

Regal Shoes at Cost Plus 5 per Cent.

An Earthquake for the Trade, but a Benefit to the Public

Regal Prices Are Now \$3.35 to \$5.85

NOBODY OUTSIDE the shoe trade can realize what a jolt that trade received when the Regal Shoe Company announced its new pricing-policy.

"HENCEFORTH," said the Regal Shoe Co., "all the shoes we make will be priced at **COST OF MANUFACTURE AND SELLING, PLUS FIVE PER CENT. COMMISSION**, no matter whether that price figures out in odd or even money, and without regard to the 50c jumps between prices, heretofore arbitrarily fixed in the shoe business."

IT WAS NOT the five per cent. that gave the jolt. The Regal Shoe Co. has always done business on a five per cent. profit and every manufacturer knew it. It was the abandonment of the "even price" that caused the stir.

THAT "EVEN-PRICE" policy has been the darling superstition of the shoe trade for twenty years or more. Standard shoes had been sold for so long at \$3.50, \$4.00, \$4.50, \$5.00 and so on, that dealers thought no other prices were possible.

"BARGAIN" SHOES—nameless products shoveled out by shoe "departments"—might be sold at odd prices. But **standard** makes—oh, never!

IT WAS ARGUED seriously by expert shoe-salesmen that men and women who wanted shoes of name and character would rather pay even prices. That is, they argued that a man would rather pay \$5.00 than \$4.85, whether or not he got anything worth having for that extra 15c.

AND SO, WHEN a designer produced a new shoe that could be sold for profit and all at \$4.85, the manufacturers were up against an embarrassing situation.

THEY COULD DO any one of three things—and some one of these three things they all did:

THEY COULD LET that \$4.85 shoe stand as it was and ask \$5.00 for it, getting an extra 15c profit, if Regal competition would allow it,—or

THEY COULD ADD 15c worth of unnecessary expense to the shoe, bringing its price up to \$5.00

OR, THEY COULD SKIN 35c worth **OUT** of the shoe, bringing its price down to the next even figure—\$4.50, but spoiling the shoe's quality-balance.

BUT AS FOR DOING the obvious and proper thing—selling that \$4.85 shoe for \$4.85—why that was not to be thought of!

SEEMS RIDICULOUS, doesn't it? But all superstitions seem ridiculous after you have exploded them. And the Regal has exploded this one.

HEREAFTER, Regal Shoes will be built just as the Regal style-builders plan them. They know their business, and they know their public.

IF THEY SAY "This shoe is right as it stands—the best shoe that can be devised and built for its particular want and purpose"—why that shoe is going to the public just as it is, unaltered by a foolish custom.

THE DESIGNERS will **not** be required to add anything unnecessary to it, nor to take anything out of it, to bring its price up to or down to any set figure.

THE MANUFACTURING COST of that shoe will be figured carefully; five per cent. will be added and a further allowance covering the actual cost of selling that shoe to the customer, and the resulting sum will be the price of that particular shoe, whether it is \$3.35, or \$3.50, or \$4.85, or whatever it is.

THE PRICE WILL BE STAMPED ON THE SHOE AT THE FACTORY and certified public accountants will verify the prices and also verify the fact that only five per cent. commission is added.

YOU GAIN MORE than the dimes you save by the odd prices. You gain also by better balanced quality and by the fact that you pay only for what you want.

REGAL Style-Builders now have a free hand. They simply get out the **BEST SHOE THAT THEY CAN DEVISE** for a certain purpose at **about** a certain price. You pay for exactly what you get, plus the fair 5 per cent. You are taxed nothing for useless additions.

Regal Shoes Give You What You Want At The Lowest Price That Can Buy It

REGAL SHOES
FOR MEN
MOORE & OWENS.



The Worst of It.

Merchant—It seems to me that you ask high wages considering that you have had no experience in this business. Clerk—Ah, but you forget that that's just what makes it all the harder for me.—Megendorfer Blatter.

BOY HOLDS UP STEEL INQUIRY.

He is a New One in the Family of Chairman Stanley.
Washington, June 21.—Announcement was made two or three days ago

that Representative Stanley of Kentucky, chairman of the special House committee investigating the steel trust, has been called home. It is a boy. At that time it was not stated why he was needed in Kentucky, but Monday came the telegram showing that it was one wee baby that had held up the inquiry into the affairs of the mighty corporation.

CABINET MEMBER IS OUSTED.

British Court Finds That Masterman Was Aided by Corrupt Practices.
London, June 21.—Charles F. G. Masterman, under secretary of state in the home office, yesterday was deprived of his seat in the house of commons for the north division of West Ham by the law courts, which found that his election was aided by corrupt practices on the part of his agents. The judges said that no fault rested upon Masterman personally.

Barre should have a plant to manufacture building granite and not let our neighbors obtain the new industry.

STRONG HAND IN THE EAST

Russian Policy Shown by Cabinet Changes

FOUR CORPS FOR AMUR

Totalling 160,000—Vladivostok Fortifications Are Nearly Complete—Guchkoff, in Official Report, Says That They Will Be Impregnable.

St. Petersburg, June 21.—In addition to the retirement of J. J. Kossovets, who resigned his post as Russian minister to China, because of his failure to grasp the purport of the foreign office policy in the Far East, it is now expected that M. Malevsky-Malavitch, ambassador at Tokio and S. Poklevsky-Kozell, minister at Teheran, soon will leave their posts. It is probable that the former and Baron Rosen, Russian ambassador at Washington, will be given seats in the council of the empire. The new policy of the government has been characterized by the strong hand. Among the measures contemplated since the return of General Soukhomlinoff from his tour of inspection in the Far East, is the increase of the Amur troops to four corps totalling 160,000 men which, with the Trans-Amur corps, frontier guards and Trans-Baikal forces will make, it is thought, an adequate total on the spot for all contingencies. The fortifications at Vladivostok are nearing completion and A. J. Guchkoff in his report of his observations in the Far East says that they will be impregnable.

JAPAN SHUTS OUT CHINESE.

Refuses to Let Them Navigate the Tiumen River.

Pekin, June 20.—The arbitrary action on the part of Japanese officials in preventing Chinese vessels from navigating the Tiumen river, which forms the boundary line between China and Korea, is characterized as wholly illegal by the Chinese government, which has vigorously protested to Japan. Prominent Shanghai merchants recently established a steamship line from the Tiumen to Shanghai, under the direct authority of the throne. The company's steamship made four trips to the upper reaches of the Tiumen, carrying out lumber without molestation, but on the final trip the Japanese authorities refused to permit the vessel to take out her cargo. The arbitrary character of the Japanese action is emphasized by the fact that Russia concedes to the Chinese the right to navigate the lower reaches of the Tiumen where it becomes the Russo-Korean border, whereas the Japanese do not concede this right even where China controls the left bank of the stream. This action by Japan has aroused a resentment so deep that there exist all the elements of another boycott similar to that following the Tatsu-Maru incident.

MANY GOOD WISHES.

Senator Warren, 67 Years Old, Is Engaged.

Washington, June 21.—Senator Francis E. Warren of Wyoming, whose engagement to Miss Clara Le Baron Morgan of New York was announced in the newspapers yesterday, was the subject of double congratulations when he entered the Senate chamber yesterday. The senator was 67 years old yesterday and he was felicitated first upon his approaching marriage and secondly upon the fact that he has attained the age of 67 while still looking 47.

Judging from the many senators who gathered around the Wyoming senator just after the Senate met, the congratulations were general. Insurgents and Democrats joined the standpatters, for Senator Warren is personally one of the most popular members of the Senate.

One Consolation.

"A man in New Jersey has a hen that prefers mosquitoes as a diet."
"That kind of a hen in New Jersey ought to be reasonably sure of a bite to eat."—Judge.

A Physician's Report on Tuberculosis Medicine

"Have used Eckman's Alternative in several cases of tubercular glands of the neck, with excellent results every time. In one case it cost me \$50, for the girl was put on it only until she could arrange to be operated, and in a short time an operation was not needed. I suppose your records are just as fine as of old. You know my faith in it."
Eckman's Alternative is effective in other forms. Read what Mrs. Garvin says:—
Lima, Montana.
Gentlemen: "I have gained twenty-two pounds since last February and my baby is in perfect health. She is now four months old. I have been waiting since she was born to see how I would get along. I am now doing all my work, old, and I am steadily gaining. I do not cough or raise anything at all. I believe my lung trouble cured."
(Signed) Mrs. M. H. Garvin.
Note—Mrs. Garvin is the mother of seven children.
Eckman's Alternative cures Bronchitis, Asthma, Hay Fever, Throat and Lung Affections. Ask for booklet of cured cases and write to the Eckman Laboratory, Philadelphia, Pa., for additional evidence. For Sale by all leading druggists and

THE EIGHTH GIRL

She Made an Interesting Addition to the Other Seven.

By DELLE MANIATES.

When John Walker was left a widower, although he was in the prime of manhood, with a comfortable income and good habits, it was universally predicted that he would never win a second wife.

For what manner of woman—that is, of the type fastidious John Walker would fancy—could contemplate the prospect of stepmothering seven daughters ranging in age from perky thirteen to precocious four?

If the children had been boys John Walker's prospects would have been more favorable, for a squad of boys can be turned afield, but seven girls to hear and heed until they should come to an age when they would with their lords depart!

John Walker was domestic, and after two years of widowhood he began to yearn for a goddess of his hearth and home. The affairs of his household had not been administered so badly since his wife died. The cook was capable and honest and had been reigning over the kitchen for eight years. The seamstress who had always spent a month each spring and autumn "sewing up" for the young Walkers continued her visits, with the added responsibility of selecting and purchasing material.

The eldest girl, Madge, was promising to be quite a practical little housekeeper, but John Walker knew that a wise feminine hand and heart were essential to the guidance of his active, romping, unruly troop of youngsters.

He began to call assiduously upon Cecilia Rayne, a young woman renowned for her intellect, practicality and excellent judgment. She accepted his attentions, though reservedly and with a general air of careful consideration and "weighing in the balance."

His intentions were regarded as unmistakable when he invited her, with her mother, to visit his home and drink tea one afternoon. The children on this fateful day had never been so noisy or unattractive. Even Madge was bisterous and untidy.

John Walker did not know that it was malice aforethought on the part of his offspring. Madge was precocious and acute eared. She had heard it said that John Walker would marry just as soon as he could find any one to have him. She had sized up Miss Rayne as a home ruler, and in the mother of Miss Rayne she scented a natural enemy.

So she instigated and encouraged rebellion in her many sisters, and their department carried the day. John Walker escorted his guests to their home and returned with the firm intention of administering unto his own something stronger than rebuke.

He found his sock white robed and sweet voiced, awaiting with uplifted mouths his good night caress, and he could not bring himself to mar their slumbers by so much as a word.

"If she only could have seen them as they are now!" he thought, with a regretful sigh.

Madge's busy little brain worked overtime that night on the solution of the stepmother problem. A day or two after the eventful visit of Miss Cecilia Rayne, as John Walker was passing a little park he met two or three kindergarten teachers walking with their young charges. He gave them but a casual glance, when his attention was attracted by a delighted cry of "Papa!"

The littlest and last child in the procession let go of the hand of the young girl with whom she was walking and rushed up to him.

"Why, Tot?" he said, taking her up in his arms.

Then he looked hesitatingly at the young teacher, who was walking on slowly.

"You must be Mr. Walker," she said naively. "I am Tot's kindergarten teacher."

"Are you?" he asked interestedly. "I didn't know that Tot attended a kindergarten."

"Didn't you?" she asked anxiously. "Madge brought her to school yesterday and entered her as a pupil. I supposed it was your wish."

"Of course it is," he replied promptly. "Only I hadn't thought of it before. I am glad Madge is so wise."

"I've learned lots, papa. I'm going to prick you a card," assured Tot.

"Thank you, darling. Where is your school, Miss?"

"Worden," she said, supplying the name. "The school is on the corner of Wood and Third streets, three blocks below. Are you fond of children, Mr. Walker?" she asked, looking up at the princess enthroned on his shoulder.

"Naturally," he said, with a whimsical smile.

She flushed and laughed a little.

"Come and visit our school some time, then."

"I will walk there with you now," he responded promptly, setting Tot down on the sidewalk.

The child instantly appropriated a hand of each guardian and skipped along between them.

"Who takes her to and from school?" he asked, remembering the automobiles and trolley cars.

We have on hand at all times lists of standard bonds and stocks suitable for investors. These are at your disposal. We respectfully solicit your patronage and will be pleased to correspond or send a representative to call on you.

KIDDER, PEABODY & CO.
BANKERS

115 DEVONSHIRE STREET BOSTON
56 WALL STREET NEW YORK

"I should be glad to teach her," said the girl simply.

"Very well. You may commence tomorrow, if agreeable, and give her two lessons a week."

"She's a sweet little girl," thought John Walker as he pursued his way from the kindergarten. "She must be Tom Worden's daughter. Poor fellow! His failure took all he had. She's a trump to take hold and help in this way."

The first day that John called for Tot he so cordially seconded the child's invitation to her teacher to come home with them to luncheon that she was forced to comply.

Madge's music hour was from 5:30 to 6, and she would not practice properly unless her teacher would consent to stay to dinner. The children all claimed her as a kindred spirit and called her "Bess," for which they were sternly and ineffectually reprimanded by their parent, who finally followed their example and called her by that name himself.

In the month of July the Walkers went to their summer cottage on a lake some twenty miles from the city.

"You need a vacation more than any one," said John Walker abruptly to Bess one day. "You must go with us."

"Thank you very much," said the girl gratefully. "It's kind in you to ask me, but of course I can't accept."

"Why not?" he demanded. "Your father is going west on an extended business trip, and he won't need you."

The girl blushed, hesitated and then said frankly:

"Why, you see, of course, it would really be all right, but then, you know, people would talk—they wouldn't approve."

She began to flounder in her explanation, and John suddenly comprehended. "I see," he laughed, nodding. "But, you see, you have come to seem to me like one of my own—my eighth girl, I call you—but I suppose you are grown up enough for a chaperon."

"I am twenty years old," she said with dignity.

"Indeed! A great age. Well, I have a second cousin, a meek, elderly widow, whom the children love firmly. I presume she would like a month or so at the cottage."

So it was finally arranged. From that time on John Walker suddenly regarded his children's teacher in a new light.

"I wonder if a beautiful young girl like Bess could come to care for an old duffer like me," he pondered. "I had supposed that she considered me an old man!"

A thrill stirred within him as he looked up at the fair young face gazing happily over the waters of the lake on the first night of their arrival.

"Bess!" he said suddenly.

But the children had also called "Bess," and she was away for a romp on the beach.

"She is only a child, after all," he thought, with a sigh.

In the Walker bathhouse was a canoe which the children were forbidden to use, but Bess one Sunday morning ventured forth alone in it. She managed it very skillfully, but on her return a sudden wind came up and made the lake choppy. She had all she could do to keep the little craft right side up.

John Walker, coming out on the veranda of the cottage, saw her danger and rushed to the bathhouse, intending to row out after her. Another emotion besides anxiety surged within him, and he knew now that he loved this playmate of his children.

She was making great progress with her tiny canoe, and as he rowed out from the bathhouse she was landing at the pier.

It was a very merry, winsome face, alight with the excitement and danger, that was lifted to his.

In the reaction from his fright he was beginning to censure her when he was interrupted by Madge, who had appeared upon the scene and who instantly resented her father's lecture.

"You shall not scold her!" she cried hotly. "I wanted her for our stepmother, but I'll give her up if you aren't going to be nice to her."

Bess turned red and pale by turns. "I'll race you to the house, Madge," she cried, and they were away. "Bess," said John softly when he had succeeded in getting an interview, "as I said, I had thought of you as my eighth girl. I don't want to think of you as a stepmother, but I do want you to be my wife and a companion to the girls because I love you. Will you try to care for me?"

A FAMOUS OLD BEACON.

St. Agnes Light, Off the British Coast, Is to Disappear.

One of the oldest and most famous lighthouses in the world is to disappear. According to an official notice to mariners, the St. Agnes light, Scilly, is to be replaced by a light on Peninnis head, St. Mary. For centuries it has gladdened the eyes of passengers from the other side of the Atlantic or has blinked a parting to emigrants.

It stands inland on the highest ground in the island of St. Agnes, and the first light was lit on the spot as long ago as 1680. Coal was the only illuminant, and the light was often allowed to go out. But in 1790 oil lamps and reflectors were installed, and flashes of the present one minute revolving light can be seen at a distance of thirty miles.

Probably one of the chief motives which prompted the placing of a guiding light on the island was the reputation which St. Agnes bore for wrecking in the old days. Many a ship was lured on the rocks by false lights, and the tradition was preserved among seamen for many years afterward.

It is stated that almost within living memory a crew who were shipwrecked on the island kept their would be rescuers at bay with stones. They feared that they would be massacred and could be approached only when they dropped helpless from hunger and exhaustion.

The new light will be exhibited from a circular iron tower which will be painted white and will be forty-five feet in height.—Pall Mall Gazette.

INSULTS IN GERMANY.

Calling a Native an Englishman Is Punished With a Fine.

According to a New York lawyer who recently returned from Berlin, even the mildest sort of personal epithets are dangerous things to use in Germany. The use of pet names of the same class as our "grink" or "bone-head" may land the author in the courts, and if found guilty he is liable to a fine.

"A certain Dr. Eissel, hailing from Bohemia," said the New Yorker, "has just prosecuted in the courts a rival who had beat him at chess for the offense of beleidigung. Beleidigung means 'offense' or 'insult.' Daily you read of cases of hitherto stainless citizens being fined for using such abuse as 'good for nothing,' 'loafer' and 'sheep's head.' Recently a policeman was prosecuted for calling a man whose address he was taking a 'fellow' (kerl). Not until there had been two appeals and trials in three different instances was the prosecutor satisfied. The man who beat Dr. Eissel at chess was even more obscenely vituperative, for he hurled at his horrified enemy the intolerable epithet 'Engländer.'"

In court Dr. Eissel characterized this insult as 'severe' and declared that he was not an Englishman and had never been in England. He was merely an Anglomaniac, who wore English clothes, had a son at an English school and had learned 'boxen.' The court gave him a verdict, and the offender, therefore, was fined."—New York Mail.

Thin Women.

The contention of Dr. Moots before the Ohio medical convention that there "must be something wrong with the internal workings of thin women" will find ready indorsement among the Apache Indians. Some years ago a delegation from that tribe came to New York, and at a reception given for them a woman asked one of the chiefs what he thought of the white women he had seen. The late Governor Richard McCormick, who had charge of the party, reluctantly returned the answer for him by the interpreter. "White women are all thin and sick—good women are fat."—New York Tribune.

CLEAR BABY'S SKIN.

In selecting a toilet powder for baby's use, do not make the mistake of favoring the prettiest box or the sweetest perfume. Physicians say that highly perfumed talcums should never be used on babies for they are sure to irritate the skin. Comfort Powder contains only soothing and healing antiseptic ingredients, and it absolutely prevents all chafing and irritation. It also cures rashes and clears the skin beautifully. Only Comfort Powder is good enough for your baby. See that E. S. Sykes' signature is on the box you buy.

NOURISHMENT FOR THE AGED AND PHYSICALLY IMPOVERISHED

BORDEN'S Malted Milk

PALATABLE SUSTAINING STRENGTH-GIVING

For Sale at Your Druggists