

How Many of You Women Are in Trouble To-day?

All of you women whose husbands have told you, you have been spending too much money, please stand up (Great Scott! Every married woman in St. John's is on her feet.)

All you who are earning your own living and spending as much as you earn please stand up.

Now we've got the rest of them. "Well," you say, "now that you've got us standing here what are you going to do about it?"

I'm going to give you the first law of business:

Cut your expenses down first, and then find out how you can do it afterward.

Every big Institution carries what it calls a "butcher."

When the expenses of that Institution begin to eat up the profits the "butcher" issues a sweeping order to cut down so many hundreds of dollars a day. He doesn't ask how it can be done. He knows it has to be done if his business is going to continue, and he leaves it to the people under him to find out how.

This cutting seldom if ever ruins a business. It simply sharpens the wits of those who are left.

Now let's take your case. Instead of taking the money that you think you ought to have, suppose you take the money that you have actually got. In your case, being both "butcher" and buyer, you naturally have to sharpen your own wits.

Therefore the first thing you begin to do each day (just as you are going to do now in a minute or two) is to open this paper and see what special inducement each store is offering in the things that are necessary for you to buy. You look for the clothes, and the shoes, the children's dresses and suits, the underwear, the house needs, and all of the various necessities and luxuries demanded in your standard of life.

The next thing you do is to cut out all those snobbish, exclusive, little non-advertising concerns, who find it somehow beneath their dignity to sell their goods at less than a profit of several hundred per cent.

The third thing you do is to reckon up your savings at the end of a week or two.

And the fourth thing you do is to stand amazed at the amount you have saved in spite of the amount you have bought.

Now of course this is letting you in behind the scenes.

There isn't a buyer in any store who doesn't have to bring himself up with a jerk or get brought up with a jerk once in a while; and who doesn't also stand amazed at what he has been able to accomplish with a smaller amount of capital and a greater amount of energy and a little extra timbrel of brains.

Now don't tell anybody you have been behind the scenes, but just dig into the advertising in this paper quietly for the next few days; cut out the "dropping-in-anywhere" method of shopping; make a business of your household expenditures, and see if this little financial plan doesn't relieve your terrible money strain.

The Young Year.



The young year is humming along; he's active and joyous and strong; he hasn't a voice to loudly rejoice with laughter and a jubilant song. If he had a voice he would sing: "All kinds of fair chances I bring; fair chances to rise from the mud to the skies; so seize them before they take wing." And all that the happiest year can give while it's journeying here is the chance to improve, to get out of your groove, and make for yourself a career. The new year inspires men to try, to let their old weaknesses die; to get a new start with a brave, buoyant heart, and a light of resolve in the eye. And that's why the new year is best; it stirs up new hopes in each breast as we watch it cavort with a rippety-snort, the bright, cheerful annual guest. The new year is loping away, but gives us our chances to-day, so let us begin to achieve and to win, before it is ancient and gray. Let's all get to work with a vim, and put up a rollicking hymn, and wrestle and toil with the dog-gasted soil, ere the new year is weary of limb.

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NUMIDIAN REPORTED.—The Algonquin Numidian, arrived at Glasgow this morning. The run from here was made in seven and a half days.

WINARD'S LINIMENT CURE'S COLDS, ETC.

WHEN SHOPPING TO-DAY



Marshall Bros.

Cable News.

Special to Evening Telegram.

CONSTANTINOPLE, Jan. 29. Important concessions are expected in Turkey's reply to the joint note of the Powers, which will be handed to the Austrian Ambassador, the Dean of the diplomatic corps here, this evening or to-morrow morning. The basis of settlement is understood to differ from any yet mooted.

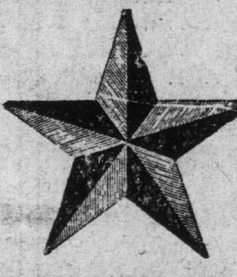
MADRID, To-day. A case of gold amounting to 100,000 marks or \$25,000 was stolen from the strong room of the German Liner Cap Blanco, on the voyage to Rio Janeiro. The door of the strong room was opened by a duplicate key. Nine other similar cases forming a consignment of gold from Rio Janeiro, to Berlin, were found intact. A thorough search of the ship proved without avail and the missing gold was not recovered. Police and customs launches surrounded the liner as soon as she arrived at Vigo.

LONDON, To-day. Suffragettes have resumed window breaking and post box outrages on a small scale last night but the endeavors are sufficient to maintain a state of nervous apprehension among shopkeepers. Large bodies of police and private watchmen are guarding streets and buildings. The windows of some Government offices and of the Hamburg American Packet Company were broken. A few arrests were made.

NEW YORK, To-day. Magistrate Gelsmer discharged from custody John Smith, fugitive of recalcitrant ship Hancock, in the New York navy yard, who knocked out Passaic Revelen, also known as "Chick Rose," at the boxing exhibition in Brooklyn, Monday night. Rose died without regaining consciousness. Smith is held without bail on a charge of homicide.

LONDON, To-day. The plan of the allied Governments so far as the plenipotentiaries are informed, is to concentrate forces on Adrianople immediately after the expiration of the prescribed four days. If the surrender of the fortress does not occur, in the meantime, they believe a few days bombardment by the big siege batteries which now surround Adrianople, will bring about a capitulation of the place. Balkan representatives declare all reports that Roumania would aid Bulgaria, against Turkey, is unfounded. They gain territorial claims by force. While the Bulgarian army engaged Turkey, Bulgaria would let her occupy what territory she demands. But as soon as the Bulgarian army has disposed of the Turks, the Bulgars would turn their attention to the Roumanian's attempt and make them pay dearly for racial disloyalty, which Bulgarians consider would be treason. The Allies expect a preliminary treaty of peace to be signed at Adrianople by the victorious Bulgarian-Servian Generals. These will be embodied in the treaty which will be concluded at London, for which each delegation is leaving a representative in London to await the re-opening of the Conference. The Balkan delegates reiterate that allies are agreed on all questions, being

ROSSLEY



THEATRE.

Matinee Wednesday & Saturday. Great Nautical Pantomime. A TRIP ROUND THE WORLD.

The Best Ever, 35 People taking part, all in New Costumes. All New Songs, Dances, and Beautiful Electrical Effects.

Through a mistake in the date, and as we could not hold Burns' anniversary on the 25th, we will honour Scotland's poet by giving a grand Scotch programme on February 3rd and 4th, as so many of our Scotch parsons and others want us to do.

fully cognizant of the fact that their power lies in maintaining and strengthening the compact. Thus it has been arranged in general terms how Saloniki shall be under the domination of Bulgaria, Serbia and Greece and that if differences arise between the members of the alliance which cannot be arranged amicably, the contending parties must defer to arbitration. Dr. Daneff, head of the Bulgarian delegation and M. Mistuete, Roumanian Minister to Britain, signed a Protocol embodying the views of both nations. Roumanian claims territory which would give her Sillistria. The protocol will furnish a basis of negotiations of Roumania's demands.

WASHINGTON, To-day. As a result of complaints against the recent order of the Quebec Provincial Government, purporting to remove all restrictions and export tax from timber in certain Crown Lands of the Province, President Taft personally will decide whether wood pulp and paper made from the timber affected will be entitled to free entry into the States. According to representations made to this Government, Quebec's action amounts to discrimination against American holders of Crown Lands. To grant free entry privileges they declared would simply defeat the real intent of the wood pulp and paper clause of the Canadian reciprocity agreement. The State and Treasury departments have investigated the situation and will make a joint report to the President.

Cape Report.

Special Evening Telegram. CAPE RACE, To-day. Wind north; light, weather fine. The Tabasco passed west yesterday afternoon, nothing sighted to-day. Bar, 30.15; ther, 10.

President Coaker at Scilly Cove

Special to Evening Telegram.

SCILLY COVE, To-day. President Coaker arrived here at 11 o'clock to-day. The town was decorated with bunting and three splendid arches had been erected, bearing the words "Welcome," "Long Live Coaker," "F.P.U. for ever." Another had "We will Sink or Swim with Coaker," another "God Bless our President." Volleys of musketry belched forth their welcome. Men, women and children cheered as the President passed through. A big public meeting will be held in the S.U.F. Hall to-night. Scilly Cove is solid for the Union and Union men.

Double Death.

A SAD CIRCUMSTANCE.

A peculiarly sad incident happened Tuesday afternoon, after Mr. Patrick Kelly, of Portugal Cove Road, died at the General Hospital, where he entered only a few days previously. The remains were coffined by Undertaker Myrick and brought home. When they reached the old homestead Mrs. Kelly, wife of the deceased, passed to the Great Unknown also. Both bodies now lie cold in death side by side. The scene is a pathetic one and gives truth to the maxim: "In life they were united and in death they were not separated."

McMurdo's Store News.

THURSDAY, Jan. 30, '13. Those who find Lanoline best for their hands and face—and those who have dry skins are partial to it seeing that it comes as near as possible to the natural oil of the skin—should always obtain Messrs. Burroughs Willcome & Co's "Darting" brand. The "Darting" Lanoline is very carefully prepared, and is of exactly the right consistency to be most effectively and economically used on the skin. Those whose skin is inclined to be dry will find Darting Lanoline a delightful emolument, and it is pleasantly perfumed. Price 20c. a tube. Acmé Essences represent the best that can be made from the various oils and extracts to form flavorings and are always reliable. They are being more and more widely used in town and country. Price 10, 15 and 20c. a bottle.

Bruce's Passengers

The S. S. Bruce arrived at Port aux Basques at 9:30 a.m. yesterday bringing T. A. Hall, Dr. W. and Mrs. Scott, H. J. Andrews, J. and Mrs. Ollerhead, Hon. D. and Mrs. Morison, W. Herd, A. Newschome, E. Richards, J. O. Coles, T. S. Poole, Miss J. Poole, A. English, A. A. McDougall, Mr. J. McNeill, Miss E. Withers and T. Lefevre.

BOYS TAKE RISK.—To-day boys could be seen out on the western part of the Harbour walking over one night's frost in the channels cut by the tugs. This is highly dangerous and if persisted in will bring some of them to grief.

A Kettle Of Tin.

A most picturesque and vivid description of a visit to some Cornish tin works, to see "A Boil of Tin," is given by Mr. Harold Begbie, in the London Daily Chronicle.

"In one of the large sheds stands what the smelter calls a kettle of tin—a vast, solid cauldron filled to the brim with a dirty fluid, perfectly quiescent, nearly 2,000 pounds weight of it. A child going by might very easily dip a finger into the kettle, never suspecting its tremendous heat. You are bidden to stand at a distance and to keep your eyes on the kettle. A smelter comes from the yard outside carrying an old apple-log in his arms; this log has been soaking in water, and drips as he carries it. Over the kettle, suspended by chains, hang two iron rings, which can be opened and closed. The smelter places the apple-log in these rings, fastens them, fills up the spaces with smaller pieces of wet wood, and then withdraws to a distance of some ten yards being protected on that side by a shield of iron which half circles the top of the kettle.

Purifying the Metal.

"You are told now to keep a sharp look-out. The smelter begins pulling at some chains. The dripping logs, with the bluish moss in their cracks and crevices, swing for a moment in heavy cloutish helplessness over the kettle. Then, with a quick rush they descend plump into the dirty, stagnant metal. On the instant there is an explosion. Splashes of glittering white specks splash upwards from the kettle and spurt to right and left. The metal bubbles and roars with a violent agitation. For a full five minutes what was quiescent becomes like a miniature Niagara, and what was dirty dullness becomes a glorious shining silver. And all the time, with a vindictive hiss, specks of tin are shooting hither and thither with a force that would burn your eyes out. The Dross that Comes to the Top. "For an hour that kettle boils. Not so violently as during the first five minutes, but with a subdued and angry disapproval, the glittering surface all of a bubbling quiver, the depths rumbling their wrath with a note of menace. And all the while impurities are rising to the top, and will presently be skimmed away, leaving only the pure metal behind. A smelter said to me, 'It's the dross that comes to the top with us, and that's sometimes the case outside in the world.' Another said, 'There are two things that purify metal, and they're the same two things that purify the out-fire and water, fire and water.' I asked him how old was this process of the wet apple-log. He laughed and shook his head. 'I could not tell you that,' he replied; 'it goes right back to the beginning; it's the oldest method of cleansing metal, and I reckon it's still the best. You can always trust it!'

The Colors of Paradise.

"No painter should ever visit the smelting works: for they would surely make him fling away his palette and make him fling away his palette greyish-looking fluid standing on the cold floor, and a grimy smelter standing by its side with an unlovely shovel. He lifts the shovel by its long handle, and gently stirs the fluid; immediately the entire surface breaks into such ravishing beauty as lights a child's dream of Paradise and bursts upon the vision of dying eyes—you see every color imaginable, every shade of gold, of amethyst, of green shining and scintillating, glowing and burning, a glory of the sun tempered to the human eye. No painter that ever lived, and no musician, I think, can give such thoughts to the soul as the smelter with his shovel. "The Cornish smelters, like the Cornish miners, have a reputation which reaches to the ends of the earth."

Train Notes.

An express goes through to Port aux Basques this evening. The express which left Port aux Basques at 6 a.m. yesterday, with the passengers by the Bruce, had it very stormy on the Topsails, and is to-day at Kitty's Brook waiting for the rotary plow which she will follow back over the Placentia line. She is due at 6 p.m. to-morrow. The express which left here Monday is at Quarry and is following the rotary west. Tuesday's express left Badger Brook, bound west, at 11:20 a.m. to-day.

Coastal Boats.

RED'S SHIPS. The Ethel left Placentia at 3:30 p.m. yesterday for Miramichi. The Glenoe left Grand Bank at 3 p.m. yesterday bound west. The Invermore arrived at Port aux Basques at 2:40 p.m. yesterday.

THE LAST SHIP.—The R. M. S. Sardinian leaves Philadelphia on Monday next for this port. She will be the last Allan boat to visit here this season.

Slaughter SALE

Balance of Fur Stock

Reductions to Cash Purchasers, of from

20 p.c. to 50 p.c.

This is the chance to get good Furs for very little money, which can only come once in a lifetime.

Our regular retail prices for Furs are the best obtainable, and this fact is so well known that everybody can immediately appreciate the value we are now offering.

We are making these Tremendous Reductions to make a complete clean up in this department more especially of odds and ends, of which we find that we have at stock taking.

However, all our very smartest and most fashionable Fur Sets are reduced at least 20 per cent., and the oddments from 20 per cent. to 50 per cent.

Get there early to the BIG FUR SALE, at

HENRY BLAIR'S



1913. 1913.

Just to keep things humming we are offering two leaders—1913. Our \$19 Suiting is a guaranteed Wool, made in the "Maunder" style. The woollen market is still going up. This is the season to get your money's worth, as you will probably pay more for the same article in the Spring.

Our \$13 Suiting is cut and finished to your own selection of style for Spring and Summer of 1913 from our style sheets just in. Only the price of a hand-me-down for a splendidly tailored-made suit.

John Maunder,

Tailor & Clothier.

281-283 Duckworth St.

WE ARE READY



for the Spring trade with a full stock of

Men's and Boys' SUITS, OVERALLS, Etc.

Place your order now and avoid disappointment. Wholesale only.

Newfoundland Clothing Co.'y, Ltd.

Advertise in THE EVENING TELEGRAM