

# GENUINE SALE!

**THE GREAT REDUCTIONS MAKE THIS A SALE OF UNEQUALLED VALUE. SEASONABLE MERCHANDISE IN EVERY DEPARTMENT.**

## DRESSES

We have selected some of the most desirable DRESSES--and have grouped them in One Value Group, at  
**4.85, 5.90, 6.98, 8.90, 10.75, 14.75.**

## SKIRTS.

Sport Skirts, Pleated Plaids, Plain Plaids, Plain Serges, Black and Navy, Baronettes, Satin, **1.50 up.**

## SPORT SUITS.

Special for this Great Sale **1.48.**

## CLEARANCE SALE of SWEATERS.

Including all models of Fibre Silk or Mohair Yarn; slip over in sport colors; and many shades and styles.  
Special to clear **1.48, 2.90, 3.90**

## SUITS

Final Clearance Sale of **SUITS** regardless of cost or former prices. In Fawn, Brown, Navy, Gray and Black, in Serges, Tricotine, Gabardine.  
**From 12.00 up.**

## HAND MADE BLOUSES

In many becoming styles, assorted colors in Silks, Crepe-de-Chine, etc. One half the regular price. See them now.

**INFANTS' and CHILDREN'S GINGHAM DRESSES**  
**From 50c. up.**

## RAIN COATS

Wherever your vacation trail leads, the **RAIN COATS** we are offering now are very important to you.  
**Special 8.50.**

**The Men's Department is Full of the Greatest Bargains Offered. Special American Men's Suits, Pleated Backs, Belted, Plain Tailored, \$19.00 up.**

# The English - American Clothing Co.,

312-314 WATER STREET.

## SIDE TALKS.

By Ruth Cameron.

### IT PAYS TO KNOW.

A woman I know who is a splendid housekeeper has never taught her two girls cooking or any of the household arts. The reason she gives is this: "I don't propose to let my girls live down to housework their lives the way I have been. I want them to do something better. I am musical and I am a good singer and I guess they can earn their own living if they don't know how to cook."

But suppose they marry? I asked.

"I hope they won't marry anyone who can't get them someone to do the work for them," she said.

Her woman, I suppose, all that bit of music and false outlook is a reaction against the overdone of drudgery she had herself. Nevertheless, I am sure that it expresses itself in a determination to let her girls grow up without the essentials of homemaking.

That Day Will Come.

If they never marry it may not matter much though even the unmarried woman is frequently faced with situations where it would mean a deal to her to be able to step in and help out. When a maid costs a week and their food (perhaps a couple of dollars more), people of the middle class looked upon a maid as a matter of course. But to-day, when to keep a maid means anywhere from \$12 to \$20 a week outlay, only those who absolutely need service or who are distinctly well-to-do, have it. One of the things an English visitor to this country was especially impressed with was the way people of good income do without service. He said he had seen two homes where the income was at least \$10,000 and the wife did her own work.

Knowledge Commands Service.

Therefore, it seems unlikely that

the maids and demands results from them."

Another reason that it means a great deal for a woman to be able to run her house herself, even if she has service, is that if she can't do the work herself, and her maid knows she can't, she is in the latter's power. And did you ever know a tyrant who wouldn't abuse a power like that? I never did.

On light gray or beige colored dresses are worn the lingerie shaped frill collar.

A large hat for formal wear has a white crepe-covered brim and a crown of urbane fur.

Two or three shades of one color are being worn. Yellow, gray and tan are especially popular.

## Govt. Ownership Inefficient and Destructive.

(HERBERT N. CASSON, London, in The Efficiency Magazine.)

Speaking quietly, without rage and prejudice, can any one tell why it is that all government departments in all countries are slow, wasteful, and incompetent?

There must be some basic reason for this, as the individuals in these departments cannot all be inferior to the individuals in private firms.

Almost invariably an able man becomes disabled when he is placed in a government department.

He becomes timid, procrastinating, non-committal, evasive, and unprofitable. He becomes a mere chatel of routine. Why is this?

**REASONS FOR INCOMPETENCY.**

The fact seems to be that man simply cannot be competent in a government job, for the following reasons:

1. There is no payment by results.
2. There is no piecework. There is no profit-sharing. A man gets as much for doing badly as he does for doing well.
3. There is no fear of discharge.
4. A man may be transferred, but as long as his conduct is satisfactory, he cannot be discharged for incompetence. Any sort of a fool can hold a job forever in the civil service.
5. There are no profits to be made.
6. There is no possibility of bankruptcy. If the department doesn't pay—very well. The treasury has plenty.
7. There is no danger of losing customers.

A government department does not depend upon its customers, so that it has no incentive to be quick and courteous and obliging.

8. The main thing is accuracy, not success.
9. A government employee has simply nothing to do with success. His aim is to avoid mistakes. The less he does—the fewer mistakes.
10. Time is of no consequence.
11. As all government employees are

made into clerks they come to have a clerk's disregard for time. To clerks, as to lawyers, a delay is a relief and a comfort—the more the better.

12. The work is impersonal.
13. There is very little personal responsibility in a government office. The clerks have arranged a system whereby nobody is to blame, no matter what happens.
14. There is no competition.
15. A government department is always a monopoly. If it were not it would soon be thrown aside. It has no competition to battle with, and it can take

its ease and do as it pleases.

16. Routine is put ahead of service.
17. In government departments all the workers (if I may use the word) are tied with red tape. They are all the slaves of a system of procedure.
18. There is no enthusiasm.
19. If a man stays in a government job long enough he becomes mummified. He loses all the energy and joy of living that are so necessary to efficiency and success.
20. These are a few of the reasons why nationalisation always has failed and always will.
21. Just put yourself in the place of these poor automata. No matter how able you are, how could you be efficient if you had:

## Reliance Aluminium Ware

**15 p.c. Reduction for cash.**

**Wm. J. Clouston Limited,**

194 Water St. (Market House Bldg.).

Pipings of red-checked gingham are effectively used on a straight frock of white epoque.

McGuire's Ice Cream now ready for delivery. Wholesale only. Phone 794.—jnc:st

—By Bud Fisher

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