

THE \$200 TAX ON TRANSIENT AGENTS A GOOD MOVE

But Should Be Enforced—People Buy Trash When Could Do Better With Local Merchants—The Book Agent

I referred in one of my articles a day or so ago to salesmen who call at your door and waste your time. This is always a pertinent subject, but perhaps more so than usual just now. The recent action of the City Council in raising the license fee to \$200 for these salesmen is a wise resolution, and shows that the presence of these salesmen was becoming a great nuisance. I don't know how soon this law is to be put into effect, but it can't be too soon. One of this fraternity called at my door just the other day and didn't appear to be worrying unduly about the new license fee. He seemed to have an idea that it wouldn't be enforced. I wonder if he is right.

To put such a law into effect it would be necessary to have some machinery for carrying it out. Just to state on paper that an out-of-town salesman must pay \$200 before doing business in the city isn't going to make him pay it. How can he be made to pay it? If there was co-operation between the citizens and the authorities, it could be done. If every citizen receiving a visit from a salesman would immediately communicate with the City Hall, these people could be checked up. It might be worthwhile for the merchants of the city whose stock-in-trade is most interfered with by the salesman to act as intermediaries in the matter. If, for instance, you receive a visit from a book salesman, inform the book-stores in the city, and they could take the step of informing the proper authorities. Then if the salesman has already paid his fee, there is no harm done. Or, still another suggestion, demand to see the salesman's receipt for the payment of his fee when he first calls on you. You may not want to buy in any case, but it will be an easy way to get rid of him if he hasn't got it, and he probably will not have.

The time these salesmen waste is not the only evil feature of the business. There is the added fact that most of their wares are nothing but junk. Just consider. Book publishing companies, let us say, get out various sets of books which are only offered for sale by salesmen. You cannot buy them in any book store. Why not? Simply because the books have not sufficient merit, or are too high-priced, or both, to sell. That stuff won't sell over the counter, so the publishers send their men out to create a demand for the stuff. This is done by a combination of skilful talk and downright falsehood in some cases. Many of these firms employ agents who make use of very high-pressure salesmanship. The customer is offered easy payment terms and the fish is hooked. What the buyer does not consider is that while the monthly payments may be low, yet the total outlay will usually be considerable, and he has probably bought something which he hasn't a particle of use for, or which has been misrepresented.

Not long ago there was an encyclopaedia salesman around the city who claimed he was representing the Cambridge University Press which, he said, had a Canadian branch. He was selling a work entitled *The Cambridge Encyclopaedia*. Several people bought these books, but when the goods were delivered they were found to be decidedly unsatisfactory. Subsequent investigation disclosed the fact that the firm were in no way connected with the English Cambridge University Press.

Some agents are not even what they claim to be. Many people were victimized in this city several years ago by a very personable young lady agent who claimed to be a saleswoman for a well-known group of magazines. The money was paid but the magazines never came. But even when the agents are genuine, in most cases their wares are no good. If they were good they wouldn't have to be sold by agents. It must also be remembered that a successful agent's commission is very high, sometimes 50 per cent of the purchase price of the goods. The other 50 per cent is probably what the goods are really worth. Why pay your hard-earned money out to a salesman for something you don't really want and is no good anyway.

If the citizens of Fredericton would co-operate to help drive these salesmen out, now that the City Council has started the ball rolling, there will be much time and money saved for the average citizen, and that includes the busy housewife, too.

—OBSERVER

"Milk Bars" Popular in Great Britain

People in Great Britain are going in for milk shakes, and "milk bars," which originally started in London, are now spreading throughout the country. As a result of this, there has been an increasing demand for fruit juices, syrups and squashes, and after four years of intensive research work, a Bristol firm has just equipped a factory for the first commercial production in Britain of fruit syrups prepared from English-grown fresh strawberries, raspberries, loganberries and black currants, according to the Industrial Department of the Canadian National Railways. No cooking is required and sugar is the only ingredient added to the pure fruit during the entire process of production. The fruit is milled to a fine pulp by means of a grater type of mill, and the pulp is received in slate settling tanks from which the juice is allowed to run through press cloths into collecting tanks. The pulp is then subjected to a pressure of 2,000 pounds to the square inch and the juice so obtained is run into the same tanks. Solid material in the juice is removed by its passage through a centrifuge, and the cleared juice is then mixed with a large quantity of sugar to obtain a syrup in which the sugar acts as a preservative and is an effective means of retaining the fresh fruit flavor. The syrup is then filtered to a brilliant color through a large plate and frame filter, and the finished product is bottled by a vacuum filling machine. In addition to use in milk shakes, these fresh fruit syrups can be used in the home in many ways in place of flavoring extracts. At the present time the entire demand is being supplied by the Bristol firm but it is expected that as the number of "milk bars" increase, other manufacturers will turn to this new field.

APPOINTED COMMISSIONER

The Royal Gazette carries an announcement today that Minot H. Brewer of the Education Department has been appointed commissioner for taking affidavits to be read in the Supreme Court.

FALL TERM

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Tuesday, Sept. 8th

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This is the Time to equip yourself with a Business Training so you can take advantage of the opportunities which come your way.

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Fredericton, N. B.

SOCIAL HAPPENINGS

Mrs. E. Allison MacKay and Miss Maggie Jean Chestnut were joint hostesses at bridge last evening at the home of the latter, in honor of Mrs. F. G. O. Pearson of Gerrard's Croft, England, and Mrs. C. Ruggles Smith of Boston. The winners of the prize were Miss Hester Shute, Mrs. J. W. B. Slam of Ottawa and Mrs. T. C. Barker. The house was bright with a profusion of garden flowers.

Prior to the departure of Miss Hope Hanson on a trip abroad, Miss Elizabeth Jones gave a small, but delightful bridge last evening at the home of her parents, President and Mrs. C. C. Jones, at the University. A gift was presented to the guest of honor.

In honor of the approaching marriage of Miss Eleanor Bartlett, the Bliss Carman Chapter of the I.O.E.E. met at the home of Mrs. Miller, wife of Dr. F. L. Miller, on a recent afternoon. After a social chat and a cup of tea, Miss Bartlett was presented with a half-dozen silver bread and butter spreaders. The house was bright with garden flowers.

Miss Margaret Jones of the staff of Brankome Hall at Toronto, who is spending her holidays with her parents, President and Mrs. C. C. Jones, at the University, is entertaining this afternoon at the tea-hour.

The tea-cups will be presided over by Mrs. Adam Cameron, assisting will be Miss Dorothy Phillips, Mrs. Kenneth Brown, Miss Hope Hanson, Miss Alice Stephens, Miss Catherine C. Jones and Miss Elizabeth Jones. The dining room table has a low bowl of roses and sweet-peas and throughout the house are sweet-peas and gladioli.

Miss Margaret Scott and Miss Helen Brewer were joint hostesses recently at a bridge and variety shower for Miss Eleanor Bartlett, a bride of the near future. Bridge was played at four tables, Miss Louise Sterling and Miss Frances Crocker winning the prizes.

Miss Elsie Wetmore of Campbellton who has been the guest of Mr. and Mrs. Arthur Limerick, St. John street, has returned home.

Mrs. John Bliss with her son and daughter of Needham, Mass., are guests of Mr. and Mrs. E. R. Blackmer. Mrs. Bliss was, before her marriage, Miss Lucy Lynch of this city.

Mrs. C. Ruggles Smith and small son, Dick of Boston, are guests of Mr. and Mrs. E. Allison MacKay. Mrs. Smith was, before her marriage, Miss Frances Smith, daughter of Mrs. Jennie Smith, of this city.

Rev. L. J. Wason, pastor of Silver Falls United Church, arrived in Montreal on Sunday, a passenger on S. S. Anthenia and returned to Silver Falls on Tuesday after spending a holiday with relatives in England.

C. N. McCarthy and his nephew, Jack McCarthy returned, yesterday from a holiday trip to Montreal and Ottawa.

Miss May Monaghan has gone to Antigonish where she will visit relatives.

Five Men Sail

(Continued from Page One)

the five remotest lighthouses kept by the United States.

The five, who for 12 months have been on leave at full pay, are aboard the tender Cedar. This vessel is en route from Ketchikan to relieve and provision the Alaskan lights at capes Spencer, St. Elias, Hinchinbrook, Scotch Cap and Sarichef.

"The election will be over and a lot of other things will have happened before those men get back," said R. R. Tinkham, chief engineer of the lighthouse service.

"At each of the lights, which are manned by three men apiece, the Cedar will leave one man and take off another.

"Sometimes the keepers get tired of looking at one another and get into complications," Mr. Tinkham added, "but usually the superintendent has been successful in getting men who like isolation.

"The assignment is voluntary and you'd be surprised how many men apply for those positions."

"Once Mr. Tinkham called at a remote station where the three men had not spoken to one another or eaten a meal together in six months.

"It all started over one man losing a ring and accusing another of taking it. The third got mixed up trying to make peace."

FANS TO MINTO

A number of Fredericton and Devon baseball fans left for Minto this afternoon to witness the ball game there this afternoon.

Mr. and Mrs. Harold Beverly and son, Jordan, of Montreal, with Mrs. Peare Jordan of Saint John, who were yesterday guests of Mrs. A. B. Kitchen, left this morning for Saint John.

Professor and J. A. Stiles, Chief Commissioner Scout for Canada and Mrs. Stiles of Ottawa, were in the city today on a holiday trip.

Jack McK. Limerick, who has been spending a week at his home here, has returned to Campbellton.

Misses Pauline and Marion Lynch, who have graduated from St. Mary's Hospital, Montreal, have arrived home to spend their vacation with their parents, Mr. and Mrs. Thomas B. Lynch, this city.

Thomas Bohan, of Bath, is guest of his aunt, Mrs. T. Lynch, George street.

Miss M. A. Bohan, of Bath, is the guest of her sister, Mrs. T. Lynch.

Yesterday afternoon Jean Farris, Betty Farris, Sylvia Budovitch and Bernsian Budovitch held an entertainment and sale of ice cream and fruit. Proceeds went for the Children's Home.

MARYSVILLE, Aug. 19—Mr. and Mrs. George Littlehills, of Windsor, Ont., and Mrs. Littlehills' mother, Mrs. Lottie Lawrie, also of Windsor, were calling on old friends here yesterday. They made the trip by motor and leave today en route to their home. They are former residents of this place and are welcomed by many old friends.

Mrs. William Melvin and daughter Elizabeth, of Saint John, are guests of Mrs. Elizabeth Gorman.

Miss Shirley Clarke, of Fort Fairfield, Me., is visiting her grandparents, Mr. and Mrs. G. A. Clarke.

Miss Aletha Herbert, who was operated upon at Victoria Public Hospital recently, is reported to be in a favorable condition.

Mrs. Louis Titus has entered Victoria Public Hospital where she will undergo an operation.

Garnet Peterson left recently for Detroit, Mich., where he will visit friends.

There is no change for the better in the condition of Fred Hersey, who is seriously ill at the home of his aunt, Mrs. James Lovett.

Mr. and Mrs. Redver Scott, of Arlington, Mass., accompanied by Mrs. Clara Hodgson and Mr. and Mrs. Charles Hodgson, left recently on a motor trip to St. Stephen and vicinity where they will spend the week with friends.

Miss Chloe Forbes - Robertson, daughter of Sir Johnston Forbes-Robertson, who has been visiting Professor and Mrs. Murray Macneil in Halifax, N. S., since the middle of June, is sailing at the end of the week on her return to England and will motor to Quebec, whence she sails, with Mrs. Macneil and Miss Isobel Macneil.

The Hon. J. E. and Mrs. Michaud with their three daughters, who have been spending most of the summer in Vancouver and Victoria, B. C., are expected back in Ottawa this week.

MANY PASSENGERS RETURN FROM BERMUDA BY C.N.S.

SAINT JOHN, N. B., Aug. 19—The liner "Lady Hawkins," Canadian National Steamships, Captain E. L. Roper, arrived at Saint John yesterday with passengers returning from cruise trips to Bermuda, the Eastern group of the British West Indies and British Guiana via Boston.

Passengers on board included H. Howrigan, Mr. and Mrs. A. S. Keat for Montreal; Miss F. Fraser, Miss D. Shannon, Toronto; A. Duff, Miss L. Miller, Halifax N.S.; Miss S. Ferguson, Sydney, N. S.; Mr. and Mrs. W. Walters, Digby, N. S.; A. D. McLeod, Mrs. A. A. MacLeod, Pictou, N.S.; Mrs. E. Hobbs, Port apique, N. S.; Mr. and Mrs. A. Johnson, Miss J. Johnson, South Bay, N. B.; Miss M. Baird, Campbellton, N. B.; Mrs. J. Pearce, Mrs. R. J. Rowley, F. J. Rowley, Mrs. Spurling, Saint John; and Mr. and Mrs. J. E. Chapleau, Miss Chapleau. Mr. and Mrs. A. Hart, Mrs. M. O'Brien, Miss G. Reisman, R. A. Spear, who are making a tour of Canada.

Cargo consisted of molasses, bananas, citrus fruits, cocoa, coconuts and general.

The "Lady Hawkins" will sail from Halifax on August 27 next with another extensive list of passengers making a cruise via Boston Bermuda, the Leeward and Windward Islands, Barbados, Trinidad and British Guiana.

India is World's Largest Producer Vegetable-Oil Crops

Vegetable oils have come into prominence since chemists have discovered new uses for them such as in the paint and soap industries. India is the world's largest producer of oil-bearing vegetable crops and the Industrial Research Council of India has been carrying on experiments with a view to developing the production of vegetable oils from domestic crops, according to the Industrial Department of the Canadian National Railways. It is considered that India could possibly supply all her own requirements and, in addition, have a considerable exportable surplus. At the present time considerable quantities of vegetable oils are being imported into India for the making of the better qualities of soap and also fish oil for inferior kinds of washing soaps, although the majority of the Indian soap factories are using domestic vegetable oils and imports are decreasing. Attention is now being directed to investigating the properties, qualities and possible uses of oils such as linseed, mustard, castor, sesamum, groundnut, coconut and cotton seed.

THE PATH THAT LEADS TO HOME

I love the winding path that leads to home
Beyond the hedgerow and the lattice gate;
It seems to beckon me where'er I roam
To glowing hearth where happy loved ones wait.
It lures me oftentimes to whispering trees
Where mating birds are nesting in the spring;
To pink-tipped apple blossoms, murmuring bees,
And scented lilac blooming by the swing.
This little winding path that leads to home,
I tread it once again though far away;
My feet must feel the old, familiar loam,
For I am weary of the world's rough clay.
It takes me back to humble roof, and fare,
To peace, and rest, and love that lingers there.
—GERTRUDE JEAN ELLIOTT
(In The Chatelaine.)

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It's a good chance to get a NEW SUIT and Save! Some Money. About 10 FLANNEL SUITS and LIGHT GREY TWEEDS in Sport Models will be sold for only \$10.00 each.

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SPECIAL BUS to Grand Lake THURSDAY AFTERNOON 1.30 to carry people to MINTO PICNIC given by MRS. HARVEY WELTON. Admission to picnic 35c. For information call 400.

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