

Halifax, N. S.,
July 31st, 1939.

Gentlemen-

At a recent meeting of the Retail Committee of your Board of Trade, it was decided to do everything possible to curb the activities of bogus advertising and unmerited donations. To this end, cards have been prepared as per the enclosed which you are asked to exhibit in a conspicuous place, and turn a deaf ear to all advertising and donation solicitors, and refer them to this card, asking them to submit their proposition in writing to the secretary of this Committee, P. O. Box #65, and not verbally; please do not divulge to the canvassers anything further.

We feel that if we all co-operate in this way we will, to a great extent, be able to hamper the activities of these people, who are to say the least a nuisance.

Yours very truly,

S. R. Balcom
S. R. BALCOM,
Chairman,
Retail Committee.

SRB/EMB.
Encl./

September 28, 1939.

John M. Brady, Esq.,
General Manager,
Robert Simpson Eastern Ltd.,
H a l i f a x, N. S.

Dear Mr. Brady:

Miss Helen Hall is applying to you
for a position.

I have had many opportunities of
observing Miss Hall and know her to be an honest,
capable and pleasant sales girl.

Yours very truly,

S. R. Balcom.

SRB/HJB

Mr. Gordon B. Tarr M.P.
Halifax
Dear Gordon:

Thank you for your
letter and enclosed from
the office of Mr. MacKenzie.

The various departments
of the government are purchasing
their food supplies locally
and without question - this
also applies to equipment etc
but when it comes to medical
supplies and sundries which
amount to perhaps one one thousand
of the former they call for
tenders and buy in Ontario.

Anything you can do to
bring this business here
will be appreciated. Could we
not get together for a much

and discuss these matters.
Yours very truly
Sam Ball

Mr. Kenneth R. Hibbert Esq.
Purchasing Department
Provincial House.

Dear Sir:

Referring to your recent
letter re medical purchases.
I have no wish to argue in the
house for prices - I know that
you made more than one
quotation.

It seems strange that
the department must purchase
its medical supplies, in most
cases direct from the manufacturer
at no cheaper prices while at
the same time groceries, food
supplies for the same department
are all purchased locally
which surely is your policy.

The serum - or does it?
~~purchased through us for~~
the 1 ~~the serum vaccines~~

Your truly
Sam Balen

October 18, 1939.

James J. MacIntosh,
Superintendent,
Prudential Insurance Company of America,
H a l i f a x, Nova Scotia.

Dear Jim:

Re T. M. O'Toole - Halifax Post Office.

It seems that there has been some changes made in the staff at the Post Office, and the above mentioned, who has been in the department for twenty-two years, has been superceded by one, Emerson, who had been working only three years.

It seems that there was a transfer from the main Post Office to the District Director Staff. This latter job calls for day work while the job O'Toole is on, is in the basement and is mostly night work. O'Toole is married and has a family and feels that he should have been given the opportunity of this transfer. Understand, this isn't a promotion but a situation where better working hours are concerned.

Would it be possible, do you think, to get the inside on this matter so that some action can be taken.

With many thanks.

Yours very truly,

MacLeod Balcom Limited,
H a l i f a x, N. S.

SRB/HB

October 23, 1939.

E. Clinton Brown, Esq.,
Druggist,
Saint John, N. B.

Dear Clinton:

Sorry but Wright's Liquor Carbonis
Detergens seems to be short everywhere. I may be able
to pick some up for you as I am making inquiries and If
I do, I will be glad to send it along. Anyway I will
let you know later on.

Yours sincerely,

SRB/HB

October 23, 1939.

Richmond Gammon, Esq.,
Neway Quoddy,
Halifax County, N. S.

Dear Richmond:

On receipt of your letter I spoke to Mr. Miller, the Manager of A. S. MacMillan and the Fundy Construction Company. As they are taking men on and off every day, that is, the men may work two days and loaf two or three days, he did not consider it to be worth while for you coming up, unless he could give you a steady job. Just as soon as an opening occurs, he is to telephone me, and I will write you at once.

If you have any suggestions to make further to this, please write.

Yours very truly,

S. R. Balcom.

MacLeod Balcom Limited,
Halifax, N. S.

SRE/HB

To

Instead of allotting the bonus on Nile Atlantic Sales this month individually, in the future these sums are to be deposited in the bank as a Trust Fund which will be the nucleus of a pension scheme for our staff. This is only a start. The details and organization will have to be worked out by you or a committee appointed by you.

I feel if we had started this ten or eleven years ago when it was first advocated, you might now have had a substantial fund available for pension. You will be asked to appoint a committee to organize. In the meantime each one will be given credit for the bonuses and should the person concerned leave our employ, they will be paid the amount standing to their credit to that time.

Please make a paid-out for the bonus as shown herewith and send it to the office with the name of each employee and the amount on it.

Yours very truly,

October 23, 1939.

Mrs. Rebecca Cohen,
97 Brunswick Street,
H a l i f a x, N. S.

Dear Mrs. Cohen:

I am somewhat tardy in thanking you for your
generous and delicious supply of curds some time ago.
We all enjoyed them very much.

We hope that you are in good health and will
continue so.

Yours sincerely,

SRB/HE

October 23, 1939.

James J. MacIntosh, Esq.,
Prudential Insurance Company of America,
204 Roy Building, Barrington Street,
H a l i f a x, Nova Scotia.

Dear James:

We have been endeavouring through either MacLeod Balcom Limited or the Atlantic Drug Company, the wholesale house, to get some business from the war activities now going on.

On Saturday I saw a truck-load of fifty medical panniers being supplied, I presume, to the outposts. From what I can learn, not one dollar's worth was purchased in Halifax or Nova Scotia. I suggest, and rightly I think, that these medical supplies should be bought in M.D. No. 6.

Nova Scotia is not a manufacturing province - Upper Canada has seen to that - but is there any reason why we should not sell medical equipment. The authorities may argue that they buy these things direct from the manufacturer. If this is so, why does this not apply to food stuffs, motor equipment, and other things too numerous to mention. After all, the medical purchased would be probably one-thousandeth part of the food, for instance. They certainly cannot say that it would be more efficient to handle them the way they are. If so, all I can say is, "God help Canada."

If those in charge of affairs, wished to know legitimate ways of economizing, all they need do is ask the man on the street who is quite conscious of the willful waste going on. Could Mr. Finn use his good endeavours to turn some of this medical business through Halifax channels.

Yours very truly,

P.S. I should think it about time that someone questioned these men in uniform, still continuing in their own jobs and drawing pay.

November 15, 1939.

The Honourable George E. Hagen,
Province Building,
H a l i f a x, N. S.

Dear George:

When the time comes to man your office,
will you please give Fred MacAloney of Fairview your
consideration.

He has had splendid banking experience,
has vision, and generally speaking, has had a broad
education.

Yours very truly,

SRB/HJB

DATE SET FOR RADIO AUCTION

Opportunity to enjoy an evening of fun and bid on valuable merchandise will be given radio listeners on Dec. 8 when the annual Goodfellows' Club radio auction is staged over CHNS.

Most important of all those who take part in the bidding will be assisting a Christmas Fund to send happiness into thousands of needy homes.

Already a number of donations have been volunteered for the auction and the Y's Men's Club is again active in seeing that the list reaches record breaking proportions.

Articles Contributed

Articles that have been contributed to date are:

Ben's Limited—3 cases Ben's Baked Beans—\$10.

Bryant & McDonald Ltd.—20 lbs. Mother's Own Tea—\$14.

S. Cunard & Co. Ltd.—100 gals. Stove Oil.

Casino Theatre—One double pass for four months.

Canadian General Electric Co. Ltd.—One new Captain Schick electric shaver, retail value \$13.

Dominion Molasses Co. Ltd.—1 case Domolco Molasses, 24/2's—\$5.

Davis & Fraser—1 carton D. and F. products. \$10.

Farmers Limited—5 one-quart Ice Cream Cakes and 5 strips milk tickets. \$10.

Irving Oil Co. Ltd.—100 gals. furnace Fuel oil and 5 gals. Velco Motor Oil—\$14.75.

MacGregor Motors Ltd.—Two Lubrication Agreement Books—\$10..

National Laboratories Ltd.—Two cartons Sea Sealed Cod Liver Oil.

Nova Scotia Light & Power Co. Ltd.—1 ton Gas Coke—\$11.40.

W. H. Schwartz & Sons, Ltd.—One Tricolator Coffee Making Outfit and Schwartz Products (coffee, extracts, spices, peanut butter, etc.) Total value \$15.

L. E. Shaw Ltd.—200 Shubenshale Face Brick—\$12. (Delivery to be taken within 30 days).

John Tobin & Co. Ltd.—1 case Heinz Med. T. S. Beans (2 doz) 1 case Heinz Mincemeat (12 1 lb. tins) 1 case Heinz Spagetti. 10 lbs. Rakwana Golden Orange Pekoe Tea. 1 only China Tea Set. Total value \$26.20.

Wood Brothers Co. Ltd.—One Elizabeth Arden Beauty Case and Travel Kit. Value \$18. (Now on display in Cosmetic Department)

The Halifax Mail, November 28, 1939.

DATE SET FOR RADIO AUCTION.

"Opportunity to enjoy an evening of fun and bid on valuable merchandise will be given radio listeners on Dec. 8 when the annual Goodfellows' Club radio auction is staged over CHNS.

Most important of all those who take part in the bidding will be assisting a Christmas Fund to send happiness into thousands of needy homes.

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Casino Theatre - One double pass for four months.
Canadian General Electric Co. Ltd. - One new Captain Schick electric shaver, retail value \$13.
Dominion Molasses Co. Ltd. - 1 case Domolco Molasses, 24/2's - \$5.
Davis & Fraser - 1 carton D. and F. products - \$10.
Farmers Limited - 5 one-quart Ice Cream Cakes and 5 strips milk tickets - \$10.
Irving Oil Co. Ltd. - 100 gals. furnace Fuel oil and 5 gals Velco Motor Oil - \$14.75
MacGregor Motors Ltd. - 2 Lubrication Agreement Books - \$10.
National Laboratories Ltd. - 2 cartons Sea Sealed Cod Liver Oil.
Nova Scotia Light & Power Co. Ltd. - 1 ton Gas Coke - \$11.40
W. H. Schwartz & Sons Ltd. - 1 Tricolator Coffee Making Outfit, and Schwartz Products (coffed, extracts, spices, peanut butter, etc.) Total value - \$15.
L. E. Shaw Ltd. - 200 Shubenshale Face Brick - \$12 (Delivery to be within 30 days).
John Tobin & Co. Ltd. - 1 case Heinz Med. T. S. Beans (2 doz), 1 case Heinz Mincemeat (12 1lb. tins), 1 case Heinz Spagetti, 10 lbs. Rakwana Golden Orange Pekoe Tea, 1 only China Tea Set. Total value - \$26.20
Wood Brothers Co. Ltd. - 1 Elizabeth Arden Beauty Case and Travel Kit. Value \$18. (Now on display in Cosmetic Department).

November 29, 1939.

Laura Secord Candy Shop Limited,
Place Viger,
M o n t r e a l, Canada.

Gentlemen:

For several years we have been donating
ten pounds of Secord Candies to the cause as out-
lined in attached.

We thought it might be, without establishing
a precedent, a gracious thing for Laura Secord to do
it this year.

Yes?

Yours very truly,

S. R. Balcom.

SRB/HJB

November 29, 1939.

Walter W. Murray, Esq.,
North American Life Assur. Co.,
Roy Building,
H a l i f a x , N. S.

Dear Walter:

I didn't sign the Rotary Sheet for taking sailors out as Mrs. Balcom had already signed up with some organization - nor could I offer a car for today as I'm leaving for Kentville in a few minutes.

However, you call on Mrs. Balcom anytime (B 5723) and if she can't, I'm sure I can.

Yours Rotarily,

Sem Balcom.

MacLeod-Balcom, Limited,
H a l i f a x , N. S.

SRB/HJB

November 29, 1939.

The Honourable Norman McL. Rogers,
Minister of National Defence,
O t t a w a, Canada.

Dear Mr. Rogers:

Mr. James Stewart, the Chairman of the Board of Governors of Dalhousie University, is taking to Ottawa this week an offer of Dalhousie University to sponsor either a Field Ambulance or a General Hospital for service overseas. Dalhousie sponsored Number 7 Stationary Hospital in the last war and this Unit under the direction of Colonel John Stewart, C.M.G., and later Colonel E. Vincent Hogan, did wonderful work in France.

A General Hospital would permit so many more medical men of the Maritime Provinces to perform service than a Field Ambulance whose work for the most part represents advanced First Aid. A General Hospital would also give us an opportunity of training students who were considering medicine as their life work. In the last war there were dozens of medical men graduate in medicine, in a large part due to the work done with Number 7 Stationary Hospital of Dalhousie.

We would ask that when the necessity arises that a General Hospital be accepted and that the work and name of the original Unit be perpetuated.

Yours very truly,

S. R. Balcom.

SRB/HJB

Copy - Mr. Harrington
Mr. Griffiths

November 29, 1939.

Mr. T. C. Ross,
National Canadian Drugs Limited,
H a l i f a x, N. S.

Dear Mr. Ross:

My apologies for my hasty letter of a
few days ago. I know it was unnecessary and
uncalled for, hence my humbleness this morning.

Yours faithfully,

Sam Balcom.

SRB/HJB

Recall Dry Stone
New Glasgow
Dec 4/39.

Dear Mr Balcan.

I suppose, at this time, you are a very busy man but I find it necessary to bother you. I am trying to enter the Service of the Royal Canadian Air Force and I need a letter of character from my past employers and you happen to be one of them, maybe much to your own regret.

If you could write a few lines with regards to my conduct while in your employ and forward the same to me sometime this week I would be very grateful.

Thanking you in Advance
I remain yours very truly.
Frank E. Donovan

December 7, 1939.

TO WHOM IT MAY CONCERN

Re Frank E. Donovan.

Mr. Frank E. Donovan was in our employ for several months and left much to our regret to better his position. While with us, we found him efficient, absolutely sober and industrious and we have no hesitation in recommending him for any position of trust.

Yours very truly,

S. R. Balcom.

MacLeod-Balcom Limited,
Halifax, N. S.

March 25, 1940.

TO THE ROYAL CANADIAN AIR FORCE.

Re Frank E. Donovan.

Mr. Frank E. Donovan
was in our employ for several months and
left much to our regret to better his
position. While with us, we found him
efficient, absolutely sober and industrious
and we have no hesitation in recommending
him for any position of trust.

Yours very truly,

S. R. B.
S. R. Balcom.

MacLeod Balcom Limited,
Halifax, N. S.

Druggists,
Halifax, Kentville, Armdale, Sheet Harbour.

December 5, 1939.

Dr. MacLeod,
Wagner Tours Limited,
Yarmouth, N. S.

Dear Doctor:

After our conversation, I went to Kentville to see just what could be done to improve the facilities for your customers.

There is a vacant flat above the store which we could rent - a door could be cut through to the stairway from the store and the place heated either by the shop furnace or a stove. This would give toilet and rest room facilities to either or both ladies and gentlemen. We have just to get permission from the Trust Company to do the alterations, etc., so please let us know by return mail if you think these arrangements would be satisfactory. The Ward estate is so involved that they can't make any alterations running into money.

Will you please go over our agreement with you and perhaps have a new one drawn up showing any new concessions you are giving.

Our Accountant would like to know when he will receive a cheque for the 5 per cent gross as shown in paragraph (9) of the agreement.

As the Nova Scotia Trust are waiting for our answer, may we hear from you at your earliest convenience.

Yours very truly,

S. R. Balcom.

MacLeod-Balcom Limited,
Halifax, N. S.

SRB/HJB

MARITIME COLLEGE OF PHARMACY.

December 18, 1939.

Miss Genevieve Chisholm,
Sheet Harbour, N. S.

Dear Miss Chisholm:

We regret to inform you that you have failed to pass in three of the four subjects of the recent Fall term examination of the Elementary Pharmacy Course and are thus ineligible to proceed to the Winter term of the Course.

If you wish to continue the Elementary Pharmacy Course it will be necessary for you to repeat the work of the Fall term next year before proceeding further.

Enclosed you will find a report of your marks.

Yours very truly,

Director of Elementary Pharmacy Course.

J. MacK/BS.
Encl.

*send to
Mr. Henshaw*

January 3, 1940.

Dear Mr. Henshaw:

The College has sent me the examination returns for those of our staff taking the Elementary Pharmacy Course.

To say the least, the results shown by Miss Chisholm are disappointing. Your store showed on my last visit the lack of interest by Miss Chisholm and the cash sales and nett returns, particularly those at Christmas, are a barometer of the interest taken.

It is futile for Miss Chisholm to continue with us. We must have someone who can do dispensing or at least learn the elements of the drug business - if we can't get them in Sheet Harbour, then we must look around elsewhere.

One of the most essential subjects in Pharmacy is Metrology of which Miss Chisholm made 5 out of a possible 100, 37 out of 100 for Drugs and preparations, and 44 in Practical Pharmacy and apprenticeship, passing in Pharmaceutical Latin with a mere 53.

It would be a mistake for her to continue in Pharmacy and will ask you for any suggestions you have as soon as possible.

Yours truly,

MacLeod Balcom Limited,
H a l i f a x, N. S.

SRB/HJB

Dear Mr. Henshaw:-

The college has sent me the examination returns for those of our staff taking the Elementary Pharmacy Course.

To say the least the results shown by Miss Chisholm are disappointing. Your store showed on my last visit the lack of interest by Mrs. Chisholm and the cash sales had nett returns as a barometer those at Christmas, are a barometer of the interest taken.

I can't see it is futile for Mrs. Chisholm to continue with us. We must have someone who can do dispensing or at least learn the elements of the drug business - if we can't get them in Sheet Harbour then we must look around elsewhere.

One of the most essential subjects in Pharmacy is Metrology of which Miss Chisholm made 5 out of a possible 100 - 37 out of 100 for Drugs and preparations and 44 in Practical Pharmacy and apprenticeship, passing in Pharmaceutical Law with a mere 53.

It would be a mistake for her to continue in Pharmacy and will ask you for any suggestions you have as soon as they come.

Maritime College of Pharmacy

IN AFFILIATION WITH
Dalhousie University

MEDICAL SCIENCE BUILDING, COLLEGE STREET
HALIFAX, N. S.

= Copy =

December 18th., 1939.

Miss Jean C. Ferguson,
Box 656,
Kentville, N. S.

Dear Miss Ferguson:

We are very glad to inform you that you have successfully passed in all subjects of the recent Fall term examination of the Elementary Pharmacy Course and are therefore eligible to proceed to the Winter term of the Course in good standing.

Herewith you will find a report of your marks and also a bulletin giving you full information concerning the new term work.

After having read the bulletin twice and having filed it for reference, please sign the accompanying form and return it at once to the College in an envelope bearing your student number on the upper left hand corner, if you wish to obtain these materials.

Wishing you a very merry Christmas and a happy and successful New Year.

Yours very truly,

Jessie D. MacKnight

Director of Elementary Pharmacy Course.

J. MacK/BS.
Encls.

West Durdley
Halifax Co. N.S.
Dec 29/39

Mrs. R. Balcome

Dear Sir

I have made Applications
for the job as keeper of
Beaver, Light and fog alarm
if there is anything you
can do for me in order to
help me get the job I would
be much obliged to you

Yours Truly

Raymond Hartling

January 8, 1940.

Mr. Raymond Hartling,
West Quoddy, N. S.

Dear Raymond:

I will be glad to do anything
I can for you. What would you suggest - write
Isnor and Finn, or is there anyone else to see?

Who is keeper now? Is he
resigning? Please give me all information.

Yours very truly,

MacLeod Balcom Limited,
Halifax, N. S.

SRB/HJB

January 3, 1940.

Mr. White,
Armdale,
Halifax, N. S.

Dear Mr. White:

Please keep a separate record
of your sales for the next two Sundays for the
hours

12 to 2 p.m.

4:30 to 6:30 p.m.

Note by your register the
readings at these hours - this applies also to
the fountain.

Yours truly,

SRB/HJB

East Quoddy N.S.
January 4-1940

Mr. S. R. Balcom
Halifax N.S.

Dear Mr. Balcom -

Mr. Warren Los Seth
in his resignation as
guardian for Quoddy River
and Walter Los made
application for same.

We thought you might
get in touch with Finn
and Isnor, and see what
you could do, towards him
getting it.

No doubt Pete will be
pleased after it, if they
lose, he is resigning, but
we are keeping it quiet
for the time being, as
Walter would like to get it

if he could. - so if you
would be kind enough
to see what you could do,
he would be very thankful

Mr. Darsen sent his
resignation in, and Walter
made application, so as
they would be in when
the horse met this month.

Thanking you, and Hoping
that the New Year will be
Happy and Prosperous.

I am

Very Sincerely Yours
K. E. Warren.

January 8, 1940.

Mrs. Walter Warren,
East Quoddy, N. S.

Dear Mrs. Warren:

We will certainly do everything
we can for Walter. Alfred and I already had talked it
over and I am now writing Mr. Sutherland and Mr. Isnor.

With every good wish for the
New Year, I am

Yours very truly,

MacLeod Balcom, Limited,
Halifax, N. S.

SRB/HJB

January 8, 1940.

G. B. Isnor, Esq., M.P.,
H a l i f a x, N. S.

Re Guardian Quoddy River.

Dear Sir:

Mr. John Warren, the present incumbent, is resigning from this post. Could we bespeak your good offices on behalf of his grandson, Walter Warren.

Young Warren is a very fine upright young man who will see his duty and do it well.

Mrs. Warren, his mother, has always been and is a very loyal friend of yours.

Yours very truly,

P.S. A. T. O'Leary was to speak to you.

MacLeod Balcom Limited,
H a l i f a x, N. S.

SRB/HJB

January 8, 1940.

Major D. H. Sutherland,
Department of Fisheries,
H a l i f a x, N. S.

Dear Don:

Re Guardian Quoddy River.

Mr. John Warren is resigning
from this post and his grandson, Walter Warren, is
applying.

Young Warren would be the ideal
man to succeed - he knows the river, is intelligent,
and will please the department in carrying out his
duties.

Should you require further
references, etc., I will be pleased to supply them.

Yours very truly,

MacLeod Balcom Limited,
H a l i f a x, N. S.

SRB/HJB .

January 5, 1940.

To Mr. Campbell

Since returning I have had an opportunity of checking up on your fountain for the year and the recent month or so.

The Auditors, Mr. Crowell and Mr. Gray have just passed your fountain statement and I must say it is not unsatisfactory. Mr. Crowell's opinion is that the fountain, although busy, isn't paying its way as it has made the store incur many expenses, such as, light, heat, provincial taxes, staff, etc., etc. At present the fountain hasn't been charged with any part of the expenses, such as, light, rent, etc.

Your fountain is the most loosely run of the five - with very little supervision over the stock by your fountain staff. The soft drinks down stairs are an example - all cases broken in on. All these cases should be lined up against one of the walls and well looked after - empties should be cased and put in another section.

Apparently, from your shorts, no one was looking after your fountain stock. Coffee for instance - in the last 6 days of December you bought 8 lbs. of coffee in Kentville for which you paid 65 cents a pound (25 cents more per pound than our other fountains). Then just while I was there you bought 3 more pounds.

Continue to make your chocolate syrup from formula - vanille and salt Q.S. should be added to bring out the flavour - our chocolate drinks are popular in Halifax.

To do the same business as the West End fountain, considerably less than W. E. last month, you have three girls against two - the West End pays its electric and other bills and brings out a much better per centage average than Kentville.

In front of your fountain should be swept and kept cleaner. The bus drivers should be served and there shouldn't be too much fooling around the fountain - Remember you are not only serving the Kentville population but people from all over the province and these outside customers of ours and the bus company do not appreciate too much levity. There have been complaints

from outsiders that they had to wait too long. Doubtless one receives complaints to which I pay no attention but we nor you can afford to be careless about the store, in any respect.

Personally I think you have a very capable staff on the fountain - I think perhaps the best of any of our stores, but it's so easy to take too much for granted and to become self satisfied. You will appreciate it when I tell you that our auditors haven't been able to write anything off your fountain for two years so there should have been at least \$800.00 written down over this period.

Will you please take these matters up with your staff. I'm sure that they can do a job and well.

If there is any equipment you require that better service can be given, please let us know.

Yours very truly,

P.S. Has the fountain a want list? They should order for at least a week to two weeks ahead.

As we may put on another fountain competition, will you see that a deposit is made every other day or so as I suggested, and that all bills are paid at once.

Please see that the fountain room down stairs is spotlessly clean and nothing left around to bring bugs and mice.

On again checking your invoices for December we can't find that your fountain asked for coffee at all.

MacLeod Balcom Limited,
Halifax, N. S.

SRB/HJB

To Mr. Campbell

Since returning I have had an opportunity of checking up on your fountain for the year and the recent month or so.

The Auditor, Mr. Crowell as Mr. May has just passed your fountain statement and I must say it is most unsatisfactory. Mr. Crowell's opinion is that the fountain, although busy, isn't paying its way as it has made the other income many expenses - such as light, heat, provision tax, staff etc. ~~all~~ at least at present the fountain hasn't been charged with any part of the expenses such as light, rent etc.

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Apparently, from your shots, no one

was looking after your fountain. I
bought for instance - in the last 6 days
of December you bought 8 lbs of coffee
a Kentville for which you paid 65 cents
a pound - (25c more than a per pound
than our other fountains). Then just while
I was there you bought 3 more pounds.
~~The coffee~~

Continue to make your chocolate
syrup from formula - Vanilla & S
and salt S.S. should be added
to bring out the flavour - our
chocolate drinks are popular in Halifax.
Everything there are

To do the same business
as the West End fountain, considerably
less than W.E. last month you have
three girls against two. The W.E.
pays its electric and other bills and
brings out a much better percentage
average than Kentville.

The front of your fountain
should be swept and kept cleaner.
The bus drivers should be served
and there should not be too much
joking around the fountain - Remember

C
O
P
Y

MARITIME COLLEGE OF PHARMACY.

December 18, 1939.

Miss Genevieve Chisholm,
Sheet Harbour, N. S.

Dear Miss Chisholm:

We regret to inform you that you have failed to pass in three of the four subjects of the recent Fall term examination of the Elementary Pharmacy Course and are thus ineligible to proceed to the Winter term of the Course.

If you wish to continue the Elementary Pharmacy Course it will be necessary for you to repeat the work of the Fall term next year before proceeding further.

Enclosed you will find a report of your marks.

Yours very truly,

Director of Elementary Pharmacy Course.

J. Mack/BS.
Encl.

C
O
P
Y
Carleton W. Stanley, M.A., (Oxon.) LL.D., F.R.S.C.,

PRESIDENT

DALHOUSIE UNIVERSITY

G. A. Durbidge,
DEAN

MARITIME COLLEGE OF PHARMACY

In affiliation with

DALHOUSIE UNIVERSITY

Medical Science Building, College Street
Halifax, N. S.

December 18th, 1939.

Miss Jean C. Ferguson,
Box 656,
Kentville, N. S.

Dear Miss Ferguson:

We are very glad to inform you that you have successfully passed in all subjects of the recent Fall term examination of the Elementary Pharmacy Course and are therefore eligible to proceed to the Winter term of the Course in good standing.

Herewith you will find a report of your marks and also a bulletin giving you full information concerning the new term work.

After having read the bulletin twice and having filed it for reference, please sign the accompanying form and return it at once to the College in an envelope bearing your student number on the upper left hand corner, if you wish to obtain these materials.

Wishing you a very merry Christmas and a happy and successful New Year.

Yours very truly,

(signed) Jessie I. MacKnight

Director of Elementary Pharmacy Course.

J. MacK/BS.
Encls.

January 8, 1940.

Jack Balcom, Esq.,
Port Dufferin,
Nova Scotia.

Dear Jack:

Is the Beaver Light job open?
Who is applying for same? Would Raymond Hartling
be acceptable?

Will you please write me.

Also, Jack, will you tell me how
you are getting on? Do you need financial help
and how? Is Jack working and are he and Helen
working hard so that they may get their Grade XI
certificates? A little hard work from now to
Spring will get them through. Neither can get
anywhere without Grade XI.

Sincerely,

First as regards titled around 1 December		Largest Single Cash day in December 1938 & 1939	
Cash Sales. 1938 and 1939		1938	1939
1 South.	1. West	1 South	1 Paramt
2 West.	2. Paramont	2 Paramt.	2 West
3 Paramnt.	3 South	3 West	3 South
4 Oxford.	4. North	4 North	4 North
5 Lorne.	5 Lorne	5 Oxford	5 Oxford
6 Kentrille.	6. Kentrille	6 Lorne	6 Lorne
7 Arundale.	7. Oxford	7 Arundale	7 Kentrille
8 North.	8. Arundale	8 Arundale	8 Arundale
9 Willow Park.	9. Willow Park	9 Arundale	9 Willow Park
10 Sheet Harb.	10. Oakland.	10 Willow Park	10 Oakland
11 Oakland.	11. Sheet Harbour	11 Oakland	11 Sheet Har.
		11 Oakland.	

Best increase in <u>Cash Sales</u> for December 1938 - 1939		Those with checked Stock Room 1. North 2. Sheet Harbour	Those with great deficit at Stock Room
1 North	1 North	3. West 32.00	1 North
2 Oakland	2 Oakland	3. Willow Park 2.00	2 Sh. Harbour
3 Lorne	3 Lorne		3 West
4 West	4 West		4 Willow Park
5 Kentrille	5 Kentrille		5 Arundale
6 Paramt	6 Paramt		6 Lorne
7 Willow Park	7 Willow Park		7 South
8 Arundale	8 Arundale		8 Paramt
9 Oxford	9 Oxford		9 Kentrille
10 South	10 South		10 Oakland
11 Sheet Harbour	11 Sheet Harbour		11 Oxford.

* After 1939
accounts closed

Yr customers for
December were

Plus
Foreign
Customers

Total
Customers
December 1939

	OWN	1438	WOOD BROTHERS CO. LIMITED
1. West 8179	—	131	3063
2. Kent 8165	1200	—	4328
3. Lowe 8137	—	503	1438
4. North 7929	1500	—	11242
5. Saint 7021	1010	—	12493
6. Arnold 5768	88	—	9575
7. Oakland 5074	1610	—	7929
8. Wilm 5004	377	—	7021
9. O'Neil 4890	219	—	7272
10. South 4742	235	—	6574
11 S.N. 2142	—	101	5004

Mrs. E. Vera Balcom,
53 Chestnut St.,
New York

Dear Madam:

We are advised by the Royal Bank of Canada that your note in our favor for \$ 8.50, which matured Nov. 21/39 has not yet been paid.

Your immediate attention will be appreciated.

Yours very truly,

The WOOD BROTHERS COMPANY Limited.

Per

November 21, 1939.

Compass.
Maggie + non for public sale
Compulsory but
sign all stuff acc.
(Maggie cut shavers
for 5 and 10)

LJR/H

PLEASE ADDRESS ALL COMMUNICATIONS TO THE COMPANY

Fountains

	Sales.	Increase a Decrease	Deposit	Deposit Increase a Decrease	Customers	Increase		
Armhole	237 ⁵¹	Increase 56 ⁰⁰	57 ⁵⁰	11 ⁰⁰	1509	336		Cash short 5 ⁴⁵
Heutrich	541 ⁵⁸	Decrease 26 3 ⁰⁰	73 ⁰⁰	Decrease 52 ⁰⁰	4328	400	Deposits made 21 st only.	Cash short on balance December 53 ⁰⁰ ₇₂
Home	158 ⁶⁷	Increase 40 ⁰⁰	557	Increase 557	1438	319	Deposits made 1 st 3 rd & 7 th only	
Oakland	227 ⁹⁴	Increase 22 ⁰⁰	31.33	Decrease 7 ⁰⁰	1450	200 200	No deposit up to 26 th .	Cash short 199
Oxford	301	Increase 43 ⁰⁰	29 ⁰⁰	Increase 29 ⁰⁰	1894	206	Deposits made 11 th and 26 th	Cash short 102
West	450 ⁶¹	Increase 27 ⁰⁰	58 ⁶⁹	Decrease 13 ⁰⁰	3063	Decrease 522	and no deposit after 25 th . and owe S. Room	Cash over 6 ⁰³ 532

January 13, 1940.

James Wilson, Esq.,
Frederick Stearns & Co.,
W i n d s o r, Ontario.

Dear Jim:

There are to be some changes in the drug routine in Halifax in the near future. I wish I were in Windsor so that I could talk to you.

As you know, Kinley's have the Rexall Agency in Halifax. The U. D. Company is not satisfied with the coverage and is looking for new outlets. We have been approached as being the logical ones to take the agency. Kinley wants us to take it and work in conjunction with him - you know how easy that would be. Possibly you people would do better in Halifax by changing your policy with us. I don't know, but please give me your reactions.

With every good wish for the New Year to you and the Company.

Yours sincerely,

MacLeod Balcom Limited,
H a l i f a x, N. S.

SRB/HJB

January 13, 1940.

R. E. Finn, Esq., M.P.,
O t t a w a, Canada.

Dear Mr. Finn:

Raymond Hartling, Quoddy, is applying for the position of Light House Keeper at Beaver Light, located off Port Dufferin.

Will you please use your best influence on his behalf.

With best wishes for 1940.

Yours very truly,

MacLeod Balcom Limited,
H a l i f a x, N. S.

SRB/HJB

January 13, 1940.

G. B. Isnor, Esq., M.P.,
H a l i f a x, N. S.

Dear Gordon:

Raymond Hartling, Quoddy, is or has applied for
the position of Light House Keeper at Beaver Light - off
Port Dufferin.

Everything being equal could he be given your
consideration.

Yours very truly,

MacLeod Balcom Limited,
H a l i f a x, N. S.

SRB/HJB

January 15, 1940.

Mrs. Rebecca Cohn,
197 Brunswick Street,
H a l i f a x, N. S.

Dear Mrs. Cohn:

Mr. Keating gave me your message regarding the rental at the store corner of North and Windsor Streets.

We thought that we were paying quite a high rent for the store as it is. In connection with this store we had had many unexpected expenses - for instance last year we had to install a new furnace which cost us over \$130.00 and in addition to this the gas heater went bad not only causing great inconveniency but costing over \$80.00. In addition to this we have had other expenses with the door, chimney, etc., which over a period of a year amounts to considerable. The cellar windows on North Street were replaced by us and eventually boarded up as useless. The present front door should be replaced by a good substantial single door. Added to the many things done, we arranged to have the side walk fixed up around the corner - previously it was a mud hole.

To be quite honest with you, we haven't been as yet, able to work our business up to a satisfactory level at this corner. We have quite a telephone call but have been unable to increase the customers entering our store, which after all is what counts.

I was going to advise a raise in rent of say \$2.00 a month but suggest that we compromise at an increase of \$5.00 per month plus the usual \$1.00 for water as formerly.

Yours very truly,

SRB/HJB

February 6, 1940.

Dean G. A. Burbidge,
Dean of Pharmacy College,
Dalhousie University,
H a l i f a x, N. S.

Dear Dean:

Re Certified Clerks.

While I know that it is impossible for the College to turn out competent certified clerks from some of the material supplied them, I want to draw to your attention as Registrar, the shortage of clerks and the lack of experience of the ones coming out of the Drug Store. I think the College does a marvellous job on what is given them. The fault is in the Drug Store. We have far better clerks in our stores who can't become certified because they haven't the necessary Grade 10 certificate. I think that the qualifications should revert to those of a year or so ago.

We have just taken on several certified clerks, nice girls and boys, but are absolutely useless in our stores. They not only are unable to fill a prescription, correctly, they can't write a label, they don't know what a "Shake" label is for, their pharmaceutical arithmetic is deplorable (worse than my own), they know none of the new preparations, and they can't even consult a catalogue or the B.P. Further than this, they are coming to us without a book of reference of any kind, and on questioning them they say they sell them when they are through the course.

The College can't be expected to make a silk purse out of a sow's ear, but I suggest that the Drug Store proprietor do something and train those interested enough to study Pharmacy.

Yours very truly,

S. R. Balcom.

SRB/HJB

February 6, 1940.

Richard A. Donahoe, Esq.,
50 Sackville Street,
H a l i f a x, N. S.

Dear Richard:

For some time Miss Lantz and I have talked over the matter of writing a letter to the different solicitors in the City suggesting to them that when they are drawing up wills that they might diplomatically, in some instances, suggest to their client that the Children's Aid Society should be included among their beneficiaries.

We understand that the client looks to a very large extent to his lawyer when giving money to charities. Would you draw us up a letter that you think might appeal to the lawyers - one that I can send out under my own signature. With thanks.

Yours truly,

SRB/HJB

February 6, 1940.

Charles Webby, Esq.,
Chemist and Druggist,
Avenue Road,
T o r o n t o, Canada.

Dear Charlie:

There is a dearth of certified
clerks and registered druggists in Nova Scotia. Just
now it is almost impossible to get a good one.

Would you know of a druggist
registered in Ontario who might like to work down here.
Of course, his registration would be no good to us.
We want a combination of a salesman and some one who
knows about the drug end of the business. If you
should know of such a person would you please have him
write us giving any information he has and what he
thinks the job might be worth.

Business is very good in Halifax
due, of course, to the influx of people since September.
Three people on Barrington Street is a crowd anyway in
Halifax, as you know, so we think we are busier than we
really are.

Hope you are enjoying better
health and that you are getting your share of business
on Avenue Road.

Yours very truly,

S. R. Balcom.

MacLeod Balcom Limited,
Druggists,
H a l i f a x, N. S.

SRB/HJB

February 6, 1940.

Dr. Carleton Stanley,
President, Dalhousie University,
H a l i f a x, Nova Scotia.

Dear President Stanley:

I am writing this so that you will not forget the matter of a Hospital Unit sponsored by Dalhousie. While possibly we may have to forego the name "Dalhousie", I think that the formation of a General Hospital, on paper at any rate, should be drawn up.

Sooner or later Ottawa will be calling for representation from Nova Scotia and I think we should be prepared to give the Dalhousie Medical men in the Maritimes an opportunity of serving Overseas in the capacity in which they are best suited.

I understand that Upper Canada Units are in process of formation now and there is every possibility that McGill and Toronto Universities will benefit.

Yours very truly,

S. R. Balcom.

SRB/HJB

C
O
P
Y

Harrigan Cove,
Feb. 19, 1940.

Samuel Balcomb, Esq.,
Halifax.

Dear Sir:

Received your welcome letter today and glad to hear from you. And I can't help but thank you for your trouble and kindness you have done for me which in some way I may be able to pay back. Well now since you have this about the children straightened out so I can do my planning is this I am glad the three are going to be together. Now I would like to keep the children till after the election. Would that be too long as I see fit that I could manage to keep them that long and I could do a few things up like I would like to such as this: I want to fix the dear wife grave after the frost is out and pack the things and at the present you know work is on the slackest at this time of the year and another thing I intend to do to sell a few things that I have got that I would probably make a payment towards the orphanage. And as you know if I stay here till then it would not be so lonesome here all alone. As you may know its hard for me again to be away from my children but it is the best thing for me as I know they are safe and taken good care of, better than I could do, and as you say I may see something better in view that I will be able to get them again or make better arrangements so don't you think this will be satisfactory to you and all. Please advise me on what I have said so I will not write the orphanage right away till I hear your decision.

Thanking you again for your kindness,

Yours very truly,

(signed) William Pinfield

P.S.

And I want to get the children's clothes ready and their Aunt is going to make a couple of dresses for them so they will have something decent to go with and I will see about their transportation as I will go with them too and will try then to see you a few minutes and maybe you may happen to get down at election time like the last time I saw you and probably you would let the orphanage know I will write later.

February 23, 1940.

Mrs. Harold Oxley,
Protestant Orphanage School,
Barrington Street,
H a l i f a x, N. S.

Dear Mrs. Oxley:

I am attaching a letter from William Penfield to me regarding the children. I am writing him to be sure and let your organization know when the children may be expected.

Thanking you,

Yours very truly,

S. R. Balcom.

Encl.
SRB/HJB

February 23, 1940.

William Penfield, Esq.,
Harrigan Cove, N. S.

Dear Mr. Penfield:

Your letter received regarding the children. Before sending the children you will be sure to let the Protestant Orphanage School know when they are to be expected and how. If they are coming up by bus will you write and let me know and I would arrange to meet them and take them up to the Home. We are depending on you, of course, that just as soon as you will be able to make arrangements and establish a new home that you will relieve the Orphanage of the children and that your payments, which are considered reasonable and small, will be paid as promptly as possible.

Yours very truly,

SRB/HJB

239 Maynard St.
May 19th/40

Samuel Balcomb Esq.

Dear Sir:-

I am writing to you tonight to let you know that I still have not forgotten you and to let you know how I am getting along before this but I knew it was useless to phone you in the day time as you are not at home Well Mr Balcomb I thank you for your kindness in sending that letter for me to get in the ship yards But that job at carpenter work with Mr Taylor did not last very long only three weeks and

getting over there loneliness I was
wondering if you could tell me sometime if I
could take them out some afternoon later
on in the summer for an outing as I
heard you can. Hoping to hear from you
some time when convenient

and Oblige

William Pinfield

2.
then I was among the bunch to get laid
Only some suckers that was keep on. that did
not really need it But if Mr Taylor happen
to be away on business maybe I would
have not been laid off. But luck was
with me just the same as I had another
good friend like yourself got me in the
ship yards again as watchman on the boat
It's not so much money and long hours and
Sundays too But I am satisfied that I am
able to pay my expenses and the children's
I only hope it will last all summer. I go up
to see the children every Sunday and am glad
to say now that they are doing fine and

May 22, 1940.

William Pinfield, Esq.,
239 Maynard Street,
Halifax, N. S.

Dear William:

I had your letter the other day and am glad to hear that you are still working. I am sure that Miss Crooks at the Home, if it is their practice, will give you permission to take the children out. They may possibly have regulations regarding this.

Regarding the oldest girl - will you arrange to take her out after the school term? You will remember when negotiations were made that she was to be there only for a short time, until you could make other arrangements. She is a little old for the Home. I am sure that you can find a suitable place for her so that when the school term closes she can be placed. You will try and get her a place which will give her every opportunity of getting along, I know.

Yours very truly,

SRB/HJB

February 23, 1940.

W. A. Hart, Esq.,
Green Lantern,
Barrington Street,
H a l i f a x, N. S.

Dear Will:

Thank you for taking the captaincy of
one of the teams of the Salvation Army Red Shield
War Services Campaign, March 11th to 20th.

Will you please pickout your men for
the team now. Your work will be the restaurants
of the city. Harold Lohnes is taking the stores
selling bottled beverages and fruits, while J. H. C.
Murdoch is taking the Drug Stores.

We would like to have the personnel of
your team just as soon as possible.

Yours very truly,

SRB/HJB

February 23, 1940.

J. H. C. Murdoch, Esq.,
Willow Tree Drug Store,
Quinpool Road,
H a l i f a x, N. S.

Dear Jim:

Thank you for accepting the captaincy of the team looking after the Drug Stores in the Drive of the National Red Shield War Services, March 11th to 20th. Will you please pick seven or eight men for your team and let me know who they are. We would like to have the personnel just as soon as possible.

Harold Lohnes is taking the stores selling bottled beverages and fruits, and W. A. Hart is taking the restaurants.

Yours very truly,

SRB/HJB

February 23, 1940.

Harold Lohnes, Esq.,
c/o Lohnes Cafe,
Blowers Street,
H a l i f a x, N. S.

Dear Mr. Lognes:

Congratulations on your marriage!
I know that you will enjoy a very happy married life.

Thank you for offering to captain one of the teams in the Salvation Army Red Shield War Services Campaign. We come under the "Served Foods Division" and you are Captain of the team covering stores selling bottled beverages. As far as I know, this would include fountains and fruit stores. Will you please pick out a team of seven or eight - the more you have the easier it is for each one.

William Hart is the Captain covering restaurants, and J. H. C. Murdoch is taking the Drug Stores.

We would like to have the personnel of your team just as soon as possible.

Yours very truly,

SRB/HJB

February 23, 1940.

The General Chairman,
National Red Shield War Services Campaign,
Capitol Theatre Building,
H a l i f a x, Nova Scotia.

Dear Sir:

Served Foods Division.

The following are the Captains of the three
teams for this division:

Bottled beverages and Fruit Stores - Harold
Lohnes, c/c Lohnes Cafe, Blowers Street.

Restaurants - W. A. Hart, Green Lantern,
Barrington Street.

Drug Stores - J. H. C. Murdoch, Willow Tree
Pharmacy, Quinpool Road.

I will attend the meeting Tuesday, February
27th at 1 p.m.

Yours very truly,

S. R. Balcom.

SRB.HJB

March 1, 1940.

The General Chairman,
National Red Shield War Services Campaign,
Capitol Theatre Building,
H a l i f a x, Nova Scotia.

Dear Sir:

In your letter sent out today it should read:

W. A. Hart, Captain of Restaurant section,

Harold Lohnes, Captain of Bottling section,

J. H. C. Murdoch, Captain Drugs Section.

Will you please refer to my letter of February
23, 1940 showing these captions.

Yours very truly,

S. R. Balcom.

SRB/HJB

March 7, 1940.

The Chief of Police,
H a l i f a x, N. S.

Dear Sir:

In reply to your letter, we are glad to put an advertisement in your Souvenir Bulletin and we are attaching copy of advertisement which I suppose will run in the vicinity of Ten Dollars. Detective H. Langille can collect for this from our Accountant, Mr. Keating, 55 Argyle Street, for payment.

Yours very truly,

S. R. Balcom.

MacLeod Balcom Limited,
Druggists,
H a l i f a x, N. S.

SRB/HJB

March 7, 1940.

Elizabeth Arden of Canada Limited,
207 Queen's Quay,
T o r o n t o, Canada.

Re Our Account - \$122.97

Gentlemen:

It seems to us that we have been very reasonable in our demands for the amount owing us. We have now waited several months for your cheque covering our account. While we do not want to appear drastic in this matter, we must receive payment for the amount due us. Otherwise we will hand it to our solicitor for collection.

I am sure that you would not want us to do this any more than we would care to do it. You took the agency away from us with the distinct understanding that we would be paid dollar for dollar for every cents worth we had in stock. It is hard for me to imagine Elizabeth Arden breaking her contract. Had such a thought entered my mind, I could have kept the merchandise and sold it, if necessary, at cost so that we could get our money out of it.

I am sure that you will give this matter your early attention.

Yours very truly,

S. R. Balcom.

MacLeod-Balcom Limited,
Druggists,
H a l i f a x, N. S.

SRE/HJB

March 7, 1940.

Claude Neon Advertising Limited,
1121 St. James Street West,
M o n t r e a l, Canada.

Gentlemen:

Thank you for your letter regarding our signs. You seem to be afraid of committing yourselves, which perhaps after all is understandable. But we are only asking you to be reasonable with us. I suggested before and I suggest again that if your costs for carrying our signs, Two Dollars a month, that we reimburse this amount during the period of the Black-Out - which, after all, is a Dominion regulation and instituted not only for the safety of the Halifax public, but of Canada and the Empire. We have no more control over these regulations than you have. There are only two places in Canada with these enforcements and in which, due to such an act, you are losing business.

We only wish that your remarks that business is so good in Halifax would be true. We have many soldiers and sailors here, but outside of one or two restaurants, the dance halls, and the theatres, there is no extra business. Please understand that the citizens of Halifax are entertaining all these extra soldiers and sailors, not only in the hostels, but in their homes. We are really bearing the brunt for all the rest of Canada, and are not reaping the benefits.

What opportunity have we of increasing business in Halifax when the various departments of Government have strict instructions not to make any purchase of drugs in Halifax? These are all bought in Montreal, Toronto and Ottawa. This does not apply as regards groceries which are to some extent purchased locally. I can assure you that this war is costing us both as a firm and personally considerably more than we are receiving from it. We can't even get a small building contract. The Province is full of Montreal contractors, and even when it comes to building boats, a ship-building province can't get a contract.

So when you hear that business is generally good in Halifax, please get your information from retailers. I am sure you will reconsider and give us a more reasonable agreement than that proposed in your last letter.

Yours very truly,

Macleod Balcom Limited,
Druggists,
H a l i f a x, N. S.

S. R. Balcom.

April 2, 1940.

E. A. Saunders, Esq.,
Secretary, Board of Trade,
H a l l i f a x, N. S.

Dear Sir:

I am returning herewith a letter to
you from Claude Neon General Advertising Limited.
We will take it up with you at a later date.

With thanks,

Yours very truly,

S. R. Balcom.

SRB/HJB

March 7, 1940.

Fire Chief Churchill,
H a l i f a x, N. S.

Dear Chief Churchill:

We wish to thank you and your men for the splendid way in which they handled the fire which occurred at our corner on Sunday, March 3rd.

Too much praise cannot be given your men for the way in which they handled the situation. It would have been very easy for us to have had a complete loss and been put out of business at this stand, but we feel that it was entirely due to the good work of your department that we were saved this situation.

We are enclosing a small cheque for your Firemen's Fund, or to be used in any way you wish. We wish it could be larger. We are also taking the opportunity of thanking your department through the press.

With our sincere thanks,

Yours very truly,

S. R. Balcom.

MacLeod Balcom Limited,
Druggists,
H a l i f a x, N. S.

SRB/HJB

March 14, 1940.

Miss Hurrell,
Secretary, Canadian Pharmaceutical Association, Inc.,
43 Victoria Street,
T o r o n t o, Canada.

Dear Miss Hurrell:

We received a copy of your circular as sent to the members of the Council and also a letter dated March 7th re First Aid Week. We will certainly cooperate with you in every way we can by the distribution of leaflets, publicity in our advertising and possibly a First Aid talk at the Rotary and Kiwanis Clubs.

As the Nova Scotia Council is meeting today, I interviewed the Dean and impressed on him the fact that they should put First Aid Week in the charge of one person. This person not only to circularize our members, but to contact as many of them personally as possibly. The Dean didn't think it should be necessary to do this, but I know from experience that continuous reminders have to be given the druggists. I think it was two years ago we called on every druggist in the city and a few days before we telephoned them to remind them. We also did this on Pharmacy Week.

Be assured that anything you want me to do I would be only too glad to do it and I will follow through and see that our Council looks after First Aid Week.

Yours very truly,

S. R. Balcom.

MacLeod Balcom Limited,
Druggists,
H a l i f a x, N. S.

SRB/HJB

The Canadian Pharmaceutical Association, Inc.

Proprietors of Canadian Pharmaceutical Journal

43 VICTORIA STREET TORONTO, ONTARIO

OFFICERS, 1939-40

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G. A. Lapointe, Montreal
R. Dagenais, Montreal

SASKATCHEWAN

J. H. Best, N. Battleford
W. B. Moore, Melville

FIRST AID WEEK

MAY 25-31

Read details of Dominion-wide
Essay Contest for Children in
the C.Ph.A. Journal.

March 7th, 1940.

Mr. S.R. Balcom,
MacLeod-Balcom Ltd.,
238 Quinpool Rd.,
Halifax, N.S.

Dear Mr. Balcom:

You may have noticed in the March 1st issue of the Journal that the Canadian Pharmaceutical Association is making a determined effort this year to create interest in First Aid Week.

We believe there are vast opportunities for druggists, not only to increase their sales of first aid items but also to gain additional prestige for their store.

We are writing to solicit your support in trying to put over this First Aid Contest. Will you have your branches co-operate in publicizing it by distribution of the leaflets, which are obtainable from this office, and any other means which may suggest themselves to the managers of the different branches.

At the moment, we do not know if any committee in your province is actively promoting the contest - if so, we hope that you will get in touch with the chairman so that there will be no duplication of activity.

Hoping that you will give us your co-operation in this matter, we remain

Yours very truly,

O.M. Hurrell
Secretary

OH:B

March 14, 1940.

Laura Secord Company,
Place Viger,
M o n t r e a l, Canada.

Gentlemen:

We have been wondering if the time hasn't arrived when we should be receiving a larger margin of profit on your candies than we are at the present time; possibly two cents per pound. We put a great deal of effort behind Laura Secord sales. We spend considerable money advertising them on which we receive no reimbursement.

Probably twenty to twenty-five per cent of our sales are put on our books through our charge accounts and another twenty-five per cent added to this calls for deliveries. There is no need of me telling you just how much the latter two items cost. You are, doubtless, very good customers of the Canadian National Railways, so possibly you might be in a position to receive from them a reduction in the express charges on Secords to Halifax.

There is hardly a week goes by that we do not have two or three boxes of Secords unfit for sale due to boxes being crushed and this has never been a charge to you, and possibly the cause has been to some extent due to careless packing. I would ask that you give this your favourable consideration.

Yours very truly,

S. R. Balcom.

MacLeod Balcom Limited,
Druggists,
H a l i f a x, N. S.
SRB/HJB

Helen do 13 copies, please.

To Staff:

Starting today the commissions as formerly given, on Nyal and Atlantic merchandise, will again be resumed.

In addition you will receive an additional commission on Charles of the Ritz Toiletries - this latter to be arranged through Miss. MacKay ^{SEP} or Miss O'Brien ^{W.E.P.} through whom you may purchase Charles of the Ritz merchandise.

These commissions, along with others that may be added from time to time will be the basis of a pension scheme, which is to be worked out by a committee appointed by the staff yourselves. Anyone leaving our employ will receive their commissions in full (without interest).

We will be pleased to receive for 1940 any suggestions you can give us so that our business may be increased this year and greater returns made to you.

Our sincere thanks to you for your ^{past} loyalty during the past year.
Yours sincerely
S. B. Balcan

Maritime College of Pharmacy

IN AFFILIATION WITH
Dalhousie University

MEDICAL SCIENCE BUILDING, COLLEGE STREET
HALIFAX, N. S.

December 18, 1939.

Mr. S. R. Balcom,
P. O. Box 634,
Halifax, N. S.

Dear Mr. Balcom:

We thought that you would be interested in the enclosed copies of letters and reports.

Miss Ferguson has made steady advancement and worked diligently during the Fall term. She has, especially, made progress in her mathematics.

I am sorry to report that Miss Chisholm's work was not nearly so satisfactory during the term and the examination therefore showed the result of lack of preparation.

Wishing you the Season's Greetings.

Yours sincerely,

Jessie I. MacKnight

Director of Elementary Pharmacy Course.

J. MacK/BS.
Encls.

March 19, 1940.

W. A. Hart, Esq.,
The Green Lantern,
Barrington Street,
H a l i f a x, N. S.


Re Salvation Army.

Dear Mr. Hart:

Will you please make every
effort to clean up all your cards so that we may
make final returns at the luncheon on Wednesday.

Please be there to give your
report. Every little bit helps, so cover every
card.

Thank you.

Yours  very truly,

SRB/HJB

March 19, 1940.

Harold Lohnes, Esq.,
c/o Lohnes Cafe,
H a l i f a x, N. S.


Re Salvation Army.

Dear Mr. Lohnes:

Will you please make every effort to clean up all your cards so that we may make final returns at the luncheon on Wednesday.

Please be there to give your report. Every little bit helps, so cover every card.

Thank you.

Yours very truly,


SRB/HJB

March 19, 1940.

Charles Moffatt, Esq.,
D r u g g i s t,
Dartmouth, Nova Scotia.

Re Salvation Army.

Dear Mr. Moffatt:

Will you please make every
effort to clean up all your cards so that we may
make final returns at the luncheon on Wednesday.

Please be there to give your
report. Every little bit helps so cover every
card.

Thank you,

Yours very truly,

SRB/HJB

March 19, 1940.

J. H. C. Murdoch, Esq.,
c/o Willow Tree Pharmacy,
Quinpool Road,
H a l i f a x, N. S.


Re Salvation Army.

Dear Mr. Murdoch:

Will you please make every
effort to clean up all your cards so that we may
make final returns at the luncheon on Wednesday.

Please be there to give your
report. Every little bit helps, so cover every
card.

Thank you.

Yours very truly,


SRB/HJB

CABLE ADDRESS
"WHEELER" ALBANY, N.Y.
WESTERN UNION CODE

HALIFAX POWER & PULP CO., Ltd.

MANUFACTURER OF

GROUND WOOD PULP

UNITED STATES OFFICE,
ALBANY, N.Y.

SHEET HARBOUR, N.S.

D. FRANCIS DOUGHERTY,
PRESIDENT
LEDYARD COGSWELL JR.,
VICE PRESIDENT
DANIEL DOUGHERTY,
VICE PRESIDENT
DONALD G. KIBBEY,
TREASURER
ISADORE BOOKSTEIN,
SECRETARY

March 21, 1940.

Mr. S. R. Balcom,
Dalhousie University Campaign Committee,
Office of Secretary,
Halifax, N. S.

Dear Mr. Balcom:

Copy of your letter to Dr. Munro of March 7th, which you very kindly forwarded to Mr. Irwin, has been handed to me by Mr. Irwin for acknowledgement, I being a member of the school trustees, West River Sheet Harbour.

First may I say that your interest in the Eastern Shore in general and Port Dufferin and Sheet Harbour in particular, is very much appreciated by the residents of the respective districts.

East and West River school districts, Sheet Harbour, has an enrollment of in the vicinity of 250 students and I doubt if the facilities for their education would be considered of the best, in fact West River Sheet Harbour is very much in need of a new school building and a new school building has been talked of for some time, but as you realize this would bring about an increase of property taxes for school purposes.

I recall reading in the press some time ago the report of a commission, this report dealt with the desirability or possibility of bringing rural schools directly under the supervision of the Provincial Department of Education. It is my humble opinion that should the Province wish to try out this scheme one of the best places to start would be the village of Sheet Harbour. Building a model school and consolidating East and West Rivers would place educational facilities at the disposal of some 250 children of school age and I doubt if any of the students would be located over two miles from the central school. In the event that such a consolidation would take place then provisions could be made for one additional room in the central school building to be used for the purposes of a library.

Mr. S. R. Balcom

March 21/40

I can assure you that anyone who would devote time to forwarding such a program would be devoting their time to a very worth while project.

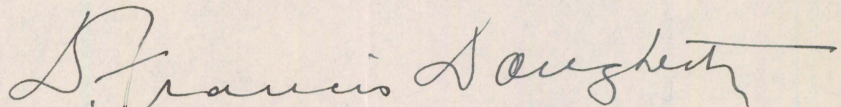
Sheet Harbour is fortunate in having in Halifax some very good friends in the person of yourself, Messrs. J. E. Rutledge, A. T. O'Leary and others. Could not the good offices of some of these people be solicited to further this project?

You of course must understand that I have not a personal axe to grind in this matter as I have no children attending school. I do represent about 60% of the school tax assessment for West River, and may I add further, for some years Mrs. Dougherty has been very much interested in the establishment of a small library here.

I feel very sure that with better school facilities for the youngsters in this district that the universities in this province would have a very good representation from the Eastern Shore as time went on.

Mr. Irwin will no doubt personally acknowledge receipt of your letter and express to you his appreciation of your interest in the Eastern Shore. With kind personal regards to you, I am,

Very truly yours,

A handwritten signature in cursive script that reads "D. Francis Dougherty". The signature is written in dark ink and is positioned above the typed name.

D. Francis Dougherty.

DFD/HM

April 4, 1940.

D. Francis Dougherty, Esq.,
Halifax Power & Pulp Co., Ltd.,
Sheet Harbour, Nova Scotia.

Dear Mr. Dougherty:

Thank you for your letter of March 21st. Since writing, I have been in touch with Miss Bateson, who was brought down to Nova Scotia by the Provincial Government to promote these Regional Libraries. Our whole Eastern Shore has been neglected as far as schools are concerned. It is very seldom, if ever, we see a resident of the Eastern Shore entering any of our Universities. I am willing at any time to do everything I can and I am sure Alfred O'Leary and Edward Rutledge are just as anxious to see school matters improved as I.

On your next visit to Halifax could you call me up and let me know when you are coming to town and we could go down to the Provincial House and see Miss Bateson. On reading the attached booklet which she sent me one would conclude that our community is too small for a Library, but let us see if we can't do something in this regard. I am sure that it will be largely through the interest of people as yourself and Mrs. Dougherty that things will be accomplished.

Several years ago I advocated a small Cottage Hospital for that locality but the project wasn't met very enthusiastically by the local medical men. There isn't a hospital of any kind between Halifax and Antigonish. Surely this Shore should have some kind of an emergency station.

With every good wish,

Yours very truly,

Encl.

SRB/HJB

March 25, 1940.

John Huston, Esq.,
John Huston & Co.,
Alexander Road,
T o r o n t o, Ont.

Dear John:

A little tardy in answering your letter -

To the point - Sampson is a "smoothie". I dare say women have told you, in the past, that you were just that. Sampson managed the Queen Hotel here for John R. MacLeod for several years and then MacLeod took him in as Manager of the Halifax Chronicle and then he was looking after some National advertising for them with an office in Toronto. He wanted to run on the Liberal ticket in Cape Breton on one occasion. All in all, I would say that he had a good teacher in John R. MacLeod - who was a partner of F. B. McCurdy, managed his political campaigns and now is managing director of the McCurdy's owned by the Halifax Chronicle. The Chronicle is really our best morning paper and I must say that Sampson was responsible for many improvements not only in the old Queen Hotel, but in the Chronicle.

Business is good in Halifax but not nearly as good as you people think. Actually every sailor and soldier is being so entertained and the hostels are looking after them to such an extent that the retailer generally isn't benefiting very much. There are lots of soldiers and sailors on the streets, which does benefit the restaurants, cat houses and shows. Even our girls haven't been given a monopoly of this business as Halifax has been flooded with women from Toronto and Montreal - a pair of white rubbers is the sign. I'm sorry I'm color blind.

Our wholesale grocers, however, are doing well supplying ships but there is no drug business. The Navy and the Army are both buying every cents' worth of drugs and supplies in Toronto, Ottawa, and Montreal.

Election tomorrow - we may lose one seat in Nova Scotia - Cumberland Co. I expect a sweet for MacKenzie King.

Your old friend, Dr. Bronson, is still teaching at Dalhousie and curled considerably this winter.

John Huston, -- 2.

March 25, 1940.

Just heard today that Fraser was leaving you - I don't see a man down this way to suit you - there are no druggists available so don't let anyone fill you with the propaganda that you should have a Maritime man.

With every good wish,

Yours sincerely,

MacLeod Balcom Limited,
Druggists,
Halifax, N. S.

SRB/HJB

This letter was sent to:
J. H. C. Murdoch, 3 Quinpool Rd.
Maurice F. Lohnes, Lohnes Cafe, Blowers St.
Harold Lohnes, " " " "
C. W. Moffatt, Druggist, Dartmouth

March 25, 1940.

W. A. Hart, Esq.,
Green Lantern,
Barrington Street,
H a l i f a x, N. S.

Dear Mr. Hart:

Thank you for your generous help
during the Salvation Army Campaign. Will you
also convey our thanks to those on your team?

Although the Campaign went "over
the top", there is always a certain amount uncollectable
or difficult to collect, so will you please clean up
and return to headquarters all cards.

Yours sincerely,

S. R. Balcom,
Chairman,
Served Food Division.

MacLeod Balcom Limited,
Druggists,
H a l i f a x, N. S.

SRB/HJB

April 1, 1940.

Mr. T. Taylor,
Foreman Joiner,
Halifax Shipyards,
H a l l i f a x, N. S.

Dear Mr. Taylor:

The bearer of this note,
William Pinfield, from Harrigan Cove, is a carpenter
and generally useful man. Do you think it would be
possible for you to place him, or have him placed in
the Shipyards.

With thanks.

Yours very truly,

S. R. Balcom,

April 1, 1940.

Gordon B. Isnor, Esq., M.P.,
H a l i f a x, N. S.

Dear Gordon:

Congratulations on your splendid victory. I
am afraid that you had to bear the brunt of the whole Campaign.

Some time ago you were written regarding Walter
Warren of Quoddy on a fishery job in that place. Would there be
any further developments on this. Although Joseph Warren's name
may have been in last year, he does not want to apply for this job
as guardian of Quoddy River.

Nina Smiley, a graduate nurse from the Victoria
General Hospital has applied to the Department for an appointment as
military nurse. While possibly politics do not enter into this
department, still for all these people, particularly those from the
country, have no way of following through to the point where they
could get the department interested in them. Appointments, are, I
understand, being made, and in many cases, girls are being brought
down from Ontario.

While writing you, could I mention the matter of
Atlantic Drug Company getting some business. The National Drug
and the Ontario and Montreal houses are being flooded with orders,
and everything being equal, we think we could give the military,
the naval, and civil services of the Government just as good service
in every respect. The Wholesale Grocers can get business so it
is hard to understand why Ottawa should discriminate against
Pharmaceutical Houses.

Yours sincerely,

SRB/HJB

April 5, 1940.

Thomas Fenton, Esq.,
c/o Camp Hill Hospital,
H a l i f a x, N. S.

Dear Tom:

Now that the bonspiel is over,
and from all reports it was a very successful one, I
would like to thank you for the splendid work you did
as a member of the Prize Committee. To a large
extent it was due to your efforts that the results
were so good.

Yours very truly,

S. R. Balcom,
Chairman, Prize Committee.

SRB/HJB

April 5, 1940.

Percy A. Lovett, Esq.,
Engineering Service Co. Ltd.,
14 Prince Street,
H a l i f a x, N. S.

Dear Perce:

The General Chairman of the
bonspiel is, I know, most appreciative of the work
you did on behalf of the bonspiel, but I want to thank
you especially for the great piece of work you did for
the Prize Committee. You made our Committee almost
a one-man job.

With sincere thanks.

Yours very truly,

S. R. Balcom,
Chairman, Prize Committee.

SRB/HJB

This letter was sent to:
H. G. Bowes
J. E. Reardon
John J. Napier
Lt.-Col. R. B. Simmonds
J. A. MacInnes

April 5, 1940.

Fraser Ross, Esq.,
Canadian Industries Ltd.,
Bank of N. S. Building,
H a l i f a x, N. S.

Dear Fraser:

Now that the bonspiel is over
and from all reports it was a very successful one, I would
like to thank you for the splendid work you did as a
member of the Prize Committee. To a large extent it
was due to your efforts that the results were so good.

Yours very truly,

S. R. Balcom,
Chairman - Prize Committee.

SRB/HJB

April 5, 1940.

W. H. C. Schwartz, Esq.,
c/o W. H. Schwartz & Sons Ltd.,
826 Barrington Street,
Halifax, N. S.

Dear Bill:

It seems to be the opinion
that the Charity bonspiel was the most successful
yet carried out.

I would like to thank you
for the very fine work you did on our committee,
and the interest you took generally. You and
Pearce certainly made my job very easy.

With my sincere thanks, I am

Yours very truly,

S. R. Balcom,
Chairman, Prize Committee.

SRB/HJB

April 9, 1940.

Nyal Company Limited,
W i n d s o r, Ont.

Attention Mr. Wilson.

Gentlemen:

We are sorry that we did not come up quite to the expectations in our sales, at least not sufficient to warrant the bonus for the year. Could we not go into this from other angles and see if arrangements could not be made to give us an overriding percentage on all sales. I think it would react to our mutual advantage. If necessary, I would go to Windsor to interview you on this matter, and also the matter of P. M. for clerks.

Yours very truly,

SRB/HJB

April 16, 1940.

Colonel J. G. D. Campbell,
M. D. Number 6,
H a l i f a x, N. S.

Dear Colonel:

There wasn't much opportunity yesterday morning for me to speak to you. I could only mention the Kentville situation. As you know, we are in a position to supply at least the emergencies required by the Battalion doctors and officers in charge of the Hospitals.

Miss Nina Smiley, of Port Dufferin, Halifax Co., applied and apparently qualified as a military nurse. This is some months ago. She is a graduate of the Victoria General. She would like, I suppose like hundreds of other girls, an appointment in the Nursing Service. Miss Smiley is a very capable girl and coming from the country she perhaps hasn't the same opportunity of coming to the attention of those in authority. Would it be possible when you are making some appointments to consider her possibilities?

The third thing I wanted to speak to you about was the possibility of a General Hospital being formed within the Maritimes for service overseas. It seems to me that the Maritimes could be much better represented in the overseas forces by a medical unit than infantry or any other branch of the Service, if for no other reason alone that we have so few young men in the Maritime Provinces. Probably we have the largest percentage of old people in Canada.

I feel that I, with many others, should be doing my bit to win the war, but being 52 years old I realize that younger men are wanted in the Service. However, if there is anything I can do to assist your department I will gladly do it - without pay.

Yours sincerely,

SRB/HJB

Capt
Dr. B. R. Forbes.
~~Herbert~~ N.S.
Dear Doctor:-

Forbes
Frank
opposite line against
Dear Dr. B.

In your ~~hurry~~ round
of duty with the troops are there
not some emergency shorts that
we can supply you from our
wholesale department (Atlantic
Drug Co Ltd) or our local store.

~~The goods~~ ~~at first~~ the favored promises of
only those firms in Quebec
and Ontario are ~~going~~ ~~with~~
drug orders. We understand that
drugs and stationery are not to be
purchased - Nova Scotia. However
emergency supplies can, be purchased,
and every thing being equal, we
would like an opportunity of serving
you.

Anything you can direct
our way will be appreciated
Yours very truly
S. R. Ball

To all our friends

It is an unwritten law in the drug business and its particularly applicable to our stores that any happenings in ~~the~~ store go neither discussed ~~nor~~ goes ~~any~~ further than yourself.

There is to be no gossip as regards business, another member of the staff and certainly not a customer. You are not to, under any circumstances, discuss ~~the~~ customers with other customers nor are you (inside or outside the shop) to tell people that so and so was in the store today.

It is regretted that three ~~of~~ of our stores have been offenders in this regard and also in discussing members of the personnel of one store with those of another.

This is the first time in our history that ~~we have had~~ it has been necessary to call your attention to ~~a~~ ^{another} serious breach of the code of ethics.

yours very truly
S. P. P.

Capt Carl Trach,
01/ Hospital
Aldershot

Dear Doctor:

I was ^{Tach} to see ~~the~~ Campbell
the Thursday re doing supplies.
He suggested, or perhaps I did,
that I contact you.

We thought that we
might be able to supply your
emergencies either at our
local store or through the
Atlantic Drug Co. Ltd. Halifax.

Unless one has an office
in Ontario or Quebec one can't
get any of the big ~~business~~ drug
business. We ^{partly} ~~are~~ satisfied
with the crumbs even though
~~we~~ many cases ^{we} can give better
prices and immediate service.

Yours very truly
S R Ball

April 19, 1940.

Captain G. R. Forbes,
Aldershot,
Nova Scotia.

Dear Doctor:

In your round of duty with the troops are there not some emergency shorts that we can supply you from our wholesale department (Atlantic Drug Company Ltd.) or our local store.

Only those firms in the favored provinces of Quebec and Ontario are giving drug orders. We understand that drugs and stationery are not to be purchased in Nova Scotia. However, emergency supplies can, I understand, be purchased, and everything being equal, we would like an opportunity of serving you.

Anything you can direct in our way will be appreciated.

Yours very truly,

SRB/HJB

April 19, 1940.

Captain Carl Trask,
Officer in Command of Hospital,
A l d e r s h o t, Nova Scotia.

Dear Doctor:

I was in to see Jack Campbell
the other day re drug supplies. He suggested, or perhaps
I did, that I contact you.

We thought that we might be
able to supply your emergencies either at our local store or
through the Atlantic Drug Company Limited, Halifax.

Unless one has an office in
Ontario or Quebec one cannot get any of the big drug business.
We have to be satisfied with the crumbs even though in many
cases we can give better prices and immediate service.

Yours very truly,

SRB/HJB

April 19, 1940.

Major L. L. Henshaw,
Sheet Harbour,
Halifax Co., Nova Scotia.

Dear Mr. Henshaw:

I have your letter enclosing a bill for Mrs. W. Curry. I have given it to Mr. Archibald who will look after it for you and will probably let you know what the outcome is.

I have the note regarding the proposed war memorial. Are you not either a little too late or a little too early in this proposition. Four Hundred Dollars seems to be a lot of money to put into a piece of stone.

Could I suggest that you go out after a larger sum of money and that a community hall or some such undertaking be built. You need a new school. There are many things Sheet Harbour needs. Could not an intensive drive be put on and sufficient money raised to build something really worth while in memory of the soldiers who sacrificed their lives in the last war. To me a pile of stones is very cold and I should think that a memorial that would be a lesson to the present youth and the future would be much greater inspiration to them. Why not think this over? What a splendid memorial a new school would be. We will subscribe a Hundred Dollars to such, but I can only see Ten Dollars to the pile of stones.

Yours very truly,

SRE/HJB

May 3, 1940.

Commander Cossette,
Naval Headquarters,
O t t a w a, Canada.

Dear Sir:

Re Mather Young (Lieutenant R.C.N.V.R.)
H a l i f a x, N. S.

The above has made application
for enlistment in the Navy.

He had a good record in the
last war and is now again most anxious to serve.

His civilian record is good
and being a grandson of Sir William Young, he should have
considerable potential ability.

Everything being equal, could
his application have your favourable consideration.

Yours very truly,

S. R. Balcom.

SRB/HJB

Copies sent to Milton Corbett
Miss Olive M. Hurrell

May 11, 1940.

J. Fred Scott, Esq.,
C r a n b r o o k,
British Columbia.

Dear Fred:

In view of the crisis through which we are now passing, I was wondering if this would not be a good year to forego having our Canadian Pharmaceutical Convention. Times are so uncertain that possibly we should be putting all our energies behind the war efforts. Of course, all arrangements may be made and you can't cancel them.

With every good wish to you and Mrs.

Scott, I am

Yours sincerely,

SRB/HJB

May 18, 1940.

Provincial Secretary,
Province House,
H a l i f a x, N. S.

Dear Sir:

Could I call your attention to the enormous increase in our provincial taxes. It seems to me a small inconsequential firm such as we operate and which is overlooked by our Provincial authorities when they have merchandise to purchase, is taxed excessively.

We now pay you a general store tax of \$314.47; in addition we pay you \$75.00 registration tax, plus several \$5.00 and \$10.00 bills for registration of names, such as Atlantic Drugs, etc. When we come to an increase of another tax which in 1938 was \$93.57, but in 1939 has increased to \$308.12, it is just enough to make one wonder if one is not in business for the sole benefit of the Provincial and Federal Governments.

I can safely say that our employees are better paid than any other retail clerks in the Province and we give employment to over sixty. Certainly we pay much better than the individually operated store and how do their taxes compare with a picayune firm such as MacLeod Balcom.

Yours very truly,

SRB/HJB

May 21, 1940.

H. M. Corbett, Esq.,
Creelmore, Ontario.

Dear Milt:

Since writing Fred Scott (a copy of letter was sent to you), suggesting that we forego holding the C.Ph.A. Convention this year and possibly for the duration of the war. I have been wondering why the present officers couldn't remain as they are and that the present Executive carry on in the satisfactory manner as they are now doing. If necessary, the President could come on to Toronto for consultation with you. I feel that this would be acceptable to the Provinces. I know it may work a hardship on you personally, but you have been very generous in the past so perhaps could continue so until the war is ended, or until such time as you could be relieved. Vancouver might feel hurt but they could be assured that the next convention would be held in their city.

The war situation has become so grave that any or all of us might be called up to do our bit at a moment's notice. Business is very good in Halifax but not anything like the reports you are getting in Toronto. We couldn't sell the Government a nickel's worth of drugs. Everything is purchased in Ottawa, and when there is a building to be built or extensive construction to be undertaken, someone in Montreal forms a company and calls it "Maritime so-and-so". That's one of the penalties, I suppose, of being fifteen hundred miles away from the centre of things.

Every day what was once considered drug business is slipping away from us to other stores. We are making it more difficult for students to get through college by giving them less as far as the drug store is concerned when they graduate. I mean that the drug store is today a merchandising proposition.

With every good wish,

Sincerely yours,

P.S. I am sending a copy of this letter to Miss Olive M. Hurrell, 43 Victoria St., Tor.
Fred Scott, Cranbrook, B.C.
Harry Tapscott, Brantford, Ont.

SRB/HJB

Willard Mahony, Saint John, N. B.

J. W. Preston, Toronto

W. A. MacKnight, Winnipeg, Man.

June 4, 1940.

G. H. Morrison, Esq.,
c/o F. J. Brennan and Co.,
Saint John, N. B.

Dear George:

The wheels of industry are moving slowly in Halifax until you arrive. Everyone wants to know where I had left you and they were a little suspicious of me - I guess they thought I was another Cammon - the fellow who took his wife out and didn't bring her back.

Seeing your friends and they are waiting for you - possibly they will meet you in Saint John, as I have made arrangements when I hear from you. Mari asked me when you would be home and I told her Thursday, and not likely before Friday. I also said that Laidlaw and Company were calling you and wanted you to go to New York and you were very busy with the financial interests, so there you have the story.

I had a very uneventful trip coming home and missed your good company.

Sincerely yours,

Sam Balcom.

SRB/HJB

June 4, 1940.

Stanley B. Kimber, Esq.,
c/o A. E. Ames and Co. Ltd.,
Royal Bank Building,
M o n t r e a l, Canada.

Dear Stan:

We left Montreal Wednesday afternoon a little behind schedule as might be expected and arrived in Boston Thursday night. I induced "the old master" not to come home with me, but to go on to New York and see the Fair, so I arrived home Saturday night by train, and George should be home on Thursday.

It was most kind of you to include me with George in taking us out to Chez Maurice and to the Club. I enjoyed both very much. I ran into Vi and Marty the other day and they both asked about you and wanted to be remembered to you.

I finished up with my medical examinations today, so "I'm in the Army now" - and next week I'll probably wish I were out of it.

Again many thanks,

Sincerely yours,

Sam Balcom.

SRB/HJB

June 4, 1940.

Captain A. D. Grayson,
Adjutant, First Halifax Sea Brigade,
R. C. A., C. A. S. F.,
Armouries,
H a l i f a x, N. S.

Dear Captain:

I understand young David Smith, son of Frank Smith, the lawyer, is interviewing you on Thursday. He has attended the C. O. T. C. at Dale house and is most anxious to get a commission in an organization such as yours. I thought that perhaps a young fellow like Smith was just the kind of chap you were looking for.

I saw Al Lomas in Moncton the other day and I understood from him that you were taking his place. Perhaps you already have your majority, and I should have addressed you as such.

Please do anything you can for David, whom I am sure you will like the first meeting.

Yours very truly,

Sam Balcom.

SRB/HJB

June 4, 1940.

Lieutenant Colonel Douglas Maxwell,
O.C. First Halifax Coast Brigade,
R. C. A., C. A. S. F.,
F. C. Post, M. D. No. 6,
H a l i f a x, N. S.

Dear Doug:

There is a young chap, David Smith, son of Frank D. Smith, the lawyer, who is fairly anxious to get in the Army. He has taken the Officers' Training Course at Dalhousie and is a bright and intelligent boy. You probably know his father and his uncle, C. B. Smith.

I thought this boy would be a good addition to your commissioned rank should there be any vacancies, and I think he is seeing Captain Grayson on Thursday. Possibly you can take an opportunity of seeing this young man.

Yours very truly,

Sam Balcom.

SRB/HJB

July 10, 1940.

Honourable Angus L. Macdonald,
Province House,
Halifax, N. S.

Dear Angus:

Congratulations on your new appointment! It must be a great satisfaction to you, as it is to the people, to know that you did your job well and you can go away feeling that we Nova Scotians fully appreciate the many sacrifices you have made for us.

We wish you good health and every success in your new undertaking.

Yours very truly,

SRB/HJB

From time immemorial there has been a friendly rivalry between Saint John and Halifax. It's been either the river that leaves its mud banks dry or the fog that hangs over one of the cities most of the time. While, in most instances, Halifax would appear to receive the judges decision we must now take our hats off to Saint John in outstripping not only the Maritimes but the rest of Canada as far as drug stores are concerned. Saint John has always been blessed with good, efficient and progressive druggists operating first class drug stores but it has taken a Maritime boy, Carl Robbins, to set an example for not only druggists but all retailers in Canada to endeavour to

Mr. Robbins has taken a most ambitious setp - one which should do much to foster good will with the public and bolster up the apparent waning of public interest in the drug store. The Robbins store is a creation, one that will inspire other druggists to go out, not only to improve their properties, but to seek the return to the drug store of business, lost to other retail outlegs. In planning the store, no detail was lost, from the "seeing-eye" doors which have attracted thousands of customers, to the well appointed dispensary and the conveniently arranged tea room at the back. The Soda Fountain and lunch counter are not only the largest and best equipped in Eastern Canada but a real institution in themselves.

Carl Robbins is to be congratulated on his progressiveness - his will to do things better. His example will do much towards Pharmacy in Canada. We sincerely wish him every success.

From time immemorial there has been a friendly rivalry between ~~the~~ St. John and Halifax. It has been either the river that ~~clears its mud banks~~ ^{clears its mud banks} out or the fog that hangs over one of the cities, most of the time. While, in most instances, Halifax would appear to receive the judges decision we must now take our hats off to St. John in outstripping not only the ~~rest of~~ Maritimes, but the rest of Canada as far as drug stores are concerned. St. John has ~~been~~ always ^{been} blessed ~~with~~ ^{with} good, efficient ~~drug stores~~ and progressive druggists operating first class drug stores but it has taken a Maritime boy, Carl Robbins, to set an example for not only druggists but all retailers in Canada to endeavor to emulate.

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drug store. The Bolting store
is a creation one that ^{will} inspire
other druggists to go out, ~~get~~ ~~and~~ not
only to improve their properties but to
seek the return to the drug store of
business ~~was~~ lost to other retail outlets.
~~Not~~ In planning the store no detail
was lost - from the "seeing eye" doors
which have attracted thousands of
customers (~~ready even from a distance~~) to
the well appointed dispensary and the
conveniently arranged tea room at
the back. The soda fountain and
lunch counter are ~~in themselves~~ an
~~institution~~ not only the largest and
best equipped in Eastern Canada but
a real ~~credit~~ institution in themselves.

Carl Robbins is to be congratulated
on his progressiveness - his will to do
things better. ~~The druggists of the~~
~~Maritime with~~ ~~we wish~~ His
example will do much towards Pharmacy
in Canada. We sincerely wish
him every success.

July 11, 1940.

Honourable A. S. MacMillan,
Province House,
Halifax, N. S.

Dear Mr. MacMillan:

Congratulations on taking
over the Premiership of Nova Scotia! We would like
you to know that the good work you have done for the
Province, the time, thought and energy you have given
the people is appreciated by the public.

Yours very truly,

SRB/HJB

July 12, 1940.

Martin Archibald, Esq.,
County Court House,
Spring Garden Road,
H a l i f a x, N. S.

Dear Martin:

I have written Warden Dowell, Councillors Turner and Harnish, suggesting that we might through out wholesale branch supply the new County Home with their drug and surgical supplies.

We will do this on almost any basis agreeable to the Home. We are now supplying most of the institutions in the City including the City Home - the latter receive their supplies at cost plus a stipend of \$20.00 a month. Formerly the City Home purchased their needs from the Victoria General paying them this stipend but on taking over it was found that our prices not only compared favourable with a City Tax and Sales Tax free institution but in three cases out of five were lower, and in other instances, the same - the total account being below that paid the V. G. Hospital.

We can service the Home regularly and in emergency as we have a motor delivery.

Yours very truly,

SRB/HJB

July 12, 1940.

Warden William J. Dowell,
M i l l v i e w,
Halifax Co., N. S.

Dear Warden Dowell:

The County Home is nearing completion and from reports it is to be a credit to the County and its Council.

Drugs, surgical and other medical supplies will be required. We would like, through this Wholesale, to have an opportunity of serving the Council.

At the present we service the City Home on a satisfactory arrangement. We supply them at cost and they pay us a stipend \$20.00 a month in their case, for this service. However, we could meet your requirements in any way satisfactory to the Council.

Before the opening, may we go into the details of the drug supply, for, in any case, we can supply at a cost considerably lower than a retailer.

Yours very truly,

SRB/HJB

July 12, 1940.

Councillor Gilbert Harnish,
H u b b a r d s,
Halifax Co., N. S.

Dear Mr. Harnish:

The County Home is nearing completion and from reports it is to be a credit to the County and its Council.

Drugs, surgical and other medical supplies will be required. We would like, through this Wholesale, to have an opportunity of serving the Council.

At the present we service the City Home on a satisfactory arrangement. We supply them at cost and they pay us a stipend \$20.00 a month in their case, for this service. However, we could meet your requirements in any way satisfactory to the Council.

Before the opening, may we go into the details of the drug supply for, in any case, we can supply at a cost considerably lower than a retailer.

Yours very truly,

SRB/HJB

July 12, 1940.

Councillor David Turner,
M o s h e r ' s R i v e r ,
Halifax Co., Nova Scotia.

Dear Dave:

The County Home is nearing completion and from reports it is to be a credit to the County and its Council.

Drugs, surgical and other Medical supplies will be required. We would like, through this wholesale, to have an opportunity of serving the Council.

At the present we service the City Home on a satisfactory arrangement. We supply them at cost and they pay us a stipend \$20.00 a month in their case, for this service. However, we could meet your requirements in any way satisfactory to the Council.

As I have been called up from the Reserve of Officers, I'm not getting any time for business.

With kindest regards,

Yours very truly,

SRB/HJB

July 16, 1940.

J. F. Telford, Esq.,
For Commissioner of Excise,
Department of National Revenue,
O t t a w a, Canada.

Dear Sir:

Remission of Sales Tax Halifax Visiting Dispensary.

You have on file in your office considerable correspondence re the above.

We know that possibly this is not an opportune time to ask you to review this case, when the country is so in need of funds.

Our voluntary charities and social services must also be carried on and it is essential to the country, particularly at this time for these organizations to give free service.

The Halifax Dispensary since 1872 has been giving gratuitous service to the public, not only of Halifax, but Dartmouth and the County of Halifax. It is closely associated with Dalhousie University through the Clinic, giving free medicines and supplies to the Clinic's patients. It is closely allied to the hospitals particularly the Provincial Hospital (Victoria General).

The Dispensary is dependent wholly on charity. We would ask that you give this your kind consideration at your earliest convenience.

Yours very truly,

SRB/HJB

July 19, 1940.

Gordon B. Isnor, Esq., M.P.,
O t t a w a, Canada.

Dear Gordon:

Re Sgt. J. R. Maynard.

The above, a permanent force man, is now in charge of the Stewart Stores at the Halifax Military Hospital.

I do not think that the trouble lies with Burns and Campbell - it goes to the 22nd Field Ambulance which had charge of this institution for some months. They were just a clique and did not recognize ability - Maynard seems to have been in wrong with them due, in some part, to his own actions. Campbell didn't want the 22nd in here in the first place and I'm sure that Maynard would have been a Staff Sergt. had either Campbell or Burns had their way. The latter said only the other day that he wanted to do something more for Maynard and if we (Burns and myself) had an opportunity, we would promote him tomorrow. I have intimated to Maynard, that everything being equal (he used to hit it up considerably but not now), we were going to look after him.

When the Field Ambulance moved out, we were left with two or three non-commissioned officers we didn't want. It left over one Staff. Sergt. appointment open, and as we needed a good orderly sergeant in the worst way, another man, suited for the particular job, was brought in.

Maynard was a private when I came in a month ago. He is now a sergeant and we are going to get him tradesman pay which will mean 50 cents a day extra.

This man has helped in smoothing out the kitchen difficulties. We haven't had a complaint in a month. Johnson is well satisfied and doing a real job. The 22nd Field Ambulance was his difficulty, as it has been ours. Johnson has

Gordon B. Isnor, Esq. -- 2.

July 19, 1940.

been working under the worst difficulties. He has always been handicapped in equipment and still is. The District Medical Officer and the Officer Commanding now understand this.

I'm sure that Maynard will be happy here eventually.

Will be glad to do anything further, at any time.

There is something else. The father-in-law of Maynard, C. Webber (58 years), 42 Tulip Street, Dartmouth, a boilermaker and iron worker, has been working in the dockyard for the past month, was dismissed on the 17th with practically no notice. The dismissal note said that he was not suited for dockyard work. There may have been a little friction as a young chap (25 years) by the name of O'Brien was his boss. However he was put out. The officer in charge of this department is Engineer Captain F. H. Jefferson.

Gordon, I wonder if you know just how inefficiently we have been running this war. Ottawa should be machine gunned.

Yours very truly,

SRB/HJB

This letter was sent to:

^a Lt. Col. R. J. Colwell, Halifax Rifles
Lt. Col. Charles Mitchell, Princess Louise Fusiliers

July 31, 1940.

Lieutenant Colonel D. J. Maxwell,
Officer Commanding Coast Artillery,
H a l i f a x, Nova Scotia.

Dear Colonel:

Jack Reardon is applying to
you for a Commission. He has been a Private in the
Ordinance Corps since September, 1939, and finds it
rather difficult to interview you.

Reardon is a college matriculant
and has two years in Commerce at St. Mary's College.

Should an opening occur, will
you please give him your consideration.

Yours very truly,

SRB/HJB

August 3, 1940.

Gordon B. Isnor, Esq., M.P.,
O t t a w a, Canada.

Re Andrew King.

Dear Gordon:

There is a possibility that the Income Tax Office will require the services of an Assessor shortly. I was wondering if the name of the above was put on so that were the call to come, his name would be on the eligible list.

Yours very truly,

SRB/HJB

Mr. McKean:

Lon Mylius is
now at
333 Leatland Ave.
St. Centralia.

S. R. B.
Aug 18/40

FORM OF WILL No. 2

To be used by a soldier who owns Real Estate

I.....(Name in full)

Number.....of the Canadian Field Force.....

(Unit or Corps)

(Give full title of Unit)

do hereby revoke all former Wills by me made, and declare this to be my last Will.

I bequeath all my real estate situated at

(Full particulars concerning property)

unto.....

Name and Address of person
or persons to whom it is to
go, and relationship.

absolutely, and my personal estate consisting of.....

(Here describe fully personal estate)

unto

Mrs. M. A. Lean
Almici

August 22, 1940.

H. J. Martin, Esq.,
M o n t a g u e, P. E. I.

Dear Sir:

Three months ago your son, after writing us for a position several times, was hired by us.

On coming from Digby he was a little short of cash and asked for an advance of \$10.00 so that he might eat and pay for a room. That is the last we heard of him. We not only lost the cash, but missed out on a good clerk who had applied.

Is there any way we would recover this advance? Your attention would be appreciated.

Yours truly,

W. E. Barkhouse,
Manager, Paramount Store,
17 $\frac{1}{2}$ Spring Garden Road.

/HB