomotive	141 1/2	142 1/2	141 1/2
Am Smelters	61 1/2	61 1/2	60 1/2
Anacostia	45 1/2	45 1/2	45 1/2
Balt & Ohio	80 1/2	80 1/2	80 1/2
Bald Loco	135 1/2	135 1/2	135 1/2
Beth Steel B	55	55 1/2	55
Brooklyn	42 1/2	42 1/2	42 1/2
C P R	154 1/2	154 1/2	154 1/2
Couderc Oil	108 1/2	108 1/2	108 1/2
Chandler	62	62	62
Cuban Cane Pfd	55 1/2	55 1/2	55 1/2
Calif Pete	112 1/2	112 1/2	112 1/2
Ches & Ohio	65 1/2	65 1/2	65 1/2
Chile	27 1/2	27 1/2	27 1/2
Corn Products	181 1/2	182 1/2	181 1/2
Consolidated	46 1/2	46 1/2	46 1/2
Cont Can	48 1/2	48 1/2	48 1/2
Cons Gas	62 1/2	62 1/2	62 1/2
Cons Cola	80 1/2	80 1/2	80 1/2
Crucible	74 1/2	74 1/2	74 1/2
Davidson Chem	24 1/2	24 1/2	24 1/2
Dupont	125 1/2	125 1/2	125 1/2
Elco Corp	12 1/2	12 1/2	12 1/2
Gen Electric	175 1/2	175 1/2	175 1/2
Gen Motors	14 1/2	14 1/2	14 1/2
Gen S Steel	26 1/2	26 1/2	26 1/2
Houston Oil	65	65	65
Hudson Motors	25 1/2	25 1/2	25 1/2
Indus Alcohol	108 1/2	108 1/2	108 1/2
Imperial Oil	108 1/2	108 1/2	108 1/2
Kennecott	87 1/2	87 1/2	87 1/2
Kelly Spring	47	47	47
May Stores	80	80	80
Marland Oil	48 1/2	48 1/2	48 1/2
Hack Truck	82	82	80 1/2
Mex Seafood	20 1/2	20 1/2	20 1/2
Midvale	27 1/2	27 1/2	27 1/2
Mid States Oil	10 1/2	10 1/2	10 1/2
New Haven	17 1/2	17 1/2	17 1/2
Northern Pac	72 1/2	72 1/2	72 1/2
N Y Central	99 1/2	99 1/2	99 1/2
Northern Am	21 1/2	21 1/2	21 1/2
Pennsylvania	44 1/2	44 1/2	44 1/2
Pan Am A	75	75 1/2	75
Pan Am B	69	69 1/2	69
Pack Sugar	42 1/2	42 1/2	42 1/2
Pure Oil	62 1/2	62 1/2	62 1/2
Pure Oil	28 1/2	28 1/2	28 1/2
Prod & Ref	45 1/2	45 1/2	45 1/2
Pacific Oil	87 1/2	87 1/2	87 1/2
Rep I & S	52 1/2	52 1/2	52 1/2
Roy Dutch	48 1/2	48 1/2	48 1/2
Rice Island	29 1/2	29 1/2	29 1/2
Sinclair Oil	30 1/2	30 1/2	30 1/2
Southern Pac X D	89 1/2	89 1/2	89 1/2
Southern Ry	84	84	84
Stromberg	75	75 1/2	75
St Warner	92 1/2	92 1/2	92 1/2
Studebaker	114 1/2	114 1/2	114 1/2
Shan Oil	86 1/2	86 1/2	86 1/2
Texas Company	46 1/2	46 1/2	46 1/2
Union Pacific	188 1/2	188 1/2	188 1/2
U S Steel	88	88	88
U S Realty	100	100	100
United Drug	83	83	83
Vanderbilt	32 1/2	32 1/2	32 1/2
Westinghouse	85 1/2	85 1/2	85 1/2
Wool	92 1/2	92 1/2	92 1/2
Sterling	46 1/2	46 1/2	46 1/2

MONTREAL MARKET.

Stocks to twelve noon	Open	High	Low
Asbestos Corp	62b	62b	62b
Asbestos Pfd	88 1/2	88 1/2	88 1/2
Bell Telephone	121	121	121
Brasserie	46 1/2	46 1/2	46 1/2
Can Cement	82 1/2	82 1/2	82 1/2
Can Cement Pfd	102b	102b	102b
Can S Pfd	40	40	40
Dom Glass	97	97	97
Dom Glas Pfd	102b	102b	102b
Dom S Pfd	74 1/2	74 1/2	74 1/2
Dom Textile	71 1/2	71 1/2	71 1/2
Illinois Pfd	90 1/2	90 1/2	90 1/2
Kamintigila Pfd	125	125	125
Lake of Woods	174	174	174
Laurentide	98 1/2	98 1/2	98 1/2
Lyrall Corp	88a	88a	88a
McDonald	6	6	6
Mon L H & P	128	128	128
Nat Breweries	80 1/2	80 1/2	80 1/2
Ogilvie Milling	800b	800b	800b
Ont Steel	40b	40b	40b
Ottawa L H & P	85	85	85
Pennam Ltd	158	158	158
Piedmont	45	45	45
Ridgdon Paper	2 1/2	2 1/2	2 1/2
Shawinigan	119	119	118 1/2
Span River Pfd	102 1/2	102 1/2	102 1/2
Steel Canada	75	75	75
Tuckett Tobacco	87	87	87
Twin City	69	69	69
Wapagite Mill	84 1/2	84 1/2	84 1/2
Banks			
Nova Scotia—252.			
1923 Victory Loans—100.55a.			
1924 Victory Loans—100.40a.			
1927 Victory Loans—100.40a.			
1924 Victory Loans—108.			
1927 Victory Loans—107.85.			

CHICAGO GRAIN MARKET.

To twelve noon	Open	High	Low
May wheat	112 1/2	113	112 1/2
Sept. wheat	112 1/2	112 1/2	112 1/2
May corn	77 1/2	78	77 1/2
July corn	77 1/2	77 1/2	77 1/2

WINNIPEG GRAIN MARKET.

To twelve noon	Open	High	Low
May wheat	114 1/2	114 1/2	114 1/2
May wheat	114 1/2	114 1/2	114 1/2
May oats	46 1/2	46 1/2	46 1/2
July oats	46 1/2	46 1/2	46 1/2

NEWS NOTES OF STOCK INTEREST

(McDougall & Cowans.)
New York, May 31.—Bank of England rate unchanged at 3 per cent.
Standard Oil of Kentucky declared regular quarterly dividend of \$1, payable July 2, second June 15.
Standard Oil of California contracts to purchase entire output of Honolulu concern, formerly sold to General Petroleum Co.
Meeting of S. O. of N. Y. at ten o'clock today to ratify increase in capital stock to \$800,000,000 from \$225,000,000.
Lat. Rapid Transit, April gross, \$4,892,550; net, after taxes, etc., \$1,201,107; balance, after interest, \$697,961.
Buffalo, N. Y.—“I had some female troubles that just run my health down so that I lost my appetite and felt miserable all the time. I could not lift anything heavy, and a little extra work some days would put me in bed. A friend had told me to try Lydia E. Pinkham's Vegetable Compound and I gained in every way, could eat better and felt stronger. I had found nothing before this that did me so much good.”
Mrs. J. G. G. 221 Wolfe Avenue, Buffalo, N. Y.

FRESH BUYING POWER; PRICES UP

Wall Street Opening—Burst of Activity Also in Montreal.

New York, May 31.—Fresh buying power came into today's stock market and prices resumed their upward movement. A brisk demand for the rails was the early feature, but good buying also was noted in the steels, equipments, cans, motors and motor accessories. Some of the minor oils were slightly heavy. Gains of a point or more were registered on initial sales by Montreal, Quebec and United States Steel from Pipe preferred.

Montreal, May 31.—(10:30).—A burst of activity, accompanied by a sharp advance in prices featured the local stock market this morning. The paper issues were the most active group. Laurentide selling at 99, an advance of three-eighths over yesterday's close. S. Maurice came out with an opening bid of 2-1-4 points to 107-3-4. Clorox at 2-1-2 was up one-quarter. Price Bros. registered a gain of 1-1-4 points on a sale of ten shares. Other issues traded in included Winnipeg Railway, up one-quarter to 84-1-4, and Textile of one point to 71 1/2. Dominion Glass at 97, Brazilian at 48 1-2, and Twin City at 68 1-4, were unchanged.

FIRES IN WOODS OF ONTARIO

So, Ont., May 31.—The brush along the Algoma Central Railway has already been lit by fire. In the woods around Price at Mile 222, had brush fires are raging. Forty fire rangers are working assisted by a large crew of sectionmen to put out the flames which have already devastated many acres. The fire, which is a considerable distance from the track, has been burning for the last week.

FREDERICTON MARKETS.

In Fredericton market, yesterday, the prevailing prices were as follows: Butter, per pound, 30 to 35 cents. Eggs, per dozen, 30 to 35 cents. Veal, per pound, 10 to 12 cents. Mutton, per pound, 8 to 12 cents. Pork, per pound, 16 to 18 cents. Beef, per pound, 10 to 12 cents. Salmon, per pound, 20 cents. Potatoes, per barrel, \$2. Strawberry plants, per 1,000, \$5. Hay, per ton, \$15 to \$17.

FINANCIAL NOTES.

Montreal, May 31.—Cables, 94.78-94.78-1/2. London, May 31.—Bar silver, 82d. 1/2 ounce.

2 MORE WOMEN JOIN THE ARMY

Of Those Who Have Been Restored to Health by Lydia E. Pinkham's Vegetable Compound

Milwaukee, Wisconsin.—“I had a bad pain in my left side and I could not lift anything heavy without it hurting. I tried different things. Then saw Lydia E. Pinkham's Vegetable Compound and I gained in every way, could eat better and felt stronger. I had found nothing before this that did me so much good.”
Mrs. HATTIE WATSON, 870 Gardiner St., Milwaukee, Wis.

Gained in Every Way

Buffalo, N. Y.—“I had some female troubles that just run my health down so that I lost my appetite and felt miserable all the time. I could not lift anything heavy, and a little extra work some days would put me in bed. A friend had told me to try Lydia E. Pinkham's Vegetable Compound and I gained in every way, could eat better and felt stronger. I had found nothing before this that did me so much good.”
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Boisneau Praises Tanlac For Restoration of Health



London, April 25.—(By Mail).—Among the questions now occupying the attention of the Egyptian government is that of the cultivation of flax. Experiments made by the Ministry of Agriculture during the last three years have proved so successful, flax five feet high and of excellent fiber being produced, that next autumn the government intends to put into execution a project of cultivation on a basis that will prove its commercial possibilities to the fullest. The London Times' Cairo correspondent. The necessary arrangements have been made in preparation for handling the resultant crop. The government intends to engage an expert to supervise the reeling and other processes.

There is also a scheme for spinning in Alexandria. In the earliest times Egypt cultivated flax extensively. The ancient Egyptians were clothed in linen garments of the finest structure as is shown by the discoveries in their tombs. They were made of the local product, and their texture is due not merely to skillful weaving but also to the high quality of the fiber. Today flax is still cultivated in certain restricted areas of Egypt, but the quality is very inferior owing to the degeneration of the seed, which is purely Egyptian.

The experiments which have now proved so successful have been made with foreign seed, and under the scheme mentioned above the government has arranged to import the necessary quantity from abroad. Flax, it may be mentioned, is a winter crop; it will not interfere with the cultivation of cotton, which is a summer crop, but it is hoped with time and proper attention to the former to constitute a second valuable source of wealth to Egypt which will help to make the country less dependent on one crop than it is today.

MORNING STOCK LETTER.

(McDougall & Cowans.)
New York, May 31.—There was heavy profit-taking before the close on Tuesday. In spite of this selling, however, the industrial average was up for the day, while the rail average was almost unchanged. There is undoubtedly a good demand for stocks slightly under current levels, and we expect prices, with the necessary reaction from time to time, to work higher. There is a disposition to see what trade reports indicate in the immediate market. We would use weak spots for buying stocks. We expect to see some skyrocketing prices before this market over. The rail reports show improvement and we expect to see a number of these issues work much higher. Stocks like Atchafalca, Union Pacific, C. P. and Atlantic Coast Line can easily move five to ten points higher, and among the lower priced issues on which dividends will probably be resumed this year are B. & O., P. & Q. and Southern Railway. As the rails move, indicating that their earnings position is stronger, the equipment issues are showing sympathetic strength. There is no question that railroads still need a lot of equipment, and if their earnings are satisfactory they will be forced to buy more. Consequently we would buy the locomotive stocks on slight reaction, and also remember the stocks that have not joined in the movement recently, such as N. Y. Airbrake, Railway Steel Springs and American Brake Shoe and Foundry. Another move upward in the price raw and refined sugar would not be surprising, and we expect to see sugar stocks work higher. American Sugar is indicating that the \$8 dividend long expected is not far off. It is believed that it will come early in June. U. S. Steel still looks the best buy among the steels. On weak spots we would continue to buy G. S. T., C. F. I. and Sloss.

OPINIONS ON THE STOCK MARKET

(McDougall & Cowans.)
New York, May 31.—Hutton:—“Money is getting easier, and we think the key to the market is going to be demand for sound investments, with a liberal yield and the balancing of earning power among requirements.”
Bache & Co.:—“The market gives every indication of being in the first stage of an upward swing.”
Hornblower & Weeks:—“We would not be surprised at excessive recovery during coming weeks.”
Price & Whitley:—“Industrial list likely to continue irregular for a while.”
Houseman & Co.:—“consider the market a buy on soft spots.”

SHIPPING

ALMANAC FOR ST. JOHN, MAY 31.
A.M. P.M.
High Tide... 1.00 Low Tide... 7.38
Sun Rises... 5.41 Sun Sets... 9.02
(Time used is daylight saving.)

PORT OF ST. JOHN.

Cleared Yesterday.
Schr Maria A Howes, 998, Taylor, for Parrsboro.
Schr Governor Dingley, 2886, Ingalls, for Boston via Eastport.
Schr Dronning, Margrethe, for London.
Schr Nettie C, 446, Sprague, for Philadelphia.
Schr Grace N Pendleton, 1088, Porter, for Preston, England.
Schr Blair, 8070, McLeod, for Manchester.

INVITE CANADIANS TO BIG OBSERVANCE

Speakers Tell Boston People of Program for Pictou, N. S.
(Boston Herald, Tuesday.)
Under auspices of the Canadian Club off Boston, a mass meeting of former residents of the Maritime Provinces held last evening in the vestry of the First Presbyterian Church to stimulate interest in the coming celebration at Pictou, Nova Scotia, July 15 to 24, inclusive, to commemorate the 150th anniversary of the landing of the first Scotch pioneers from the ship Hector, which sailed from Greenock, Scotland, July 1, 1778.

Thousands of provincials from all the New England states are expected to attend the celebration in honor of the “Canadian Pilgrims,” as they have been termed, whose desire for independence and the right to worship in their own way led them, like the Pilgrim Fathers, to leave the shores of their native land and come to the new world.

It was attended by nearly 500 persons, including Albert E. Mackinnon of New York City, publicity manager of the “Hector” celebration; Dr. Robert Watson, pastor of the First Presbyterian Church of Boston; John D. Macdonald, registrar of deeds at Pictou and a member of the committee directing the celebration, as well as members of the special committees appointed by the Canadian Club of Boston to co-operate in making the historical event a success.

Now under construction is a reproduction of the old Dutch brig Hector, and it will be completed in time to sail into the harbor as part of the marine pageant. It will be met by a band of Indians representing the group which welcomed the pioneers on their arrival. In the towers of Pictou and

FLAX CULTIVATION TEST SUCCESSFUL

Excellent Fibre Produced—Plans Now Under Way to Grow it on an Extensive Scale.

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MORNING STOCK LETTER.