

Remarkable Values in Silk & Cotton Goods

Latest quotations show a steady advance in nearly all Dry Goods, and especially is this advance noticeable in such goods as Silks, Cottons and Mixed Fabrics; and latest advices point to still higher prices. We have on hand a large stock of Silk and Cotton Fabrics which were purchased during the "Slump" in the markets, and we are therefore enabled to offer them at prices much below present values. A careful perusal of these items offered below may be of benefit to you.

GINGHAMS.
Striped and Checked, 25 and 33c. yard.

LINENS.
Plain, Mid Blue 30c. yard
Helio, Cream, Saxe 55c. yard
Pink, Saxe, Grey 60c. yard

LAKEWOOD ZEPHYRS.
Pink, Blue, Grey, all with white stripe, 55c. yard.

WHITE MIDDY DRILL.
2 pieces only \$1.40 yard

LATEST ENGLISH SERGES.
English Wool Serge, 54 inches wide, \$5.50 yard

FANCY STRIPE DRESS SILK.
36 inches wide \$2.40 and \$2.70 yard

GEORGETTE CREPE AND CREPE DE CHENE.
Mauve, Pearl, Saxe, Myrtle, Grass, Prune, Wine, Navy and Nigger Brown, \$3.20 yard
White and Seal Brown \$4.60 yard

ANTRIM LAWN.
Fancy floral design 28c. yard

WHITE COTTON VOILE, only 27c. yard.
COLORED FANCY STRIPED VOILES,
45, 50 and 55c. yard.

BLACK FANCY CHECK AND STRIPED VOILES, 50c. yard.

MUSSELINE DE SOU.
Black, White and Rose, 25 ins. wide, 65c. yard
Pink, Rose and White, 36 inches wide, \$1.30 yard

MUSLINS, fancy striped 33c. yard

SERPENTINE CREPE.
White, Saxe, Helio, Pink, Blue, in floral design, 55c. yard.

PLAIN COTTON CREPE.
Pink, Blue and Yellow 55c. yard
White 45 and 50c. yard

MERCERISED COTTON REPP.
Silk stripe; Black, Brown, Green, Saxe, Cardinal and Navy, 60c. yard.

LATEST AMERICAN DRESS MATERIALS.
All shades, from 80c. yard up to \$4.20.

Marshall Bros

Side Talks by Ruth Cameron

THE TALE OF THE TWO CLERKS.

Your dull un-hurried worker gets over a great deal of ground because he never goes backward or breaks down. Your intense convulsive worker breaks down and has had moods so often that you never know where he may be when you most need his help.

William James. In a grocery store shop at which I, sometimes, trade in the winter, there are two clerks whose methods stand out in marked contrast.

He Acts As If He Feared You'd Change Your Mind. One of them rushes about the store as if moved by some sort of jerky little motor. "Right there in just a minute," he calls, if he is busy with another customer, when you come in. When you tell him what you want, he assures you with great emphasis that they have the best brand of that article to be had, and rushes off to get it as if he were afraid you would change your mind, if he didn't get it in your hands in ten seconds.

The other clerk is a man who might seem at first appearance to lack "pop." He is never excited, never in a hurry, and yet, when you come right down to it you find that he gets there just as quickly as the other man. He does not seem to move rapidly, but he moves with such surety, such economy of steps and effort that he accomplishes his end with just as much actual speed and with much less strain for himself, and for you, The Man Who Makes The Fewer Mistakes.

Incidentally the second man makes perhaps half as many mistakes as the first. I like to go to that shop whenever I need to be reminded (as I confess I often do) that nothing defeats its own ends so much as hurry. In a previous talk I told you what a disproportionate amount of energy, compared with time gained, it takes out of a man to run a mile instead of walking it. And the same is true

about running through your tasks instead of walking through them. This does not mean that you are to try to emulate cold molasses in your way of doing things. It simply means that you will accomplish more in the end if you move at a normal pace and with all possible economy of effort than if you are always in a hurry.

They Smile Behind His Back. Another thing that interests me about these two clerks is the way the other clerks regard them. Although the man who is always rushing has inherited a part interest in the store and therefore is theoretically entitled to more respect from his fellow clerks, he does not get it. I have often seen them smiling at him behind his back, as he rushed about. Whereas the other man, though he is a new comer and has no interest in the business, compels their respect by his poise and dignity. It is always thus: Haste is always comic, poise is always honored. If you can remember the earliest moving pictures, you know how often haste was the sole comic motive. Now which of the two kinds of workers, Mr. James describes, are you?

The Umpire Retired.

In a village match in Yorkshire the umpire had given a decision which did not suit the batsman. The latter declared the umpire had not been paying proper attention to the game, and there was every prospect of a fight. "What dost thou know of cricket?" asked the umpire at last. "I know more than you do, at any rate," was the batsman's reply in a tone which led one to think he was sure of his ground. "Well, give us proof?" rejoined the offended official. Drawing himself up proudly, and curling his lower lip in sublime disdain, the wielder of the willow justified himself in these words: "Aven't I shook 'ands with Lord 'Awke? That's more than you ever did, so there!" That settled it, and the umpire retired.

The newest cape-dresses are extraordinarily odd in line.

Just Folks

PRaise.
We have praises for the roses when they're blooming white and red And we've praises for the blue skies that are bending overhead. The dog beside our doorway is a good dog, we declare And we praise his gentle manner with the children romping there; We praise the trees above us just as loudly as we can, We have praise for all that's living, but we've little praise for man.

We never think we're foolish when we praise the morning sun Or tell in tones exultant just how fast a horse can run: The beauty of a landscape is a joy we're quick to tell And we never see the blemish on the violets in the dell. We overlook the ugly little faults in nature's plan, But it's different when we're talking of a living fellow-man.

We have praises for the roses and the shining of the birds, For the living things about us we have many kindly words But we pass by friendly neighbors with a slight and careless nod, And we never think to praise them till they're laid beneath the sod. Oh I sometimes get to wondering where this custom queer began Or giving praise to roses and begrudging praise to man?

Just Received

LARGE STOCKS OF THE FOLLOWING ITEMS:
Dodd's Pills, Glin Pills, Indian Root Pills, Hamilton's Pills, Nyals Face Cream, Stafford's Face Cream, Woodbury's Face Powder, Electric Oil, Radways, Fletcher's Castoria, Vampole's Cod Liver Oil, Carnol, Woodbury's Soap, Colgate's Tooth Paste, Colgate's Talcum.
Also several other well-known preparations too numerous to mention. Phone or write for Wholesale Prices.
DR. F. STAFFORD & SON,
Wholesale Chemists & Druggists, St. John's, Newfoundland.
June 10, 19

READY

for delivery to-day.

200 only 90 lb. Bags

P. E. I. Blue Potatoes.

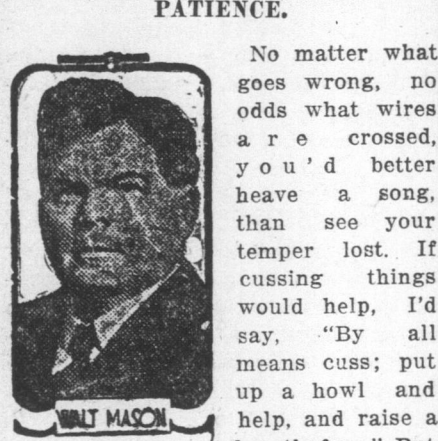
Soper & Moore Importers and Jobbers.

Braver Than The Bravest.

(From the Edinburgh Scotsman.)
Modest Young Lieutenant (reporting to C. O. after a thrilling raid in No Man's Land)—Captain, I wish to report Private Hicks' conduct in the highest terms of praise. He is the bravest man in the world. He followed me every place I went.

And Now They're Gone.

Was the sinking of the German fleet at Scapa Flow a frame-up? Of course no arrangement on the subject was made with the German officers, but they certainly seem to have been left with every facility for sending the ships to the bottom if the humor seized them. There has been, as everybody knows, considerable diversity of opinion as to what should be done with these vessels. The task of dividing them among the nations would have been difficult and might easily have caused heartburning. Moreover, when the suggestion to get rid of them was made some time ago by the American secretary of the navy, no great indignation was aroused. The chief objection to the scheme was that it was wasteful.—Vancouver Sun.



PATIENCE.
No matter what goes wrong, no odds what wires are crossed, you'd better have a song, than see your temper lost. If cussing things would help, I'd say, "By all means cuss; put up a howl and help, and raise a beastly fuss." But this course doesn't chase the shades of gloom away; just wear a cheerful face, and things will be O.K. I drove eight hundred miles, this spring, in my tin car; the rain, in fifty styles, came down, from clouds ajar. The roadway was a flood, and my old faithful boat just foundered in the mud, and there gave up its goat. Time was when I'd have reared and pawed around and wept, and torn my sorrel beard, while watch and ward I kept. But years have made me wise; I know that patience wins; and forty thousand sighs aren't worth a brace of grins. And so I waited there and whistled half a day; then saw a granger fare with horses down that way. He hauled me from the mire and only asked a buck, and I turned up my lyre and blessed my goodly luck. The mudholes dot life's way, and there we oft are mired; and some stand up and bray, and make the welkin tired; the wise man sits and hums a tune that should be canned, until some fellow comes and hauls him to dry land.

I fell from a building and received what the doctor called a very bad sprained ankle, and told me I must not walk on it for three weeks. I got MIXARD'S LINIMENT and in six days I was out to work again. I think it the best Liniment.

ARCHIE E. LAUNDRY, Edmonton.

Not So Flattered.

Two women who had not met for years, suddenly encountered each other in a tram. "How do you do?" said one effusively. "Now this is delightful," said the older of the two. "Just to think that you know me after so many years. I can't have changed much—really I feel quite flattered." "Oh," quickly replied the first speaker, "I recognised your hat." Then there was a horrid silence.

The Newest 1919 Trench Coats!

The Trench Coats for men we are now showing arrived on the last English boat and are quite the finest Coats we have ever handled. They are the product of a first class English firm, famed for its Military Tailoring, are built of fine quality Gabardine in all shades of Khaki, well-lined with smart-patterned Twill Plaid. Pockets velvet lined. Three very special features in these Coats are: (1) Extra high and well-fitting storm collar; (2) extra wide revers, forming when fastened ample throat and chest protection; (3) an entire interlining of Oilskin, rendering them not only doubly waterproof but absolutely wind and cold proof as well; forming an ideal Coat for all weathers. All Coats are belted and strapped at wrists. All sizes.

PRICE FROM \$30.00 UP.

U.S. Picture & Portrait Co.,
Men's Furnishings.

NEW MUSIC!

I have arranged with the publishers of New Music in the United States to have it on sale in St. John's just as soon as it is published, and I am selling it at less than half price to introduce it into Newfoundland.

Music will be tried over and sung for intending purchasers, and personally selected for Outposts.

CHARLES HUTTON,
The Reliable Piano and Organ Store.

WE TAKE IT THAT JEFF IS SOME HUNTER.

