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Handsome and Su-
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1/4 lb., 1/2 lb., or 1 lb.

Wrappers at .46c. lb.

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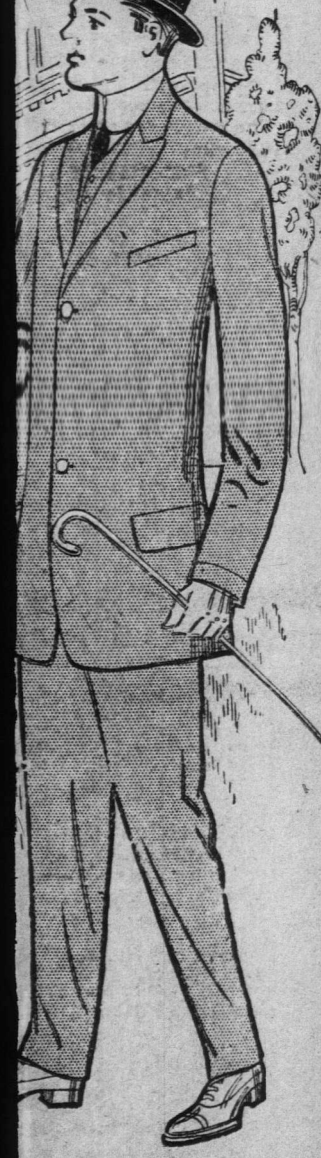
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It gives a steady glow.
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A good plumber can do wonders with a difficult job. The number of orders received from friends of customers leads us to believe that we are good. We have on hand a large stock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

STEAM & HOT WATER RADIATORS,
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2379

This is the number of new subscribers secured by the Maritime Telegraph & Telephone Company during the past year. This represents an increase of about 16 per cent., and the directors state that it would appear from present indications that this rate of increase will be maintained for some time to come. What this means to the holders of the Common Shares of the Company will be readily appreciated.

We have instructions to offer a small block of this Common Stock at an attractive price, to yield well over six and one half per cent.

F. B. McCURDY & CO.,
Hullax, St. John, N.B., Sherbrooke, Que., Montreal, Ottawa, Kingston, Charlottetown, St. John's, Nfld., Sydney, London, England.

C. A. C. BRUCE, Mgr., St. John's

A Canada Life Actual Result!

NET CASH RETURN MORE THAN TWICE THE COST,
W. J. Robertson, Wolland, 12th June, 1912,
Agent CANADA LIFE ASSURANCE CO.,
Fort Hope, Ontario.

Dear Sir,—
When acknowledging receipt of the Company's cheque for my matured Endowment Policy No. 24937, I desire to avail myself of the opportunity to express my satisfaction with the outcome of my investment.

The policy was payable to me at age 60, with ten premiums of \$16.00 each. The return under it is as follows:

Sum assured	\$1,000.00
Dividends added	446.84
Total amount payable	\$1,446.84
Deduct total premiums paid	450.00
Net Cash Return	\$996.84

That I should have insurance protection free for all these years and now have over twice the amount of my premiums returned to me in cash is a most satisfactory outcome and I heartily congratulate you on it.

Yours very truly,
GEO. ROWE,
A CANADA LIFE POLICY PAYS.

C. A. C. BRUCE, Manager, St. John's.

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Now is the time to order
CLOUSTON'S IMPROVED FERTILIZER.

We can supply you with Special Crop Producers suitable for

CLASS (A)—Potatoes.
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Price \$2.00 per sack of 150 lbs. net weight.
Circular giving directions how to apply them on application to

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Tel. 406. mar31.2m.eod 140-42 Duckworth St.

Potatoes Oranges Onions.

Due Ex. S S Eagle Point To-Morrow.

300 Bags Scotch Potatoes.
50 Cases Sweet Oranges.
50 Cases Small Onions.

GEO. NEAL.

Advertise in the TELEGRAM

Automatic Conversation.

By RUTH CAMERON.

A friend who dropped in to call the other afternoon found me curled up on the couch with a touch of the gripe.

She expressed her sympathy, mentioned two of her friends who were also afflicted with violent colds, and then started me, and suspect herself, by saying "automatically" the words which had been on her lips when she first entered and which had been driven back by finding me on the couch. "Well, how are you?"

I relate this little incident as an example of the extent to which the automatic and the obvious dominate conversation among conventional people.

One of Margaret Deland's characters, an embarrassed young lover blurts out a remark in praise of the weather and then, suddenly remembering that it is raining hard, explains his praise by saying, "I mean it isn't raining quite so hard as it was yesterday."

Not being embarrassed young lovers, of course you and I would not be guilty of anything quite so absurd. But haven't you sometimes caught yourself making some automatic remark about the weather that didn't tally with actual conditions? I'm sure I have, and felt as foolish as I deserved to.

"Thinking is just what nobody wants to do," someone has said. And the average person proves this fact in his conversation both by the automatic and unthinking things he does say and the intelligent and the worth-

while things he doesn't say.

It is remarkable how little is said that might not just as well have been left unsaid at the average dinner-table or under the evening lamp. Obviousness is the order of the day. Somebody makes a perfectly obvious statement and somebody else picks it up and restates it in an equally trite and superfluous manner or adds something equally obvious; and nobody seems to notice the absurdity of it all.

Now the hallmark of really intelligent conversation is to take the obvious for granted.

Thinking people save their breath to say things that are interesting, either as news or as the product of actual thinking or intelligent observation on their part.

For a child to be brought up in a household where the talk is the product of thought instead of merely the vocalization of a set of mental reflexes, is as valuable to him as a college education.

Nor is it merely among the so-called lower classes that the people who don't bother to abuse their conversations on thought, are found. I know many people of "the cultured class" whose conversation is a series of banalities; and many of the uneducated class who have the precious habit of thought. A letter came to me this very morning crudely written, filled with misspelled words, plainly the work of an uneducated man, and yet packed with thoughts. I'd rather hear that man talk than some college professor.

If you think before you talk you may talk a good deal less, but the world will probably survive the curtailment.

Ruth Cameron

A Forgotten Explorer.

LITTLE KNOWN OF WM. BAFFIN BUT LETTERS ON MAP.

Brave Navigator and Geographer Who Sought the Northwest Passage Appears in the Records of Several British Expeditions as Pilot and Master—Was Shot During Engagement in the Orient.

The promoters of an English expedition now being fitted out believe that they possess information to justify a search for gold in Baffin Land, and that search is to be made during the coming summer.

All this recalls the man whose name is preserved in the geography of that sub-Arctic region, and that man is William Baffin, one of the first to navigate these northern waters, after whom the island was named. Baffin belongs to that band of fearless and able navigators whom the historian, Froude, calls "England's Forgotten Worthies"—such men as the Joneses, the Smiths, the Davises, the Drakes, the Gilberts, and later such men as Cook, Vancouver, Barker, and many others, whose names could be recalled.

William Baffin was an Englishman, probably a native of London, but nothing is known of his early life. The earliest mention of him is in the year 1612, a few years after the death of Queen Elizabeth, when James I. was on the united throne of England and Scotland. In that year Baffin was appointed pilot of the ship *Patience*, fitted out by James Hall, of Hull, for a voyage to Greenland, accompanied by a ship, the *Heartsease*, of which Andrew Barker was master.

On his return from America, Baffin entered the service of the Muscovy Company, which had for some years sent ships to catch whales near Spitzbergen. He made three voyages to Spitzbergen, and then he took service with the company for the discovery of a northwest passage that would enable vessels from Britain to skirt the northern end of America and so enter the Pacific Ocean by a route shorter than the long voyage around Cape Horn. That passage was long sought, and when found it was found to be impracticable for the purposes of commerce.

One of the ships of this expedition of 1615—almost three hundred years ago—was the *Discovery*, commanded by Captain Robert Bylot, with Baffin as pilot. An account of the voyage was written by Baffin, and the original manuscript with maps is in the British Museum.

As pilot of the *Discovery*, Baffin carefully examined Hudson Strait and the eastern coast of Southampton Island, which stands in the northern outlet of Hudson Bay. He passed up the great bay, which curve into the southwestern coast of Baffin Land, and is known as Fox Channel but finding the land heading them and, he says, "very thick, pestered with ice, and the further we proceeded the more ice and shoal water with small show of any tide, we soon resolved there could be no passage in this place, and presently we bore in the helm and turned the ship's head to the southward."

In the following year, that is, in 1616, the ship *Discovery*, with Baffin still as pilot, again visited those northern waters, and discovered Lancaster Sound, along the north side of Baffin Land, between the Sound and many others, that made a chart of the whole coast. Only a garbled report of his voyage was published without charts, and after a time wild statements were made respecting the shape and size of Baffin Land, so much so that the whole story came to be doubted.

Time, however, justified Baffin's work, for in 1818 Captain Ross discovered those Sounds, and without difficulty identified the localities Baffin had discovered and named.

The remainder of Baffin's life—only six years in all—was spent far from those sub-Arctic islands and waters which now form part of the geography of Canada. The closing events in the life of this brave old navigator took place in the East.

On the ship, *Anne Royal*, belonging to the East India Company, and commanded by Captain Andrew Shilling, Baffin spent the year 1613-15 in the Red Sea and the Persian Gulf, during which time he was engaged surveying and charting his observations, returning to London in September, 1615.

Early in the next year, Captain Shilling, in the London, a new ship, sailed for the East Indies in command of a company's fleet of four ships, and Baffin accompanied him as master. They arrived at Bombay in

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Dr. Chase's Nerve Food, 50 cents a box, 6 for \$2.50, all dealers, or Ed. Mansson, Bates & Co., Limited, Toronto.

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Peaches, Fruit Salad, Hawaiian Pine Slices and Fruit Compote.

GENUINE WILTSHIRE BACON, 35c. per lb. (sliced).

DEVONSHIRE BUTTER ("Diploma" Brand), 45c. lb. tin.

BANANA BUTTER, LEMON CURD.

"DIPLOMA" CONDENSED MILK.

DIPLOMA BRAND MALT VINEGAR, WHITE ONIONS and PICKLED WALNUTS.

PURE STRAWBERRY JAM, made of Fruit and Sugar only; 5 lb. tins, special \$1.10 each.

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