

THE EVENING TIMES.

SAINT JOHN, N. B., JULY 4, 1905.

ST. JOHN, N. B., July 4, 1905.

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PUBLIC OFFICIALS

There is a question with regard to the difference of opinion between the board of works and the director on the question of his salary which the ordinary citizen is perhaps not well qualified to answer. It is a fact that the affairs of the public works department of the city have been the subject of much criticism, and that the failure to carry out a continuous system of street improvement has left the streets in much worse state than they should be.

uncountable host are earning over \$10,000. The same article says further: "For the past eighteen months a Chicago concern has been trying to find a man for a position that will pay from \$15,000 to \$20,000 a year. It is a common expression among large employers, 'I would rather pay \$10,000 than \$1,000 to a man,' and they mean it. They want men who can handle men, men who can discover and stop business leakers, men who can abolish unnecessary moves, find short cuts, consolidate plants, make a market where none existed before, overcome competition—men who can make their year's work yield tenfold on the yearly balance-sheet. The manager of a large New York department house stated recently, 'We are looking for five executive men, to whom we are willing to pay from \$3,500 to \$10,000 a year. These positions are filled at present,' he added, 'but they are not filled satisfactorily, and we are anxious to find better men.'"

There is an object lesson in all this for the young man who is eager to make his way in the world. Thoroughness and results are what the competition of the age demands of him who would succeed. The man who can do things, who has knowledge and resource, the result of hard work and careful study, is the man for whom position and preferment are always waiting.

A GOOD EXAMPLE

It is gratifying to observe that English immigrants who come to New Brunswick with sufficient means to give them a start in life under the new conditions are disposed to tell their friends at home about the advantages of this province. In a recent issue of The Colonizer, of London, which is filled with valuable information about distant portions of the empire, appears the following letter from Mr. A. Bowler, of St. Mary's, York County:—

"As there is every prospect of a larger number of emigrants than ever going to Canada this year, perhaps a few remarks from a settler may be of interest. I left England in the spring of 1903, and settled in the province of New Brunswick, but having visited the Northwest Territory in the previous spring, with the idea of settling there, I can speak from personal knowledge of both districts. I do not desire to discourage intending emigrants to the west, but I do wish to interest some of those who desire to have comfort and social advantages to consider New Brunswick. Good farms and homes may be secured in our own province near towns and markets, also 2,000 or 3,000 miles nearer English markets, for such sums, and in many cases probably less, than many will pay for same in the Northwest Territory. I know there are many who go west who are in a position to purchase a farm, and who could do well in the eastern and old settled provinces, who have wives and families and who should consider them in choosing a new home; and these I would advise to apply to the agent-general for New Brunswick, 17 Leather Market, London, S. E., for information and particulars of farms for sale. Mixed farming is carried on in the eastern against, in most cases, wheat growing in the western provinces, so that entire failure is not so likely if bad seasons come. I shall be pleased to see anyone should they decide upon coming, and give them information. There are also several English families in our locality who will do all they can to advise them as to suitable farms, or to assist them in any way in their power."

This letter states with admirable clearness why English emigrants with some capital should not confine their attention to the great west. It is to be regretted that more is not done by the province of New Brunswick itself along the line indicated by Mr. Bowler. The great need of the province is settlers of this class. We can get along without the penniless and otherwise undesirable element which comes from southern Europe, but immigrants who have agricultural knowledge and funds with which to establish themselves on provincial farms are not only welcome but actually needed in New Brunswick.

The separation of church and state in France has been completed by legislative enactment. By some the change is regarded as a step downward, but opinions on that question will be governed by point of view. Those who ought to know best are evidently not alarmed at the prospect. Inasmuch as perfect liberty of conscience is guaranteed the interests of religion should not suffer.

The Russian navy was not successful in destroying the warships of Japan. What is left of it now has an opportunity to try conclusions with itself. The rebel battleship Kniaz Potemkine is rather more formidable than a North Sea fishing smack, but perhaps the Black Sea fleet is equal to the task.

The gift of \$10,000,000 which Mr. John D. Rockefeller has made for higher education places him up alongside the humble citizen who pays his school taxes. Mr. Rockefeller will still have an income of ten or fifteen millions to live on this year.

The visiting Oddfellows from Boston are heartily welcomed by the citizens of St. John. If they are in doubt as to the proper form of procedure at a clam-bake, they have only to keep an eye on the aldermen in attendance.

In Nevada last evening Mr. Jack Root was put to sleep by Mr. Marvin Hart. The shock was not perceptible in this locality although it was said that "the blow was heard all over the arena."

MEN'S SAMPLE HATS AT LESS THAN FACTORY PRICES.

We bought, at a very low spot cash price, the entire lot of samples of a manufacturers' traveller. Every one made this season. Everyone knows that you get the best when you get a sample. These will sell below the factory prices. All Soft Hats, black and colored.

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Grey " " " " " 1.50
Brown " " " " " 1.25
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" " " " " Oxfords, 1.35
" " " " " Goodyear welt, 1.60
Brown Boys' Canvas Oxfords, leather sole, 1.15
Youths' " " " " " 90

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CLEANLINESS AND HYGIENE

Is the Motto at Heatt's Bakery --New Machinery--Branching Out.

"The necessity of absolute cleanliness and the strictest observance of hygienic methods in the manufacture of bread, to say nothing of the necessity of good, pure stock is daily becoming more apparent," said Ernest J. Heatt, the enterprising proprietor of the Hygienic Bakery, while in conversation with a Times representative yesterday.

Mr. Heatt then drew attention to the fact that in order to eliminate absolutely any risk either of uncleanliness or bacteria he had just received from the Wilsons of Toronto a moulding machine of the most modern and approved design, which is capable of turning out 2400 loaves an hour, and as can readily be understood will assist materially in supplying the increased demand for hygienic bread.

On the arrival of this machine, which will be the only one of its kind in the city, Mr. Heatt purposes to produce many different kinds of bread, which heretofore has been practically impossible. The machine has been secured at large expense and Mr. Heatt is deserving of every credit for his enterprise and perseverance in advocating and practicing hygienic methods and perfect cleanliness in the manufacture of bread, and in fact, every product of his bakery.

Mr. Heatt's establishment is one of the cleanest and best equipped of its kind in St. John and probably has no superior in the lower provinces. The bake house, measuring 34 by 70 feet, with a lofty ceiling and perfect ventilation, is equipped with the most modern appliances known to science. In the manufacture of bread, the flour is first made into dough and then passes through a series of machines operated by electricity, thus making the least possible handling, and on arrival of the new moulder none whatever. Mr. Heatt has already opened a branch on Brussels street and intends establishing one in Fairville, and several more in various parts of the city. Every attention is given to customers and when it is impossible to procure hygienic bread it is only necessary to telephone the bakery on Mill street and the Brussels street branch store and goods will be sent at once by special delivery.

Mr. Heatt has adopted as his standard absolutely pure stock, hygiene and cleanliness, politeness to customers and quick despatch. All of these make for success in business.

TAXING PEDDLERS

To the Editor of the Times. Sir:—In the last edition of your valuable paper (Saturday, July 1st), Mr. Taxpayer said:

"It is very strange that the shopkeepers don't insist on making all the peddlers and instalment men and women in this city and vicinity pay big license." Let me add, dear editor, that the tone which Mr. Taxpayer assumes in setting forth his strange discovery, is a stranger than the discovery itself. "Strange that the shopkeepers don't insist on making," etc., etc. It seems that the shopkeeper who hides himself under the screen of "Taxpayer" has an exaggerated idea of the privileges and powers of shopkeepers. As for myself, I was always under the erroneous impression that this is a free country, where every individual is guaranteed perfect liberty of action as long as he does not violate the law. I was still further laboring under the illusion that according to the natural course of things peddlers and shopkeepers have exactly the same claim upon the community. Well, it seems that Mr. Taxpayer has a different opinion of these things, and I have no desire to bring him over to my way of thinking. What I purpose with this communication is to disabuse the minds of impartial readers who may be misled by his biased statements.

1. He repeats several times that "the shopkeepers have no chance with them" (the peddlers and instalment men), and that "he (the shopkeeper) will have to shut down or fail." In answer to this let me state that if Mr. Taxpayer finds fault, he has my sincere sympathy, but I must state emphatically that in general shopkeeping is a far more preferable business than peddling. In proof of this I will point to a number of shopkeepers in this city who in former years have been instalment men, and who changed this pursuit for shopkeeping as soon as they were able to do so, while I doubt whether the writer can show me a single shopkeeper who sold out and became a peddler or instalment man. Why the poor shopkeepers who have no show at all with the peddlers, don't change places with the latter, is beyond my understanding?

2. The writer considers only the vendors of merchandise; as to the needs and conveniences of the buyers, he does not at all bother his head about it. Let me therefore inform him that there is a considerable number of residents in this town who find the instalment man mighty convenient to deal with for several reasons which space does not permit me to cite. Suffice it to say that if this were not a fact the instalment business would die out of itself, as in this economic system of ours no supply will be forthcoming where there is no demand. If the writer has never heard of this let him study up the elements of political economy, and find it out for himself.

3. The writer mentions several places where the license for peddlers and instalment men is made prohibitive among them, "Moncton, \$5 a week; Amherst, \$5 a week," etc. In answer to this let me state that as far as my knowledge goes he is misinformed. The amounts imposed by those communities are not meant to rob a number of their fellow residents of the means of earning a livelihood as the writer proposes for St. John, but to check transitory trade. However, if the writer really finds Amherst and Moncton more favorable to shopkeeping than St. John, I think the remedy lies within his own grasp, without having recourse to special legislation.

4. The writer is continually harping upon the fact that the shopkeepers are paying taxes to the city. I think, therefore, that it would be unwise to remind him that taxes are paid in this city on property and income, consequently, if the shopkeepers pay a greater amount of taxes to the city than the instalment men, they surely have a greater portion of this world's goods. I am not

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