Salesmanship unaided may make some first sales, but even

at its best it cannot build a repeat business, unless supported by

Quality Goods. INFERIOR PRODUCTS SOON REVEAL

THEIR REAL CHARACTER, and weaken the courage so essen-

tial to success in selling on a permanent basis. Skill and enthusi-

in selling and make it increasingly easy and cumulative. Their purchase can be urged with easy assurance, since the buyer is cer-

Whether it be for your customers or yourselves

furnish an inspiration for salesmanship that is invincible and

bring about permanent and satisfactory results for you both, be-

cause you can be sure that they have no superior, that delight will

always follow their sale, and that no worries need attend your

to be given away free by Christmas Day. Buy Bear Brand Rub-

bers and see if you will not have a lucky number. Register your

Look for Bear it is on every pair of Bear Brand Rubbers.

F. SMALLWOOD,

STEER BROS.,

The following dealers will be pleased to serve you the Bear

ROYAL STORES, Ltd.,

NICHOLLE, INKPEN & CHAFE, Ltd

RUBBER SHOES for WOMEN, either in storm or Croquet.

We have imported this year SPECIAL HIGH HEEL'

asm of the highest order are no match for such a handicap.

"OUALITY

TALKS!"

BUT QUALITY PRODUCTS

STRENGTHEN COURAGE

efforts for repeat business.

name with dealer or send to us.

tain to gain from their presence in his store.

Bear Brand Rubber Shoes

EIGHT HUNDRED DOLLARS, \$800, in Prizes

JESSE WHITEWAY.

Bear Brand Rubbers are sold in every outport in Newfoundland.

CLEVELAND RUBBER Co.

# G. KNOWLING,

Offers ex S.S. "Eburoon,"

40,000 lbs.

# BACON.

900 cases **EVAPORATED MILK** 

FINEST QUALITY PURE LARD.

Selling CHEAP at our

East, West & Central Stores.

G. KNOWLING, Limited.

THURSDAY, October 4th, 1917.

#### Starving the Enemy.

will be brought to an end. When vate that situation. And this is only first the blockade was instituted by one of a thousand matters that are were plentiful of the speedy starva- ved. tion, actual and physical, of the enmerely because it has not yet proved live stock from such a cause. Com The signs and the proof are with the that the potato, bread and meat ra-

This absolute embargo of Britain achieve much to bring peace nearer it is not possible to defeat Germany Hardware Dept .- sep21, eod, tf p.m. to-day.

W. J. HERDER, - - - Proprietor conndent negative which seems in the first place, from the rifles. The lads stated they H. A. WINTER, B.A., - - Editor a priori reasoning, which is too sel- did not know they were breaking the must be the position of the Central days and costs. Powers to-day. This is the fourth winter of a war which they did not Brutally Assaulted expect to exceed one. Superhuman efforts and brilliant organization Yesterday the cables and through State control have enabled nounced the absolute pro-hibition by the British better than might have been expect-Government of exports of ed, but these things cannot replace any kind except printed matter to the dead men and lost labour, to look at Scandinavian countries and Holland. one aspect only of the increasing Even under present conditions the ac- drain to which they are subjected. tion seemed so extreme that we with- Similarly many effects of the stopthe most important news for a long ply can be calculated theoretically, was fined \$100 or six months impritive but to day's messages confirm without need of actual proof. When time, but to-day's messages confirm it so fully that there can be no doubt of the completeness of the embargo.

Moreover, it is made plain that it is without need of actual proof. When we stop sending a certain amount of food to Sweden we do not merely keep that quantity from Germany.

Was fined \$100 or six mouths imprisonment as well as receiving a severe reprimanding from His Honor. The accused was also ordered to give bonds in \$100 for his future good be-Britain to take the steps, a fact which so preserve her supplies to herself. speaks volumes for the thoroughness But she must create future supplies, of our new Ally and removes appre- and to that end employ all available To Study for hensions on Britain's own account. labour. Much of it will be withwhose needs will be well looked after drawn from the production of other by the States. It is expected, the commodities which have been going message says, that in three months to Germany, notably iron. In Gerthese neutrals will be compelled to many itself the same interaction takes Edward Kavanagh of New Gower St. forbid absolutely the exportation of place. She is short of coal, not beany of their own supplies. The Allies cause she does not possess it, but be will not worry overmuch, but Ger- cause she lacks the labour to work and Apostolic School (conducted by many will be dealt a blow under the and distribute it. Further draining the Fathers of the Catholic Foreign force of which she will fairly reel. of the labour she has, in order to Missions) to study for the priesthood. It is a favourite speculation, when meet the further requirements of the Mr. Kavanagh, who is Newfound

pen, it was said that he would run out allow for exaggeration and false re- his arduous vocation which is of his munition supplies: lack of cot- ports. A high Austrian official, writ- worthy of emulation. ton in particular for his explosives ing in a Swiss newspaper, has said would speedily bring him to terms, that Austria and Hungary cannot Failure of man power was empha- hold out for another winter, because sized, we remember, during 1916, and soldiers and civilians would starve. financial collapse has been time and Crops have been destroyed in the best again predicted. Finally, different districts by cold and rain. The rail- sailed last night for northern ports forms of strategy have been advoca- way cars were needed for the army ted at different times—the war must and could not distribute the Roumabe won in the air, it must be won by nian crops. Far ne has been predicted in the Austrian Parliament if Humphries, Wheeler, Clark, Facey, es, it must be won in the west, it the war should go on for another Rodgers, Jones, Dowden, Burton; must be won in the east, it must be three months. Medical certificates in Mesdames Breen, Downey, Noble won via Italy. It is perhaps not very the newspapers showed that men were Donovan, House, Sainsbury, Facey, intelligent reasoning to insist upon dying of hunger, and thousands that Earle, Burton, Bowden; Misses Snelone or another of these separate survived were too ill-nourished to do grove, Barbour, Coffin, Kelly, Taylor, agencies as the deciding factor, when efficient work. In Germany the crops Melandy, Bowden and 40 in steerage it is certain that they must all com- are better but there is little fodder bine to bring about the inevitable for cattle and pigs, which will have end, but it is not sound, on the other to be killed. A country is a short step hand, hastily to reject any of them from famine which has to kill off it itself or shown any signs of doing so. plaints are common in the papers enemy, who will not betray them un- tions are too small to support the at his home, 64 Pennywell Road. Detil they can no longer be concealed, strength necessary for labour, We but they are there in one form and must remember that if some of the a member of the Nfid. Highlanders, another none the less. We can saw a reports that reach us on the subject, and it is expected that a guard of and leave it still erect, to all appear- 'ed, we are allowed to learn only an ances as firm as ever. A push will inkling of the real state of affairs. The at 2.30 p.m. on Saturday. To the sor bring it in an instant crashing to the Allies, at any rate, are not considerground. Germany will be "sawn | ing the question in an academic fashthrough" some day: for all we know | jon. They are using at last with full she may be nearly in that condition force a very terrible weapon. It may

#### An Opportunity to Become a Birdman.

Lieut. R. G. Reid, Jr., of the Imperurlough, is leaving by Satas instructor at Toronto, where the headquarters of the I. R. F. C. are me airmen, said Lieut, Reid, while ing the trade. Persons joining the flying service now have a splendid portunity of advancement as al notions are made from the ranks. The man that proves himself the best is the man that gets the commission mmon as the motor car is to-day, and that the man that has a thorough knowledge of the mechanical parts that go to make up a flying machine will not be wanting for a positio wherein he can make big money.

#### Lads Before Court for Discharging Firearms.

with firearms promiscuously on the outhside were before Court to-day at the instance of Detective Byrne. Evening Telegram and Austria by starving them, using the term in the broad sense of exhausting them of essential and houses, as one resident of that hausting them of essential supplies. section had a narrow escape from be We should hesitate to answer it in the ing shot and had a few panes of glass lom exercised, shows how difficult law. Each of them was fined \$2 or 7

## His Wife.

A 24 year old resident of Topsail, who was arrested under warrant by Constable Quinlan, and brought to town last night, appeared before Judge Morris to-day, charged with

## the Priesthood

Mr. Patrick J. Kavanagh, son of Mr left yesterday en route to Scranton Pa., U.S.A., where he enters the Van the war is under discussion, how it food problem, will naturally aggra- land's pioneer student to the Venard Seminary, has offered his services to the Foreign Missions and will, on Britain, early in 1915, prophecies interdependent and intricately invol- completion of his ecclesiastical course, take up his duties in one of the heath-As for actual proof of shortage, it en countries. His many friends wish emy. Then, before this could hap is abundant enough even when we the young student every success in

#### Prospero Off.

taking a full freight and these saloon passengers: Const. Parsons; Messrs. Noble, Hender, Sceviour, Howard, Pte.

### Obituary.

WILLIAM OTTO CHANCEY. honor from the Battalion will take part in the funeral, which takes place rowing relatives the Telegram offers

WEATHER REPORT-The weather across country is light S. W. wind and fine, temperature 38 to 50 above.

not achieve peace of itself, but it will and the States again suggests the question whether, apart altogether from other matters, though it is inseparably bound up with them in fact, BOWRING BROTHERS, LTD., coming express reached the city at 1 of the law. They each had to pay \$1

JOHN ANDERSON,

F. P. U. TRADING CO.

JAMES BINDON,

W. R. GOOBIE,

250 **Tons Nut Size** 

**Anthracite** 

RINSERS BUSY. — Two laborers busied themselves yesterday rinsing this morning for their release.

# Nowin Store. A ROYAL SMOKE.



### BENGAL LITTLE CIGARS

Made of high grade tobacco and exceedingly mild, as your own tongue will tell you. Beware of substitutes. 10 for 25 cents.

Wholesale and Retail.

Nyal's Face Cream at Staf-

### Reid's Boats.

The Argyle left Burin at 5.45 p.m. The Thetis arrived at Snug Harbor The Clyde left Horwood at 5.35 a.m.

esterday. The Dundee left Musgrave Harbo at 8.45 a.m. yesterday. The Ethie arrived at Humbermoutl at 2.20 p.m. yesterday. The Glencoe left Pushthrough a 8.45 a.m. yesterday.

The Home left South West Arm The Diana reached Batteau yeste

The Wren left Hillview at 7.20 a.r

Nothing finer than ELLIS Pork Sausages, Beef Sausages Tomato Sausages. Try them.

Owing to a heavy northeast gale which swept the Labrador coast vesterday the s.s. Diana was unable to call at Battle Harbor and had to proceed to JAS. P. CASH, Water Batteau. A message to that effect was received by the Reid Nfid. Co.

### Lagellis MASSATTA

HELMAN

ENTERTO DINITA





AND TOTALLE DIFFERENT TALCUM

pecial to Evening Telegram. Wind south, blowing strong, wear ther dull; nothing sighted. Bar. 29.80.

BOYS



HANDKE most service boys' knockah Saturday.

BOYS' CORDUR Reg. \$1.50 pr day & Saturd BOYS' TW GOLF CAL These are English Tweed Tweeds; all si each. Friday urday .. ..

> in t AMERICA:

TEA CLOT Friday and Sai

TABLE CLO These are of ed at our regu maple leaf and S borders woven t inches. Reg. \$2 Friday and Satu TURKISH T Good soft qu oure and free Friday and Satur

Small

Hair Nets. Rubber Fotballs. Shell Boxes Reg. 30c .each Framed Pictures. Handkerchief S Polishing Gloves

TAFFETA

and Saturday Ribbon can shades of Bla Saxe, Pink, Ro and Yellow. day and Satu

Household

dinner a glass of app made from the paring Rice may be substit oni with cheese. It is ed with tomato saunc Kerosene quickly ap remedy for burns, an blisters from arising. When making a cus

a little salt. This ke from drying and adds Sauce can be made melted in boiling water

with a little cornstard Cakes without icing ook festive by fruits died orange peel stu When baking potat plan to allow them

GET IN COME

MINARD'S LINIMENT CURES GAS