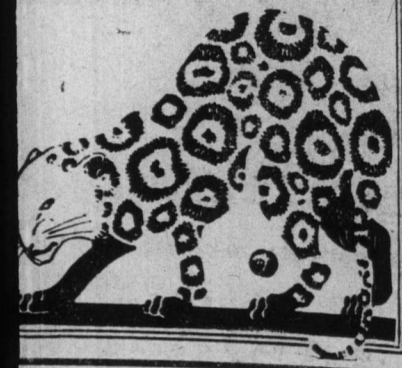


LEOPARD spots, but the removal from clothes is assured. As the LEOPARD's darkness of the night, so washed with  
ht Soap  
are in the brilliant light  
Leopard's jaws, which  
roy, SUNLIGHT SOAP is  
It preserves your clothes



ed Life  
esson's Fuesle

Announcement  
forget it. Tell me about yourself,  
she continued abruptly, lightly. "How  
many rich mothers are trying to marry  
you to their daughters?"  
"None."  
"What you've had no love affairs to  
your hands?"  
"One—a tragedy," he answered  
soberly. "It's impossible for me to  
marry her. She's a divorced woman."



"I hope you love her. Accept my  
congratulations," said Marian.  
The statement hit Marian like a  
cold hand. "Oh!" she said.  
He went on: "I'm going to break  
into politics. Such a marriage would  
rise like an obstacle in every direc-  
tion. Society is the slave of prejudice.  
A candidate for public office must be  
obviously bow to certain of these prej-  
udices no matter how absurd they may  
be. His record is dug up from begin-  
ning to end. He must play to public  
opinion first, last, and always. I have  
therefore decided to marry the daugh-  
ter of one of the oldest and most  
respected judges of the Cincinnati  
bench."  
"I hope you love her. Accept my  
congratulations," said Marian.  
"I'm very fond of her," he smiled,  
and the smile held a hint of sadness.  
To be continued.

ANOTHER BLIZZARD.—Another  
severe blizzard raged on the Gulf  
Topsalls yesterday.  
Stafford's Liniment cures  
Neuralgia. For sale by Mrs.  
Dalton, Pleasant St.—apr9/14

our Own  
Marmalade  
ex s.s. Durango:  
Greek Sultana Raisins.  
Fresh Supply  
IRISH BUTTER, 1 lb. blocks  
"Enniskean" Brand and  
"Carravan" Brand,  
56 lb. boxes.  
Scotch Potatoes.  
P. E. I. Potatoes.  
Bananas.  
California Oranges.  
Florida Oranges.

AGAN,  
et and Queen's Road.

### CLEANING WOOD WORK

**EASY FOR**

Old Daily cleans wood-work and floors easily and quickly. Removes the dirt and grime and restores thoroughly cleaning with little effort.  
Don't Be Without It—10c

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NECKWEAR—The very latest.  
SHIRTS—Smart and up-to-date.  
HATS—In all the latest shapes and colours.  
CAPS—The latest English styles.  
ALL NEW GOODS JUST ARRIVED.  
See our Windows.

apr14, eod, tf J. M. ATKINSON.

### Comfort, Style, Quality,

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have arrived, including novelty & staple shades, direct from the London market. All personally selected. No two alike. Call and convince yourself.

### CHAPLIN, THE STORE THAT PLEASES

#### The Indication of Value

Plumbing is the Workmanship.

A good plumber can do wonders with a difficult job. The number of orders received from friends of customers leads us to believe that we are good. We have on hand a large stock of

STEAM & HOT WATER RADIATORS,  
all sizes, and can fill any order sent us cheaper than you can import at the present time.

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Plumbers, Steam and Hot Water Fitters,  
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Telegram Ads. Pay

### A Hint to Saleswomen.

By RUTH CAMERON.

There's one thing I do not understand about saleswomen. But before I speak of it let me recall to my readers' minds the fact that I have often sung the praises, and defended the wrongs of this particular class of worker.

Their patience is a daffy marvel to me. What if they are sometimes impatient with the one hundredth customer? Think of the hundreds with whom they have been patient. What if they now and then give a careless or rude answer to a customer's enquiry? Think of the ten thousand or so questions they must answer in the course of the day. It makes anyone nervous to answer a perpetual stream of questions. Haven't you noticed what nervous looking creatures the men at the railway booths always are? A mother who loves her children with all her heart often becomes nervous and impatient when they ask her too many questions. Now the salesgirl does not love her customers, and she probably answers ten times as many questions as the most harassed mother. Isn't it a wonder then, not that she sometimes loses her temper but that she controls it so well.

And then their clothes! There was a time when to look shop-girlish was a reproach. I do not see how it can be so any longer, for the average saleswoman in the better class of stores is dressed with just as much style, neatness and taste as most of her customers. How she has the time, money and strength to do it is one of

the wonders of the age to me. Furthermore, she is well groomed, she carries herself excellently and she usually speaks well.

If you should take half a dozen representative girls from one of the more expensive shops and mix them up with half a dozen "society ladies" I don't believe anyone could tell which was which; for in this case Julia O'Grady and the Colonel's Lady are sisters not only under the skin, but on top of it.

I didn't mean to say so much on that subject, but my enthusiasm ran away with me. And now that I've spent most of my space, sugar coating my pill, let me come to the pill itself.

The one thing I can't understand about salesgirls is this. Why so many of them are supercilious when a customer wants to see something less expensive or doesn't buy because a thing costs too much.

They must know what it is to have to consider expense. Surely they must have had experience in contriving to make a little money produce big results. Then why can't they have sympathy for us poor mortals who have to do the same, instead of pulling out the "something less expensive" with a bored and supercilious air.

Let me give them all a hint from a customer's viewpoint. By such conduct a girl may now and then forget her customer to buy from fear of being looked down upon, but she loses more than she gains, for the customer will try to avoid her in the future.

Let the saleswoman add the charm of sympathy to her other virtues and she will come alarmingly near to perfection.

### Household Notes

Try thickening the custard for lemon pies with grated potato instead of cornstarch.

A little express wagon is a great convenience for carrying in vegetables and firewood.

To make toast water for an invalid soak pieces of toast in water for an hour, then strain.

Clean earthen tiles by rubbing with a turpentine cloth, then polishing with a dry cloth.

Fasten a rubber tube a yard long to your bathroom faucet if you would have a noiseless bath.

Save the water in which rice is boiled and you have a very economical substitute for milk.

Cut a piece of parchment paper and lay it under the doily and it will save possible gray spots.

Cumbers now so plentiful in the markets, make delicious boat-shaped shells for a salad course.

A good cake box can be made from a large empty lard can by coating the outside with white enamel.

A pansy bed is an indispensable part of the little home garden, because pansies can always be picked.

When ironing children's blouses or aprons put a handkerchief in every pocket and there will be no going to school without.

The usefulness of a willow chair may be prolonged by giving it one coat of oil stain and another of pure raw linseed oil.

When pressing velvet, lay the piece to be pressed down on an another piece of velvet, then it will not become at all glossy.

Paint an old umbrella frame white and hang it, handle upwards, in the kitchen if you would like a good dryer for dishcloths.

Boil a new baking dish before using it, starting it in cold water and ending it in the same way, and it will be much less likely to crack.

A faded straw hat may be cleaned with a paste made of powdered sulphur and lemon juice. Dry it thoroughly in the sunshine, then brush out the powder.

Every housekeeper should keep parchment paper on hand in the shape of a big roll. It can be used for at

### Where Responsibility Lies.

No matter how large, or how small a business may be, nobody can deny that its Office is the nerve centre of the firm. Every transaction, important or trivial, must be recorded at the Office. An order is received at the Office—its history is recorded at the Office, and finally payment is received at the Office. If the Office makes an error the firm stands the loss. That's why you must be sure that your office is modernly and dependably equipped for the care of all important papers. To do this effectively you need the up-to-date equipment of the "GLOBE-WERNICKER CO." When sixty offices in St. John's have found this necessary this equipment can surely be of use to you. Mr. Percie Johnson represents this world known firm in Newfoundland.—apr17/14

### Nickel's Fine Bill Draws Big Houses

The Nickel Theatre was again the centre of attraction last night. Hundreds were present and all were highly pleased with the excellent performance. The pictures were bright and interesting and the singing was of the highest quality. Miss Gardner and Mr. McCarthy are making hosts of new friends. Last night they were thunderously applauded. This evening the entire programme will be repeated, and we advise all our readers to attend and enjoy themselves.

### If Catarrh Keeps You Hawking Use 'Catarrhzone'—The Quickest Cure

NOTHING KNOWN SO SURE FOR THROAT WEAKNESS, BRONCHITIS, TROUBLES, ETC.

No doctor attempts to-day to cure a genuine case of catarrh or bronchitis except by the inhalation method. Steam-doubling has been discarded because useless medicine so taken affects only the stomach—never reaches the seat of catarrh.

The advanced physician recognizes that only air can be sent into the lungs and bronchial tubes. Fill this air with healing medicaments and you solve the problem. No combination of an-esthetics is so successful as Catarrhzone. It contains the richest pine-balsams and the greatest healers known.

One breath of Catarrhzone instantly circulates over the area that is afflicted with catarrh. Relief is instant—suffering stops at once—germs are destroyed—every taint of disease is removed. Think it over seriously. Here is a remedy that clears the throat, relieves hoarseness, coughing and bad breath. Irritating phlegm is cleared out, inflamed bronchial tubes are healed, throat and voice are strengthened.

Catarrhzone is pleasant and certain. You breathe Catarrhzone—you don't take it. Large \$1.00 size is guaranteed; smaller size 50c, and trial size 25c, at all dealers everywhere.

### Cranberries!

Extra Fancy Cape Cod Cranberries on retail.

### APPLES!

Choice Gano Apples.

### ORANGES!

Large California Oranges.  
Sweet Valencia Oranges.

### To Arrive:

Due per s.s. Durango:  
50 cases Sweet Oranges.  
25 cases Small Onions.  
150 bris. Potatoes.

### SOPER & MOORE

### Bolivia.

By GEORGE FITCH.  
Author of "At Good Old Sivash."

Bolivia is a nation but has never impressed the general attention with this fact very thoroughly. It is situated in the interior of South America and can be reached by landing in a surf boat in Chile and climbing on an indifferent railroad until blood flows from the ears.

Bolivia is one of the finest roof gardens in the world. The upper floor of the country is about as large as the state of New York and is 12,500 feet above the sea. It can be reached by aeroplanes, railroad or muleback. This roof garden contains Lake Titicaca, which has 2,000 square miles and is perpetually imprisoned 212 miles above the sea, having no outlet. Thunder clouds are often drowned in this lake because they are unable to rise above it.

The plateau also contains Chorolque, Chacabambani, Pama, Aullagas and Desaguadero but the prospective visitor need not be alarmed. These are not diseases nor disagreeable insects. They are the name of famous Bolivian rivers, lakes and mountains.

Bolivia is so large that its government has never been able to keep track of its boundaries. For many years it has been the custom of those South American nations which needed territory to go and slice it off of Bolivia. Its area has thus been reduced from about 750,000 to 500,000 square miles. However, there is still room in the country for a 200-acre farm for every inhabitant. Bolivia had 1,625,000 people in 1910, of whom about 50,000 could read and write. Most of these people are Indians and can trace their families back to very early times, when the Incas ran that part of the country and Europe was a howling wilderness. However, the Indians do not do this because it is too much trouble.

Bolivia is a cold, hot, damp, dry, misty and dreary country in which keeping alive has always been considered quite a feat. Most of its land is impenetrable forest and jungle. It exports rubber, cocoa, chinchilla wool, tin and silver, imports almost everything needed, including livestock, though it has room for millions of cattle. It is a republic with its fingers crossed. Only the rich and educated can vote. However, it has four capitals, which take turn about in running the country which is some comfort.

Bolivia was a free country since 1825 but doesn't know it yet.

### Relatives on Southern Cross.

St. John, N.B., April 9.—Captain Jean Kean, who was in charge of No. 4 Division of the Salvation Army in Carleton last year, and is now stationed at Chatham, has been sorely bereaved by the Newfoundland fishery disasters. Almost heartbroken she called up Major L. E. Taylor, the Provincial Commander, this evening by long distance telephone to ask for the latest news of the Southern Cross on which her brother is second mate while the captain is her cousin. All hope for the vessel has been given up, however, and Major Taylor was unable to give her any cheering news. In the disaster already reported, Captain Kean, who is a Newfoundland girl, lost five cousins who were frozen to death on the drifting icefloes.

### Arrested For Desertion

North Sydney, April 4.—Chief McNell, last evening, took into custody a man named Taylor, who is wanted in Glace Bay for deserting his family and also by the immigration authorities there for evading inspection when he arrived at North Sydney, a short time ago from Newfoundland. Taylor will probably be deported.

### Always Something New

AT

## BEARNS'

'Phone 379.

Per Durango:

20 brace ENGLISH PARTRIDGE.  
20 only LINCOLNSHIRE TURKEYS.  
(Far superior in taste and flavour to the American cold storage variety.)

10 boxes "ENNISKEAN" IRISH BUTTER.  
5 boxes EVAPORATED FRUIT SALAD,  
20c. pound.

## W. E. Bearns.

Telephone 379.

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Sapoun Varnish Stain.  
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Linoleum and Floor Varnish.  
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Fresco-Tone—a flat oil wall finish  
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PAINT BRUSHES for all purposes at any price you like.

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PHONE 322.

### Ladies' Department.

## GREAT Easter Bargains

—IN—

### Ribbons and Ladies' Lace Collars

—AT—

## HENRY BLAIR'S.

Rich Brilliant Glace Ribbons in White, Cream and leading shades. Note the widths and prices.

3/4 of an inch wide, only . . . . . 4c. per yard  
1 1/4 inches wide . . . . . 5c. per yard  
1 3/4 inches wide . . . . . 8c. per yard  
2 1/2 inches wide . . . . . 10c. per yard  
3 1/2 inches wide . . . . . 12c. per yard

Special-Ajl Silk Mousseline Ribbon, 5 inches wide, in White, Cream and leading shades. Worth 25c. for 18c. per yard. 7 inches wide, worth 40c. for 30c. per yard.

Very latest Fancy Millinery Ribbons, from 20c. per yard up.

### Ladies' Lace Collars.

12 dozen Ladies' latest style Peter Pan Lace Collars, in White and Cream. Note the prices: 17c., 20c., 25c. and 35c. each.

## HENRY BLAIR.