

## PRESIDENT BRACES.

Men's Shirley President Braces, best Brace made. Gives to every motion of the body. Regular Price \$1.00. Friday and Saturday, 90c. pair.

## Gents' SILK NECKTIES.

The greatest display of Gent's Neckwear in the city. Values up to \$2.50 each. Special Price Friday and Saturday.

## Now is the time to Economize

And you can do so if you take advantage of our Cut Prices on Friday and Saturday.

## Infants' Boots.

200 pairs Infants' Buttoned and Laced Kid Boots, Tan, Bronze and Black; sizes 3 to 8. Wonderful values. Friday and Saturday, 90c. pair.

## Lace Curtains.

200 pairs Job Lace Curtains, full size; mostly White. Value for \$4.50. Friday and Saturday, \$3.50 per pair.

## Gents' Silk Summer Hats.

1 dozen only Gent's Grey Silk Summer Hats, discontinued line. Just the thing for warm weather. Good value for \$4.00. Friday and Saturday, \$2.60.

## Colgate's Ribbon Dental Cream.

Just in another big stock of Colgate's Ribbon Dental Cream, best dental preparation in the market. Friday and Saturday, 15c. tube.

## Sweeping Powders!

3 dozen only Disinfectant Sweeping Powders. Make the room smell sweet. Large tins. Friday and Saturday, 22c. tin.

# Marshall Bros

## Side Talks by Ruth Cameron

### THE MAN WHO KEPT HIS TOOLS SHARP.



RUTH CAMERON

A letter friend wants to hear some more about the man who kept his tools sharp. I wrote about him some weeks ago—a man who did not have a remarkable personality or charm of manner to start with but who by developing and keeping in good condition every asset he did have, and strengthening himself at points where he was weak, became a wonderfully self-contained and gracious personality and a successful business man.

My letter friend wants me to tell more about his methods in detail, especially how he overcame his natural shyness "of the kind that alternately talks too much and is tongue tied" and learned to talk just enough and listen just enough.

Developments like that are hard to see because they are the result of individual self-study and self-improvement, but so far as I can give his methods, here they are:

**He Bought a Book of Etiquette.**  
He got a book of etiquette and studied it thoroughly, so that he should never be embarrassed by not knowing what to do.

He stopped reading just novels and short stories and took to reading articles and biographies, and so forth, which give a man a full background so that he is able both to listen intelligently on many subjects and to contribute something himself.

He made a resolution not to talk about himself unless people happened to be especially interested in something he could tell them, but to draw people out to talk of what they were most interested in. This had the double value of making people enjoy his company—for whose company do we ever enjoy more than that of the person who has shown an intelligent interest in our hobby and given us the feeling that we have talked well—and of giving him still more background of information.

**He Never Interrupted.**  
He never interrupted and tried never to think of what he was going to say next while the other fellow was talking.

He tried to sensitize himself to people's moods (he was a traveling man) so that he could know how to handle prospective customers. He studied people and tried to

analyze just what there was in the people of the best breeding that set them apart from the rest and to cultivate their ways.

**He Learned to Express Himself.**  
He went to night school and perfected his handwriting and his ability to express himself well in the written and spoken word.

And lastly, he came to realize and to live more fully the great truth that the only sure way to overcome shyness and awkwardness is to cultivate so much genuine interest in others that you will not be always thinking about yourself and the impression you are making.

### Sensitive Soul.

(From the New York Evening Post.)  
Every seat in the trolley was occupied, when a woman got in. Going through the car to collect the fares, the conductor noticed a man asleep. Seizing him by the shoulder he proceeded to shake him back into a state of consciousness.

"Wake up!" shouted the conductor. "I wasn't asleep," said the passenger.

"Not asleep!" snapped the conductor. "Then what did you have your eyes closed for?"

"It was because of the crowded condition of the car," explained the passenger. "I just hate to see women standing."

### 60 Years Old Today

Feels as young as ever

PEOPLE who are able to talk like this cannot possibly have impure blood—they just feel fit—no headaches, dyspepsia or bilious disorders.

These diseases can be cured by

Dr. Wilson's

Herbine Bitters

A true blood purifier containing the active principles of Danthion, Mandrake, Burdock and other medicinal herbs.

Sold at your store in a bottle. Family size, five times as large \$1.00.

THE BRATLEY DRUG CO., Limited, ST. JOHN'S, N. F.

Dr. Wilson's Danthion Wormicide, in candy form cures worms. Reliable, Harmless.

For sale by all Druggists and first-class Grocers.

## FRY'S Chocolates.

Now ready for delivery: 15 cases

J. S. FRY & SONS' Famous Chocolates,

comprising:

Fancy Bon Bon Bags.

4 lb. bxs. Loose Foil Wrapped.

1/2 and 1 lb. Ass'd. Boxes.

Five Boys' Bars.

Choc. Cakes, etc., etc.

## Soper & Moore

Wholesale Grocers.

Please note our new address: QUEEN STREET, cor. of George.

Phone 480. P. O. B. 425.



### Just Folks

Edgar A. Guest

### BATTERED KNEE.

Little Buddy Batteredknee! That is what your name should be. Never were a pair of knees such a sorry sight as these.

Cut and bruised and sadly hurt. Red with blood and black with dirt. "Come, I say," and "let me see!" But you stand and grin at me.

Surely you have suffered pain. Scars so ugly to obtain! There's the record, plain as day, You have tumbled on the way; Six or seven places there Carry wounds you've had to bear. Grinning? What is there to please in so sad a pair of knees?

Proud of them? You seem to be! Do they mark some victory? Did you cry or did you not? When you won that fearful spot? What about this cut right here? Did that start a little tear? Not at all! What's that you say? "All the boys' knees look this way!"

Little Buddy Batteredknee, That is what your name should be. Never have I ever seen Knees so battered and unclean, Yet when I would sympathize You display them as a prize. And you proudly tell us now: "They're not girl's knees, anyhow!"

### Flirting With Death.

(From The St. Thomas Times-Journal.)

An appalling number of people are killed or injured every year in automobile accidents, most of which are caused by careless driving. The saddest thing about the accidents is that the innocent suffer with the guilty. When a fine stretch feels a strong temptation to "give her the gas," but the wise driver does not follow the impulse to the danger point. Though the road looks safe, the dangers in front of a speeding car may be many. The width of the road, the curves and the traffic must be considered. What is safe speed at one place may be dangerous speed a short distance ahead. A driver ought to have regard for the safety of those riding with him and of others using the road. Otherwise he will sooner or later learn a lesson, perhaps at the expense of life and limb. When someone is killed or maimed, reckless driving becomes a tragedy instead of a joke, and the driver must feel that he is guilty of murder, even though he escapes the penalty of the law.

### Stranger Than Fiction.

Great Barrington, Mass., May 21.—Mr. and Mrs. Peter Boutellier, who have lived happily on a farm near Great Barrington for forty-five years, during which time they reared a family and became grandparents were married last week upon a marriage license issued to them at Pittsfield in 1875.

The license had hung in a gilt frame on the wall of their parlor during the entire period. At the time it was issued he had been in this country only a short time and believed that it was all that was necessary for a wedding. Only recently a curious caller asked about it. Then Mr. and Mrs. Boutellier discovered their mistake. They hastened to correct it, the ceremony being conducted by the Rev. Robert Backman, Jr. Mr. Boutellier is seventy-five and his wife is seventy-seven years of age.

The old license is now in the files of the Town Clerk at Pittsfield.

### ANOTHER STRIKE.



THEY MARCH

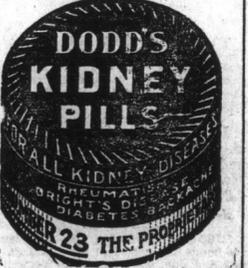
The cost of ink drives men to drink, or would, if there were liquor; and paper pads demand the seeds till birds grow sick and sicker. I bought some wire to fix my lyre, for it was badly busted; and oh, the price! It must suffice to say that I'm disgusted. And so the song I pass along costs more in its production; and if I fall to draw more kale, I'm facing black destruction. The wreath I wear around my hair, of laurel, you remember, costs twice the sum that wreaths less bum were sold for last September. The cost of feed for my winged steed would break the village banker, and I must raise the price of lays or lose my windward anchor. A fountain pen costs iron men, and makes the wallet lighter; the kopecks fly, for I must buy a ribbon for my 'writer. Ten cents a yard for any bard was fair remuneration before the craze of later days came down upon the nation. But now I hold that lyrics bold should bring a higher figure; I ask you, gents, for fifteen cents, or I shall strike with vigor.

### The Humorous Aspect.

(From The Toronto Star.)

There is such an element of humor, for those who know the facts, in Secretary Daniels' revelations before the United States Senate Naval Investigating Committee that it is almost a misfortune that we are a friendly nation. For we are thereby barred by good taste from commenting upon the administration, strategy, and achievements of the navy of our associates. Comment, however, may be safely left to their own professional fighting men, for no group of professionals will endure being made to look ridiculous in the eyes of all the other professional of the world. Also the "helpless and panic" speech of President Wilson, with the advice about destroying the German submarine nests, may be passed over. For it could not be expected that a landsman, and the burdened executive of a great nation, could inform himself of such minor details as the defenses of the Bight of Heligoland, and the impossibility of destroying by a naval force the submarine yards and bases at Heligoland, Emden, Wilhelmshaven, Brunsbuttel, Vagesack, Bremen, Hamburg, and Kiel. Besides, it adds to the gaiety of the nations, for the advice had all the humor of the film in which Charlie Chaplin ends the war by capturing the Kaiser.

I want another bottle of "Brick's Tasteless", it is the best preparation I have ever taken to give me an appetite.—apr28,11



**Since 1894**

the Columbia Graphophone Company, pioneer, leader and creator of the talking-machine industry, and owner of the fundamental patents, has been making the best sound-reproducing instruments in the world.

**Today**

the Columbia Grafonola is the sum of all that has been done so far by science to perfect sounds and harmonies. Come in and let us play for you any Columbia Grafonola you want to hear.

**U. S. Picture & Portrait Co.**  
Grafonola Department.

## Ladies' Costume Skirts

We are now showing Ladies' New Spring and Summer Costume Skirts. Note some of the prices.  
Navy and Black Serge Skirts from . . . . . \$ 3.00 to \$ 9.00 each  
Colored and Black Eolienne Skirts from . . . . . \$ 7.00 to \$12.00 each  
Colored and Black Silk Skirts from . . . . . \$10.00 to \$12.00 each  
Also a sample line of Ladies' Costumes ranging in price from \$17.00 up to \$40.00. See them to-day.

## WILLIAM FREW, Water St.

## RED CROSS LINE!

The S. S. ROSALIND will probably sail from St. John's on June 3rd. This steamer has excellent accommodation and carries both first and second class passengers.

Passengers will please have all baggage checked before embarking.

For passage fares, freight rates, etc., apply to

## HARVEY & CO., Ltd.,

Agents Red Cross Line.



JUST ARRIVED:

**COLORITE**

(for Straw Hats)

In the following colors:

Jet Black, Navy Blue, Brown, Dull Black, Victory Blue, Natural, Sage Green, Cadet Blue, Old Rose, Cerise, Yellow, Burnt Straw, Cardinal Red, Lavender.

COLORITE is waterproof and durable, very easily applied and dries in thirty minutes.

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The Druggist,  
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MINARD'S LINIMENT CURES GARGET IN COWS.