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HENRY BLAIR

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Forty-Four Years in the Service of the Public—The Evening Telegram.

Master or Man?

(By SIR SYDNEY M. SKINNER.) Opportunity comes to every man, not once in a lifetime, but thousands of times.

This statement will be challenged, I know, but in my long experience of business I have been forced to admit the truth of it. The man who succeeds is the man who recognises opportunity when it comes, and by every means in his power, consistent with honest principles, uses that opportunity to further his business interests.

At first sight it appears difficult to lay down any fixed rules as to whether a man should strive for success by sticking to his job under a master or going into business for himself.

"It all depends on the man," you may say. Certainly it does; but it is my firm belief that the man who succeeds while working for others is of exactly the same type as the one who achieves success in business for himself.

Stick to It!

There is the matter in a nutshell. The one man, by sheer continuous hard work, makes himself indispensable to those who employ him, and the other, by the same methods, makes himself indispensable to the community.

The one desire of a great many people is to possess a business of their own. Some are out merely to gain personal liberty, but it often happens that a man, although his own master, becomes a slave to everyone else.

Others are ruined by lack of control. An engagement, more attractive than business, turns up during business hours. "And why shouldn't I go?" they argue. "Who is there to dictate to me?" And so their business suffers.

I have known men who spend valuable time, which might be used to advantage in furthering their business interests, in politics, and even billiards or golf. These "side lines" are excellent in their way, but they should come after business.

It must not be thought that I wish to decry interest in politics or public affairs—indeed, the civic spirit is to be encouraged. But by sticking close to business, making trade, circulating money and providing work for others, a man can often serve society and his country in the best way possible.

The man who is in business for himself needs vision. He must know just what the buying public wants. He must be able to provide those things that will make his business grow, because of the increasing demand for them. He must be able to choose the right position for his premises, in keeping with the reasonable rent and charges that he can afford. In the case of a shop, this has more to do with success than is usually supposed.

Some men who do not find enough scope for their brains within the limits of one successful store, open others, and thus we get multiple stores. Such a man, when he commences fresh enterprise, has the ball at his feet.

No Such Thing as Luck.

For my own part, my opportunity lay in sticking to my job as one of the staff of a growing business, and I hope I may say that I have made the best of it. I don't believe in luck. If a man has made up his mind to succeed, he will do so in spite of circumstances.

That "Heaven-sent opportunity" does not come by accident to the man who works hard; he makes it himself. Because of his diligence, he is singled out by those above him as the right man for the job. They recognise that he will put his whole heart and soul into the work and get the best possible results.

And the croucher, looking on, say: "So-and-so's a lucky fellow! Seems to get all the opportunities! Wish I had his luck!" But "luck" had nothing to do with So-and-so's success. Because he put more into his work than the other fellows he got better results. Surely an employer of labour has the right to give the most responsible position to the man or woman from whom he gets the best work? I have no sympathy with the fellow who says: "I never get a chance! I

FACE A SIGHT WITH PIMPLES

Large and Red. Itched and Burned. Cuticura Heals.

"My face was itchy and broke out with large, red pimples. They were scattered all over my face and itched and burned so that I scratched which caused them to grow larger. I could hardly sleep at night. They were a real torture and my face was a sight. The trouble lasted about three months. I began using Cuticura Soap and Ointment and the first treatment stopped the itching and after using two cakes of Cuticura Soap and one box of Cuticura Ointment I was healed." (Signed) Miss Ora Goulette, R. F. D. 4, Box 25, Barre, Vt., March 24, 1922.

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can't get on!" He must make a chance for himself, and he can do that by working hard at the job for which he is most fitted.

When trade is bad chiefs of big business houses have to perform the unpleasant duty of decreasing their staff. It is not a task that any man with a heart would take pleasure in doing, yet it is sometimes a necessity.

But mark what happens. The chief goes to the manager of the department where the trade slump is being most felt. For the sake of illustration, we will suppose that the departmental manager has a staff of ten, which the chief proposes to reduce to eight. Because he wishes to be quite fair, he might suggest that Jones and Brown, the two men who have been with the firm the shortest time, must go.

The Man Who is "Aired."

The manager says: "I can't do without Jones. He is one of the most useful men I have. From the moment he arrives in the morning until he leaves in the evening he works hard, and already he knows more about the department than some who have been here twice as long."

Thus the process of elimination is begun. Jones must not go because he is too valuable. And who shall say that Jones does not deserve his "luck"? He has made himself indispensable to the manager, who, when he has to reduce his staff, naturally gets rid of those who are of least use to him.

Brown, perhaps, is one of those men of whom I have spoken, who allows his private affairs to interfere with his business—discusses them in the office, and wastes both his own time and that of others. Brown is certainly one of those who will go when trade is bad.

The principle is the same in the case of the two men in business for would be the more likely to succeed in themselves. Whom do you suppose a business of his own—Jones or Brown?

Young men of the right sort are of vital necessity in the business world, to take positions of responsibility. They bring with them the ideas of the new generation.

Younger people are earning money and spending it. To supply their needs young men and women are wanted who understand them and can provide them with what they want.



Records in Thinness.

Platinum wire has been drawn so fine that 20,000 pieces of it placed side by side would not cover more than an inch, while 150 pieces bound together would be necessary to form a thread as thick as a filament of raw silk.

A mile of this wire would not weigh more than a grain, while seven ounces of it would extend from London to New York.

Fine as is the filament produced by the silkworm that produced by the spider is even more attenuated. If, for instance, a thread of a spider's web measured four miles, it would weigh little more than a grain.

As a soap bubble floats in the light of the sun it reflects to the eye an endless variety of gorgeous tints. Newton showed that to each of these tints corresponds a certain thickness of the substance forming the bubble; in fact, he showed that all transparent substances, when reduced to a certain degree of thinness, would reflect these colours.

Near the highest point of the bubble, just before it bursts, can be seen a spot which reflects no colour and appears thick. According to Newton, the thickness of the bubble at this black point is the 2,500,000,000th part of an inch!

The burned-out battery in your flashlight will be as good as new if you take out the individual cells, heat them very hot on the stove and put them back in the flashlight while hot.

ALABAMA'S SHIRTMENT FOR THE GRIP AND FLEE.



Positively None Better

"GEMS" are Distinctly Distinctive At all times

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Warm Weather FOOTWEAR!

For Women and Children

CORRECT STYLES CORRECT PRICES

For Men and Boys

Children's Canvas Shoes.

Child and Misses' Brown Canvas Shoes—"Skuffer Style" with Leather sole. A good knockabout Shoe. Sizes 5 to 8 \$1.20, 9 to 11 \$1.40, 12 to 2 \$1.65



Ladies' White Canvas 1 Strap Shoe—Fastened with buckle on side as illustrated and a low rubber heel. Only \$2.30 the pair.

Ladies' White Canvas 1 Strap—With Brown leather trimming, medium heel and pointed toe. Selling at \$2.50 the pair.

Men's Brown Canvas Boots—With rubber soles.

They are light in weight. The proper thing for the balmy days. The same style in White \$1.45 the pair. Men's White Canvas Tennis Shoes—As illustrated, with rubber soles \$1.25 the pair. Same style in Brown \$1.25 the pair.



Ladies' White Canvas Oxfords.

Medium toe and low military heel. A nice Stylish Shoe for Summer wear. Only \$2.00 the pair.

Ladies' White 1 Strap Shoe—Fastened with one button on side, and has a nice plain wide strap and is fitted with a medium heel; rubber heel attached. Only \$2.30 the pair.

Ladies' White Canvas 3 Buckle—A very stylish model with medium rubber heel and medium toe. This Shoe is sure to please the good dresser. Price \$2.50 the pair.

Ladies' Black and White Sport Shoes

Ladies' Black and White Sport Shoe—Medium heel, it has a nice wide strap trimmed with Black, also fancy trimming on toe—\$2.70.

Ladies' White Sport Shoe—With narrow Black trimming around shoe and strap; a very stylish model. Price \$2.70 the pair.

Ladies' Black and White Lace Oxfords—With medium heel. The "Real Sport Shoe"—\$2.80 the pair.

Other Styles in Ladies' Summer Footwear too numerous to mention

PARKER & MONROE, Limited

The Shoe Men

First Aid for Clothes.

Nothing is more annoying at holiday-time than to find that one's smartest clothes have been disfigured by a stain of some kind. If the wrong methods are used matters will become worse, for the stain may be increased in size and made permanent. Sea-water has a staining action on account of the chemicals it contains. Any fabric that has been wetted by

it should be placed as soon as possible in fresh water and steeped for a short time. If this is done there will usually be no stain.

Do not use soap for dealing with fruit stains. Use hot water, and if this does not remove the discoloration try sponging with weak acetic acid, afterwards rinsing well.

Ink stains should never be sponged with water, for this causes them to spread. Place the stained material in a saucer of milk. A subsequent

sponging with cold water will take out any marks made by the milk.

If a spot of grease is dropped on clothing, as much as possible should be removed by gentle scraping. The material should then be placed under a sheet of clean blotting-paper and a hot iron applied. The heat melts the grease and the blotting-paper soaks it up.

When you need that Taxi Phone 2016.

A charming jaquette of camel-hair is embroidered in an Egyptian design in Brown and lined with crepe de chine.

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