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## Follow the Crowd: Where? Why to MARSHALL'S.

When? SATURDAY, September 20th.  
SATURDAY, from now on, OUR SPECIAL SALE DAY.  
Sweeping Reductions in Every Department.



Cash only. Goods charged to account at Regular Prices.

Readymades, Boots & Shoes,  
Special Sale Every Saturday.

# Marshall Bros

General Dry Goods, Millinery,  
Special Sale Every Saturday.

### Side Talks by Ruth Cameron

#### UNPLANTED SEEDS.

"There was a young lady said 'Why can't I look in my ear with my eye?' If I put my mind to it, perhaps I can do it— You never can tell till you try."

Doubtless you have heard that classic before. It is one of my favorites among all the stock of nonsense rhymes which so often have a kernel of truth inside the jest. She wrote it, copied it and sent it.

What set me to thinking of it for the thousandth time, more or less, was a little tale of how a young writer got started. She had been shopping and had noticed how many amusing things one overheard. Then she had an idea. She thought perhaps a newspaper would publish a little collection of these eavesdroppings. Of 100 people seized with this idea, 75 would have gone no further than thinking of it. But she was the one hundredth person, she wrote the article, copied it and sent it to an editor. (Some of the remaining 25 would have stopped at the end of each of those steps.) He accepted and asked her for more, and that was the stepping stone on which she clambered into magazine work.

She Sold Her Point of View. Again I read in a recent magazine of a woman who fell to thinking how little the buyers or the advertising writers of a big department store, with their purely business experience, know of the needs and difficulties of the average woman with her average family. Then she said to herself that, although she couldn't buy or write advertisements, she did know what the average woman wanted and that she could sell that viewpoint to some big shop. A good many people might have had that idea (I had a very similar one once on a time myself) but 75 per cent (and I, alas, among them) would have stopped there. This woman didn't. She called on executives of big department stores (24 of the remaining 25 per cent would have stopped after the

first discouragement) until she got just the position she was looking for.

#### People Laughed But—

Once upon a time a friend of mine took a trip to the tropics in the summer time. Everyone laughed, but she found that the weather was no hotter there in the summer time than the winter, that one does not have the violent change in coming back north in the summer that one does in the winter and that because it is not the stylish season, prices of everything are about half. She wrote a letter to the executive of the company outlining her plan, and was promptly called into conference and bidden to write the booklet and paid in another trip worth many dollars.

An idea tucked away in your mind and eventually forgotten is about as much use as a package of seeds that are never planted. True, all seeds do not come up (alas) nor all ideas work out into anything. But, as the lady of the nonsense rhyme aptly remarks, "You never can tell till you try."

#### Household Notes.

Combs and brushes should be thoroughly washed at least once a week and then dried in the sunlight. One saves gas if, when baking rice pudding, it is started to boil on top of the stove before putting in the oven. Before removing the washing from the line, sprinkle them with a fine spray from the garden hose.

#### Just Received

Two Thousand Bottles  
Wampoles  
Cod Liver Oil.

DR. F. STAFFORD & SON,  
Wholesale and Retail  
Chemists and Druggists,  
St. John's, Nfld.

### Oranges!

We have been asked for a lower price on Oranges.

Please Phone for our price to-day. Our Phone is 480.

Soper & Moore  
Wholesale only.

#### Superior Issue.

Some time ago the American printed a statement regarding the new issue of postage stamps of the Dominion of Newfoundland. A correspondent of the Harbor Grace (N.F.) Standard takes exception to the item in question by saying that the figure of the animal on the stamps is that of a moose instead of a caribou. We are compelled to cry "pocavi!" for the design on close inspection does not represent a caribou, which has sharp pointed antlers and much smaller head than that of a moose. We rather think, however, that our critic is wrong when he says the design is not artistic. We believe it is superior to anything that has been turned out since the days of the stamps which the American Bank Note Co. used to print. With regard to the word "trail," the word is quite common among the people of the west coast who stalk the caribou. The Mic Macs thoroughly understand it and here in Newfoundland in the person of Bishop Russell, who will doubtless back up the statement that "trail" is frequently used by the caribou hunters in that sportsman's paradise, which he so often visited.—Charleston American.

### The United States and the Prince.

(From the New York Times.) The Prince of Wales, after his visit to Canada will be the guest of the American Government at Washington upon Mr. Wilson's invitation, and will afterwards stay in this city for a short time. Here, doubtless to the disappointment of many Mrs. Leo Hunters, he will live on a British naval vessel. Fifty-nine years ago, his grandfather, the late Edward VII., visited the United States and had a most cordial welcome. The young Prince of Wales has the reputation of a brave, modest and democratic young man. He comes to us, however, rather as a symbol than as a person, though both for himself and as the son of his democratic father, George V., whom Americans respect and like, he would be more than amply welcome. He comes not as the representative of a family, nor of a sovereign who is himself but a symbol of the sovereign parliament and people of Great Britain. In him the Government and people of the United States will honor that mighty people and nation wherefrom the traditions and foundations of our liberties, our law and representative institutions sprang, and which in all the course of its splendid history never was so great and heroic as in its desperate battle with Germany. They will honor our gallant comrade in that battle wherein it made sacrifices far exceeding ours, our friend, our honorable competitor and associate in the parts and works of peace, a fellow guardian of the peace of the world.

St. Joseph, Lewis, July 14, 1903. Minard's Liniment Co., Limited. Gentlemen,—I was badly kicked by my horse last May, and after using several preparations on my leg nothing would do. My leg was black as jet. I was laid up in bed for a fortnight and could not walk. After using three bottles of your MINARD'S LINIMENT I was perfectly cured, so that I could start on the road.

JOS. DUBES,  
Commercial Traveller.

#### FASHIONS AND FADS.

Traifs are pointed. Girdles are fringed. Dance frocks are very full. Girdles may be softly draped. The chemise dress is belted low. The cape is still as popular as ever. Furs are more magnificent than ever. Hats feature great width at the sides.

### Just Folks by Edgar A. Guest

LIFE'S SALESMANSHIP. The world is but one mighty store Where all that men are looking for Is stored upon its range of shelves, And we are salesmen of ourselves. Each of us, as he walks along, Would win the favor of the throng, And each of us, in various ways, Strives to deserve another's praise.

Since what is false men will not buy, No man should ever tell a lie; Men scorn the cunning of the cheat And spurn the practice of deceit. In life to-day it is well known That he who sins must live alone, While in its markets honor brings Reward above all other things.

Who seeks for popularity Upright and manly here must be, However great may be his skill; He must be kind and gentle still, And must not, though he wear a crown,

Upon his fellow men look down; Men cheer ability's success, But hate bad manners none the less. Youth sell yourself, but not for gold Or treasures which your hands can hold, The highest price for which men spend, His days of life, is love of friends. Go forth into the markets here And carry kindly words of cheer, Be gentle, honest, staunch and true, And men shall give their love to you.

#### From All Quarters.

The first film play ever shown was only about 40ft. in length. Only 300 Japanese soldiers were killed during the war, although 800,000 men were mobilized.

Japan has a shipbuilding yard still in operation which was established over 1,900 years ago.

Russian law forbids people to marry more than five times, or to contract a marriage after the age of eighty.

A company has been formed in Denmark for the manufacture of linen from the fibre of nettles. At a recent exhibition everyone was struck by the whiteness and suppleness of the tablecloths and napkins made of this nettle fibre.

The strongest animals exist entirely on vegetable food. It is the ferocity of the lion rather than his strength that makes him formidable. The animals with most speed and endurance—the horse, the reindeer, the antelope, and others—are also vegetarian.

### Fall Styles The First Showing.

A limited quantity of very smart frocks for Fall and Winter were opened by us on Friday last, and are to-day on view in our Showrooms.

These are exclusive French and American models, no two alike. Among the selection may be seen:—

1. Black Satin Sonple, heavily piped on sleeves and overdress.
2. Black Plain Silk Jersey, round neck, self buttons, side fastening, loose girdle. (An ideal model, giving long slender lines.)
3. Navy Ribbed Silk Jersey, round neck, and Russian Blouse effect.
4. Navy Serge, trimmed Military braid, Sand Jersey Vest and Cuffs.

This showing includes some beautiful models in Serge and Satin, Serge and Fur and Serge and Military Braid.

U.S. Picture & Portrait Co.,

The Home of Fashion.

### Gravenstein Apples!

One Car to arrive the 20th of the month.

Now Booking Orders.

BURT & LAWRENCE,

13 New Gower St.

#### NOTICE!

We personally attend to the sale of Codfish, Cod Oil, Salmon, Herring, etc. Will guarantee the highest market price with the most satisfactory results. Returns on all shipments made promptly. Consignments solicited.

P. J. SHEA,

Broker & Commission Merchant.

Office: 314 Water Street. Wharf: Cliff's Cove.

IF YOU WERE BORN IN AUGUST YOU'RE "RELATED" TO JEFF.

