

SAGE TEA WILL DARKEN THE HAIR

Restore Faded and Gray Hair to Natural Color—Dandruff Quickly Removed

There is nothing new about the idea of using Sage for restoring the color of the hair. Our grandmothers kept their hair dark, glossy and abundant by the use of a simple "Sage Tea."

Nowadays we don't have to resort to the old-time tedious method of gathering the herbs and making the tea. This is done by skillful chemists better than we could do it ourselves.

ARE YOUR HANDS CHAPPED?

Read How Zan-Buk Heals

For badly chapped hands, cold cracks, frost bites, etc., Zan-Buk is the best known healer. Wash the hands or part affected in water as hot as can be borne.

Zan-Buk will also be found a sure cure for ulcers, blood-poison, varicose sores, ringworm, inflamed patches, babies' eruptions and chapped places, cuts, burns, bruises, and skin injuries generally.

How Many of You Women Are In Trouble Today?

By J. R. HAMILTON Former Advertising Manager Wanamaker's, Philadelphia (Copyrighted)

ALL OF you women whose husbands have told you, you have been spending too much money, please stand up. Great Scott! Every married woman in America is on her feet.

All you who are earning your own living and spending as much as you earn please stand up.

Now we've got the rest of them. "Well," you say, "now that you've got us standing here what are you going to do about it?"

I'm going to give you the first law of business: Cut your expenses down first, and then find out how you can do it afterward.

Every big institution carries what it calls a "butcher."

When the expenses of that institution begin to eat up the profits of the "butcher" issues a sweeping order to cut down so many hundreds of dollars a day.

This cutting seldom if ever ruins a business. It simply sharpens the wits of those who are left.

Now let's take your case. Instead of taking the money that you think you ought to have, suppose you take the money that you have actually got.

Therefore the first thing you begin to do each day (just as are going to do now in a minute or two) is to open this paper and see what special inducement each store is offering in the things that are necessary for you to buy.

The next thing you do is to cut out all those snobbish, exclusive, little non-advertising concerns, who find it somehow beneath their dignity to sell their goods at less than a profit of several hundred per cent.

The third thing you do is to reckon up your savings at the end of a week or two.

And the fourth thing you do is to stand amazed at the amount you have saved in spite of the amount you have bought.

Now of course this is letting you in behind the scenes.

There isn't a buyer in any store who doesn't have to bring himself up with a jerk or get brought up with a jerk every once in a while; and who doesn't stand amazed at what he has been able to accomplish with a smaller amount of capital and a greater amount of energy and a little extra thimbleful of brains.

Now don't tell anybody you have been behind the scenes, but just dig into the advertising in this paper quietly for the next few days; cut out the "dropping-in-anywhere" method of shopping; make a business of your household expenditures, and see if this little financial plan doesn't relieve your terrible money strain.

WHAT ANNE PITENHOUSE SAYS

(Copyright, 1913, by the McClure Newspaper Syndicate)

There is more to the mere fact that Chinese crepe and embroidery is in fashion than all women recognize. They regard it as a high priced venture in clothes, for the word Oriental always spells expense to the American mind.

A good quality of Chinese silk over here sells for about a dollar a yard; it is probably fifteen cents over there.

Little Beauty Chats

By BLANCHE BEACON

Simple Treatment for Nails That Crack

A WELL-KEPT hand is one of the points of beauty; therefore the woman who wishes to be entirely charming must see to it that her hands are in good condition.

Suppose you give your hands a thorough inspection this very minute, then you will discover if anything is amiss with them.

Are they white and soft and neither too plump nor too thin for beauty? Silence answers yes. Look again and tell me if your nails are perfect in every respect.

They have one lack? That is a great pity, but if you will tell me what it is, I doubt not that I can show you a way out of your trouble, whatever it is.

Did you say that your nails have ugly ridges and persist in breaking upon the slightest provocation? Yes? Then there is work ahead for you as it will be no easy matter to teach your unsatisfactory nails better manners.

I think it will be necessary for you to coat them every night with a certain cream, whose chief object in life will be to soften the nails that they will find it difficult to crack and tear.

This is how this helpful pomade is made: Melt slightly grains of powdered resin in a double boiler, or, lacking this useful utensil, place a china bowl in a pan of hot water and set on the stove.

Stir the resin and wax mixture as it heats, then add one-half ounce of petroleum jelly, thirty-two grains of table salt, thirty-three grains of powdered alum, and two grains of carmine in the order named.

Finally remove the bowl from the stove and beat compound with a fork or patent egg-beater until it firms, then pour into a wide-mouthed porcelain jar with a screw top.

The time to apply this pomade is at night, just before you retire. After this cream has been thickly smeared over the fragile nails with a small ball of antiseptic gauze, it behooves you to draw on a pair of kid gloves—a size too large, as this will

be a good likeness to the uneven, flimsy stuff that one can buy from Tokio down to Manila.

The colored waters of it will probably not wash; there is no reason that they should, as they will shake the dust as well as voile or marquisette. The white crepe, however, is guaranteed to wash and needs no starch.

Any two inches of such embroidery gives character to a blouse or a gown. It can be used across the back of a gilette or as a tab to the collar or the middle of a cascade of lace. The uses for these quaint silks in millinery are even more varied than in gowns.

Although the milliners believe that elaborate trimming will force its way on hats this summer, the majority of women are opposed to it and do not intend to allow it if they can help it, so the plain hat is made exceedingly effective by a small dash of vivid Oriental coloring.

Crinly fabrics have been tried out for three seasons, with more or less success, but the original Chinese crepe has not been brought into fashion until this season. Now one sees a good deal of it as the material for the spring model. It is possible that it is Oriental in name only, as the French looms are turning an immense amount of it into the market, but

Little Beauty Chats

By BLANCHE BEACON

Simple Treatment for Nails That Crack

A WELL-KEPT hand is one of the points of beauty; therefore the woman who wishes to be entirely charming must see to it that her hands are in good condition.

Suppose you give your hands a thorough inspection this very minute, then you will discover if anything is amiss with them.

Are they white and soft and neither too plump nor too thin for beauty? Silence answers yes. Look again and tell me if your nails are perfect in every respect.

They have one lack? That is a great pity, but if you will tell me what it is, I doubt not that I can show you a way out of your trouble, whatever it is.

Did you say that your nails have ugly ridges and persist in breaking upon the slightest provocation? Yes? Then there is work ahead for you as it will be no easy matter to teach your unsatisfactory nails better manners.

I think it will be necessary for you to coat them every night with a certain cream, whose chief object in life will be to soften the nails that they will find it difficult to crack and tear.

This is how this helpful pomade is made: Melt slightly grains of powdered resin in a double boiler, or, lacking this useful utensil, place a china bowl in a pan of hot water and set on the stove.

Stir the resin and wax mixture as it heats, then add one-half ounce of petroleum jelly, thirty-two grains of table salt, thirty-three grains of powdered alum, and two grains of carmine in the order named.

Finally remove the bowl from the stove and beat compound with a fork or patent egg-beater until it firms, then pour into a wide-mouthed porcelain jar with a screw top.

The time to apply this pomade is at night, just before you retire. After this cream has been thickly smeared over the fragile nails with a small ball of antiseptic gauze, it behooves you to draw on a pair of kid gloves—a size too large, as this will

be a good likeness to the uneven, flimsy stuff that one can buy from Tokio down to Manila.

The colored waters of it will probably not wash; there is no reason that they should, as they will shake the dust as well as voile or marquisette. The white crepe, however, is guaranteed to wash and needs no starch.

Any two inches of such embroidery gives character to a blouse or a gown. It can be used across the back of a gilette or as a tab to the collar or the middle of a cascade of lace. The uses for these quaint silks in millinery are even more varied than in gowns.

Although the milliners believe that elaborate trimming will force its way on hats this summer, the majority of women are opposed to it and do not intend to allow it if they can help it, so the plain hat is made exceedingly effective by a small dash of vivid Oriental coloring.

Crinly fabrics have been tried out for three seasons, with more or less success, but the original Chinese crepe has not been brought into fashion until this season. Now one sees a good deal of it as the material for the spring model. It is possible that it is Oriental in name only, as the French looms are turning an immense amount of it into the market, but

Crinly fabrics have been tried out for three seasons, with more or less success, but the original Chinese crepe has not been brought into fashion until this season. Now one sees a good deal of it as the material for the spring model. It is possible that it is Oriental in name only, as the French looms are turning an immense amount of it into the market, but

Crinly fabrics have been tried out for three seasons, with more or less success, but the original Chinese crepe has not been brought into fashion until this season. Now one sees a good deal of it as the material for the spring model. It is possible that it is Oriental in name only, as the French looms are turning an immense amount of it into the market, but

Crinly fabrics have been tried out for three seasons, with more or less success, but the original Chinese crepe has not been brought into fashion until this season. Now one sees a good deal of it as the material for the spring model. It is possible that it is Oriental in name only, as the French looms are turning an immense amount of it into the market, but

Crinly fabrics have been tried out for three seasons, with more or less success, but the original Chinese crepe has not been brought into fashion until this season. Now one sees a good deal of it as the material for the spring model. It is possible that it is Oriental in name only, as the French looms are turning an immense amount of it into the market, but

Crinly fabrics have been tried out for three seasons, with more or less success, but the original Chinese crepe has not been brought into fashion until this season. Now one sees a good deal of it as the material for the spring model. It is possible that it is Oriental in name only, as the French looms are turning an immense amount of it into the market, but

Crinly fabrics have been tried out for three seasons, with more or less success, but the original Chinese crepe has not been brought into fashion until this season. Now one sees a good deal of it as the material for the spring model. It is possible that it is Oriental in name only, as the French looms are turning an immense amount of it into the market, but

Crinly fabrics have been tried out for three seasons, with more or less success, but the original Chinese crepe has not been brought into fashion until this season. Now one sees a good deal of it as the material for the spring model. It is possible that it is Oriental in name only, as the French looms are turning an immense amount of it into the market, but

Crinly fabrics have been tried out for three seasons, with more or less success, but the original Chinese crepe has not been brought into fashion until this season. Now one sees a good deal of it as the material for the spring model. It is possible that it is Oriental in name only, as the French looms are turning an immense amount of it into the market, but

Crinly fabrics have been tried out for three seasons, with more or less success, but the original Chinese crepe has not been brought into fashion until this season. Now one sees a good deal of it as the material for the spring model. It is possible that it is Oriental in name only, as the French looms are turning an immense amount of it into the market, but

Crinly fabrics have been tried out for three seasons, with more or less success, but the original Chinese crepe has not been brought into fashion until this season. Now one sees a good deal of it as the material for the spring model. It is possible that it is Oriental in name only, as the French looms are turning an immense amount of it into the market, but

Crinly fabrics have been tried out for three seasons, with more or less success, but the original Chinese crepe has not been brought into fashion until this season. Now one sees a good deal of it as the material for the spring model. It is possible that it is Oriental in name only, as the French looms are turning an immense amount of it into the market, but

Crinly fabrics have been tried out for three seasons, with more or less success, but the original Chinese crepe has not been brought into fashion until this season. Now one sees a good deal of it as the material for the spring model. It is possible that it is Oriental in name only, as the French looms are turning an immense amount of it into the market, but

Order from your Grocer Every Little Tablet has a Flavor all its own It Always Tastes like more LIPTON'S JELLY TABLETS 10cents Pint Package 9Flavors No Artificial Flavors

WE HAVE FURNISHED THOUSANDS HAPPY HOMES WHY NOT YOURS? Our prices are low, our stock large and well selected. Our Furniture gives you best possible satisfaction in style, quality and workmanship. Drop in and see, we are always pleased to show goods. J. MARCUS, - 30 Dock St.

Great Reductions in Low Shoes During our Mid-winter Clearance Sale. Men's \$4.50 Tan Calf Blucher Oxfords, sizes 6, 7, 7 1/2, 8 1-2, 9. Reduced to \$2.00. Women's \$4.00 Patent Leather Oxfords, sizes 3, 4, 4 1-2, 5, 5 1-2. Reduced to \$2.65. Women's \$2.50 Kid Colonial Shoes, sizes 3, 4, 4 1-2, 5, 5 1-2, 6 1-2. Reduced to \$1.00. Women's \$5.00 Patent Colonial Shoes, sizes 2 1-2 and 4 1-2. Reduced to \$3.45. Women's \$2.50 Patent Blucher Oxfords, sizes 3 1-2, 4, 4 1-2, 5, 6. Reduced to \$1.50. Women's \$3.50 Calf Blucher Oxfords, sizes 2, 2 1-2, 3 1-2, 4. Reduced to \$1.00. See if your size is among them. Sale goods cash. No appr b tion. McRobbie King Street

SHIPPING PORT OF ST. JOHN. Arrived Yesterday. Str Lake Erie, 4848, Carey, London and Havre, Wm Thomson Co, pass and gen cargo. Str Laura M Hunt, 507, Joston, Perth Amboy, C M Kerrison, with coal. Str Luella, 50, Scott, Perth Amboy, C M Kerrison, with coal. Str Chesley, 308, Brown, Kingsport for Havana, J W Smith; in for harbor with cargo of potatoes. BRITISH PORTS. Avonmouth, Jan. 29—Ard, str Royal Edward, Halifax. London, Jan. 29—Ard, str Ausonia, Portland. FOREIGN PORTS. Las Palmas, Jan. 28—Passed str Seltania, Hatfield, bound from Antwerp to Santos. New York, Jan. 29—Ard, str Rescue, Dorchester (N D); Wandrian, Walton (N S). Stomington, Conn, Jan. 29—Ard, str Marie Saunders, 15 John (N B). Boothbay Harbor, Me, Jan. 29—Ard, str George Pearl, New York; Sarah A Reed, do. Eastport, Me, Jan. 29—Sld, str Wm Williams Kerne, Boston; Centennial, do. Rockland, Me, Jan. 29—Sld, str Cas Wamteak, Boston; John S Beacham, do. JOINED UNION. At a meeting of the Carpenters' Union last evening in the Opera House building several members were initiated. The newly appointed business agent, Arthur W Reynolds, has met with much success in his re-organizing work.

One Application Restores the Color to Grey or Faded Hair Simple — Easy — Safe — With HAY'S HAIR HEALTH Why have unsightly grey or faded hair? Why look prematurely grey and ten years older than you are? Why look unattractive and lose your charm and beauty? If your hair is grey, faded, straggled looking, HAY'S HAIR HEALTH will change it—bring back the natural color, life, and lustre quickly, effectively, satisfactorily, safely. You'll be surprised at the quick results from a few applications, the grey hairs will gradually disappear, leaving your hair in its natural, youthful condition, full of life, radiance and beauty. For those who are troubled with Dan-

long one. Is it used for any other purpose? Defendant replied angrily that it was not, but it might be. She said she would not pay the fine, but would go to prison for the seven days. ROYAL GUARDIANS. At the recent meeting of Chambers Lodge, No. 1, Royal Guardians, held in the Orange hall, Germain street, the following officers were elected for the coming year: H. D. Everett, master guardian. Geo. Stevens, foreman. John H. Bazley, overseer. E. S. Hennigar, secretary. R. D. Woodrow, financial. J. L. Thomas, recorder. James Cunningham, guide. C. E. Lovell, inner watch. Wm. Humphrey, outer watch. J. J. Rowan, past master guardian. E. T. C. Knowles, A. J. Armstrong and J. H. Bazley, auditors.