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LAIR'S
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 ss, at 10c, 11c, 12c, 13c, and
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 aped, Short Sleeves, Buttoned
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 (vers), Long and Short
 from 11c, each.
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 An assortment of sizes
 pair; now all round 12c.
 2c, pair.
 and 20c, pair.
 White and Coloured Lisle
 for values at 25c, 30c, 35c,
 at 30c, 32c, 35c, 45c,
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J. J. ST. JOHN.
 Heinz's Mince Meat, Heinz's Baked Beans,
 Symington's Coffee Essence, Kilt Coffee,
 Oxo—in cubes; Choice Bacon,
 Fresh Eggs, Fratella,
 Pure Gold Jelly Powder,
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J. J. ST. JOHN.

Warm Weather Blouses!

This one, which is one of many styles, is made of fine Mercerised Baptiste with Hand Embroidered Front & Shadow Effect Lace. High neck, 3-4 length sleeve, button in back.



Remarkable Value.
\$1.60.

R. Templeton.

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 Marble Works,
 Successors to Late Alex. Smith,
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 ALL MONUMENTS FINISHED IN HIGH GLOSS POLISH.
 Largest stock of Marble and Granite in the City. Country and Outport orders given prompt attention and best workmanship. Designs sent on request. Kindly visit our Showrooms and inspect stock and workmanship.
F. G. CHISLETT, Manager.
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PERHAPS

Your friends have not quite decided to come to Newf'land this summer
"THROUGH NEWFOUNDLAND WITH THE CAMERA"
 Contains 115 Splendid Photos taken all over the Island, and it has made many decide to pay us a visit.
The Holloway Studio,
 Corner Bates' Hill and Henry Street. Phone 763.

GENTLEMEN!



Here is a "Straight Tip," take it from us.
 Low Shoes will be worn more this season than ever before. Tan and Patent Leathers, in Button, Blucher and Laced Styles will be certainly it. We have these styles now on exhibition. See our Gents Western Window.
\$3.00 per Pair.
 Equal to any \$3.50 or \$4.00 Shoes in St. John's.
F. SMALLWOOD, The Home of Good Shoes.

ADVERTISE in the EVENING TELEGRAM.

How the Ragman Succeeded.

BY RUTH CAMERON.



The ragman made his spring visit the other day, and in return for our winter accumulation of "rage, bottles, old iron," rendered us a small sum of money which, according to neighborhood custom, we have invested in plants and flower seeds.
 We call him the ragman, but rightly he should be called the ragboy, for he is not yet twenty years old. And yet, he has been in charge of the business, driving his own cart and his own bargains, ever since he was thirteen, and doing it, moreover, with such success that I suspect he is decidedly more prosperous than many of the customers from whose dirty cellars he cheerfully removes all kinds of rubbish.
 In the course of his last visit we asked him this rather unusual ragman if business was good this year, and he averred that it was. Then he added that business was always good with him, and explained that this was because he treated people squarely. "I tell you," he said, as he swung his bundle of rags on his broad shoulder, and turned to depart, "if you treat people good, you'll succeed, because they want to see you again and that makes business. But if you try to skin them, you may win out the first time, but you'll get yours in the end."
 Now the ragman was not expressing a precept of ethics with no foundation in real life. He probably doesn't

know what ethics means. He was simply telling what his experience as a ragman had taught him—that the square deal pays.

One of the most successful business men I know said to me the other day: "I never did business primarily for money." Knowing something about his career, I believe him. He is a baker and I happen to know that to make the best bread possible for the money has always meant even more to him than financial success.
 "I never chose the right thing when I had to pick between what I knew was right and what seemed expedient, without finding that the right thing turned out to be expedient in the end," says another business man. He, too, has been successful in almost everything he has taken up.
 "Whether is all this tending?" you may ask. Simply to this, my friends: I think we are all apt to have the idea that one man's success in business means another man's failure, and that the dishonest, or, at best, the over-reaching man, is the only one who can make money nowadays. Now, that may be true as regards the vast fortunes which are upsetting the country. I do not believe any man can accumulate such wealth without dishonesty; at least in the moral sense if not in the legal. But in regard to moderate business success I am daily more convinced that it comes from serving other men rather than from over-reaching them.

These three men I have quoted were all hard-headed business men, but they didn't find it necessary to be hard-hearted.
 It is rather the fashion to be cynical about these things. Let's be un-fashionable.

Ruth Cameron

Are You Blue and Worried?

Nervous? Some of the time really ill? Catch cold easily and frequently suffer from biliousness or headache? The reason is that your system does not rid itself of the poisons in the blood; just as impossible as it is for the grate of a stove to rid itself of cinders. The waste does to us exactly what the cinders do to the stove; make the fire burn low until enough cinders have accumulated and then prevent its burning at all. Your liver is sluggish—you are dull and heavy—sleep does not rest, nor is food appetizing. In this condition illness develops. Doctor Pierce's Golden Medical Discovery eradicates the poisons from the body—a glyceric alterative extract made from bloodroot, golden seal and mandrake root, stone and queen's root, without the use of alcohol. No matter how strong the constitution the stomach is apt to be "out of kilter" at times; in consequence the blood is disordered, for the stomach is the laboratory for the constant manufacture of blood.



MRS. BLAKE.

Mrs. BESS BLAKE, of Port Dover, Ont., Box 28, writes: "I have been a great sufferer for years from indigestion, female troubles, bloating, constipation and nervousness—at times I would be in bed, then able to get up again. Was under many different doctors' care, and would get better for a little while, then I would go down with chronic inflammation all through me. For nineteen years I had this disease, trying nearly everything I got worse. I read in The People's Common Sense Medical Adviser of Dr. Pierce's Golden Medical Discovery and Dr. Sage's Catarrh Remedy. I have since used 'Golden Medical Discovery' and 'Pleasant Pellets,' and have used five bottles of Dr. Sage's Catarrh Remedy. I am now able to do my work and walk with pleasure. I feel like a new woman. I enjoy everything around me and thank God for letting me live long enough to find something that made me well again."
 Dr. Pierce's Pleasant Pellets regulate liver and bowels.

Household Notes.

As cleaners, oil newspapers have many uses. For drying window panes, for wiping out greasy pans and for polishing a stove, a crushed newspaper has few rivals, and when dipped in kerosene it cleans sinks well or removes rust from either porcelain or enamel when moistened with vinegar. Bookmarks for cook books will save time in a kitchen as a cook may lose the place where a recipe has been found for her. For recipes used frequently, strips of cardboard of one color may be used; for special recipes to be followed some particular day strips of different color may be taken. For keeping dust out of closets where there are no sills under the doors, get some weather stripping with a felt edge, not rubber, and nail it to the bottom of the doors on the inside. The felt should just touch the floor. There will not be enough resistance to make the doors drag, and the dust will be kept out.
 A good way to clean a carpet-sweeper is to remove the brush, and

after taking off all the hairs and lint rub it well with a cloth wet in kerosene (coal oil). Let the brush remain in the air till the odor has evaporated. The sweeper will leave the carpets and rugs looking much brighter after this treatment.

Newspapers are naturally moth-proof, as moths refuse to penetrate printer's ink. Winter clothing covered with many final wrappings sealed so that it has no opening is moth-proof; yet it is well to put camphor or moth balls inside the clothing in this newspaper case.

When buying souvenirs in a city you are visiting why not pass by the cheap stall commonly offered to strangers and get a book? If it is hardly possible to find a good one identified with the city, so much the better. Write in the book your name and place where you buy it and date and thus form a "souvenir library."

Covering a turkey with a cheesecloth will prevent it from getting scorched or drying too much while roasting. When the fowl is ready for the oven, sew it in a piece of cheesecloth and baste it through this covering, only removing the cloth at the time the turkey is ready to be served when you will find it has the requisite golden-brown color.

In Dread of Something

You can scarcely tell what—it may be Hysteria, Insanity, Nervous Collapse, Neuritis, or some other ailment.
 You can only throw off this depression when the nerve cells are restored to health by such treatment as Dr. Chase's Nerve Food. Your digestive system has failed to supply proper nourishment to the nerves, and you are compelled to seek aid from other sources.
 It will take some patience and persistent treatment, but there is no way by which you can so certainly restore health and vigor as by the use of Dr. Chase's Nerve Food.
 The best time to restore the nervous system is long before such a critical condition is reached. Such symptoms as sleeplessness, headaches, nervous indigestion, muscular weakness, loss of energy, failure of memory and power of concentration, irritability and discouragement tell of a failure of the nervous system and warn you of the approach of serious trouble.
 Dr. Chase's Nerve Food 50 cents a box, 6 boxes for \$2.50; all dealers, or Edman & Co., Toronto.

THIS WEEK! HOSIERY.

We are better prepared than ever to attend to your Hosiery wants as we have added several new lines this season.

Children's Socks. Colours—Black, Tan, Pink, Cardinal, Sky, Cream and White. Prices: 10, 11, 12, 13, 14, 15c. pair.

Children's 3/4 Socks. Black, Tan and Cardinal. Prices: 16, 18, 20, 22, 24c. pair.

Children's Black and Tan Cashmere Hose. 2-1, 4-2, and assorted rib. Sizes:— 00 00 0 1 2 3 4 5 6 16 18 20 22 24 26 30 35c. pair.

Ladies' Black and Tan Cash. Hose. 2-1, 4-1, 5-2, and fancy rib. 10, 12, 15, 20, 25, 30, 35, 40, 50, 60 and 70c. pair.

Black Lisle Thread. 25, 30, 40, 50 and 60c. pair.

SOPER & MOORE

course, the cloths should be fastened snugly over the dishes, and a box of rubber bands kept with the pile of cloths will be found more convenient than string for this purpose.

Should you be annoyed by the great amount of steam which usually accompanies the cooking of cabbage, onions, etc., take a deep lid, or turn the lid of your cooking pot upside down and put cold water in it. As the water becomes heated, empty it out and put in fresh water. This will not only keep the steam from your kitchen, but will lessen the odor of cooking throughout the house.
 Mend your boy's trousers by machine to save both time and labor. These tears never pull out if properly done, and the patch shows very slightly. Take a piece of material as much like the trousers as possible and baste well under the torn or worn place. Put the work under the machine needle, stitch backward and forward across the tear, being careful not to turn back until well over the worn place. Stitch as close as you find practical. When finished, cut out from underneath any unnecessary material and press well.

The Fly.

BY H. L. RANN.



H. L. RANN.

The fly is an agile and prolific insect with four feet and one of the most industrious stingers known to profane history. It is looked upon as a pest and pursued with ceaseless energy by people clad in wire snickersnee. The fly lives upon bread crumbs, babies and the sensitive apex of the baldheaded man. The average fly will forsake a custard pie or a pineapple ice without a moment's regret in order to turn a few handsprings on a head which is not covered with anything but pure, fresh air. Many a baldheaded man has been roused out of a tuncful siesta by the rude footsteps of some able-bodied fly with no sense of propriety and a ball-bearing punch. We do not now recall a more pathetic sight than that of a bald man trying to spear a large, active fly with a palm leaf fan and profane protests that would burn a hole through an asbestos roof. The fly is the greatest little multiplier now engaged in padding the census returns. He does not live to himself alone, but scatters sunshine and blue-nosed offspring over the pathway of life in the most reckless and prodigal manner. The fly is beset by pitfalls on all sides, ranging from the calloused hand of the hired girl to the poisonous finger bowl. Every year millions of flies walk carelessly into the embrace of a sheet of sticky fly paper, rear agonizingly on their hind feet in an attitude of deep concern, then sink calmly to rest in a gully grave. The fly does not work at his trade in the winter time; he devotes himself to sharpening his stinger and educating what is left of a once happy and united family. The favorite pastime of the fly is to secrete himself in a bedroom on a hot night and walk up and down the face of some belligerent citizen who slaps himself to the verge of the vertigo. People have consigned the fly to the cold and silent tomb in large quantities for 6,000 years, but every spring he bobs up with a fresh crop of relatives and renews his attack upon infuriated man.

We can show you **THE GOODS**, can give you **THE CUT** and **STYLE** and **THE EXPERT WORKMANSHIP**. The largest stock of **TAILORING GOODS** in the city. All goods **UP-TO-DATE**. Mail orders given prompt attention. Samples and self-measuring cards sent to any address.
JOHN MAUNDER,
 Tailor and Clothier, 281-283 Duckworth Street. ug2.ecd

The Public Demand is for prompt settlements in times of distress—when every dollar is in value as big as a cart-wheel. Ask any of my policy holders how long it has taken me to square up their losses. I am willing to stand or fall by what they say.
PERCIE JOHNSON,
 Insurance Agent.

Regal Shoe Stylex
"HI-SPEED" Model
A DARING Shoe for Young Men.
 "Too raised many degrees higher than that of the more conservative "Universal" model. Very short Vamp, high Swing Toe, high Arch and Heel, causing the foot to look shorter, and smaller, than in other shoes. A "Vanity" Style for Young Men who delight in wearing "something different."
SPECIFICATIONS
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THE SYRINGE PIPE.
 Has the advantage over all other Pipes. An article that smokers have always been inquiring for since Briar Pipes first came into use. The Syringe Pipe means a Pipe smoking at its very best.
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