## MC 2035 POOR DOCUMENT

2	THE EVENING TIMES	AND STAR, ST. JOHN N.B., FRIDAY, DECEMBER 8, 19	211
La MARQUISE de Fontenoy	THE ENDING OF A RECORD BREAKING SALE!	The Evening Chit-Chat	VVAKE UP! You are letting opportunities
Mr. Shuster and the Compli- cations in Persia—Nelson's Log Book—The Tripoli War	TOMORROW IS THE LAST DAY	The other day I was asked to write something which I had no idea how to word. I asked four people what to say. Three of them answered, "I'd say something like this" - and then made some vague and indefinite suggestion. The fourth took a paper and pencil, and wrote his suggestion in definite, finish- ed form.	Pleasant Dreams slip by every day that you don't come here for your clothing and haberdashery. This is one of the lists we
(Copyright, 1911, by the Brentwood Com- pany.) While every right-minded man, especial- ly these of the English-speaking race, must	OF OUR GIGANTIC	The fourth is an unusually successful young business man. I wonder how much of his success he owes to the habit which this little incident shows he pos- sesses—the habit of definiteness. I believe that the habit of indefinite thought is one of the most common weaknesses that keep men and women from accomplishing things. It is much easier to think and talk and plan and live in "glittering generalities," to make up one's mind to say "something like th's," to plan undertakings in vague and	are representing to the man who appreates 100 per cent values.
admire the energy, the pluck, and the unbending integrity with which Morgan Shuster is playing a hand at Teheran, which has won for his countrymen here a reputation for courage and square deal- ing that extends far beyond the bounds of Persia and indeed throughout the Orient, it must be a source of regret that	Overcoat Sale	sometring like this, to plan inhertakings in vague and sketchy outlines, thin to be definite and accurate in one's thoughts, and word; and plans. Of course, the indefinite and general idea must come first, and the definite and concrete aft erwards, but the trouble with many people s that they never get beyond that first stage. The indefinite idea is the powder—the concrete plan or thought is the shot. And the reason so many of us make	MEN'S SCOTCH TWEED OVERCOATS, Regular \$11 values, Saturday \$8 79 MEN'S SCOTCH TWEED SUITS, Regular \$8.00 values, Saturday \$5.50
the good work which he has already ac- complished, and the possibilities of his great usefulness to Persia in the future have been endangered if not entirely de- stroyed by his lack of tact and of di- plomacy. More than this, his deficiencies in these two particular qualities seem like- ly to cost Persia the last remaining ves-	If you have neglected coming to this sale, you have until tomorrow night at 11 o'clock to make up for lost time. If you read the price list below you will see what you'll miss if you stay away.	much racket, but nover hit the mark, is because we have pow- der, but no bullets in our guns. I know a man with such a passion for definiteness that he always meets any general statement by saying, "Such as," which is his way of demanding a concrete example of the generality. He says that half the time the person who makes the general statement cannot give any concrete example. When I was out driving the other day, I passed two farms where produce was offered for sale.	MEN'S PANTS, \$1.29. \$1.50 to \$4.50 MEN'S ALL-WOOL UNDERWEAR 50c to \$3.00 MEN'S ALL-WOOL COAT SWEATERS, 89c to \$5.00 MEN'S NEGLIGEE SHIRTS,
tige of her independence and to reduce the former empire to the fate of ordinary Russian and British oriental provinces. Morgan Shuster, in taking up his dut- ies as treasurer general in Teheran, with- in a few weeks only after his appoint- ment and without having sufficiently stud- ied the Persian situation, which is so in-	There are plenty of good things left. Come and get them before it is too late.	On the sign at one farm was printed: "ALL KINDS OF FARM PRODUCE FOR SALE." At the other place was a sign which read: "FOR SALE— FARM PRODUCE. FRESH EGGS CELERY SQUASHES CIDER	Regular 85c values. Saturday 49c HATS, CAPS. GLOVES, TIES, Etc. CORBET'S
tricate and so much involved that it would take long months, combined with a thor- ough knowledge of the language and char- acter of the people, to master, did not appreciate the fact that one-half of Per- sia was under Muscovite protection and the other under the protection of Eng- land. It was in fact thanks to these two	MEN'S OVERCOATS Men,s Mixed Tweed Over- Men's very good Black, coats, Prussian and velvet Melton Overcoats, velvet collar styles, worth \$10.00, collar worth \$13.50	APPLES LETTUCE." The broad generalization of the first sign made no appeal to me. The definiteness of the second reminded me that I wanted some celery and brought out my pocket book. So definiteness won out as it always does. Train yourself to habits of definite thought and statement, to definiteness in your desires and aims and to the making of definite concrete plans, and you will	196 Union St.
great European powers that Persia was indebted for the continuance of her na- tional existence instead of being reduced to anarchy and chaotic tribal warfare. He made the mistake of ignoring the existence of these two protectorates which, while burdening the protecting powers with certain responsibilities, likewise en-	Now \$6.35Conar, worth \$10.00,Men's Heavy Faney Mixed Tweed Overcoats, Ul- ster style, worth \$10.00,Men's Mixed Tweed "Prussian" Overcoats,	have immeasurably sharpened the tools with which you are seeking to carve out a successful life. WASHINGTON SOCIETY GIRL TO WED BARON	NOW AT S. JACOBSON PRICES JUST CUT IN HALF MEN'S BLACK OVERCOATS, worth \$9.50, Sale price \$4.98 MEN'S BLACK OVERCOATS, worth 11.50, Sale price 6.98 MEN'S FANCY TWEED OVERCOATS, worth \$12.00, Sale price 7.93 MEN'S FANCY TWEED SUITS, worth \$10.00 and \$12.00, Sale price 6.98
dowed them with privileges above other foreign states, and at the same time gave them a claim to special consideration, as well as a voice in the methods of ad- ministration. He chose to regard Per-	Men's Fine Black Melton Overcoats, velvet collar. worth \$12.00, Now \$8.00 Great value—Men's high		MEN'S FINE ENGLISH WORSTED SUITS, worth \$1.00, Sale price 10.98 MEN'S SWEATER COATS, worth \$1.25, Sale price 89 cents MEN'S SWEATER COATS with collar to button around the neck, worth

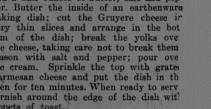


Near Cor. Hand

The Red Crescent in Tripoli The Khedive's mother who is a Turk-ish princess, has accepted the presidency of the Egyptian Red Crescent Society, which, a counterpart of the European and American Red Cross organizations, has dis-patched several fully equipped field hospi-tels to Tripoli with abundance of stores, medicines, and supplies, and a very large staff of surgeons and of hospital orderlies. Some of these field hospitals have been despatched overland by the Khedive's pri-vate railroad, which extends from Alexan-dria, westwards, up to a point within for-ty miles from the Tripolitan frontier. Others have been despatched across the desert further south, while some again have reached Tripoli by sea. The result of this is that the Turkish and Arab forces ficing the Italians in Tripoli, are quite as richly equipped in a medical and surgi-cal way, as the Italian army of occupa-tion. The Red Cres.ent in Tripoli

## Nel on's Log Book

Net on's Log Book The cables, in recording the purchase of the log book of Admiral Lord Nelson, by Thos J. Barrett in London, omitted to mention that he is the maker of one of the most widely known soaps on the interna-tional market. The reports did state that he had purchased some of the most famous masterpieces of modern painting, notably, Sir John Millais' "Bubbles," which lat-ter he turned to extraordinarily valuable account in reproduction to advertise his soap. Nelson's log-book will not, however, be devoted to any such commercial pur-poses, although its possibilities in the way o' advertisement are unique. He has brught from purely patriotic motives, and in order to prevent its being sold for ex-portation either to the United States or t, Germany.



Moncy has poured into the Dowager Khediviah's Red Crescent fund, like wat-