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COMMERCIAL TRAVELLERS.

The Times extends congratulations to the Maritime Commercial Travellers Association, whose banquet at the Royal Hotel last evening was one of the most successful events of that festive character ever held in St. John.

In the course of his very entertaining and witty address, Recorder Skinner said that he must revise his estimate of the commercial traveller. Tradition had associated that individual with a quality known as "brass", but it was very apparent as he looked over the gentlemen before him that the quality which brought them success was not brass, but intelligence—a much higher quality.

It is a notable fact, when one pauses to think of it, that there is such an association having over 645 members in the maritime provinces. It emphasizes not only the great change in business methods but the development of trade within the last quarter of a century. There are in this city several firms, each of which employs over a dozen travellers, not only covering the maritime provinces, but going to Newfoundland and reaching out into Quebec and farther west.

Reference was made by several of the speakers to some things that have been accomplished by the commercial travellers, quite out of the line of their own business. They have, for example, done something for the betterment of hotel accommodation in the provinces, a change that was greatly needed. The contract made by one or two of the veteran members between the hotel accommodation of former days and that of today was rather striking, but it was admitted that still more improvement may be made in such matters as hotel sanitation and general equipment.

It was interesting also to hear the older men speak of the great change that has been made in methods of transportation in these provinces. One told of the difficulties in the early seventies in getting to and from Prince Edward Island, around the south shore of Nova Scotia and the north shore of New Brunswick. This speaker was disposed to scoff at his younger brother who today makes complaint about the troubles of modern travel.

The commercial traveller today is ubiquitous. Wherever a railway or steamer or stage line leads to a town or village or country store, he is there with his samples, his jokes, his stories, and his keen eye for business. Mr. Ganong well said in the course of his address that all the brain and all the ability in modern business is not confined to the head office. The traveller who gets large business for his house, in the face of the keen competition of today, must be able to think and to act not less quickly and surely than his chief who surveys a larger field from headquarters. This fact was emphasized by a quaintly illustrated story in brief, told on last night's menu card, as follows:—

The genial "Drummer" calls on the jovial Merchant and "tells his tale of woe" with such good effect that the Merchant calls him "a bird". He forthwith orders Refreshments, and incidentally takes the order. Both are pleased. But—He forgot to look up the Merchant's standing, and now the house is "after his scalp!" No bouquets this trip.

A pleasant feature of last night's addresses was the expression of good feeling as between the cities of St. John and Halifax, and the sentiment that the maritime provinces should stand together for their mutual interests in regard to large national questions was heartily applauded. The Halifax gentlemen were warm in the expression of their appreciation of the people of this city, and it was quite true to say that such events as that of last evening make for a better understanding and more cordial relations.

It was stated by the president, in reply to some suggestions by Mr. W. S. Fisher, that the executive of the association have in contemplation a course which they believe will result in further benefit to the association and to the business interests of the provinces. In that they will have the best wishes of all their fellow citizens.

The relations between the press and the commercial men is necessarily intimate. Each looks to the other for increased business, and whatever makes for the good of one is also of advantage to the other.

PROGRESSIVE UNIVERSITY.

The University of Manitoba has added a commercial department as a regular course of study. The scheme proposed contemplates a two years' course of study to include such branches as commercial law, banking, and political economy, the successful completion of which would be followed by the granting of a diploma. It has also been decided to introduce another year into the course in medicine, making a five years' course in all. This, says a Winnipeg paper, will probably be the longest course in Canada, as the fifth year at McGill is practically a year in clinics, while at this university the degree will not be granted till the completion of the fifth year. This change will not affect any of the classes at present constituted, but will date from the opening of the university year in the fall of 1905. Students entering then and those coming in under the new system will be considered as advanced. The university will take over the examinations in civil engineering, which were formerly conducted by the Society of Engineers, and which for the last two years have been conducted by the Provincial Department of Education. When the department took this work it appealed to the university examiners as the departmental examiners for this purpose, and this further change will vest full control in the university.

There is likely to be good sleighing for Christmas, after all, but Old Probs says sleet and rain tomorrow.

The air is full of the spirit of Christmas. Nobody is ashamed to be seen carrying a bundle.

The St. John library contract still looms large as an issue in the provincial campaign.

The Non-Partisan jury has had a serious time making up its collective mind.

The politicians have begun to talk big for the campaign will be brief.

Mr. John Rhea's eyes are said to have been sharpened for somebody.

WEST INDIA SERVICE.

Board of Trade and Shipping Merchants Exchanged Ideas Yesterday.

A meeting between the subsidy committee of the Board of Trade and the prominent shipping merchants of St. John, who are interested in the West India trade, was held in the Board of Trade rooms yesterday afternoon. Joseph A. Schofield presided. In opening H. B. Schofield spoke briefly on the West India service, and was followed by Andrew Malcolm, who expressed himself as much dissatisfied with the existing service. L. T. Crosby, John Sealy, Samuel Schofield, F. E. Williams, T. Collins Jas. Patterson, D. J. McLaughlin, H. B. Barnaby, J. W. Smith, W. E. Hatheway, Percy Thompson and the chairman, discussed the question and aired their views in regard to the matter. Mr. Hatheway moved the following resolution: That whereas the arrangements for the shipment of goods from St. John and Halifax to the West Indies are unsatisfactory to the western and other shippers from St. John, therefore resolved, that we urge upon the board of trade that they memorialize the Dominion government asking to make open call for tenders for the West India service, which expires July 1st and to provide cold storage facilities and more modern steamships.—Carried.

At the close Mr. Schofield made a review of the whole question and invited a number of suggestions. He showed that Pickford and Black had carried out to the best of their ability the terms of their contract. St. John shippers had very little reason to find fault with them. He thought they might ask Pickford and Black to pay the freight on perishable goods from here to Halifax by rail for shipment to West Indies. It was absurd for St. John to think of carrying on a West India trade alone. As for cold storage, Pickford and Black had endeavored to get cold storage in the West Indies and found it impracticable. Faster boats were not necessary at the present time. He thought Pickford and Black should be given an opportunity to meet the board of trade and discuss these matters with them.

A CHRISTMAS GIFT.

You are thinking of absent friends. What gift more appreciated than a year's subscription to The Evening Times? It would give your friends the news of home for a year, and be a daily reminder of your thoughtfulness. You can get a special rate for all such subscriptions. Enquire this week at the office of The Evening Times Canterbury Street.

Miss Lena Laechele, of Dorchester (Mass), is visiting Miss Marion Peters, St. James street.

CHRISTMAS IN THE CHURCHES.

Christmas Day will, this year as usual, be observed in the churches by appropriate services and, in many cases, by elaborate and tasteful decorations. Some of the churches will have no special musical programme or no decorations, but these are in the minority and in most of them the young people have been busy for some days in making preparations for this occasion, while choirs and organists have been vigorously practising the special music. In all the churches the arrangements have not yet been completed but the Times has succeeded in reaching many of them and their Christmas programmes are given as follows:—

MISSION CHURCH OF ST. JOHN BAPTIST. Rev. P. Owen-Jones, priest in charge. The services on Christmas Day will be as follows:— Low Mass at 7 and 8 a.m. Matins (Plan), 10.15, a.m. High Celebration, with sermon, 11 a.m.

Special Christmas music will be rendered by the choir, under the direction of the organist and choir-master, Professor George Collinson, at the High Celebration and at Evensong. The music at the High Celebration will be as follows:— Professional Hymn, Adeste Fideles. Introit, Ave Verum, Mozart. Kyrie, Credo, Sanctus, Benedictus, Agnes Dei, Gloria in Excelsis. Alfred Eyre, in E. flat. Father Noster, J. Stainer. Offertory Hymn, Christmas Awake Professional, While Shepherds Watched.

The following special music will be rendered at the Festival Evensong. Professional, Hark the Herald Angels. Lullie, Festival. Proper Psalms, 89, 110, 132. Gregorian Tones, 1st and 5th. Magnificat and Nunc Dimittis. Bruce Stern in F.

Antiphon, "See Amid the Winter's Snow," J. West. Cfortory Hymn, "O! the Father's Love Begotten." Recessional, St. Stephen's Eve. "First of Martyrs by Who's Name." The altar has been effectively decorated with flowers; the hangings being of white and gold. The rood-screen, pulpit and lectern have been tastefully ornamented with evergreen as have the posts and arches. Across the top of the rood-screen, in white letters on a maroon background are the words "Hark the herald angels sing, Glory to the newborn King." Shields bearing symbolic designs have been placed between the arches, while across the western end of the nave in old gold letters on a white background are the words "Thou art a Priest forever." Greening has also been used for decorative effect on the pulpit.

A rood of gold has been taken with the decorations and the car has presents a very pleasing appearance.

GERMAN STREET METHODIST. This church will have an exceptionally fine musical service. The choir is under the efficient leadership of Mr. Cooper, whose musical ability is well known. The morning service will be as follows:— Doxology, Invocation, Hymn, 130. Prayer, Anthem, C. Dornton. 1st Lesson, J. B. Dykes. 2nd Lesson, 144. Hymn, Rev. Mr. Howard of Portland St. Church. Prayer, Anthem, B. Tours. Benedictus, Hymn, 147. The programme for the evening service is as follows:— Doxology, Invocation, Miss Knott. Hymn, 141. Prayer, Anthem, "In the Beginning"—C. Banton. 1st Lesson, Miss Tufts. 2nd Lesson, 143. Hymn, "Holy Night"—Adams. Sermon—Rev. C. W. Hamilton—Pastor. Prayer, Anthem, "Sing O Heavens"—B. Tours. Hymn, 148. Benediction.

ST. LUKE'S. Morning Service, Hymn, "Christmas Awake." Plain Chant; "Veng-a" "Te Deum," by J. S. Ford; Hymn, "Oh Come all ye Faithful"; anthem, "Hark the Herald Angels Sing," anthem, "God from on High Hath Heard," solo, Miss Annie Farmer. Evening service; Hymn, "While Shepherds Watch their Flocks by Night," Magnificat and Nunc Dimittis, by Morley; Hymn, "God of Abraham," Hymn, "Hard the Voice of God."

CALVIN CHURCH. The Christmas music in Calvin church will be: Morning—Carol, "Joy Fills Our Inmost Hearts Today," (Gadsby); hymns, "Hark! the Herald Angels Sing," "As With Gladness Men of Old," anthem, "Sing Hosanna," (Root); hymn, "Brightest and Evening Carol, "Joy Fills Our Inmost Hearts Today" (Gadsby); hymn, "Oh Come! All ye Faithful," solo, "The Night Song of Bethlehem" (Dudley Buck), by Miss Margaret Lindsay; anthem, "We Have Seen His Star in the East" (Simper); hymn, "Jesus! Name of Wondrous Love."

ST. PETER'S. Solemn High Mass and sermon at 5.30 a.m. Low Mass at 7 and 7.30 a.m. Children's Mass at 9 a.m. Low Mass at 10.30 a.m. Vespers and Benediction at 7.30 p.m.

The church has been nicely decorated with evergreen and the altars adorned with flowers. In front of St. Joseph's altar is a representation of the "crib" at Bethlehem.

HOLY TRINITY.

Low Mass at 8 and 9 a.m. High Mass at 10 a.m. Flowers and evergreen have been effectively used, and in the sanctuary is a representation of the manger at Bethlehem.

THE CATHEDRAL.

At the Cathedral of the Immaculate Conception the regular Christmas services will be held. High Mass at 6 a.m. Low Mass at 7.8 and 9 a.m. High Mass at 11 a.m. Vespers at 3.15 p.m. The altar has been decorated for the festival with flowers and evergreen, while in the Virgin's chapel is a representation of the Holy Child.

ST. JOHN'S "STONE."

The following services will be held at St. John's (Stone) church: Holy Communion 8 a.m. Morning Prayer and Holy Communion 11 a.m. Children's service 3 p.m. Evening Prayer 7 p.m.

The church has been prettily decorated for the occasion. The rood and sanctuary rail have been adorned with evergreen, as have the pulpit, reading desk, lectern and choir-stalls, while over the rood in white letters on a red background are the words "Immanuel, God With Us." Greening has also been used in the church with good effect.

PORTLAND STREET METHODIST.

Morning anthem, "Calm on Ye Bethlehem," plain chant, "Te Deum," by Morley. Evening anthem, "Star of the East," chant, "Nunc Dimittis."

ST. JAMES'.

Morning service, hymn, "Christians Awake Salute the Happy Morn." Psalms 119, 45, 85. Tours, morning service, anthem, "Behold I Bring You Good Tidings," Goss. Hymn, "O Come All Ye Faithful." Evening service, hymn, "Hark the Herald Angels Sing," Psalms, 89, 110, 132. Tours, evening service, anthem, "Glory to God in the Highest," Cooke. Hymn, "Angels From the Realms of Glory," Hymn, "O Come all Ye Faithful." Vesper hymn, Steane.

LEINSTER STREET BAPTIST.

In Leinster Street Baptist church appropriate Christmas hymns will be sung. There will be no anthems as this church has no choir. Miss Vincent is organist and Fred Jones plays the clarinet. At the evening service four candidates will be baptized. Rev. C. Burnett, pastor.

GERMAN STREET BAPTIST.

In German Street Baptist church the service will be conducted by the pastor, Rev. Dr. Gates. The choir have arranged a special programme of music. In the morning the following anthems will be sung:—"The Strain Upgrade," Sullivan. Te Deum, in E. b., Woodward. Brightest and Best of the Sons of the Morning" solo. The evening programme is:—"Sing and Rejoice" Barnaby. "Love Divine All Love Excelling" Duet. "The People that Walked in Darkness" solo (Messiah). Handel. "God So Loved the World" quartette. Stainer. In addition to the above, appropriate Christmas hymns will be sung.

ST. DAVID'S.

In St. David's church, the choir will sing special Christmas hymns and anthems. It is probable that solos by Dewitt Cairns, and Walter Bolding will be sung. Mr. Bolding expects to be in St. John to spend the Xmas holidays and it is expected he will assist the choir.

ST. MARY'S.

Morning service. Hymn, "Hark, the Herald Angels Sing." "Tours' Morning Service." Hymn, "While Shepherds Watched Their Flocks by Night." Anthem, "We bring you Glad Tidings." Evening service. Regular Hymns. "Tours' Evening Service." Anthem, "Rejoice Greatly."

BRUSSELL'S STREET.

At Brussels street Baptist church the pastor Rev. A. B. Cohoe, will conduct the service both morning and evening. The choir will sing appropriate Christmas hymns and anthems. Among the anthems to be sung will be "Peace on Earth," and "Hark the Herald Angels Sing."

CONGREGATIONAL.

Morning service. Anthem "The Earth lay wrapped in Fearful Slumber," Sheldon. Solo, Horace Cole. Carol "In the field where the flocks were abiding." Hymns "Hail Blessed Morn," "O Come all Ye Faithful." Evening. Hymns "Joy to the World," "Hark the Herald Angels Sing."

WATERLOO STREET.

Morning services:— Hymn, "Hark What Mean Those Holy Voices." Solo, Milton Galley. Hymn, "Joy to the World, the Lord Has Come." Hymn, "Hark, Hark, my Soul Soul Angelic Sounds are Swelling." Evening services. Hymn, "While Shepherd Watched Their Flocks by Night." Hymn, "Glean on the Listening Ear of Night." Hymn, "When Jordan Hushed its Water Still." Anthem, "Hark, the Herald Angels Sing."

ST. PAUL'S.

There will be Holy Communion at 7 o'clock, 8 o'clock, (choral) and at 11 o'clock. The professional hymn will be "O Come All Ye Faithful." The anthem will be "Christians awake salute this happy morning," J. H. Hinde. The two Solos will be taken by the rector and Mr. Ruel. The other hymns are "Hark the Herald Angels Sing."

Continued on Page Eight.

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PUBLIC NOTICE.

THE UNDERSIGNED, having been appointed by the Common Council of the City of St. John, a committee of the said Council for conducting the sale of the Fisheries on the eastern side of the Bay, River and Harbor of St. John, and of the Fisheries on the western side of the harbor, will be sold at Public Auction on TUESDAY, the THIRD DAY OF JANUARY NEXT, at 10 o'clock in the forenoon, at the old City Court Room (so called), in the Court House, in the City of St. John, for the fishing season of the ensuing year to end on the 15th day of December, 1905.

Dated the 15th day of December, 1904. THOMAS H. HULLOCK, JAMES H. FRINK, CHARLES H. BRANNEN, JOHN MCGOLDRICK, JAMES GALEYTON, WILLIAM S. DALEY, ISAIAH W. HOLDER.

Men's Fine Kid Gift Slippers, \$1.25 to \$2.50. Warm Felt Slippers, 90c to \$2.00.

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Boys' Lightning Hitch Hockey Boots, \$2.00. "McKeen" Hockey Boots, \$1.50. Moccasins, \$1.15, \$1.25, \$1.35.

Children's Corduroy Leg-gins, 75c., 90c. Felt Leggins, 70c., 90c. Leather Leggins, \$1.75, Rubber Boots, \$1.75.

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