

# Prepare for the Season's Changeable Weather.

Safeguard your health by wearing the **BEST RUBBER SHOE** in the world. **WE KEEP THEM.** They keep your feet dry. Wet feet are the cause of many serious diseases, much worry, large doctor's bills, and perhaps—death. We have Rubbers to fit any and every shaped boot, Rubbers for every member of your household.

**Children's:**  
Sizes 6 to 10.

**Misses':**  
Sizes 11 to 2.

**Ladies':**  
Sizes 2 1-2 to 7, including all 1-2 sizes.

**Children's, Misses and Ladies**  
**RUBBER BOOTS.**

In stock and to arrive, 5000 pairs RUBBER SHOES, including the famous

## MERCHANT BRAND RUBBERS

THE BEST RUBBER IN THE WORLD.  
If you have not worn a Merchant Brand Rubber before try a pair now. They wear out two pairs of ordinary Rubbers.

# Marshall Bros

**Youths':**  
Sizes 9 to 13.

**Boys'**  
Sizes 1 to 5.

**Men's:**  
Sizes 6 to 11, including all 1-2 sizes.

**Youths, Boys and Men's**  
**RUBBER BOOTS.**

## The Dentist's Assistant.

By RUTH CAMERON.



RUTH CAMERON.

A friend of mine who is a dentist has been trying to get a satisfactory assistant.

A few months ago I found a new one in his office, and when she was put at the room for a moment, he told me that he thought he had gotten the right one this time.

"She has had a high school education and she seems very quick and intelligent," he said.

The next time I came in, some six months later, the girl had disappeared and I asked if she had not proved as intelligent as she had at first seemed.

She couldn't keep people from getting grouchy.

"Oh, yes, she was intelligent enough," he said. "It wasn't that. The trouble with that girl was that she hasn't any social charm. She couldn't meet people and deal with them gracefully. You wouldn't think that would matter so much in a dentist's office, but it does, a whole lot. Everyone liked that last girl I had, she always said the right thing over the telephone and if people had to wait she seemed to know how to keep them from getting grouchy. This girl couldn't do that. And if they tried to talk to her she couldn't keep them talking. She was the 'yes-no' kind. She was good at dentistry too. It was too bad."

I was immensely interested in the point of view, which the dentist's words suggested.

A Saleswoman MUST Have Social Charm.

There are some lines in which it

goes without saying that social charm is one of the necessary ingredients of one's daily bread. That of saleswoman, for instance, of commercial traveler, of actress. But the dentist's criticism brought it home to me that even in the businesses where dealing with people is only a secondary matter, social charm is still tremendously important.

People are the chief elements of happiness and of success. If you want happiness and success you've got to learn how to deal with people. Just being able to do something won't avail you unless you can do it so superlatively well that the world has to come to your feet whether it likes you or not. Perhaps one man in ten thousand can be that superlative.

But how is one to get this social charm is the natural question.

It's partly god given and partly the result of self and parental training.

Some Ways to Acquire Social Charm.

The knowledge of the forms of good usage is a good groundwork. The ardent desire and will to please, a pleasant smile, a well pitched and modulated voice help. And above all things—the trick of remembering what people are interested in, and the art of encouraging them to talk about it, is to be cultivated. There is a bit of cynical advice to the male worker which I think applies quite as well to the woman.

"Fill a woman full of self love and all that runs over will be yours."

Minard's Liniment Co. Limited.

Dear Sirs,—I can recommend MINARD'S LINIMENT for Rheumatism and Sprains, as I have used it for both with excellent results.

Yours truly,

T. B. LAVERS,

St. John.

Save every particle of chicken and turkey fat.

## New Fruit and Vegetables, etc.

Ex Steamer Now Landing.

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|---|---|
| <p><b>Almeria Grapes.</b></p> <p><b>American and Canadian Baldwin Apples.</b></p> <p><b>"Stark" Apples, 1 1/2 and 2's.</b></p> <p><b>"King" Apples, 1's and 2's.</b></p> <p><b>Medium and Large American Onions in 50 lb. crates.</b></p> <p><b>Valencia Silverpea Onions in 1/2 cases.</b></p> <p><b>Fancy Lemons.</b></p> <p><b>California Oranges.</b></p> <p><b>Selected P. T. Eggs.</b></p> <p><b>Fresh Capins.</b></p> <p><b>STRAWBERRY PULP.</b></p> | <p><b>Dates in Packages.</b></p> <p><b>1/2 oz., 1 oz., 2 oz. Extracts, 70c. doz. up.</b></p> <p><b>New Green Peas.</b></p> <p><b>Mob's Confectionery—Boxes and Pails.</b></p> <p><b>Blue Nose Butter and Cheese.</b></p> <p><b>American Parsnips and Carrots.</b></p> <p><b>Pure Lard, 27c. lb.</b></p> <p><b>Sardines in Mustard, 20c. can.</b></p> <p><b>Sardines in Oil, 15c. can.</b></p> <p><b>"Pure Gold" and Shirl's Jel. Hoes and Extracts.</b></p> <p><b>RASPBERRY PULP.</b></p> |
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## C. P. Eagan

DUCKWORTH STREET & QUEEN'S ROAD.

## Apples!

Right now for delivery to-day:  
200 bris. Fancy Wagner Apples.

To arrive Wednesday:  
120 sacks (100 lbs. each) Yellow Onions.  
200 cases Sweet Oranges—250, 216 and 176 count  
30 kegs Heavy Cluster Grapes.

And about Thursday:  
400 bris. Fancy Winter Apples—Baldwins and Stars.

**Soper & Moore**  
Importers & Jobbers.  
Phone 480.

## Rann-Dom Reels.

MEMORY.

The memory is a cold-blooded device which prevents a man from forgetting his past life. There are times in every man's life when he would be glad to forget some wayward and lawless act of his youth, like stealing watermelons from a trustful neighbor or assaulting a loved teacher in the left eye with a moist paper wad, but memory will not allow him to. Many a reputable citizen has been awakened out of a sound sleep by the rude hand of memory, as it recalls some youthful deed of violence which was followed immediately afterward by restitution in the woodshed.

When rightly exercised and kept within reasonable limits, memory is a great blessing to the human race. The man who can remember the loan of a \$10 bill without having to be snaked into justice court should be proud of his memory, for it will enable him to borrow another ten to replace the one that is gone. It often happens that some of our most promiscuous borrowers, men who are able to recall things that happened when they were two years of age, lose all control over their memory when confronted with a due bill for money loaned without interest as late as last fall. This is called hardening of the memory and also of the cheek.



The rude hand of memory recalls some youthful deed of violence.

A funnel dipped in turpentine will clean a porcelain tub excellently.

See mussels are a new food which is likely to become popular.

Concert in aid of Presentation Convent Building Fund, under patronage of His Grace Archbishop Roche, to be held in the Episcopal Library, Nov. 21st, 8.15 p.m. Admission 30c. Performers: Misses Howlett, Brown, Brophy, Harris, Curtin, Mrs. Martin, Messrs. Fox, Sullivan, Devereaux, Armstrong, Penman and Moore.—Nov 20, 21

The shortest memory ever produced is found in the court room during the progress of a murder trial. This kind of a memory is usually attached to the defendant, and will not allow him to remember anything that occurred before, during or after the crime. Thousands of red-handed murderers have escaped conviction and returned to some peaceful, wife-beating parson because their memory went back on them on the witness stand.

Men in general are subject to shortness of memory. The man has not yet been discovered who can mail a letter for his wife the same week she hands it to him. The average husband is a bright little forgetter and cannot be trusted to bring anything home but a vacant look when his wife had specifically mentioned two pounds of butter. Some husbands forget faster than others, and stay downtown until it is too late to dress for a dinner party. If there were fewer hot-blooded memories working overtime, there would be more happiness in the home.

Memory can be cultivated, but it is dangerous to go too far back.

THE SCOLDING ERA.



WALT MARSH.

I read the monthly magazines; they tell me I'm a traitor foul, if I don't cut out pork and beans, and live on slaw and roasted owl. Perhaps the magazines are right, perhaps their counsel is sublime; they have a noble goal in sight—but why abuse me all the time? The gifted speaker comes to speak, in our town hall, whose lights are dim; he says I am a knave and freak, if I don't quite agree with him. He says I am too base and mean to look my own self in the eyes, because I'm burning gasoline, when countless folks are needing pies. He's doubtless right; but why get sore, and call me names to beat the Dutch? For hungry folk I'd do much more, if I were not abused so much. We want your store of hard-earned gold, to beat the knave's wicked wiles, and so we rant and chide and scold, instead of wearing winning smiles. We wish you to economize, and live on prunes and salted hoes, and to encourage you we rise, and tell you you're a total loss. You hand out seven hard-earned bones to help things out on foreign shore; we roast you then, in strident tones, because you don't give seven more. This scolding stunt will have to stop if we would see good feeling live; the terna-gant's barbaric yawn won't make men strip their rolls and give.

For inflamed lids and sore, scant lashes, yellow vaseline is one of the best applications. Melt a little of the vaseline, dip the point of an orange wood stick, round which a tiny wad of cotton is wrapped, into this and rub gently along the roots. Apply the vaseline at night, and allow it to relieve any soreness slowly. Be careful that not the slightest particle of the vaseline enters the eye as oil will irritate it.

The growth of the eyelashes is greatly promoted by clipping them at regular intervals for a few months. As the task requires a firm hand, it is easiest done by another. Yet, if necessary, you can do it yourself. Only the tips should be clipped and the work done with a pair of curved scissors.

A pernicious habit is that of rubbing the eyes. Almost invariably when you rub them you remove an eyelash. Rub the eyes instead of rubbing them when they feel irritated.

Everyday Etiquette.

"When I entertain, should I precede a caller or let him go ahead of me?" asked Maude.

"It does not make a great deal of difference whether you lead the way or require your guest to go ahead of you. When one has a servant she leads the way and stands while the guest enters the room," answered her aunt.

Save the water meat is boiled in to make soup.

## Your Boys and Girls.

It is an excellent rule to forbid the reading by your children of any story books outside of the school course, except on Saturdays and Sundays. The child who is fond of reading is apt to become so engrossed in a book that he will neglect exercise and study for the completion of the book.

But, if a strict rule is made and enforced, that no reading shall be done the week, except that which is necessary for his lessons, the child will find plenty of time for fresh air and sleep.

No youngster's sleep should suffer even for his lessons sake. Nine o'clock should be the latest bedtime for all school children, with Friday and Saturday nights as the only possible exceptions.

The hours from the conclusion of the evening meal to retiring should be plenty in which to prepare lessons for the following day. Then, too, if the child comes in from play at five or half past, there should be an hour before supper in which to study.

## Milady's Boudoir.

THIN EYELASHES.

If your lashes are thin and straggly, or do not grow properly, your eyes will become inflamed, for your eye lashes are protection for your eyes. You cannot have a luxuriant fringe of eye lashes if you do not keep your eyes and eye lids in a healthful condition. If the eyes are weak and strained, the lashes are generally irregular, with bald spots here and there. So the first thing, you must do to acquire a desirable fringe, is to keep your eyes as free from strain as possible. Just before you retire at night, and again in the morning, bathe your eyes in boracic acid solution. Use an eye cup for this.

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## STYLE WITH REAL COMFORT!

### Warner's Rust-Proof Corsets.



**New Models Now Being Shown!**

DO YOU KNOW that every Warner pattern is designed by an expert in human anatomy?

DO YOU KNOW that this expert considers every nerve and muscle in designing?

DO YOU KNOW that every style is fitted on a living model?

DO YOU KNOW that the support from a Warner's Corset is a positive help in exercise and a comfort in relaxation?

DO YOU KNOW that every pair of Warner's Rust-Proof Corsets is guaranteed not only to shape fashionably, but to fit comfortably—and not to rust, break or tear?

**\$1.40 PER PAIR UP.**

# Marshall Bros

## Call and See

Our New Fall and Winter Stock of

### Men's and Boys' Suits, Pants and Overcoats.

No trouble to make your selection. Every garment a Leader in style, fit and durability. Our prices the lowest.

## William Frew.

## FRESH EGGS!

Just arrived ex Sable Island,

### 50 cases Choice FRESH P.E.I. EGGS.

## M. A. DUFFY.

advertise in The Evening Telegram

## To-Day's Message

(For other messages of the TRUE DEFINITION OF THE ERS.

NEW YORK. Ninety-five per cent of the United States are willing, if necessary, to give lives for this country, The New York, United States Attorney declared in an address at the Lincoln Memorial University to-night. Concerning the per cent, he said: God has them, for they can expect from this outraged nation, authorized slackers and moral and physical degeneration believe nothing is worth but added, "They will be pay the price of their life, holds the dollar or his person fare superior to the welfare of the nation. The name of Abraham Lincoln is, often taken in vain, advocating anarchy, socialism, regard for law, but of all the history of the nation there who had a more deep sedition to make this country law and not of men. He insisted that the law must be maintained."

**2.00 P. M.**

BOSTON RAILWAY WORKERS.

BOSTON. A wage increase of forty per cent is granted to Boston and New York Agents, freight handlers, and porters and similar employees of the railway, is the decision of the chief arbitrator in the Crossing tenders are granted an increase of thirty cents. The new rate for an increase of ten cents and an eight hour day of the present nine hour day.

ATTEMPT TO BLOW UP.

BANGOR, Maine. Acting on reports that a store at the time rock had been stolen, guards were stationed all the dams on Megallowick to prevent any attempts to blow up. Eight manufacturing plants on this stream would be a great mishap, to the dams.

INCREASED SOLDIERS' SUFFRAGE.

LONDON. The Commons unanimously agreed an amendment to the electoral bill giving a vote to sailors and soldiers 19 years old instead of 21 and 21 years old.

GREAT INCREASE IN CANADA TRADE.

OTTAWA. An increase of approximately \$60,000 for the first seven months of the fiscal year ending with December 31, 1917, as compared with the similar period last year, is shown in the statement for October just issued.

The seven months trade in the Dominion totaled \$1,286,616,258 compared with \$1,212,159,951 last year. October alone Canada's trade amounted to \$238,834,321; in October 1916 aggregated \$164,330,179.

WOMAN SUFFRAGE.

LONDON. The Commons unanimously agreed to extend the municipal franchise to women.

And the Women

Illustration of a woman sitting at a desk.