toward the beach and sold into his pocket.

"I'll pay it," he said. "It's a just debt."—Saturday Evening Post.

garden, sis?"
"I suppose, dear child, she thought
Sweet William was there."

A HIDDEN DANGER

Hairy Food.

NATIONAL CAPITALA

Scientists Believe There Is a Reason for Bugs



Ah, It Was a Sad Day for "Count" Perreard

JEAN PERREARD, true son of Paris, he of the Cafe de Perreard, was disconsolate the other day. It was the Sabbath and also the an-

It was the Sabbath and also the an-anniversary of the fail of the Bastlie. And for the first time in years the "count," as he is familiarly known, failed to observe the day. The count's celebrations have been notable events in Washington for years, but the count let the day pass quietly because it fell on a Sunday.



in Washington for years, but the count lie the day pass quietly because it fell on a Sunday.

Everything about the Chateau de Perreard was normal, except that from a windin's breered the tricolor of La Belle France.

Stilled were the clinking glasses, because it was the Sabbath day. The hearty chanting of 'The Marseilles', as only the count could chant it, was not wafted out into Thirteenth street from the chateau windows as in the count would have had in the past.

In fanciful retrospection the count could have and the thouse of Perreard could receive and his friends inissed them crealled the celebrations of yester year and his friends inissed them crealled the celebrations of yester year and his friends inissed them crealled the celebrations of yester year and his friends inissed them created the celebrations of yester year.

In fanciful retrospection the count criticol fiduced the celebrations of yester year and his friends inissed them created the celebrations of yester year. The head of the house of Perreard could for the count would have had in the count would have had in the count would not have a public of sugar. But all the time the count would have had one. It was a down the river as his guests and how he would celebrate when a support of Last with the count would have had in the subset of the count would have had in the count would have had a much chance in Washington as much chance in Washington as much chance in Washington as much chance and of the

Agricultural Department an Aid to Housewives



"Commercial industries were long ago studied by scientific methods, since it was found that gaining knowledge by experience was much more county than gaining it by systematic study." It is only intely that we have come to realize that it a equally profitable to study the housekeepers'

ome to realize that it is equally come to realize that it is equally problems.

No branch of the United States government comes so near to the iffer of the people as the department of agriculture, which deals with the coton and other, there so which our clothes are ifrade, the focks and here; the ropa we produce, the food we eat and the timber of which our houses are built.

The closeness of the rolation between the department and the people is in great measure due to the fact that the use which is made of agaicultural products receives as much attention as their production, and the great bulk of these produces, and the great bulk of these produces in the home.

Commenting on this phase of the department's work Serretary Wilson is all the constant of the product of the production, and the great bulk of these products is used to the constant of the home. The constant of the home of the office of the production, and the great bulk of these products is used to the constant of the home. The production of the home of the home. The home of the home of

Turkey Trot New? Danced 500 Years in Borneo

It will be news to many doubtless that the muci-criticised "turkey trot" has been did not be north of Bornes for month of the hoorth of the hoorth of Abrilde months for the hoorth of the says for of the hoorth of the head-hunting natives perform the trot day in and day out until the great rain god has heard their properties. In the fashionable dancing from the trot day in and day out until the great rain god has heard their properties. In the fashionable dancing from the trot day in and day out until the great rain god has heard their properties. In the fashionable dancing from the trot day in and day out until the great rain god has heard their properties. In the fashionable dancing from the trot day in and annot around the image of the god so entire night. In the left the fash of the inicident form of the single fash of the fash o



With

the World's Workers

REVIEW of PROGRESS THAT IS BEING MADE ALONG ALL LINES of ENDEAVOR

Not Always Right &

That First Impressions May Be admitted; and I knew he was cooling off, and, like most nen who start out off, and, like most nen who start out off, was losing, his original bearings.

"So I gave him a good strong qual-"

COOL JUDGMENT THE BEST

His Own Experience With Hot-Tem-pered Gustomer Cited as a Case in Point—Little Diplomacy That Enemy.

Point—Little Diptomacy That Maded Friend of Possible
Enemy.

"It isn't safe to go by first impression," remarked the Old Newspaperman.
"You can't rely on them. For instance, just a few days ago dropped into a clothing show and the control of the

ings.

"So I gave him a good strong quality talk about the remarkable wear ing value of the goods. I got down some of the stuff he'd been accustomed to wear, and contrasted the two lines. There was no getting away from the superior quality of the goods he complained about, while the roughness, it was evident, must have been all imagination.

"Say, I guess I'll keep this one suit, anyway, he said at last.

"I happened to remember that when he was in before he had noticed our line of Pannans, so i called his attent too to them, and after a bit of a chat, unstead of making-me take back the underwear, he went out with the original cannot the finest Pannans, in the shop. Yet if I'd gone by my first impressions, when that fellow opened fire one me. I'd have volleyed right back-and instead of selling a pannan I'd have lost a customer. Chicago Tribune.

The Woman Who Would Succeed.

If he is a saleswoman she should there its learn all there its olearn about her its goods and about salesmanship.

If what she is now doing is only a take workers as for our—Workers.

ion.

Presently, in the hearing of a mo-

stepping stone to something she wants to do, then, whenever opportunity offers, she should learn all she can about this other work.

She should constantly be on the galert to learn the leisons of the bustiness of the control of the

Halry Food.

A traveling man stopped at a hotel recently, said the Gassody Times. He found a halr in the honey. He had to have the found a halr in the honey. The had to have the had been to have the traveling man found halr in the loc cream, but the landlord said that was all right, as the fee had been shaved. Again he found a halr in the apple pie. This surprised the landlord greatly. "Why," said he, "they told me those apples were Baldwins."—Kansas City Journal.

researtly, in the hearing of a motion, there was a clash between the
ton, there was a clash between the
research leads to the judge or
the state of the lawyer to sit down, and as
the lawyer, being deaf, didn't hear
thm and went on talking, the judge
fined him \$10 for contempt.
The lawyer leaned toward the clerk
and cupped his hand behind his ear.
"What did he say?" he kaquired.
"He fined you \$20," explained the
clerk.
"For what?"
"For contempt of this court," said
the clerk.
The lawyer shot a poisonous look
toward the bench and reached a hand
into his pocket.

Being Too Positive

Being 100 Positive

man, it just seems that I can't sell to him." There is a typical case of mutual antagonism. The customer antagonized the sulesman, and the salesman retorts by further catagonizing the customer.

Successful salesman and the salesman is contact plan. Successful salesman has much operate on that plan. Successful salesman has much tact, infants patience, and the knack of striking a mentally receptive attitude which enables him to study his customer and sales him to study his customer and sales him to study his customer and sales him to study his customer and a shape him mode of approach to the latter's individual peculiarities.

This receptive attitude is usually subconacious, a part of the salesman's and many to respond to the farst of the subconaction, and the salesman's and sales in respond to the first of the salesman's and sayer to respond to the farst of the continuation of the first of the salesman's and sayer to respond to the first of the salesman's and sayer to respond to the first of the salesman's and sayer to respond to the first of the salesman's and sayer to respond to the first of the salesman's and the

Half of Cuba's tobacco crop is ex-

France maintains a tax on doors

The census is taken every five rears in Japan.

Concrete is now mixed with soap to make it waterproof.

China has one coal field with at area of 21,000 square miles.

Eleven million watches were ed from Switzerland last year.

Tea was used as a beverage China more than 2,000 years ago. Including natives and Europeans India has a population of 315,000,000

In Paris there is a carriage for each cass, and indigestion. They do their duty as persons and a bleycle for each 16. SMALL PILL SMALL DOSE, SMALL PRICE

More than 67 per cent of the world's telephones are in the United States.

In very few American families does the amount of the annual meat bil fall below \$150.

A deposit of silver from the sea wa ter is frequently found on the meta bottoms of vessels.

Resinol clears away pimples

DOAN'S KIDNE

BATHE your face for several minutes with hot water and ty special soap mad very general soap was that Resind Soap and very general soap was that Resind Soap and hot water, finishing with a dash of cold water to close the profess. Bo this once or twice a day adverys sizing Resind Soap for tolds. Do this once or twice as day adverys the profess of the soap of the soap was the soap with the soap was the soap with the soap was the soa

Your druggist sells Resinol Soap (2) and Cintment (30c), or mailed on recei of price. Resinol Chemical Compa-lialtimete. Md.



The Wretchedness of Constipation

CARTER'S LITTLE
LIVER PILLS.

Genuine must bear Signature



Pettits Eye Salve

PATENTS Low rates. Ener payments. Readers of this paper desiring to buy man should insist upon having what they ak for refusing all subditiutes or imitations

The annual rubber output of the world is 90,000 tons, valued at \$200.

Contrafy to general belief, Gras Britain spends more for the upkee of its roads than for its nary.

Never in the First Place LOCK WATCHER FITTED ONLY FOR SUBORDINATE POSITION

Extra Work Brings Knowledge and Experience, and These in Their Turn Bring Dollars.

"It pays to work overtime," said the president of one of the great eastern railways when saked bow he munaged to, make over \$100,000 a year. "I am being paid now for the oktra time that I gave my smployers but me that the gave my smployers but me that the said of the sa

we present of one of the great castmen rallways when saked to what he
men rallways when saked to what mansaged to, make over \$100,000 a year.

I am being paid now for the extra
time that I gave my employer when I
was learning the business. Extra
work brings knowledge, experience,
and these well applied bring dollars.

It is a very short-sighted plan for a
man to do only as much as he is paid
for."

"A very successful business firm
has for its motto, 'A little better than
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than better than
has for its motto, 'A little better
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at the sound of the dinner bell, whether in the middle of the field or at the far end of the corn row. He was an houset and upright horse, but a legalist of the most procounced type, and side of the most procounced type, and side of the field of the fi