

## CEMENT

1000 barrels  
Best Portland Cement  
in Barrels and Sacks  
LOWEST PRICES

A. H. Murray & Co., Ltd.  
BECK'S COVE.

June 28, 1923

## Get it at Blair's

Ladies' White  
Cotton  
Vests

QUALITY GOODS.  
Short Sleeve with White  
Lace Front.  
Size 4, 5 & 6—45c. each.  
Size 7—50c. each.  
Other Ladies' Vests from

only  
20c. each

LADIES' CORSETS

Unequalled  
Values

OUR SPECIAL  
at \$1.25

is a wonderful seller be-  
cause of its worth.  
Other Good Values

only  
\$1.50 & \$1.85  
pair

## HENRY BLAIR

tu, th, s

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 suc-  
ceeds is the man who recognises op-  
portunity when it comes, and by  
every means in his power, consistent  
with honest principles, uses that op-  
portunity to further his business in-  
terests.

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

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

#### Stick to It!

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

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 con-  
trol. An engagement, more attrac-  
tive 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 busi-  
ness 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 deny interest in politics or public af-  
fairs—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 him-  
self 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, be-  
cause 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 suppos-  
ed.

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 com-  
mences 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 suc-  
ceed, he will do so in spite of circum-  
stances.

That "Heaven-sent opportunity"  
does not come by accident to the man  
who works hard; he makes it him-  
self. 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 grouches, looking on, say:  
"So-and-so's a lucky fellow! Seems  
to get all the opportunities! Wish I  
had his luck!" But "luck" had noth-  
ing 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 la-  
bour has the right to give the most re-  
sponsible position to the man or wom-  
an 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 Oint-  
ment I was healed." (Signed) Miss  
Ora Goulette, R. F. D. 4, Box 85,  
Barre, Vt., March 24, 1922.

Use Cuticura Soap, Ointment and  
Talcum exclusively for every-day  
toilet purposes.

Sample Book Free by Mail. Address: "Cuticura Dis-  
tributors," Dept. 24, P. O. Box 100, Portland, Me.  
Where Soap, Ointment and Talcum are sold.

Remember! Cuticura Soap always without soap.



Get the  
Carton  
with the  
Handy Spout

REGAL  
FREE RUNNING  
Table Salt

THE CANADIAN SALT CO. LIMITED

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 his  
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 de-  
partment where the trade slump is be-  
ing most felt. For the sake of illus-  
tration, we will suppose that the de-  
partmental 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 with-  
out Jones. He is one of the most use-  
ful 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."

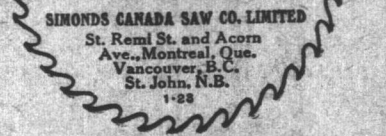
Thus the process of elimination is  
begun. Jones must not go because he  
is too valuable. And who shall say  
that Jones does not deserve his  
"luck"? He has made himself indis-  
pensable to the manager, who, when  
he has to reduce his staff, naturally  
gets rid of those who are of least use  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



Edge-Holding Saws  
Fast-Easy-Cutting  
SIMONDS  
SAWS

SIMONDS CANADA SAW CO. LIMITED  
St. John's, Nfld. and  
Vancouver, B.C.  
St. John's, Nfld.  
1-23

Records in Thinness.  
Platinum wire has been drawn so  
fine that 30,000 pieces of it placed side  
by side would not cover more than  
an inch, while 150 pieces bound to-  
gether 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 bub-  
ble, 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.

AN ADVERTISING FIRM FOR THE  
GRIP AND FLU.



"GEMS"  
are  
Distinctly  
Distinctive  
At all times

Imperial Tobacco Co.  
London, England

## Warm Weather FOOTWEAR!

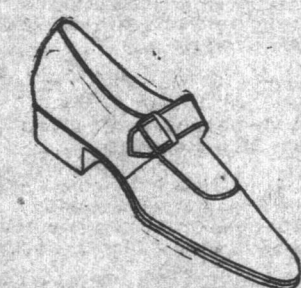
For Women  
and Children

CORRECT STYLES  
CORRECT PRICES

For Men  
and Boys

#### Children's Canvas Shoes.

Child's 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

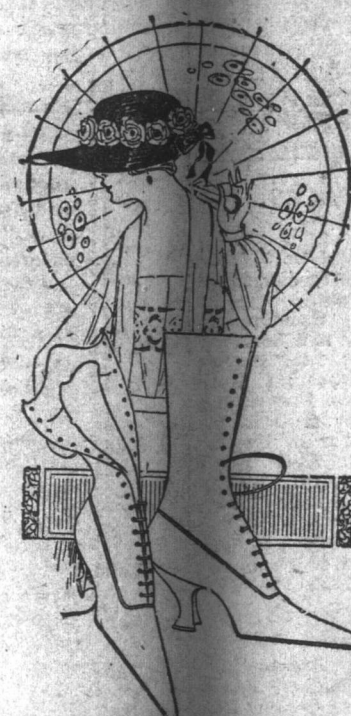


Ladies' White  
Canvas 1 Strap  
Shoe—Fastened  
with buckle on  
side as illustrated  
and a low rubber  
heel. Only \$2.30  
the pair.

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  
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 medi-  
um 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

Jun 21, 1923, tu, th

### First Aid for Clothes.

Nothing is more annoying at holi-  
day-time than to find that one's smart-  
est clothes have been disfigured by  
a stain of some kind. If the wrong  
methods are used matters will be-  
come worse, for the stain may be in-  
creased 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 pos-  
sible 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 discolor-  
ation 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.

June 21, 1923

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

House Wiring a specialty. Re-  
pairs promptly attended to.  
BOWRING BROTHERS, Ltd.,  
Electrical Department.—Incl. 4

MINARD'S LINIMENT USED BY  
PHYSICIANS