

# "The Man Who Disappeared."

CHAPTER XII.  
Larcher Puts This and That Together.  
(Continued.)

"But it was several weeks subsequently. Still, it's odd enough. If there was a meeting after Davenport's disappearance, why mightn't it have been in your room. Why mightn't Davenport have appointed it to occur there? Perhaps, when we first met Turl that night, he had gone back there in search of Davenport—or for some other purpose connected with him."

"H'm! What has this Mr. Turl to say about Davenport's disappearance?"

"Nothing. And that's odd, too. He must have been acquainted with Davenport, or he wouldn't have written to him about a meeting. And yet he's left under the impression that he didn't know him.—And then his following me about!—Before I made his acquaintance, I noticed him several times apparently on my track. And when I did make his acquaintance, it was in the rooms of the lady Davenport had been in love with. Turl had recently come to the same house to live, and her father had taken him up. His going there to live looks like another queer thing."

"There seems to be a hull bunch o' queer things about this Mr. Turl. I guess he's wuth studyin'."

"I should think so. Let's put these queer things together in chronological order. He writes a note to Murray Davenport about a meeting to occur between them; some weeks later he is seen coming from the place Murray Davenport was last seen going into; within a few days of that, he shadows the movements of Murray Davenport's friend Larcher; within a few days he takes a room in the house where Murray Davenport's sweetheart lives, and makes her acquaintance; and finally, when Davenport is mentioned, it is assumed that he didn't know the man."

"And incidentally, whenever he meets Murray Davenport's other friend, Mr. Bud, he turns round for a better look at him. H'm! Well, what yuh make out of it?"

"To begin with, that there was certainly something between Turl and Davenport which Turl doesn't want Davenport's friends to know. What do you make out of it?"

"That's all, so far. Whatever there was between 'em, as it brought Turl to the place where Davenport disappeared from knowledge, we ain't takin' too big chances to suppose it had something to do with the disappearance. This Turl ought to be studied; an' it's up to you to do the studyin', as you c'n do it quiet an' unsuspected. There ain't no necessary to drag in the police or anybody at this stage o' the game."

"You're quite right, all through. I'll sound him as well as I can. It'll be an unpleasant job, for he's a gentleman and I like him. But of course, where there's so much about

## THE PATIENT BRAIN

A tireless worker so long as supplied with rich, red blood. The brain is one of the most patient and industrious organs of the body. It can be induced, by good treatment, to perform prodigies of work. But it is sensitive and will not brook abuse. It responds to the lash at first, but if the lash is laid on too hard it balks. Nervous trouble is generally brain trouble, and no suffering is to be compared to mental suffering, with the accompanying dread, suspicion and melancholy. One-fifth of the blood in the human body is consumed by the brain, so make the blood rich and red by using Dr. Chase's Nerve Food, and you will overcome diseases of the nerves. Headaches will disappear, irritability will go, digestion will improve, and weakness and despondency will give place to new hope and courage, new vigor and energy. Dr. A. W. Chase's Nerve Food will enable you to avoid such extreme nervous trouble as prostration and paralysis. 50 cents a box, 6 boxes for \$2.50; at all dealers, or Edmanston, Bates & Co., Toronto.

a man that calls for explanation, he's a fit object of suspicion."

"If I were you, I'd compare notes with the young lady. Maybe, for all you know, she's observed a thing or two since she's met this man. Her interest in Davenport must 'a' been as great as yours. She'd have sharp eyes for anything bearin' on his case. This Turl went to her house to live you say. I should guess that her house would be a good place to study in. She might find out considerable."

"That's true," said Larcher, somewhat slowly, for he wondered what Edna would say about placing Turl in a suspicious light in Florence's view. But his fear of Edna's displeasure, though it might overcloud, could not prohibit his performance of a task he thought ought to be done. He resolved therefore, to consult with Florence as soon as possible after first taking care, for his own future peace, to confide in Edna.

"Between you an' the young lady," Mr. Bud went on, "you may discover enough to make Mr. Turl see his way clear to tellin' what he knows about Davenport. Him an' Davenport may 'a' been in some in some scheme together. They may 'a' been friends, or they may 'a' been foes. He may be in Davenport's confidence at the

## FIG PILLS

CURE BACKACHE, BLADDER AND KIDNEY TROUBLE. Sold with a positive guarantee. At all dealers, 25 cents per box, or The Fig Pill Co., St. Thomas, Ont. Sold in St. John's, Nfld., by T. McMurdo & Co., Wholesale & Retail Druggists.

present moment; or he may 'a' had a hand in gettin' rid o' Davenport. Or then again, whatever was between 'em mayn't 'a' had anything to do with the disappearance; an' Turl mayn't want to own up to knowin' Davenport, for fear o' bein' connected with the disappearance. The thing is, to get 'im with his back to the wall an' make 'im deliver up what he knows."

Mr. Bud's call turned out to have been merely social in its motive. Larcher took him to dinner at a smart restaurant, which the old man declared he would never have had the nerve to enter by himself; and finally set him on his way smoking a cigar, which he said made him feel like a Fifth Avenue millionaire. Larcher instantly boarded an up-town car, with the better hope of finding Edna at home because the weather had turned blowy and snowy to a degree which threatened a howling blizzard. His hope was justified.

With anadroitness that somewhat surprised himself, he put his facts before the young lady in such a non-committal way as to make her think herself the first to point the finger of suspicion at Turl. Important with her discovery, she promptly ignored her former partisanship of that gentleman, and was for taking Florence straightway into confidence. Larcher for once did not deplore the instantaneous completeness with which the feminine mind can shift about. Edna despatched a note Lidding Florence come to luncheon the next day; she would send a cab for her, to make sure.

The next day, in the midst of a whirl of snow that made it nearly impossible to see across the street, Florence appeared.

"What is it, dear?" were almost her first words. "Why do you look so serious?"

"I've found out something. I musn't tell you till after luncheon. Tom will be here, and I'll have him speak for himself. It's a very delicate matter."

Florence had sufficient self control to bide in patience, holding her wonder in check. Edna's portentous manner throughout luncheon was enough to keep expectation at the highest. Even Aunt Clara noticed it, and had to be put off with evasive reasons. Subsequently Edna set the elderly

**DRY SACK Sherry**  
From Spain's richest Wine Province. Matured in wood for over fifteen years—most stimulating and nourishing of all the products of the grape.  
In bottles only—of all good dealers.  
D. O. ROBLIN, Toronto.  
JOHN JACKSON, Resident Agent.

## Telegram Fashion Plates.

The Home Dressmaker should keep a Catalogue Scrap Book of our Fashion Plates. These will be found very useful to refer to from time to time.

826—SOLID COMFORT AMIDST HOUSEHOLD OR HOME DUTIES.



The attractive and becoming house dress here shown covers a long felt want since it embodies convenience, comfort, and is easily adjusted. The waist and skirt are joined to the belt and close at the side. The sleeve may be finished in elbow length or in full length and closed at the inner seam with buttons and buttonholes. The usual cotton goods, such as gingham, percale, India linen and chambray may be used for this model. The waist of the dress is gathered into the belt, the yoke on the back may be omitted, the skirt has fine gores and may be finished with inverted plait or gathered fullness at the centre back. The pattern is cut in 7 sizes: 32, 34, 36, 38, 40, 42 and 44 inches bust measure. It requires 9 1/2 yards of 24 inch material for the 38-inch size.

A pattern of this illustration mailed to any address on receipt of 10c. in silver or stamps.

Suitable materials for any of these patterns can be procured from ATYRE & SONS, Ltd. Samples on request. Mention pattern number. Mail orders promptly attended to.

9013—PRINCES DRESS WITH BODY AND SLEEVE IN ONE.



This design is an exceedingly simple little garment with back, front and sleeves all in one piece. It may be worn either with or without a girdle. Pique would make up satisfactorily after this design, as would linen, lawn, batiste, gingham, chambray, cloth and challis. The pattern is cut in 6 sizes: 4, 6, 8, 10, 12 and 14 years. It requires 3 1/2 yards of 36 inch material for the 10 year size. A pattern of this illustration mailed to any address on receipt of 10c. in silver or stamps.

Please send the above-mentioned pattern as per directions given below.

No. ....  
Name .....  
Address in full: .....

N.B.—Be sure to cut out the illustration and send with the coupon, carefully filled out. The pattern cannot reach you in less than 15 days. Price 10c. each, in cash, postal note, or stamps. Address: Telegram Pattern Department.

draw the truth from him—we must have him where he can't elude us." To be continued.

THE PEOPLE'S PAPER.

# The Evening Telegram

THE BEST ADVERTISING MEDIUM IN NEWFOUNDLAND.

## Linking up the Advertiser with the Dealer.

By M. S. Olds, Advertising Manager of Stein-Block Clothing.

Few people can be found to-day who will dispute the power of judicious advertising. It is looked upon as a prime factor in business success. The merchant who does not advertise is considered a back number by his associates. Advertising has seized hold of the tools of civilization and wrought strongly with them. The printing press is its knight errant and the electric current its torch. Yet advertising is by no means easy to define. I think, if you should ask me to define advertising off-hand, I should say that advertising is the science of promoting distribution.

Now I am not intending in this paper to lay down for you a set of rules that will prove an infallible guide to anybody with so important a problem confronting him. That would be impossible, for the great questions of distribution require special investigation and special treatment, each according to its needs. What I do want to do is to call your attention to a few fundamental working principles that cover in a general and practical way one or two features of successful distribution. I have called my subject, "Linking Up with the Dealer," and I am going to try to tell you a few practical things that may help you in something out the road.

Of course, you must advertise. This can be done in most of the nationally circulated mediums that have been brought into being and continue to be fatly nourished by advertising. The newspapers can help you tremendously to achieve victory in that wonderful battle against indifference, which we call publicity.

There is no profession in which more can be learned from hard experience than advertising. Some of you may be advertising next some day and I want you to remember these little points that have come up in the course of the day's work:

First and Always—Let whatever you send or write to your customer be as safe and honest as the checks that carry your firm's signature.

Second—Answer your customer's letters the same day they are received. You will earn his respect and his gratitude.

Third—Be frank with him and try to write to him just as you would talk to him, as one honest man to another.

Fourth—Answer his questions minutely and carefully. Sometimes they may seem insignificant to you, but to him they are very important.

Fifth—Do not try to get something from him for nothing. Do not permit him to expect something from you for nothing.

Sixth—Remember that he is probably just as good a fellow as you are, and that he is quick to detect a shortcoming in you and your work.

Eighth, Ninth and Tenth—Be on the square with him from one year's end to the other—and use Common Sense.

## PIANOS AND ORGANS.

### VISITING FRIENDS

Who intend purchasing will find it to their advantage to see our stock and hear our prices.

## CHESLEY WOODS.

ARE YOU IN NEED OF A SUIT OR OVERCOAT and cannot get the material and design you want?

We can show the largest stock and latest patterns in Suitings and Overcoatings in the city. Satisfaction guaranteed. Mail orders given prompt attention. Samples and self-measuring cards sent to any address.

**JOHN MAUNDER**  
281-283 Duckworth Street,  
Newfoundland's Store for Fashionable Tailoring

**Job Printing Executed!**

## THE LONDON DIRECTORY

(Published Annually)

ENABLES traders throughout the World to communicate direct with Manufacturers & Dealers in each class of goods. Besides being a complete commercial guide to London and its suburbs, the Directory contains lists of

**EXPORT MERCHANTS** with the goods they ship, and the Colonial and Foreign Markets they supply.

**STEAMSHIP LINES** arranged under the Ports to which they sail, and indicating the approximate sailings.

**PROVINCIAL TRADE NOTICES** of leading Manufacturers, Merchants, etc., in the principal provincial towns and industrial centres of the United Kingdom.

A copy of the current edition will be forwarded, freight paid, on receipt of Postal Order for 20s.

Dealers seeking Agencies can advertise their trade cards for £1, or large advertisements from £25.

**THE LONDON DIRECTORY Co. Ltd**  
25, Abchurch Lane, London, E. C.

## New Grass Butter,

Fresh pound and two pound slabs, 30 lb. tins.

100 bales STRAW—very cheap.

TO CLOSE SALES.

**JAS. R. KNIGHT,**  
July 31, 311 Water St.

We Offer to Arrive This

## CURRENTS!

500 1-4 cases Fancy Cleaned Loose CURRANTS  
Special Prices ex Warehouse

## T. A. MACNAE

Telephone, 444.

---

Pure Gold JELLY POWDER  
PURE GOLD ICINGS.  
PURE GOLD ESSENCES.  
CREAM CUSTARDS.  
BIRD'S CUSTARD POWDER.  
HEINZ'S MINERAL BAKING POWDER  
only 20 cents.  
KIT COFFEE.  
FRESH RHUBARB.  
RIPE BANANAS.  
See our Plain and Fancy BISCUITS

**J. J. ST. JOHN, Duckworth Street**

## TRUEFIT

Means what it says if you buy one of our REGISTERED BRAND SUITS.

THIS BRAND is designed with vent in back seam, S. B. Vest and peg top Pants, and is very popular with all classes.

OUR SUCCESS with these new models, packed in stock boxes, is so great that we are compelled to build a new Factory so as to increase our output.

Ask your Dealer for

**TRUEFIT, AMERICUS, FITREFORM, PROGRESS, STILENIT, THE MODE, 8, 11, ETC.**

Wholesale only.

**THE NELD, CLOTHING FACTORY, Limited.**  
225 and 227 Duckworth Street.

## THE BIG FURNITURE

June is not but should be the month of roses, known fact, that it is the month for gathering people would advise you to hurry up gather in your people our store. As we are now filled to overflowing with well selected stock of Dressing Cases, Washstands, Extension Tables, Dinners, Parlour Suites, Linoleums, Curtains and other draperies—too numerous to list—our prices are right too.

Don't Forget The Address

## CALLAHAN, GLASS

THE BIG FURNITURE STORE  
may 5, eod Duckworth and

## SOLIGNUM

Why use expensive paints as a house painter? When SOLIGNUM will do it MORE AND LAST SIX TIMES AS LONG AT HALF THE PRICE even the CHEAPEST KIND OF PAINT.

## THE JOHNSTON WOOD FACTORY: Long Pond

Phone: 730.

We make Doors and Frames, Sashes, Mouldings, pieces, Turned and Built Newels, Banisters, Hand Rails, Blocks, Base Blocks, Wainscotting, Counters and Shelves, and everything in woodwork. We make a speciality of School Furniture.

All enquiries promptly attended to, and any orders given.

## The JOHNSTON WOOD

OFFICE, Prescott Street: 'PHONE 657  
FACTORY, Long Pond Road: 'PHONE 730