

The Evening Chit-Chat

By RUTH CAMERON



The butcher down the street has just gone into bankruptcy.

There is a "let" sign in the store he has occupied so many years; his family have moved from their comfortable house into a small apartment, and he has taken a clerk.

We were discussing the reason for his failure the other day. There are only two butcher shops in our section of the town and it really seems as if there ought to be trade enough to support them both more than comfortably.

Molly, the little stenographer lady, advanced the suggestion that it might be because he always cut off a pound or so more than you asked for. Her mother, she said, was always scolding because he did that.

"But the other man does that, too," someone protested, "and he seems to be getting along all right."

An original person suggested it might be that he had inferior meats but someone who had traded with both men assured us they had practically the same goods at the same prices.

Then the lady-who-always-knows-somewhat spoke up. "I'll tell you just why I think it was," she announced. "It was because he never smiled."

"He'd say, 'Good morning, what can I do for you?' as if it were around out of him with a crank, and then he'd cut the meat and weigh it and give it to you and make the change all without the least bit of a smile."

"It was really depressing to go there. No man could succeed no matter what his goods were if he treated customers that way."

I think the lady-who-always-knows-somewhat was right.

I know I used to subconsciously dislike to go into his store. I never translated my feelings about it to myself, but I shouldn't wonder if it was just that—that he was so very unsmiling.

I doubt if many people realize the full commercial value of a smile. And yet, how many of us haven't proved it ourselves again and again by buying something chiefly because the salesman or woman smiled so pleasantly and seemed so interested.

If you want to succeed you can't afford not to smile often than you do. That may sound like a very broad statement, but I feel quite safe in making it, because I never but once in my life saw anyone who smiled too much, and every day I see people who don't smile half enough.

For the office as well as the home, for success in business as well as in friendship, I know of no better motto than this little verse.

Smile awhile
And while you smile another smiles
And soon there's miles and miles of smiles.
And life's worth while
Because you smiled.

Ruth Cameron

The best thing to dust furniture is a large, soft paint brush which has been dipped in olive oil and squeezed almost dry. This will take up every bit of dust, without sending it flying about.

Each of the chief organs of the body is a link in the chain of health. A chain is no stronger than its weakest link, the body no stronger than its weakest organ.

If there is weakness of stomach, liver or lungs, there is a weak link in the chain of life which may snap at any time. Often this so-called "weakness" is caused by lack of nutrition, the result of weakness or disease of the stomach and other organs of digestion and nutrition. Diseases and disorders of the stomach and its allied organs are cured by the use of Dr. Pierce's Golden Medical Discovery. When the weak or diseased stomach is cured, diseases of other organs which seem remote from the stomach but which have their origin in a diseased condition of the stomach and its allied organs of digestion and nutrition, are cured also.

The strong man has a strong stomach. Take the above recommended "Discovery" and you may have a strong stomach and a strong body.

GIVEN AWAY.—Dr. Pierce's Common Sense Medical Adviser, new revised Edition, is sent free on receipt of stamps to pay expense of mailing only. Send 31 one-cent stamps for the book in paper covers, or 50 stamps for the cloth-bound volume. Address Dr. R. V. Pierce, Buffalo, N. Y.

Fads and Fashions.

Costs have vivid linings.

The wearing of earrings is now universal.

Black and white in broken plaids is very stylish.

A pretty toque is of black velvet edged with fur.

The latest thing in feathers are feather slippers.

Beads play an important part in the slipper buckles.

Ballroom dresses are trimmed in narrow bands of fur.

Some manufacturers say short capes are coming back.

Many of the black hats are trimmed high with black malines.

Visiting dresses, even when made short, are most sumptuous.

The fash lines are very evident, especially on chiffon blouses.

The Directorate style grows more fashionable as the season progresses.

One of the latest evolutions of fashion is the long colored velvet palette.

A sailor collar when made of lace is a pretty accessory to a dinner gown.

Silk crepe draperies in the ancient Indian cashmere shawl patterns are new.

Tan shoes are in great demand.

Buttons and laces are about equally divided.

Chinchilla, in its lovely tones of gray and black, was never more fashionable.

One would go far to find a more attractive waist than the new chiffon jumper.

The strong favor for serges in black, navy and white shows no signs of decreasing.

Plain cloth velvet and plaid trimmings are characteristic combinations on children's garments.

The rage for black velvet gowning reaches down to the tiniest feminine mites. A charming fad.

Corals that very nearly reproduce the real thing are set on a bar, making a most attractive veil pin.

The new bags have coronet or initials in gold or very small diamonds on their velvet background.

Brown-toned furs will be much in evidence and are combined with the varying imitations of sealskin.

For evening wear gold or silver tulle turbans are seen with tall aigrettes or groups of marabout feathers.

Heavy thread and metal laces are pretty features of the winter hats designed to wear with dressy clothes.

Nowadays woman is revelling in "matched sets." By that is meant a turban, scarf and muff made to match.

Ecruise leant is the name given to that fine grain leather of high finish that is so popular for purses and bags.

There is nothing prettier or smarter.

For Men Ayer's Hair Vigor is for men, too. It is a splendid hair-dressing. It is refreshing, cooling, and it keeps the scalp clean and healthy. It never changes the color of the hair, not in the least. Ask your doctor.

MIRACULOUS RESULTS IN DUNVEGAN, C.B.

GIN PILLS Brought Relief

"I suffered untold misery even when under treatment from the best doctors for over ten months, and nothing seemed to do me any good or relieve my painful condition. My trouble was inflammation of Kidneys and Bladder. Finally determined to go to the Victoria Hospital, Halifax for treatment. Two days, however, before my intended departure, a neighbor called and happened to have a GIN PILL in his pocket, insisted on my taking it. I did so and six hours after taking it, the results and benefits I derived were simply nothing more or less than miraculous. Instead of going to the Hospital, I sent for a box of GIN PILLS with the result that I am a cured man. I recommend GIN PILLS to everyone suffering from Kidney Trouble."

Take GIN PILLS on our positive guarantee that they will cure you or money promptly refunded. 50c. a box—6 for \$2.50—sent on receipt of price if your dealer does not handle GIN PILLS. Sample box free if you write us. National Drug and Chemical Co., Dept. N., Toronto.

Long coats of watered moire silk are made in Paris very light-fitting, enveloping the wearer from head to foot.

A cluster of roses at one side is a girlish finish for a bandana for the hair, made simply of soft tapestry brocade.

Scarfs are draped on the shoulders loosely or allowed to fall in the back as far as the elbow, the ends going under the arms.

The long sealskin coat now made with half open revers requires a stole and buff to make it quite practical for cold weather.

The little round cap of heavy worsted that originated last summer in France has taken great hold. It is ideal for motoring.

Quite the latest toque is of pure white feathers, trimmed with a single small white bird or a cluster of white marabout feathers.

Train Your Dog.

In many persons the love of dogs is as strong and as ineradicable as the love of children. They are generally the persons who know dogs the best. If a dog is a nuisance it is the fault of his training. A dog quickly takes on the leading traits of his master's character. He is the most impressionable of creatures. He responds quickly to any treatment. Treat him like a dog and he will act like one. Treat him like a human being and he will quickly develop human traits. Keep him under close restraint and the brute in him will be uppermost. Allow him reasonable liberty and discipline him sensibly and justly and the human in him will appear. For freedom is the soil in which all virtues, both human and canine, thrive best.—Boston Globe.

Makes the Hair Beautiful

At last a remedy has been discovered that will positively destroy this pest.

That Dandruff is caused by germs is accepted by every sensible person. Dandruff is the root of all hair evils. SALVIA will kill the dandruff germs and remove Dandruff in ten days, or money back. 50c. a bottle.

Train of Pullman Cars

Collide With Passenger Train on Pennsylvania Railroad—8 People Killed Outright and 20 Seriously Injured.

Upper Sandusky, Ohio, Dec. 24.—In a collision between passenger train No. 15 and an express on the Penna. Railroad at Attica, Ohio, eight miles east of her to-day, at 2 a.m., eight people were killed outright and 20 seriously injured.

The wreck occurred on a curve, and the two trains crashed into each other head on.

Engineer Kreggs, of Fort Wayne, Ind., of the express train, and fireman Miller, of Crestline, Ohio, were killed.

The express consisted of all Pullman cars, and was running from New York to Chicago.

Only One "Bromo-Quinine" that is Laxative Bromo-Quinine Cures Cold in One Day, Grip in 2 Days.

6 Tablets on every box. 25c.

AWAITING ATTACK.

Special to Evening Telegram.

PURTO CORTEZ.

Honduras, Dec. 20.

An attack upon Puerto Cortez by the revolutionary gubnaet Hornet, which was reported several miles off this coast late last night, is expected hourly. Several hundred government soldiers arrived here to-day from Tegucigalpa, and others came in the morning.

NEW ARRIVALS

A choice selection of

Suitings and Overcoatings.

These fabrics cut in

Our Styles,

for Fall and Winter, and made at our store give our patrons an exclusively

Well Dressed

appearance. New-foundland's Store for

Fashionable Tailoring.

Personal attention given to Mail Orders.



JOHN MAUNDER, TAILOR and CLOTHIER,

251-253 Duckworth Street, St. John's.

Artificial Teeth!

It is almost impossible to obtain better fitting or more natural looking Artificial Teeth than can be obtained at

The Maritime Dental Parlors.

We give particular attention to this branch, as well as the treatment, filling and crowning of teeth.

At our prices within the reach of all

Teeth extracted without pain 25c.

Teeth extracted and full set artificial teeth (\$18.00 value) supplied \$12.00.

Gold Crowns (\$10.00) \$6.00.

Gold, Ashes Enamel, Amalgam or Cement fillings at proportionately reasonable prices.

The Maritime Dental Parlors, J. W. Sillicker, D.D.S.

176 Water St., St. John's. Dentist.

'PHONE 62.

"Swift" Hockey Boot.



Be among the leaders at the rink or lake by wearing "Swift" Hockey Boots; no slipping at the heels; no pinched toes or instep; guaranteed perfect fit. The most suitable Christmas gift for the Boy.

BOYS' price from \$2.50

MEN'S price from \$2.60

PARKER & MONROE.

The Shoe Men.



The Dawn of Better Baking

comes with "BEAVER" Flour. It is a blend of the best wheats grown in Canada—

Manitoba Spring wheat and Ontario Fall wheat. It has the bread-making powers of the one and the pastry-making powers of the others.

Every woman, who brings "BEAVER" Flour into her home, makes the right start towards better Bread and Pastry.

DEALERS—Write us for prices on Feed, Coarse Grain and Cereals.

THE T. H. TAYLOR CO. LIMITED, CHATHAM, Ont.

R. G. ASH & CO., St. John's, Sole Agents in Newfoundland, will be pleased to quote prices.

A New Year GIFT

Our Stock of fine Boots and Shoes for Ladies and Gentlemen now complete. Cloth tops, Patent Leathers etc.

Ladies' Granite Boot, Blucher cut, only \$1.80.

Mens Wonder Boot, Blucher cut, only \$1.80.

Our \$2.50 Boots for Men and Women.

The World Know Boot for Men and Women

\$3.00.

RUBBERS!

Ladies' Long Rubbers, silk leg, only—\$2.00.

Girls' Long Rubbers, silk leg, only—1.80.

Childs' Long Rubbers, silk leg, only—1.45.

We keep Maltese Cross Rubbers—Packed in Carbons.

75c. 80c. \$1.00 \$1.20 \$1.40 up.

F. SMALLWOOD,

THE HOME OF GOOD SHOES.

My Goodness!

What a Bargain!

LADIES' NEWEST UNTRIMMED

Felt HATS,

Worth \$1.00 to \$2.50 each, now offering at

ONLY 60c. EACH

We offer these at this price to clean up previous to some alterations which we are making in connection with our Show Rooms, and on which account need all the room we can get.

This is the GREATEST BARGAIN of any kind that has been offered the Buying Public this year by any House in the Trade.

Any lady can now easily afford a different Hat for every day of the week, and a Hat of the Very Best Quality—at that.

We can give you all the Newest and Smartest Shades in Felt Hats, and as the offering includes all our stock of Untrimmed Hats, up to the highest priced one, there is a large selection to pick from.

N. B.—This price of 60 CENTS is for Spot Cash, and we cannot give hats on approximation.

HENRY BLAIR

CC. 15th, 1910

Wm. Elie, Gower St.

John Robert, Cook's St.

John N. F. card

Wm. A. F. Cabot St.

Wm. Telephone Office

John, Cochran St.

Wm. Blackmarsh Rd.

Walter, late Bonne Bay

Ms. D. M.

Ms. Mrs. Golf Avenue

A. cabinet maker

Ms. Mary

Ms. Jennie

Union Square

rd, Fred, card

on, Miss Florence.

rd, Fred, Water Street

rt, late Bishop's Falls

Nellie, card

Ms. Mrs. 46 St.

Ms. Miss Edith

ard, Miss Edith

ring, W. T. Gower St.

Mr. Jessie Wm.

rd, Mrs. Wm.

rd, Mrs. Wm.

Ms. Miss M. card

Ms. Mrs. Thomas

Ms. Miss Westland

Ms. Mrs. Wm.

Ms. Mrs. Wm.

Ms. Mrs. Wm.

Ms. Mrs. Wm.

Ms. Mrs. Wm.

Ms. Mrs. Wm.

Ms. Mrs. Wm.

Ms. Mrs. Wm.