

A SPLENDID ASSORTMENT OF MEN'S SHIRTS.

We are now offering at Old Prices, the following lines, in Men's Shirts:

FOR WORKING DAYS:

Khaki Cotton Shirts, from	65c. to 70c each.
Khaki Sateen, Shirts, from	\$1.40
Khaki Flannel Shirts, from	\$1.30
Fancy Striped Flannelette Shirts, from	60c to \$1.00
Fancy Striped Regatta Shirts, from	60c to \$1.00
Fancy Striped Flannel Shirts, from	\$1.30 to \$3.20
Grey Flannel Shirts,	\$1.30

FULL ASSORTMENT OF SIZES.

FULL VALUE FOR YOUR MONEY.

FOR HOLIDAY WEAR:

A splendid assortment of NEGLIGEE SHIRTS, including the latest, with SILK FINISH FRONTS.

Soft Cuff, \$1.20 to \$2.80 each.
Starched Cuff, 55c to \$1.30

We would not try to describe the values offered in this splendid variety of Shirts but would invite you to come and see for yourself.

Marshall Bros

How People Spend Their Money.

By RUTH CAMERON.



RUTH CAMERON

The response to my question, "How much do you give?" has been most gratifying. Apparently I touched a chord of popular interest. Several readers have gone further than the answer and supplied me with their whole budget.

"I wish I had this whole page. I could fill it with these interesting human documents. As it is, I'm going to give you some this week and more a week from to-day. Watch for them if you are interested in knowing how people of various incomes apportion their money, especially their gift money."

"For a wedding present for some one I know well," writes a letter friend who says her income averages about ten dollars a week, "I spend from three to five dollars. For any casual friend, one to three dollars."

She Buys Presents Throughout The Year.

"I have a drawer in which I place anything I see during the year that I think would make a good present and which I can get for a reasonable figure or can make."

"We have the duplex system of envelopes in Church. I give fifteen cents for the support of the Church, and ten cents for benevolences. For Sunday School and other Church collections I give five cents at ordinary services, and ten to twenty-five at special services."

"For collections for purges for post-men, gifts, Red Cross, etc. I generally give from ten cents to one dollar according to circumstances."

How Forty Dollars a Month is Divided.

"Perhaps the way I divide my income," writes a friend who receives forty dollars a month, room and board included, "would be of interest."

"Savings bank—\$20.00; Clothes (I make most of them myself)—\$7.00; Church and charity—\$4.00; Upkeep of room at home—\$2.00; Higher Life (such as magazines, theatre, etc.)—\$2.00; Other expenses (carfare, cosmetics, etc.)—\$3.00. Christmas gifts—\$3.00. If I need the doctor I take that money out of savings."

"I am a business woman," writes another, (by the way all these answers appear to come from women, we'd like to hear from some men, too). "I get \$14.00 per week. I am a Church member and give twenty cents each Sunday for support of the Church and missions. Christmas usually costs me from \$25.00 to \$28.00 and for wedding presents I never give less than \$5.00. I might add that I board and it costs me about \$9.00 per week, including carfare. I will be grateful to have you write something on this subject, as I give too much or not enough I would like to know it."

Did You Ever Hear The Equal or This?

Here is an extraordinary generous person:

"I have an income of about \$900 per year. I gave wedding gifts—\$45.00; Christmas—\$10.00; Charity—\$100.00; Church—\$50.00; Little gifts—\$5.00; Showers for brides—\$5.00."

HANDEL'S "MESSIAH"—Next practice in Basement of George Street Church Thursday next, at 8.15 p.m. There is no subscription and copies of music will be lent.—Feb. 19, 21

Cabbage should always be boiled in two waters.

Ex s.s. Florizel to-day, Feb. 20th:
CALIFORNIA ORANGES, LEMONS and APPLES, JUMBO PEANUTS, FRESH CANADIAN EGGS.

LENTEN GOODS OF BEST QUALITY.

Burgess Essence of Lobster.	Skipper Sardines.
Fresh Frozen Herring.	P. E. I. Clams.
Finnan Haddock.	"Ocean" Brand Salmon.
Salt Herring.	"Ocean" Brand Lobster.
Smoked Bloaters.	Ass'd. Fish Pastes in tins and glass.
Fish Soups.	Heinz Peanut Butter.
Boneless Codfish.	Hartley's Jams & Marmalade.
Mackerel in tins.	
Brown's Oysters, 1 & 2 lb. tins.	
Lyle's Golden Syrup, 2 lb. tins.	
Herring in Anchovy Sauce.	
Herring in Shrimp Sauce.	
Kipperd Herring in tins.	

—EX TRAIN TO-DAY—

FRESH COUNTRY EGGS.

FRESH RABBITS.

C. P. EAGAN

DUCKWORTH STREET & QUEEN'S ROAD.

Don't Worry!

We have them ready.
42 brls. Cranberries.
50 bags Parsnips.
5 bags Beets.
100 bags P.E.I. Blues.
60 cs. Calif. Oranges.
15's, 21's, 25's.

150's, 215's, 250's.
Soper & Moore,
Importers & Jobbers.

The Conqueror of To-Morrow.

London Daily Express.—The conqueror of to-morrow is the man in shirt-sleeves with a headful of knowledge. The school must aggregate the desire to do things. The boy must start with the conviction that easy work is dull work, and that to live without initiative and without responsibility is to lose one's manhood. The moment life ceases to be a fight it becomes a bore. There can be no chance for the nation whose citizens are content to believe that to-morrow must be of necessity just the same as to-day. Great Britain has been half asleep, replete with prosperity. The war has awakened her.

THINKING OF SPRING.

How glad I'll be to hear once more the south wind paving at the door! I'll surely welcome it with smiles, that good old wind from spicy isles, that makes the brown old world turn green, and look as gay as sweet sixteen. If wintry blasts would rave and shriek, each year, for something like a week—if that's too much, a few days less—the winter'd be a great success. Alas, it comes and stays too long! Too long it stills the cat-bird's song; too long it keeps the elm tree bare, their naked branches in the air; too long it puts the lid on grass, geraniums and garden peas. And I'll be glad to hear once more the warm rains splashing at the door, the rain that breaks old winter's grip, and bids him from these realms to skip, the rain that ends long months of woe, and makes the blessed green things grow. So come, south wind, from sunny seas, and bring the leaves back to the trees. And come, warm rain, and wash away all traces of the winter day.

Sun Life of Canada

IN STRONG POSITION.

As will be seen from the essential features of its year's operations set forth elsewhere in this issue, Canada's largest life insurance company has just closed a highly satisfactory year. Total assurances in force on the books of the Sun Life of Canada have now crossed the \$250,000,000 mark, assurances issued and paid for in cash during the year totalling over \$42,700,000, the largest amount ever issued by a Canadian life company. During the year the Sun Life of Canada paid policyholders, in death claims, matured endowments, profits, etc., the sum of \$7,573,817 bringing the total payments to policyholders since organization to over \$90,254,071. Other features which are worthy of note are an increase of over \$8,000,000 in assets, which now stand at \$38,000,000 in round figures, and an increase of practically \$1,000,000 in net surplus which now totals over \$5,500,000.

Altogether, such a showing will be gratifying to the Company's many policyholders and indicates that this conservatively managed Company is in an even stronger position to-day than at any time in its history.

Poultry Men's Annual Dinner.

The Newfoundland Poultry Association held their annual dinner at Wood's West End Restaurant last night. There was a large gathering of members and their friends and a very enjoyable time was spent. Mr. H. W. LeMessurier, C. M. G., acted as Chairman. After dinner the following toast list was gone through:—"The King," prop. the Chairman. God Save the King. "Newfoundland Poultry Association," prop. Hon. S. D. Blandford; resp. Mr. G. W. Gushue, Hon. President. "Our Feathered Friends," prop. Dr. Campbell; resp. W. R. Butler. "The Land We Live In," prop. W. Reid; resp. G. R. Williams. "Our President," prop. Percie Johnson; resp. the President. "Nid. Agricultural Board," prop. J. Duff; resp. Hon. S. D. Blandford. "Absent Friends," prop. P. Fearns; resp. C. J. Cox. "The Ladies," prop. S. White; resp. J. A. Calver. "Veterans," prop. Percie Johnson; resp. Capt. E. Dawe and A. McKee. Songs and recitations were given by Messrs. T. Lynch, J. Barrett, J. Roy, Thomas, A. McKee and E. Barry; a reading from Mark Twain by Mr. LeMessurier; and a piano solo by Mr. G. Holder. In addition Secretary Calver gave a full and interesting review of the Association's work for 1916.

MADE IN CANADA

GILLETTE'S

LYE

ENGILLET COMPANY LIMITED
TORONTO, ONT.

Used for making hard and soft soap, for softening water, for cleaning, disinfecting and for over 500 other purposes.

REFUSE SUBSTITUTES.

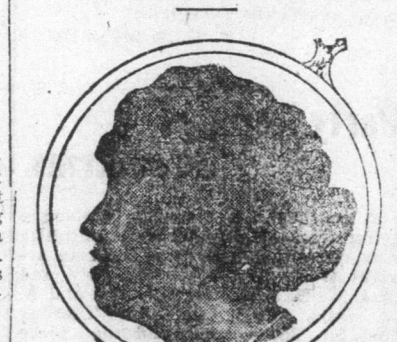
ENGILLET COMPANY LIMITED

"Wise Men"

A great many people often argue that there is a lot of luck in business, maybe there is, but it doesn't come to the man who sits in his private office and waits for it to visit his store. If there really is luck in getting trade it has to be dug out and captured and held fast. Holding trade and increasing it, when all's said and done is not luck, it's enterprise. The man who has ideas is not the lucky one at all times. His ideas are worth nothing if he doesn't put them into action. That he enjoys a prosperous trade is not luck. It merely shows that he let the notion of luck strictly alone. The man who develops trade is the man who always persists in selling "Stafford's Liniment" in preference to any other Liniment asked for in Newfoundland. Over 30,000 bottles sold in 1916 ought to be a good guarantee as to its qualities and results.

"Stafford's Liniment" is manufactured only by
D. E. STAFFORD & SON,
St. John's, Nfld.
Feb. 17, 1917.

In Milady's Boudoir.



THE BEAUTIFUL MOUTH.

If your mouth is defective, improve the shape of your lips by avoiding careless habits. Many pretty women are disfigured by careless habits of mouthing their words, of chewing their lips, of ridiculous contortions while they talk.

The time to train our mouths to beauty is in our infancy. Our mothers should begin the work, and when we have reached years of intelligence—we should carry it forward.

If the mouth is too large it can be trained to lesser size by tender pinching of the corners. This makes the line at the corners almost indistinguishable, and diminishes the size. This must be most gently and tenderly done. Also train the lips to deepen their beauty cleft by pushing the middle portions together with the first fingers. This light pressure four or five times a day, when you are dressing in the morning and undressing at night, will marvellously refashion the mouth.

The lips should be lightly massaged at night just before retiring. Do not use glycerine alone on the lips nor any other surface of the body. It is too drying. It has the power to draw moisture from the skin, and that moisture should be replaced by the water with which the glycerine is mixed.

As to color—the lips should not be too red. The normal lip should be the same color as the gums. So the lips should be a deep pink or a light red. Not blood red but three shades lighter than a stream of arterial blood. Preserve the color by keeping the body healthy. If the circulation is defective the lips will be pale. If we become anaemic, pallid lips will be one of the first signs of our state. To make them healthy red improve the tone of the system.

About Pictures and their correct framing.

The art of Picture-framing is a more intricate one than is generally understood. It is not merely the making of a frame, but the selection of suitable Mouldings for the many different subjects, as pictures that are undoubtedly beautiful are often spoiled by unsuitable framing.

¶ We have for many years made Picture-framing a special feature.

¶ We have workshops fitted with the most modern appliances for their framing.

¶ We have men who understand perfectly what Mouldings are needed to throw up their beauty.

¶ We have the largest stock of Mouldings in the city, and—

¶ We are prepared to carry out promptly and with complete satisfaction all orders received by us.

U. S. Picture and Portrait Co.
Picture Framing Experts.

Rossley's British Theatre.

Monday, Tuesday and Wednesday (and Wednesday Matinee)
Edmund Fox, Carolyn Cagg and Mrs. Rossley in a hilariously funny comedy.

? ? ? ? ?
FIVE DOLLARS will be paid to the party suggesting the best two-word title for this big laughing success.

PICTURE PROGRAMME:

Great Feature by the Kaleem Co., entitled "POWER," in 3 parts. Scrambling funny Lubin comedy, "THE WISHING RING," Tuesday, Feb. 20—COUNTRY STORE NIGHT—Tuesday, Feb. 20. The last "Country Store Night" was an eye-opener; but this Tuesday's display of groceries, dry goods, meats, fancy articles, gent's furnishings, jewelry, etc., will excel anything as yet exploited to reduce "the high cost of living."

Doors open at 6.30. Come early and avoid the rush.

5c. The Crescent Picture Palace. 5c.
EVERY AFTERNOON 2.15—EVERY NIGHT 7.15.

Presenting ANNE LEIGH and JOHN LORENZ in

"Repentance."

A great 3 reels feature by the Essanay Company.

"THE LOVE OF AN ISLAND MAID"—A Selig sea drama.

"TWEEDLEUM REARS A PUPIL"—A very funny comedy.

PROFESSOR MCCARTHY playing the Newest and Best Music—Drums and Effects.

Read The Telegram

Don't ANY

in useless energy and out-of-pocket you have always used. Ever, use Zam-Buk and save yourself and unnecessary. For two years of Marquis's rheumatism. The he was cured. I had not two years, and at times waiting all kinds of doctors nothing brought me. I used Zam-Buk. applications I improvement. I anced Zam-Buk. Zam-Buk is a ringworm, scalp abscesses, boils, oning, piles, all skin injuries, stores, or Zam-Buk, box 3 for \$1.

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