

## Mail Order Department



We have always specialized in Mail Orders and make a point of giving these the most careful and prompt attention. We would ask customers sending along orders to be forwarded by Mail to enclose amount to cover Postage. The lines listed below can be sent by Post at very low cost.

Striped Flannelettes, excellent qualities, 25c., 27c. and 30c. yard.  
Pink Flannelettes, 30c. yard. White Flannelettes, 30c. and 33c. yard.  
Fancy Blouse Flannelettes; all good patterns, 40c. and 45c. yard.  
Blay Fleece Calico, 25c. yard. White Fleece Calico, 38c., 40c. and 45c. yd.  
Apron Checks, 40c., 50c. & 60c. yd. Roller Toweling, 20c., 22c. & 25c. yard.  
Mottled Flannels, in Blue, Pink and Grey, 28c. yard.  
Shirt Regattas; now reduced to 45c., 50c., 55c. and 60c. yard.  
Child's Wool Gloves; Sizes 4 to 7 only; 46c. to 52c. per pair.  
A Job Lot of Child's Wool Gloves; small sizes only. Clearing at 15c. pair.  
Women's Wool Gloves. A Job Lot in assorted colors, 60c. to 90c. pair.  
Men's Wool Gloves, in assorted colors, 50c., \$1.00 and \$1.10 pair.  
Men's Winter Caps, \$1.80, \$2.00, \$2.20 and \$2.50 each.  
Good Lines in Men's Shirts, Ties, Braces, etc; all at cut prices.

We also carry full lines in the following which we are selling at greatly reduced prices. Samples, where possible, will be furnished cheerfully on request: Shirts, Cotton Tweeds, Blue Denims, Calicos, Towels, Flannels, Underwear, Cotton Ducks, Brin, Curtain Nets, Scrims, Hosiery, Footwear, etc.

## Readymade Department

We are as well stocked in this Department as ever and list only a few of the many lines offering at our usual low margin of profit. You cannot do better than come in and see for yourself the opportunities we are offering of being well dressed at low cost. We shall be only too glad to see you in our store at any time, and a visit of inspection puts you under no obligation to buy.

MEN'S TWEED SUITS.	Regular \$27.00.	Now .....	\$23.50
MEN'S TWEED SUITS.	Regular \$30.00.	Now .....	\$25.00
MEN'S TWEED SUITS.	Regular \$32.00.	Now .....	\$26.00
MEN'S TWEED SUITS.	Regular \$34.00.	Now .....	\$28.00
MEN'S TWEED PANTS.	Regular \$3.80.	Now .....	\$3.20
MEN'S TWEED PANTS.	Regular \$4.40.	Now .....	\$3.60
MEN'S TWEED PANTS.	Regular \$6.00.	Now .....	\$5.00

Men's Khaki Pants. Special. Selling at \$2.20 pair.

Men's White Overall Pants. Only \$2.90 pair.

Men's Tweed Vests; small sizes only. Bargains at \$1.10 each.  
Leather Vests; guaranteed to keep out the hardest frost. \$4.50 ea.  
Men's Sweaters & Sweater Coats, Greys, Browns, etc.—  
\$2.70, \$2.90 and \$4.00 each.

We also offer a full line in Women's and Misses' Costumes, Coats, Skirts, etc. All at Special Prices.



# Marshall Bros

## HAWKES BAY;

**Its Naval Associations and New Industries.**

**How the Trading Company and the "Edmund Donald" Saved the Coast From Starvation.**

By J. D. HENRY.  
ARTICLE VI.

Hawke's Bay, Jan. 24th—Hawke's Bay has interesting naval associations. It is reminiscent of old British naval heroes. Itself named after a Great Britain admiral. It also has Keppel Island, which lies across the entrance, christened after another old sea dog of the Navy, while it is now suggested that either the old whale factory site or Muddy Cove, on the opposite side of the Bay, shall be known as Raleighville to commemorate the visit of H.M.S. Raleigh which sailed from this bay on the morning of the day she was lost in the Straits. Close to Keppel Island is Port Saunders, the parent settlement of the bay, where, in connection with the industry started by the Hawke's Bay Trading Company, men have arrived from all parts of the coast to work in the woods. The bay is a scene of industrial and business activity concerning which no one can write pessimistically, and what has taken place here—actual work in the woods and the taking up of mining claims by at least two London groups—is a practical indication of the reliability of the new industrial movement started on this coast. It is also the first centre of aviation on the West Coast. Hawke's Bay is now boldly on the map with a bright future and, given proper Government encouragement and support, it should fast develop into a working centre of many different interests and revive those good times of nearly a generation ago when the fishery and lobster factories flourished in this part of the country.

### OPERATIONS MUST BE KEPT GOING.

It is not conceivable that the Government will do anything to check industry. The operations which have been started must be kept going at all costs, and the fishermen, by petition, are making this plain to the Government. Let me state the facts. I have arrived here to find a crisis in the new industry. At the moment a shut-down is seriously threatened. If this takes place it will be a calamity.

## Delicious Raisin Bread

Phone your grocer or a neighborhood bake shop for a loaf of *real, full-fruited* raisin bread. Bakers everywhere are now making just the kind you like.

Generously filled with luscious fruit meats—at least eight tempting raisins to the slice.

Try it. See how good it is.

First-class bakers make it with

**Sun-Maid Seeded Raisins**

the best raisins for bread, and all home cooking uses.

Had Your Tea Today?

- (1) The Government has repeatedly refused to grant reasonable concessions and rights asked for by the Trading Company.
- (2) The Government was largely responsible, through some of the members and supporters, for the premature dispatch of a number of unsuitable men to work in this bay, thereby causing trouble here and, later, the circulation of untruthful reports concerning the working conditions before the stores were finished and stocked and the camps were erected in the woods.
- (3) The Government, later, failed to maintain the usual proper and adequate transport on the coast with the result that when an early winter set in food supplies were down to starvation point, and the people found their only hope, and stand-by, the circulation of untruthful reports concerning the working conditions before the stores were finished and stocked and the camps were erected in the woods.
- (4) That when this Company brought round the Edmund Donald, loaded with flour and general provisions, the Government completely failed in its duty to the people, leaving all the unforeseen winter risks with the Company, and taking none itself, although as a Government it was responsible for transport and, in any way, for the grave shortage of food supplies and unemployment on the coast.
- (5) That, although the Government knew that failure to land the cargo of the Edmund Donald meant the closing down of the Hawke's Bay industry, (the only one giving winter employment on the coast) it failed to come to the assistance of the company, although it was placed in possession of the full and serious facts of the case, and must have known it was imperilling the industry and the winter employment of hundreds of fishermen.
- (6) That in the end the Company, appealing in vain for concessions and reasonable guarantees, was obliged to ask for an official investigation of the Hawke's Bay conditions, and, further, make an appeal to the workmen for their support in the form of a public petition, which in one day secured more than a hundred signatures.

Major Cotton and Mr. J. M. Smith (Manager), had several most friendly meetings with the men with the result that not only was the company thanked for starting the industry, but the Government was petitioned to

grant all concessions asked for, a course of action which shows the good feeling existing between the Trading Company and the workmen.

### FORTUNATE BUSINESS ARRANGEMENT.

Let me preface a short account of what has taken place, with a few facts concerning the bringing of the Edmund Donald to Hawke's Bay with a full cargo of food. She was chartered by the Trading Company to bring a cargo for the company's stores and camps and also for the use of the people on the coast. This was a fortunate business arrangement for the people, as the coast was almost without flour and terribly short of common necessities. To this good service rendered the fishermen must be added the fact that not only are many men employed in the woods, but since the Christmas holidays hundreds of additional men are arriving from almost every settlement north and south of Hawke's Bay. Since the last conference with the managers the men are perfectly satisfied with the conditions. Before the crisis—a threatened shut-down—was reached, Hawke's Bay was in a position, thanks to the enterprise of the Trading Company, to save the coast from starvation and give employment this coming summer on the loading of four, and probably more, steamers with pit props. If the Government does not amicably meet the company and act immediately on the workmen's petition there will be a complete upset of this promising industry, probably a withdrawal of his food supplies and a stoppage of work—an appalling condition of affairs which will be certain to be condemned by every man desirous of securing work on this coast this winter.

**HOW THE EDMUND DONALD GOT CAUGHT.**  
The Edmund Donald left St. John's on December 9th and arrived off Port Saunders on the 15th. She came round by the Straits and encountered heavy weather. Fifteen miles east of Flower's Cove a gale caused Capt. Moore to run for Red Bay, where he sheltered for two days. On reaching Port Saunders the Donald ran into thick



**Bottled Relief**  
is the title thousands of people have given to  
**SLOAN'S LINIMENT**  
It is unequalled as a counter-irritant. Its medicinal and soothing effect when applied to any painful part is immediate. It is highly penetrating, relieves pain quickly, is clean and easy to apply and will not blister or cause soreness in the case of most plaster.

**SLOAN'S LINIMENT**  
SOLD BY AYRE & SONS, LTD.  
slob, which hemmed her in for two days. On Sunday she got clear and slowly worked her way in towards Port Saunders, where, at two o'clock on Monday morning, she managed to get the pilot on board. Attempts were made by the Donald to butt down the west side of Keppel Island and she was in a position of some difficulty when the Sagoons (Capt. Taverner) arrived. The ice-breaker tried to cut her way into Port Saunders, but after butting the ice, (salt water slob, eight feet thick) for the greater part of the day she was forced to land her passengers and freight about half-a-mile from the shore. She took back all her freight for more northern ports, making it all the more necessary that the Donald's cargo should be discharged. Capt. Taverner intended

ed landing the freight and then going to the assistance of the Donald, but about 9.30 p.m. he was forced to put to sea, as a strong on-shore wind was packing the ice in tight, with a temperature of 20 below. She managed to get eight miles off, where she stuck in the ice and remained for two or three days before getting clear. The Donald in the meantime was forced to leave the west side of Keppel Island, and by careful manoeuvring Capt. Moore got her in towards Port Saunders, where, however, she stuck fast about three-quarters of a mile from the wharf, and next morning she was frozen tight.

### GOVERNMENT FAILED TO ACT.

I have been assured by one who knows (and I quote his own words), "that the serious position in relation to the food shortage on the West Coast was known in St. John's before the Donald sailed, but the Government, from the start, failed to do anything in the matter. There were more suitable ice-breakers available, and if one of these, either the Kyle or the Stanley, had been sent she would have made Hawke's Bay without much risk or difficulty, and the Donald's cargo could have been discharged and the steamer sent south with the ice-breaker. The Donald was at Port Saunders four days before the Government boat arrived, too late to be of real assistance. Too much praise cannot be given to the Captain and crew of the Donald for the good work they did in reaching this port, and Capt. Taverner did the best he could with the steamer under his command." The full cargo was discharged on the ice about three-quarters of a mile from shore. Every available team—horse, oxen and dog—was employed. The work of discharging was carried on during a spell of very cold weather, the temperature ranging from 10 to 20 below all the time, and several men had their faces badly frozen. On the Saturday work had to be abandoned, owing to the cold weather and a gale blowing. During the time of discharging great anxiety was felt by the people as they knew Capt. Moore had received instructions that if the wind changed and the ice moved off he was to put to sea and prevent his ship from being frozen in for the winter. This is the story of these few exciting days as it was told to me several days later.

**TRADING COMPANY MADE VIGOROUS PROTEST.**  
The Trading Company, who owned the cargo, was in constant touch with the Government, vigorously protesting that, for the sake of the people and to save the industry in the bay, the steamer must not be allowed to leave before being discharged. The Government refused to do anything definite, and would not assume an ounce of responsibility, although the Department of Shipping knew the serious position of the whole coast regarding work and food. On the Saturday afternoon the Donald was in clear water but unable to put to sea owing to a storm. A sudden change of wind brought the ice back and saved the situation for the people. The question is, if the Donald had put to sea what would have been the result? The answer is, there would have been starvation, especially amongst the people at Flower's Cove and points further north. Who would have been responsible for this calamity? The men here—not being Government officials—realized the seriousness of the position, and worked right through Sunday and Christmas Day from daylight to dark discharging thousands of packages at full speed. Why did the Government fail to send a larger steamer with supplies and, again, why did they do nothing when they were asked to guarantee the company against any losses directly due to the

### detention of the Donald by ice?" PLAYED THE GAME.

A hurried investigation of the facts so far as they concern the people of this place has convinced us that the Trading Company has played the game with the Government, its own workmen and the people. These same facts show that the Government, failing to grasp the seriousness of the position, did not act wisely and energetically in an emergency of great gravity for the people of the coast. The people, although they have not a knowledge of the inside facts, are anxiously watching developments, knowing that if there is a shut-down it will be a most serious business for the whole coast. It will cut off supplies and stop work. Men who are now settled down in winter camps, making good wages and with ample food supplies at the company's stores, will have to be sent home, some of them with their families. This spells trouble on a large scale, and when the full facts come to light, the consequences will be serious for those who are found to be responsible for the loss of employment at a time when it is so badly wanted on the coast. Hawke's Bay is waiting and watching. It is for the Government to get the whole of the facts of the case and act immediately. Procrastination will punish the people. This is my frank and independent opinion.

## BEAUTIFUL HAIR IN A MOMENT

Try This! A Gleamy Mass of Luxuriant Hair



At once! You can transform even plain, dull flat hair. You can have it abundant, soft, glossy and full of life. Just get a 35 cent bottle of "Danderine" at any drugstore. Then moisten a soft cloth with the "Danderine" and draw this through your hair, taking one small strand at a time. Instantly, yes, immediately, you have doubled the beauty of your hair. It will be a mass, so soft, lustrous and so easy to do up. All dust and excessive oil is removed.

Let "Danderine" put new life, vigor and brightness in your hair. This stimulating tonic will freshen your scalp, check dandruff and falling hair and help your hair to grow long, thick, strong and beautiful.

SHARP'S LINIMENT FOR THE GRIP AND FLU.

## Old Saws.

### WITH MODERN ADAPTATIONS.

No love can be bound by oath or covenant to secure it against a higher love.

The man who does too much leaves himself undone.

With some folk economy is the going without things they want in order to save money to buy things they do not need.

"Someone ought to do this or that." You are that someone!

It is a curious fact that of all the illusions that beset mankind none is quite so curious as that tendency to suppose that we are mentally and morally superior to those who differ from us in opinion.

Find your joy in what you do—not in what you intend to do.

### Tamper not with fabled folk.

The best preparation for good to-morrow is to do good work to-day. The best preparation for life to hereafter is to live now.

To have what we want is right to be able to do without what we want is Power.

The only way to keep your station is to give it away.

Positive anything is better than negative nothing.

Live so as to get the approval of your other self, and success is yours. But pray that success will not come any faster than you are able to endure it.

Violence symbolizes weakness. Strength shows itself in patience and poise.

It's a strong stomach that is turning.



## Winter Tonic

When you feel draggy, listless, lazy, not really sick, but far from well, what you need is a new supply of rich red blood.

Winter listlessness is only an effort of nature to adjust the body to the changed condition of the temperature and season.

## BRICK TASTELESS

helps the system and aids nature. It is a safe medicine that makes good blood, sound digestion and builds up the system.

BRICKS TASTELESS can be purchased at almost any general store where medicines are sold, or at STAFFORD'S.

Price \$1.20 per Bottle.

If your appetite is poor try a Bottle and note difference within a week.



## Face Powders Face Creams Rouge

JUST RECEIVED, per S.S. Rosalind, a large assortment of FACE POWDERS (flesh and white). Prices: 10, 20, 25, 35, 40c. per box.

FACE CREAMS 25, 28, 30c. per crock.

ROUGE (medium and dark) 20c. per package.

## STAFFORD'S

Duckworth Street and Theatre Hill