

Just  
Folks

SUCCESS. Well, I'll tell you the way—There are things you must do and a price you must pay. There is much to be done and there's much to be borne. The mantle of glory may truly be worn.

First you must catch the broad vision and see how great in your hands may your task come to be; the humblest of duties soon looms very large. Whenever a great mind shall take it in charge.

If you really are eager to climb to success you must give to your task everything you possess; No "just good enough" will bring honor to you. Success demands always the best you can do.

You must carry your burdens with never a whine. Nor grumble whenever your sun fails to shine. There is grief to be suffered and heartache to meet, and you must learn how to accept a defeat.

Success is the goddess of merit alone. By no other way can its glory be known; You must work for it, strive for it, dream on and plan. And truly deserve it by being a man.

### Plain Girls Attract Men.

No Girl Need Sigh When She Looks Into Her Mirror!

You may not have a film face, nor stand any chance in a prize beauty competition. Your hair may be lustrous, your mouth large, your whole issue of features "misty." Nevertheless, to some boy you are a "some" girl, the only girl and the most beautiful girl in the wide world.

A girl can always get a boy, just because she happens to be that wonderful and incomparable thing, a girl. And Mother Nature, the great match-maker, is the most artful dame ever. She brings a boy and girl together, and presto—the next day the boy goes up to his boss for a rise. Even in football boots he walks on air; and he wonders how he could have been bat-blind to the beauty of Laura for so long.

No Girl is Ugly to Her Boy.

Have you ever noticed that no two mirrors reflect exactly the same image? Try. You see a subtly different picture in every glass. Similarly, no face appears the same to any two persons.

This is because we never really see a face until we know its owner intimately. Even then we have a "private view" in that we see not only the face but also an indefinable quality of personality.

The sweet face of our mother is a feast for our eyes. But strangers could look upon the dear old lady unmoved. They see only a face, chastened, lovable. There are millions such.

Love is the divine artist who transfigures the faces of parents, sisters, brother, lovers and friends. There is nothing in the world more powerful than the fascination of the face.

Therefore, ugly girls attract men by their beauty. This sounds ridiculous; Nevertheless, it is incontrovertibly true. No girl is ugly to her boy. On the other hand, many a boy sees in the plain face of his girl a definite prettiness which, even allowing for the glamour of love, has no existence.

Why Plain Girls Keep Boys.

Just as nine men in ten drift into matrimony without even going through the formality of "popping the question," so seven out of ten seldom actively seek beauty in women. When a boy and girl kindle the divine spark, it isn't because each has set out to find a mate. It just happened that the right two met and "clicked."

There are no ugly girls. But there are many beautiful girls. These inspire everybody with love; and, as often happens, may easily marry the wrong man.

The plain girl makes no such mistake. Her choice is easier. There isn't the same competition for her hand. But she knows it isn't the mere fetish of beauty which brings her lovers.

It isn't easy to say why a plain girl can always attract and keep a lover. Certainly he has the satisfaction of feeling that she will not bore him. She will, moreover, be more natural than the girl who presents herself upon her beauty. She doesn't overawe a fellow with her finery; she is something not too sweet and expensive for human nature's daily food.

### Did She Love Him?

"My dearest John," she said as her lover was about to start on a journey around the world, "will you be true to me when you are far away? Promise me that you will write from every city and town you visit."

"Oh, Ada!" he exclaimed, "is it love that prompts you to ask this? Ada, swear to me, do you really love me or are you merely collecting foreign postage stamps?"



## IMPORTANT UNDERPRICINGS IN MEN'S and BOYS' SUITS & OVERCOATS

The Key to Profitable Buying



### Underpricing Men's Serge Suits

Men with a fancy for plain Navy or Brown Wool Serge Suits, style, perfect tailoring and just now linked with the very lowest prices that it is possible to find to-day.

Regular \$20.00	Sale Price	\$16.90
Regular \$22.50	Sale Price	\$19.60
Regular \$25.00	Sale Price	\$21.45
Regular \$30.00	Sale Price	\$26.50
Regular \$35.00	Sale Price	\$29.50
Regular \$38.00	Sale Price	\$31.80
Regular \$50.00	Sale Price	\$43.75
Regular \$60.00	Sale Price	\$53.45

### Men's Tweed Suits

Regular \$22.00	Sale Price	\$18.85
Regular \$25.00	Sale Price	\$21.50
Regular \$30.00	Sale Price	\$25.35
Regular \$32.50	Sale Price	\$26.80
Regular \$35.00	Sale Price	\$30.15
Regular \$37.50	Sale Price	\$31.90
Regular \$43.00	Sale Price	\$36.95
Regular \$55.00	Sale Price	\$48.25



### Underpricing the Men's Top Coats

#### MEN'S WOOL OVERCOATS.

Single and Double Breasted Heavy Wool Tweed Overcoats; some with patch pockets and half-belted backs, deep collars and strap cuffs; Italian or all wool lined; these latter are particularly warm.

#### Single-Breasted—Italian Lined.

Regular \$27.00	Sale Price	\$23.65
Regular \$30.00	Sale Price	\$24.95
Regular \$33.00	Sale Price	\$28.55
Regular \$37.00	Sale Price	\$30.65

#### Double-Breasted—Wool Lined.

Regular \$38.00	Sale Price	\$31.65
Regular \$48.00	Sale Price	\$40.45
Regular \$50.00	Sale Price	\$42.35

#### Men's Curl Cloth Overcoats.

Tidy-fitting Curl Cloth Overcoats with Black velvet collar. Just the right weight for the season; a few only. Special \$19.75

#### Men's Heavy Overcoats.

These are with doubt the very best value in Top Coats to-day. The material is good, lining best grade; several shades and styles; values to \$33.00. Special S. Price \$25.95

### SPECIAL!

#### LITTLE BOYS' OVERCOATS

Mostly to fit 3 to 5 years; heavy Tweed make, with warm plaid linings, double breasted and snug fitting roll collar, belted. Regular up to \$12.00. Sale Price ...

8.45

#### And BOYS' OVERCOATS

To fit 3 to 8 years; heavy Grey Tweed make, plaid lined, storm collar, belted, double breasted. Regular \$12.00. Sale Price ...

9.95

#### BOYS' RUGBY SUITS

3-piece short pants Suits, open knee style, to fit boys from 10 to 16 years. These offer very excellent values at their Sale Prices.

Regular \$11.00	Sale Price	\$8.90
Regular \$12.50	Sale Price	\$10.85
Regular \$14.50	Sale Price	\$12.25
Regular \$17.50	Sale Price	\$14.65
Regular \$19.00	Sale Price	\$16.70
Regular \$21.50	Sale Price	\$19.25
Regular \$24.00	Sale Price	\$20.90

### Underpricing HART, SCHAFFNER & MARX

#### Men's Suits

The pick of styles in high grade, well set up Suits in fancy Wool Tweed Serge and Worsted, at prices even lower than last quotations.

Reg. \$45.00	Sale Price	\$39.90
Reg. \$55.00	Sale Price	\$47.50
Reg. \$62.50	Sale Price	\$55.75
Reg. \$65.00	Sale Price	\$56.75
Reg. \$70.00	Sale Price	\$59.50
Reg. \$80.00	Sale Price	\$68.75

#### BOYS' BLUE NAP REEFERS

And such snug-looking Reefers they are in heavy Navy Nap; brass buttoned, Italian lined. A coat that appeals to every boy at this season; to fit from 3 to 8 years. Regular \$13.00. Sale Price

9.95

#### Men's Top Coats

Smart looking, shapely Top Coats for smart dress—warmth without weight materials, single and double breasted; one or two of size remaining over.

Reg. \$60.00	Sale Price	\$49.25
Reg. \$70.00	Sale Price	\$59.25
Reg. \$85.00	Sale Price	\$68.35
Reg. \$90.00	Sale Price	\$78.25



#### BOYS' NAVY and GREY NAP OVERCOATS

Just a few of these very snug-looking, belted, storm collar, plaid lined, double breasted style; to fit 3 to 8 years. Reg. to \$17.00. Sale Price

15.35

#### Boys' Norfolk Suits Boys' Russian Suits

Real Boys' Suits in good wearing Tweeds; sizes to fit 7 to 13 years. The following reductions are well worth your consideration:

Regular \$11.00	Sale Price	\$9.55
Regular \$12.00	Sale Price	\$10.30
Regular \$13.50	Sale Price	\$11.45
Regular \$15.00	Sale Price	\$13.10

Another pretty style for chaps from 3 to 8 years, warm wool Tweed make, belted and collared.

Regular \$ 7.00	Sale Price	\$5.90
Regular \$ 8.50	Sale Price	\$7.10
Regular \$ 9.50	Sale Price	\$7.80
Regular \$11.50	Sale Price	\$9.90

James Baird  
LIMITED

### SPECIAL!

#### BOYS' & YOUNG MEN'S OVERCOATS

140 of these in Cloths, Tweeds, Meltons and other materials; single or double breasted; some with half belted backs; values up to \$25.00. Sale Price ...

14.45

#### BOYS' PINCH BACK SUITS

A very neat looking style in best English Wool Tweeds, dark and light Greys and mixed Browns, to fit 8 to 14 years.

Reg. \$17.50	S. Price	\$15.90
Reg. \$18.50	S. Price	\$16.90
Reg. \$21.50	S. Price	\$9.65

#### YOUTHS' TWEED SUITS

3-piece Suits, long pants, to fit 13 to 14 years. These show a very nice range of Tweed patterns; plain or Pinch Back style, with or without cuff bottoms.

Regular \$12.50	Sale Price	\$10.65
Regular \$16.50	Sale Price	\$14.95
Regular \$18.50	Sale Price	\$16.10
Regular \$26.00	Sale Price	\$22.40
Regular \$28.00	Sale Price	\$24.75

### The Big Fight May Be Staged in Connecticut.

Georges Carpentier, the French heavyweight champion, according to cablegrams from the other side, is due to arrive in Paris to-day. Prior to his departure last Saturday all articles for a bout with Champion Jack Dempsey were signed, and Bob Edgren, a New York sporting writer, has the agreement in his possession. He will also act as stakeholder. The necessary articles were signed to the Hotel Claridge, New York.

That the big fight, financed by the now famous triumvirate of sporting and theatrical promoters, William A. Brady, Tex. Richard and Charley Cochran admitted this week that the Cuban bidders had failed to come through with the offer they had promised to make. "Tex" Richard went then one better, and bearing in the mind the disastrous results encountered by Jack Curley and Tom Jones, who promoted the Willard-Johnson fight in Havana, said the "wettest island in the world" was out of the question.

Cochrane later supplemented his first announcement with the statement that the fight would be staged "within easy reach of New York."

It is now stated authoritatively that the city now being considered and negotiated with for the championship battle, which will be staged in an outdoor arena on July 4, is none other than Bridgeport, Conn.

Joe Mulvihill, a life-long friend of "Tex" Richard and one of his assistants in Toledo last year, was commissioned this week to go to Bridgeport for the purpose of "feeling out public sentiment there and also to locate a site for the arena." Joe has been in Bridgeport all the week. He has conferred with Mayor Clifford H. Wilson of that city, himself a strong booster for boxing. The Chamber of Commerce is boosting for the bout. Assurances have already been received from the State governmental powers in Hartford that the authorities will not interfere.

The war record of Georges Carpentier seems to have washed away whatever opposition existed in Connecticut against championship bouts in which Jack Dempsey was a participant. The State arose as one in opposition to a Dempsey-Willard battle. But this feeling has been done away with. Boxing has been legal in Connecticut and under local commissions' rule has proved a huge success.

### America and the League

Nothing has occurred to cause any one to abandon the opinion that the United States will yet enter the League of Nations. President-elect Harding speaks of an 'association of Nations' which the Republic would be willing to enter; the future will probably show that the 'association of nations' is the League of Nations. Comments made by some leading Republican papers are significant in this connection. For instance, there is an editorial in a recent issue of the Boston Record, a most energetic Republican paper, in which the following passages occur:

"Whatever differences of opinion there may be among American people regarding the Wilson League of Nations . . . It is clear that American public opinion, like the public opinion in other civilized countries, is insistent that there shall be put into operation an effective system of international relations which will reduce the menace of international war. It is almost equally clear that public opinion wants action quickly . . . The best judgment of statesmen, including many of the leaders of the Republican party such as Mr. Root and Mr. Taft, is unquestionably that the League furnishes a satisfactory foundation upon which to build, and to build at once. To cast aside in toto what was done at Versailles and to start anew and alone does not impress us as either a feasible or admirable undertaking. The League of Nations can be accepted by the United States as amended as fully to accord with all interpretations of the recent election or referendum."

Extremists and persons whose mental processes have more of quickness than thoroughness usually make the most noise in election campaigns but they are not the people who direct party policy after the victory is won. Many persons who had much to say during the Republican campaign will have very little to say as to the course the Republican party will pursue when it comes into power next March. Men like Taft and Root will be much more influential, and the large body of Republicans who shared their views as regards the merit of the League of Nations and their view as to the demerits of the Democratic Administration. Obviously, there will be some modifications of the League plan; considerations of political expediency to which the Republicans will not unreasonably give some attention will cause Mr. Harding and his colleagues to stand out for some modifications or reservations, and opinions expressed in Europe have indicated that there will be no great difficulty in reaching a satisfactory agreement in this connection; but it is still probable that Uncle Sam will come in.—Sydney Record.

Covered hangers will save your sheer blouses, and are not much trouble to make.

Don't Say Paper, Say "The Evening Telegram."