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Just a few odd lines of Ladies' Blouses we are clearing at greatly reduced prices to make room for new stock. These Blouses are made in the Latest Styles and from Newest Materials.

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Saturday Our Special Sale Day,
Sweeping Reductions in Every Department.

Marshall Bros

Side Talks by Ruth Cameron

A WAY TO MAKE FOLKS HAPPY.

Find a person who senses instinctively when people want to talk about some particular subject that is dear to their hearts, and tries to give them the chance to do it, and you have found a popular woman or man (I put the sexes in that revolutionary order because the chances of its being a woman are ten to one against the chances of its being a man).

Here's the sort of thing I mean: He Wants to Tell About His Grandson.

A group of people were standing in a hotel lobby, talking about such impersonal subjects as the weather, the C. of L., etcetera. One of the group, an elderly man, carefully brought the conversation around to a point where he could say "My grandson, who was in the service, thinks—" The rest of the group would have passed this by with a comment on what the young man thought, but one woman adroitly picked it up with "Is that that fine looking young man who dined with you the other day? What branch of the service was he in?" The eager pride with which the old man seized upon this opening must have been repayment for any effort required. But he did not think it took any great effort, for she is the sort of person who has trained herself to see when people are aching for a chance to talk about something. And she is also the sort of person who is in demand for social gatherings of every sort.

He Was Kindly Disposed But Not Tactful.

Sometimes people who are most kindly in intent are not adroit in this line. They are thinking too much about other things, or they lack the sympathetic imagination which would show them in just what direction the response would be most welcome. Some people I know were talking about big snow storms they had seen. One man was telling about the storm of '88. He started to tell

how the snow from the streets was piled on the college grounds (he lived in a college town) and an eager, well-intentioned listener broke in with "It does make a lot of work for the poor people—that's one good thing about snow." The man assented, but there was a bereft expression on his face as the conversation followed this new course, and the reason for it was plain when, a minute or two later, another woman tactfully brought the conversation back to him by saying, "That snow must have made a tremendous heap on the college grounds." He brightened up instantly and went on to tell what he had plainly wanted to tell—that the snow did not entirely melt until Decoration Day.

The Ten to One Man.

A man (the rare exception) once told me that he made it a special business to watch for times like this—when someone had been interrupted, either by a swing in the conversation or by a mechanical interruption, in an attempt to tell some anecdote—and to bring the conversation back so that the anecdote could be told. He said you couldn't give so much pleasure so easily in any other way.

Try it and see.

Important!

Every man starting out in business will have to go over a hard road and find out its turnings for himself. But he need not go over his road in the dark if he can take with him the light of other men's experience.

DR. F. STAFFORD & SON have the experience of supplying all kinds of Drugs, Patent Medicines, etc., at the very lowest possible prices. Large stocks of Dodd's Pills, Wampole Oil, Fletcher's Castoria, Gin Pills, Carmol, Beecham's Pills, Sabadilla Powder, Keating's Insect Powder, White Pine and Tar, Phoradone, Prescription "A", Headache Wafers, Menthol Plasters, Belladonna Plasters, Strengthening Plasters, Toilet Cream, Nyl's Face Cream, Peroxide Cream, Cold Cream, Essence Peppermint, Friar's Balsam, Tincture Iodine, Castor Oil, Linseed and Turpentine, Syrup Hypophosphites, Condition Powders, Tooth Pastes, all Toilet Articles and hundreds of other preparations too numerous to mention.

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Airship Service for the Seafishing.

Major K. E. Clayton-Kennedy, of the Aircraft Manufacturing Company, of London, England, has just returned from Newfoundland, where he has inaugurated the first airship service in connection with the seal fisheries. The entire question of seal-fishery observation by aeroplane seems most feasible, and its practical application will be watched with interest by all those interested both in sealing and in aviation. Major Kennedy spent two days in Truro in connection with the organization of the Eastern Canada Air Lines with which the De Vere Aviation Company has been amalgamated. The amalgamated companies are being financed through the Aircraft Manufacturing Company of London, England, of which Mr. G. Holt Thomas, the greatest authority on aeronautics in the world to-day, is president and Managing Director. There will be a small amount of stock placed on the local market and will be available at an early date. — Morning Chronicle, Halifax, N.S.

Just Folks by Edgar A. Guest

I'VE BEEN DOWN TO THE BARBER SHOP.

I've been down to the barber shop. An' I got my hair all trimmed on top. An' I smell as nice as my Ma when she is all fixed up for some company. I sat in the chair that the men sit in. An' I wore a sheet up to my chin. An' the barber said in a real nice way, "Well, how'll you have it trimmed to-day?"

I've been down to the barber shop. An' Ma she didn't have time to stop. So she left me alone, coz she couldn't wait.

To see that the barber cut it straight. He rigged up a seat like a little shelf. An' I climbed right up in the chair myself. An' the barber said, as he got shears, "Will you have it clipped behind the ears?"

"It looks like snow," said the barber then.

Just the way that he talks to men. "The winter's long an' the weather's rough."

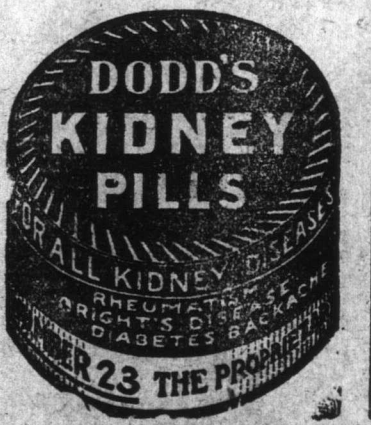
An' I feel almost like I'd had enough. An' I talked to him in his barber chair. Got hair in my eyes, but I didn't care. Then he said: "Will you try my dandruff cure?"

An' showed me a bottle, an' I said, "Sure!"

He rubbed some in an' it burned a lot. For I didn't know that the stuff was hot.

But I didn't cry—I was stiff! there. Just like my Pa in a barber's chair. Then I gave him the money when he was through.

An' I got my change, an' I tipped him, too. I gave him a dime for himself, becuz I've watched my Pa, an' he always does.



Sir John Alcock.

(From the Manchester Guardian.)

The news of Sir John Alcock's death underlines with tragic emphasis the risks that still attach to man's mastery of the air. Few details of the accident that caused it have yet arrived, but enough is known to point the obvious irony of an historic flight across the Atlantic followed by a fatal disaster in the course of a few miles' flight in France. Such ironies have been often and lamentably illustrated in the brief history of flying by machines that are heavier than air. It would be a bold man who would deny that in the end they will not be eliminated and—in view of the fact that it is scarcely more than ten years since Blériot's flight of the Channel was a nine days' wonder—it would be a still bolder one who would put any great length of time between flying as we now know it and flying when it will be as safe as motoring. But for the present its tragic hazards are very obvious indeed, and its pioneers, from C. R. Rolls onwards, who have paid the price of their great adventure, have risked as much on behalf of progress as any hero that time can show. When Sir John Alcock and his companion in the great Atlantic flight were in Manchester—which has a special interest in Sir John's achievement—Sir Arthur Brown quoted, as a comment on their joint feat, the lines of Kipling:

After me cometh a builder;
Tell him I, too, have built.

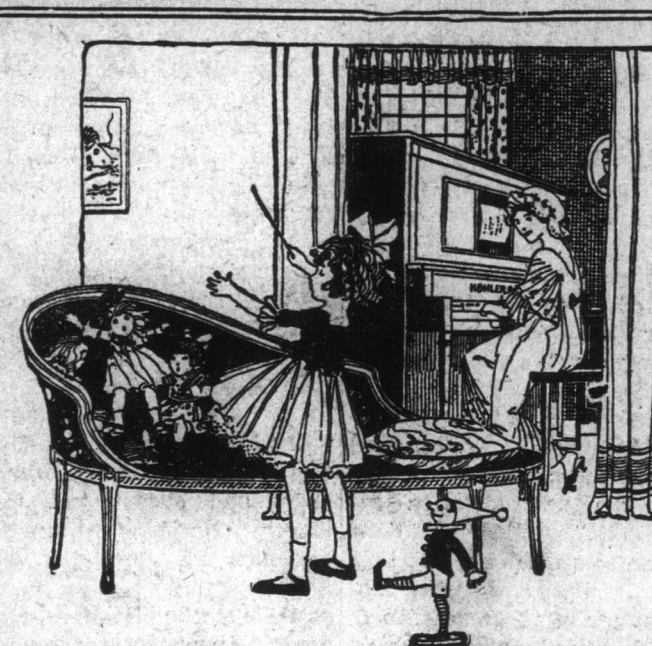
By the side of the long death-roll of British airmen one might very well amend another verse from the same writer. If blood be the price of airmanship, in these last ten years, we have paid it from our best.

Very Determined.

A young Scottish solicitor, Mr. A. R. Duncan, who is getting £2,500 a year as Coal Controller, is one of the men who have made good in the last half-dozen years. He is a hard worker, with the saving grace of humour.

His favorite story concerns an Irish barrister, who, addressing the Bench, said:—

"Your honour, I shall first absolutely prove to the jury that the prisoner could not have committed the crime with which he is charged. If that does not convince the jury, I shall show that he was insane when he committed it. If that fails I shall prove an alibi."



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The Best Seller.

(From the Haverhill Gazette.)

The American Bible Society reports the biggest year in history for the Bible. Last year thirty-five million copies were sold and distributed in the United States, and this year's circulation will exceed that number. A Bible can be bought for twenty-five cents. We know no better bargain. In its three or four thousandth year it is still the most popular book. When we were a boy we lived in a house with a wonderful old attic in which were stored old toys and old books and old letters. And when we had explored the place

time and again we always surprised ourselves by finding some forgotten thing, so that the old attic always seemed new to us. So with the Bible. You think you have read it all. Go through its pages again this evening and find some new consolation, some new term, some new wisdom, some new example of matchless English. Thus, the other day a friend of ours wandering through his Bible discovered a rich treasure of wisdom in Ecclesiastes. Like the boy, searching among treasures in the old attic, he had overlooked it on previous explorations. Suppose you treat yourself to a chapter of Ecclesiastes before you go to bed to-night. It is well worth while.

MUTT AND JEFF

YOU CAN'T BLAME MUTT FOR BECOMING VEXED AT TIMES.

By Bud Fisher.

