# HARDWARE

Our New Goods Just Arrived and now offered at the lowest price that it is possible to sell.— Our Usual Low Price.

COPPER KETTLES, Nickel Plated. MILK PAILS, with Strainers. SERVICE RED PAINT, 1s, 1/2s. LAMP BURNERS, all sizes. SEWING MACHINE OILS. MILK BUCKETS, heavy type. GALVANIZED GARBAGE PAILS. OAK WASH TUBS.

# OakKegs

For the Berry-making season, made of solid oak on our own premises; sizes 6 gallons and 12 gallons. Prices, 2.75, 3.00 each.

SCHOOL SLATES, all sizes. GALVANIZED WASH TUBS. BOILERS, STAMPED STEEL, tinned. GALVANIZED CLOTHES BOILERS. DIPPERS, STAMPED STEEL, tinned. FLOUR SIFTERS, LANTERNS. LOAF TINS, all sizes. BREAD TINS, DUST PANS.

#### Aluminumware, Hardware, etc

If you want anything in the Household line, such as Pans, Kettles, Mugs, Dippers, Saucepans, Teapots, Sugar Basins, Pie Dishes, Cake Coolers, Sink Strainers, etc., we have it or any other ware that you need, at such low prices that the quality of the goods will allow.

ELECTRIC BULBS, 25w, 40w, 200w. GROCERS' TINNED SCOOPS. MIXING PANS, CLOCKS. LAMP CHIMNEYS, all sizes. TOILET PAPER, FRAME SAWS. CARPET SWEEPERS. COTTER-PINS, vest pocket box size. SCREWS, Iron and Brass.

## Oil Heaters 7.30, 8.10, 10.85

Wicks, 45 cents each, ready to put in.

CURRY COMBS, MINCERS. BRASS POLISH, the best. CARTRIDGES, English and Canadian. ELECTRICIANS' HEAVY GLOVES. WINDOW CURTAIN POLES. BAR IRON, all sizes and SHEET IRON

# G. KNOWLING, Ltd.

#### Uncommon Sense

AGE.

feels that he has not enough of this others. supply.

Far be it from me to advise indif- a tramcar.

It is not, however, necessary to go | ial form of oath.

"Man," says the Bible, "was born to trouble as the sparks fly upward. a great many different people in the Naturally, he will dispose of as world, and each of them has his own much of it as he can.

And the kindly disposed person who how he ought to behave towards you God!"

ommodity can easily get an over Once, when a boy, I saw a fight between a conductor and a driver of MINARD'S LINIMENT

#### Laughs From

the Lawyers.

Good Tales of Barristers at "The Bar."

ound these different towns, on "tour" round the table many a good story of that his turnover is too low. the lighter side of professional life is

There was, for instance, the perfectly true tale of John Smith, who, on his name being called at an assize, was put in the dock in mistake for quite a different offence.

The unfortunate culprit in vain protested his entire innocence, and even ignorance, of the offence, but every time was told to be silent till an official opportunity came for adfressing the court.

ing an umbrella."

risky sport of "getting at" the majesy of the court itself. The judge of a Court of Appeal once said to an earnest young barrister, "But you must give this court credit for knowing In Lawrence, Kansas, is the store something."

"My lord," replied the barrister, 'that's exactly the mistake I made with the court below." Another young barrister differed from a learned judge as to the prob-

able ruling of the Court of Appeal. "Well." sarcastically remarked the judges better than I do. I only see them every day at lunch." "Your lordship, no doubt, sees them at their best," was the rather

startling answer.

A very common-sense, summing-up Tramp," in "Pie Powder, delivered by one of the most eminent of our jud-

"Gentlemen of the jury," he said, "if you believe the witnesses for plaintiff, you will find for the defendant. If you believe the witnesses for the defendant, you will find for the plaintiff. If, like myself, you don't believe any of them, heaven knows which way you will find. | 1 vour verdict

Here is another good story. An fight, was being cross-examined.

dog or a married dog you are not in they will remain so. a position to say." And the witness gave the case away for her side.

In the profession, of course, the strike the outsider is sometimes lia- to the value of £500. ble to wear a trifle thin. And there is a tale of one very conscientious young barrister who had been briefed Henry I. which even went as far as ed sheet of Court news, began its namely, rather sea-sick! speaking part, but, nevertheless, the

for the Supreme Court. barrister is always instructed through fined twenty shillings. solicitor, and not directly by the client-inquired casually if he "would

care to meet the mug." barrister. "The mug, of course," was a strap fastening them down at the the disconcerting answer, "the prize bottom—a fashion that lasted some ass who is paying you."

And not a soul noticed.

the Counter.

What does it matter if the manu facturer produces the best goods in the world, if he advertises them under a trade-marked name so consis ently that they are known from coast to coast, if he puts them on the the pleasantest of these are when he shelves of practically all the retailers; the spiders will merrily spin webs around them if they are not researchers, and investigators on the trail of "cost of distribution" have followed the goods of the world into mess to which admission is jeal- the retail store and have told the reously restricted as to any club, and tailer—that is, the average refailer-

In scores of smaller stores in Am erica and particularly in the more progressive smaller retail establish ments in the Middle West and Far West, the investigator finds little another John Smith, charged with by the proprietors and conducted by methods similar to the training methods of of the metropolitan stores. Sales forces assemble in the stores in the evenings, and study merchandise analysis and stage mock sales.

Often these evening sessions are addressed by the travelling salesmen When at last his chance came, the of concerns from whom the stores buy man nervously put it to the jury that goods. Manufacturers and wholethere "was a mistake somewhere, salers whose products are marketed What I'm really here for is for steal- by retail stores are training their salesmen in all branches of retail merchandising; these road men often In a polite and professional way, are former retail salesmen; they barristers sometimes indulge in the know how to sell and they go out into their territories, with orders from headquarters to impart their knowledge of salesmanship to their cus-

of a retail clothier who, among clothiers everywhere, is considered a big league merchandiser

"Listen." this man confided to me "the best source in the world for selling ammunition is the traveling salesman. Me, I never buy a bill of goods that I don't demand, along with the judge, "you probably know the appeal goods, enough information about them to sell them. When I put in a new line, I kidnap the salesman Then I call my own men together and say to them, Boys, this fellow here just sold me some goods, and he gave me a danged good selling talk about them. Now I'm going to ask was once, according to "A Circuit him to repeat that talk to you. I want you to make notes and ask questions; so that when the goods come in, you can sell them."-Arthur H. Little, in Forbes Magazine (N.Y.)

### Customs in Clothes.

FINED FOR A FASHION!

there was a form of jumper in hardie.

"You swear, madam," said the letters, leaves, or other devices."

alarmed at two dogs fighting?" ulated by law. There was an edict Days." She has been at Los Angeles explaining to me the rules—I ordered "No," said the lady, "it was a single dated June 2nd, 1785, and issued by a great deal recently, writing stories him back to my desk. "Remember, madam, that you are Antoinette, which decreed that "the originally written in that way. on your oath, and be very careful. length of handkerchiefs shall be equal What you mean is that there was only to their width." Since then they have one dog; but whether it was a single been square; and it seems likely that

The top-hat was first introduced in was so flustered that she practically England by a Strand haberdasher crowd was attracted that he was summoned on a charge of breach of the majesty with which wig and gown peace, and was required to give bonds for E. G. Browne, in the course of a ably going wrong somewhere, and let

Laughter at Long Trousers. to "watch" a case. This entails no to prohibit the wearing of long hair. career about eighty years ago. "Its That was the beginning of a bad Such articles as boots did not esjunior" put all the energy into cape the eagle eye of the law-makers, an ordinance of the Shah that each them of varying lengths in a fortreading up the points that he would as in an edict dated 1465 people were number, as published, should be for- night. And then something happen have devoted to preparing an address forbidden to wear boots the pykes or warded to all the officials in the king- ed! I had gone to bed, and at about After some days of this, the soli- in length. Anyone breaking this law from their salaries."—AUDAX. itor who had "instructed" him-a would be cursed by the clergy and

Long trousers appear to have been first worn about 1812, and were at first the subject of much amusement. "What mug?" asked the surprised They were made fairly straight, with

thirteen years. Even court officials have their at the thighs and tight-fitting round points of humour. As most readers the ankles, which were discarded in know, a jury have sometimes to be 1850 in favour of the bell bottoms. "locked up" to consider their verdict. These were much the same as sallors

#### What I Hear

Mr. Thomas Hardy, who was eight hree last June, has just finished a poetical play which will be acted by the Dorchester players, and publish-ed by Messrs. Macmillan.

Mr." Basil MacDonald Hastings is riting a play for Mr. Matheson Lang.

Mr. Oliver Baldwin, the eldest son of the Prime Minister, has written a and prison life in Soviet Russia. The book will shortly be published under

Countess Russell, who is at presen staying in her Swiss chalet, is writing another new novel.

Leading German publishers have reolved to suspend entirely the publication of scientific works as neither the eading public nor the universities are

The British Museum reading-room has recently been closed for cleaning purposes. A quarter of a million (out of a total of 3,000,000) volumes have

The Revue Mondiale is publishing some new extracts, from the Journal of Marie Bashkirtseff, in which the unfortunate girl refers in touching terms to her affection for England

D'Annunzio's latest books is likely to provide some interesting revelaself" or "Between Me and Myself." and records the poet's efforts to explain himself and his actions. The author's "The Luckless Adventurer" and "The Archangel of Asia"-his book on the Orient-are also announced from Italy.

Mr. E. F. Benson is the latest author to follow the vogue for the "uncanny story." His collection is shortly to appear with the title of "Visible and In-

Mr. Middleton Murry says in his 'London Letter" to the "Literary Review" of the New York Evening Post that "Mr. de la Mare is engaged in writing an essay on Katherine Mansfield's work and that he feels himself in the position of 'a donkey invited to

One of the greatest literary hoaxes of recent years was the publication in 1911 of the "Memoirs of Li Hung Chang," supposed to have been writ- When the ten by himself and edited by W. F. Mannix, a Philadelphia journalist with a touch of genius. A new edition of the book is now appearing in America under the amended title of "The Spuri-As far back as the reign of Edward ous Memoris of Li Hung Chang."

vogue which was known as the cote- It need not be recalled that Mrs. Elinor Glyn once wrote a story en-In Henry IV.'s time the scalloping titled "Three Weeks," because it was Philippine Islands, dictating letters the evidence largely turned upon a in 1463 a law was passed against "the stir, and also made a good deal of Filipino. Suddenly he got up and chance meeting in a street over a dog cutting of the edges of sleeves or the money. Apparently Mrs. Glyn has a walked several paces from me and borders of gowns into the form of regard for what one might call a cal- stood still under an arch. endar title, for a new story which she Thinking he had gone mad-or had counsel suavely, "that you were Even handkerchiefs were once reg- has coming out has the name "Six just thought of a new game, without Louis XVI., at the request of Marie for the cinema, and the new novel was He politely but firmly refused.

> Lady Londonderry is writing the life of her father, the late Viscount green.

England by a Strand haberdasher From the Morning Post: A former he merely pointed to the electric light named Hetherington. Such a large Shah of Persia adopted the method of lamp which was merrily swinging like A law was passed in the reign of first Persian newspaper, a lithograph- was so as not to show what I felt, points of which exceeded two inches dom, the cost thereof being deducted 2 a.m. there was a tremendous bang

### It May Be So.

BUT WHAT OF ITS

SARNIA, Ont., Oct. 2.-The recent publication of a despatch from Gore the same place. Bay, Ont., telling of the death of Mrs. only great-great-grandmother in Ontario, has brought forth a claimant for that honor from Lambton County. Living in the village of Watford, about 25 miles east of this city, is Mrs. Jane and during this period of isolation wear to-day. A little later the peg-they are placed under the control of tops again became the fashion, this ference to the misfortunes of others. a bailiff, who is sworn in by a spec-It is not, however, necessary to go about seeking quarrels and trying to make our friends and neight of time.

The man who wants to borrow trouble will find plenty to lenders. He can have all he wants, for any length of time.

Let him be known as a trouble borrower, and people with more of it than they need will seek him from everywhere.

Neither is it advisable to question the right of the policeman who seems tif than they need will seek him from to trouble as the sparks fly upward.

"Man," says the Bible, "was born to trouble as the sparks fly upward. Naturally, he will dispose of as much of it as he can.

And the kindly disposed person who "a ball not suffer them to behave towards" you God!"

It is not, however, necessary to go about seeking quarrels and trying to make our friends and neight on one occasion the clerk had mistaid his copy of the oath, and the craze. These were the forerunners of the great great-grandchildren, and hall his copy of the oath, and the craze. These were the forerunners of the great great-grandchildren, and hall he sufficient for the policeman who seems the first of the policeman who seems the spark of the policeman who seems to trouble as the sparks fly upward.

"Man," says the Bible, "was born to trouble as the sparks fly upward.

Naturally, he will dispose of as much of it as he can.

And the kindly disposed person who have towards and trying to make our friends and trying to make our friends and neight hall his copy of the oath, and the craze. These were the forerunners of the great grandchildren. On the spark still his, copy of the oath, and the craze. These were the forerunners of the great grandchildren. The finally, about 1875, "bags," just straight-out funnels, became the craze. These were the forerunners of the great grandchildren. The final his copy of the oath, and the craze. These were the forerunners of the great grandchildren. The final his copy of the oath, and the craze. These were the forerunners of the great grandchildren. The final his copy of the oath, and the with a little assistance. Her descenda soul noticed.

When gasoline is used to remove grease spots, it often leaves a ring, estable has lived continuously with the pecially on woolen goods. Vinegar exception of four years spent in Port is as efficient and leaves no stain.

Cares.—oct2,tr

marriage when, with her husband, she removed to Lambton county where she has lived continuously with the exception of four years spent in Port is as efficient and leaves no stain.

Huron, Michigan.

When gasoline is used to remove she has lived continuously with the exception of four years spent in Port were men and the other half woman



# This Morning

Millions removed the film

You know them by their whiter teeth

When you see pretty teeth, re-There is now a new way of teeth cleaning. Millions of people em-

It will do for you what it does for others. The results will amaze and delight you. A ten-day test to prove this will be sent you if you

That dingy film

Teeth are made dingy by a film—that viscous film you feel. It clings to teeth, enters crevices and

then it forms dingy coats. Tartar

to ferment and form acids. olds the acids in contact with the each to cause decay. breed by millions in it

ey, with tartar, are the chief se of pyorrhea.

Pepsodent is bringing a new dental era through these unique That's why few escaped tooth oubles, and why beautiful teeth ere seen less often than now. No

#### Now different

Now you can combat it. Dental sience has found two effective ays. One acts to curdle film, one we it, and without any scouring.

Able authorities proved these methods by many careful tests. Then a new-type tooth paste was

#### 10-Day Tube Free

Free

A 10-Day Tube

See Coupon

Avoid Harmful Grit

created, based on modern research, and these two great film destroy-ers were embodied in it.

That tooth paste is called Pep-sodent. Careful people of some 50 nations are employing it today.

Other needs

Research proved other things essential. So Pepsodent multiplies the alkalinity of the saliva. That is there to neutralize mouth acids, the cause of tooth decay.

It multiplies the starch diges-tant in the saliva. That is there to

digest starch deposits which may otherwise ferment and form acids.

New beauty comes

Pepsodent brings whiter teeth, cleaner, safer teeth, and quickly.

One week will prove this to you.

Send the coupon for a 10-Day Tube. Note how clean the teeth feel after using. Mark the absence of the viscous film. See how teeth

whiten as the film-coats disappear.

your teeth today, and let the re-

sults decide for you. Cut out the

coupon so you won't forget.

Compare your teeth then with

THE PEPSODENT COMPANY partment N-IX 1104 S. Wabash Avenue, Chicago, III.

# Earth Trembles.

Pepsodent

The New-Day Dentifrice

A scientific tooth paste based on modern research, free from harmful grit. Now ad-vised by leading dentists the world over.

What it Feels Like to Live Through

An Earthquake. (By One Who Has Been in Many). important witness in one case, where of ladies' skirts was not allowed, for an enormous success, made a great to my shorthand clerk, a placid

"No senor," said he.

"Earthy quakie," said he, turning "Loco" (which means idiot). I replied, "There is no earthquake;" but

forcing people to buy a newspaper, a pendulum.

whether they liked it or not. Profes- I then realized something was problecture delivered in 1913 on Persian him stay under the arch, which was Journalism, told his audience that the a nice safe place. But I sat where I

circulation," he said, "was built up by shock. We had some two hundred of I was literally heaved up in my bed -John O' London, and bounced back again on to the spring mattress. I got out of bed and went on to the tennis court. There I saw an extraordinary sight. saw what appeared to be a localise electric storm-hundreds of flashes of forked lightning, all centralising from

The bang I had heard was the erup George Pearson, believed to be the tion of Taal Volcano, some miles off, where some fourteen hundred people were immediately killed, more by poisonous gases than by the explosion, I believe. The electric storm was caused by the upheaval creating an electric disturbance over the cra

# Notice!

NFLD. GOVERNMENT COASTAL MAIL SERVICE.

S. S. PROSPERO.

S.S. PROSPERO will sail for usual Northern rts of call at 10 a.m. Wednesday, October 3rd. FREIGHT NOW BEING RECEIVED.

NEWFOUNDLAND GOVERNMENT COASTAL MAIL SERVICE.

### 

100 HALF BARRELS PEARS

NOW IN STOCK. 50 BUNCHES BANANAS. 50 BOXES CALIFORNIA APPLES. NOVA SCOTIA GRAVENSTEIN APPLES, in Bris.

Due in few weeks BURT & LAWRENCE 14 New Gower Street

#### Fifty Years a Newsy

n Booth and Wilson Bar-

actresses, but I liked running on a train better."

Ont., Oct. 2.—Some John T. Raymond, one of the most ces are attached to the picturesque figures the theatre ever 'Newsy" on the ratiroad produced, was a longtime friend of fifty years of it, accord- Hancock, "He was the greatest gam-"Pop" Hancock, who has bler I ever knew," said Hancock. "He ed his golden jubilee in would never pay for a thing outright, . It was in St. Thomas that but would always flip a coin to see ut as a newsboy on the who would settle. If I lost he would

estern Railroad that later pay anyway."

Michigan Central. During John L. Sullivan, the famous pugilat this end of the line he ist, was another acquaintance. On one he theatres, often serving occasion he playfully tossed all of lary. In this way, and Hancock's stock of papers out of the his duties as train "but-de the acquaintance of dollar bill. That was when Sullivan most famous actors of a was in his prime, and money slipped o, and was on good terms through his fingers as though they nember of the theatrical were greased, "It's different now," conof the five million, more a class of passengers. They do things carried a spear in 'sup- differently, that's all,"

cashier: "But, madam, you will have to be identified before I can cash this cheque for you!"

Fair Caller (blushing furiously): "Oh, I just hate to do it, and George would be dreadfully angry, but I have a love-letter here which describes me fully, if you would care to gee it.