WORK THAT COUNTS

Secret of True Discipline is Without Suspicion of Injustice to the Subordinates Whose Labor Means So Much for Busi-ness Success.

A certain seneral in our army had the reputation among the men not di-rectly under him of being a terror for discipline. One day two men in the ranks were overheard discussing this

BALESMAN'S SUCCESS NOT A HARD THING TO "DOPE OUT." All About the Goods He Was Selling, and Thuy Was Able to Convince His Customers.

Quiet Determination in Man at Head of Business Will Al-ways Get Results.

MEN KNOW WHERE HE STANDS

ructions.
"Not soft but steady" makes for peaceful business relations with all but the incorrigible idler or the wiful agitator. And the sooner the idler and malicious are eliminated the better for all concerned.

SCIENCE NOTES.

A méscroscope using X-rays has been perfected by a French scientist. Paper insulation on exposed electric wires has withstood 23 years' service. In proportion to population Russia has the fewest physicians of any coun-

Had Grip on Business

ranks were overheard digrussing this trait.

"How do ye iver sthand the Giseral, Pat. He's that ferce whin things yo wrong he'd schare me heart out."

"That's all right, Mike; the Giseral larts both as he's painted. He sin't soft, but he's steady. 'A fellow slways knows where he stands.'

That is the secret of all true discipline. We are all quick to resent lajustice and respect firamess. A man weakly lax the next gets bad service and leas respect.

To know where one's superforting and lart service and leas respect.

To know where one's superforting and lart service and leas respect.

To know where one's superforting and lart service and leas respect.

To know where one's superforting and lart service and leas respect.

To know where one's superforting and lart service and leas respect.

To know of the lart service and lart service and last service and leas respect.

To know of the lart service and lart service and last service

tically one sentence, when he said, 'I defy anybody in all Germany to ask me a question about my business that I cannot answer.' That was the secret of his success."

He who is false to present duty breaks a thread in life's loom.

NEWS FROM THE STATE CAPITOL

WAYS AND MEANS COMMITTE NS DOWN INCREASE FOR COLLEGE

HOUSES WILL FINALLY ADJOURN APRIL 25

teasure Providing for Double Awar for Counties Building Roads Along the Trunk Line Plan is Reported Out

By Gurd M. Hayes

By Gurd M. Hayes

The ways and means committee of the house has refused to increase the appropriation of the Michigan Agricultural College and as a result the institution will have to worry along on \$250,000 per year. However, Senator Fred Woodworth, of Hurou, who has always been a warm friend of the Institution, but is opposed to furnish most of the understanding the college \$100,000 and he says that there is some chance that he will be able to get it through.

Rep. E. T. Middleton, who attacked the committee on ways and means and

ment fixed, the house has the mail ing for an investigation of Middelion's work of the session to handle in the remaining few days.

Only a few appropriation bills have been reported out and there is the biggest mass of undigested legislation stacked around, in the history of the house. Two years ago the house fixed a date for adjournment under similar decremments and then, while the senate chuckled, worked in a frenzy to great through. In consequence many

ment to the Soo.

Beginning at Escanaba running north through Marquette, Negaunee, Ishpeming, Michigamme, L'Anso and Baraga to Calumet.

Governor Perris has sent a message to the legislature urging he accept ance of the offer of R. Hansan, of Grayling, who would present to the state 15,000 acres of iand in Crawford county as a permanent camp site for the Michigan National Guard.

the Michigan National Guard.

Deer hunters may kill two deer in the woods of Michigan under a bill which passed the house, but one of the eer must be a buck. The bill had passed the selated limiting the number to one horned deer. The house first mended the bill to eliminate the protection of does and then added an amendment allowing bunters two deer. Later and amendment was made routing that one of the deer must

get it through.

Both houses of the legislature will formally adoptor April 25 and the date for the final adjournment has been set for May 10. With the date of adjournment fixed, the house has the main work of the session to handle in the remaining few days.

house. Two years ago the house fixed a date for adjournment under similar fortumstances and then, while the senate chuckled, worked in a frenzy to get through. In consequence many bills were enacted into law with practically no attention paid to their terms. The reappointment of congressional districts is an unsettled problem; the revision of the primary system has not been effected; the laws necessary to journ and recall; and other important matters are still in the air.

In the substitute bill reported out

In the substitute bill reported out by the house committee or neads and by the house committee or neads and by the source committee or neads and bridges, the state built trunk line highest and the state will pay half the expense of receiting bridges and all bridges and the substitute bill any courty in the state will pay half the expense of receiting bridges and all bridges and converted where trunk line highway building.

Ludeer the substitute bill any courty is the state will pay half the expense of erecting bridges and all bridges and courted by the bill:

Beginning in southeast corner of the state will pay half the expense of erecting bridges and all bridges and courted by the bill:

Beginning in southeast corner of the state will pay half the expense of more miles are built by the county. The bridges and all bridges and all bridges and counties where three or more miles are built by the county. The state will pay half the expense of erecting bridges and all bridges and counties where three or more miles are built by the county. The state will pay half the expense of more miles are built by the county. The state will pay half the expense of more miles are built by the county. The state will pay half the expense of more miles are built by the county. The state will pay half the expense of more miles are built by the county. The state will pay half the expense of more miles are built by the county is the state will pay half the expense of more miles are built by the county. The senate has passed the Santo the proposal, he concurred by unanimous votes. The senate has passed the Santo the proposal pay the providing for changes in the free from the house of the proposal, he providing for changes in the free three providing for changes in the free free from the house of the proposal, he providing for changes in the free free providing for changes in the free free providing for changes in the free free from the house of the proposal, he providing for changes in the free free providing for changes in the free free

beckerville, Ruth, Ubly, Bad Are, Port Huron through Brown City, Marlette, Vassar's to saginaw.

Beginning at Detroit through Pont, Clerk, Miles, Albena, Casa Saginaw, Bay City, Tawas City, Alpena, Osaaway, Easy City, Tawas City, Easy City, Easy City, Tawas City, Easy City, Tawas City, Easy City

to be specified by the highway depart. TELLS OF CLIMBING CATFISH

ilning Engineer Declares That Odd Fish Found in Colombia Resem-bles Bullheads of U. S.

Fish-Found in Colombia Resemble's Bullineads of U. S.

New York.—A South amelican fish that can climb out of a deep pot-hole and even creep against a strong current, on the bottom of a swift stream, was described recently to the New York Academy of Sciences by Mr. R. D. O. Johnson, a mining engineer who has spent several years in the high-lands of Colombia—a region visited by few naturalists. The case is evidently one of adaptation to-environment. The mountain streams during many the condition of the control of the colombia of the climbing or creeping catain, Mr. Johnson goes on to say, resembles closely the horned pout or "builheads" of the United States, and are highly setemed as food by the Colombians, who call them capitan. Says the writer (we quote from a reprint of his paper in pamphlet forms): "Under usual conditions they are clumsy and awkward swimmers, wrigging through the water like Ladpoles, but as creepers and climbers they are without rivin in the fish family. The

but as creepers and climbers they are without rival in the fish family. The mouth is small, but is surrounded by a broad, soft, rubber-like flap, very thin and flexible at the edges. It is a



How They Do It.

ection of a pot-hole, twenty-two feet deep, in Santa Rita Creek, Colombia, showing the catfish ascending its rocky walls.

rocsy waus.

rocsy waus.

sucker mouth and the entire mechanism is so-perfectly adapted to the needs of the fish that it Ands no difficulty in firmly attaching itself to any convenient object. It is this ability to make a quick anchorage that enables the fish to stay at home when nature seems bent upon sweeping the canyons and watercourses 'clear of everything morads and watercourses' clear of everything morads in the convenient of the control of the c

WOMAN'S ILLS DISAPPEARED

Like Magicafter taking Lydia E. Pinkham's Vegetable Compound.



Compound.

North Engor, N.Y.—"As I have used Lydia E. Pinkham's Vegetable Compound with great benefit I feel it my duty to write and tell you about it. I was aling from female weakness and beachen early all the time. I was sling from the male weakness and backsche nearly all the time. I was sling from female weakness and backsche nearly all the time. I was sling revery month than I should have been and so sick that I had to go to bed. "UydiaE. Pinkham's Vegetable Compound to many women who have used it successfully." —Im. S. Asazz S. Szarz, R.F. D. No. S. North Bangor, N. Y.

Another Made Well.

No. 3, North Bangor, N. Y.

Another Made Well.

Ann Arbor, Mich.—"Lydis E. Pinkham's Vegetable Compound has done
wonders for me. For years I suffered
terribly with homorbages and had
pains so intense that sometime westness
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112 S. Ashley St., Ann Arbor, Mich.
There's need be no doubt about this
shilty of this grand old remedy, made
from the roots and herbs of our fields, to
remedy woman's diseases. We possess
volumes of proof of this fact, enough
to convince the most skeptical. Why
don't you try it?

Your Liver Is Clogged Up

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Genuine must bear Signature

Breut Sood

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Remover Bursal Endargements,
Carbs, Filled Tendons, Sorteness from any Bruise or Straigs
Stops Spavin Lamcers Albus TrainDoes not Billister, \$25 00.1 boulte,
Does not Billister, \$25 00.1 boulte,
ABSORBINE, IR. "the antieptic linment for mankind. For Synovitia, Strains,
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THERAPION Hospitals with THERAPION

SHAKE INTO YOUR SHOES

"So you've lost your nice puesy-cat since | Lwas here last." sympathized grandna. "Too bad! Of course you mise him dradfully, don't you!" "Well, yes;" six-year-old John asumed a look of chastened sorrow; "but then, grandma, since I've bland so much about this germ bushiels, I try to think it's just as well!"

Occasionally we meet a man who acts as if he was living his life by contract.

Red Cross Ball Blue, all blue, best b value in the whole world, makes the dress smile. Adv.

None of us can afford to say all cool things he would like to say.

Despondent?

Have you frequent headace orgue, bitter taste in the heartburn," belching of g ogs in throat after eating, at r burn, foul breath, dizzy

A torpid liver is the trouble in nine cases out of ten

Dr. Pierce's Golden Medical Discovery is a most efficient liver invitorator, str ach tonic, bowel regulator and ne attenuitement

Sellemanahip is nothing more or cess than making the other fellow teal a you do about what you have to sell a you do about what you have to sell a street of the come. It have to sell a soll does not "take place in or his checkbook, but it first takes place in his midd. When you go into see him he feels that he does not want to try your chance to come? It never will concern and would buy them if he knew and to gree with your mind. Now, in order to sell him, you must hange his mind and bring it around to agree with your mind. So that when we once put sales-massing on this coverance, whether we are trying to sell a house and a closer it make any difference whether we are trying to sell a house and a closer it make any difference whether we are trying to sell a house and a closer it make any difference whether we are trying to sell a house and a closer it make any difference whether we are trying to sell a house and a closer it make any difference whether we are trying to sell a house and a closer it make any difference whether we are trying to sell a house and stormed by the plucky few who fight to what they want. The chance of timerow want to what it was a trying to sell a house and a count, is that of the present moment. Stop thinking of the might have been do the maybe, and get a day, and yet he angreed in prac-Taking Care of Workers

Dider the direction of Dr.

Under the direction of Dr.

Under the direction of Dr.

Under the direction of Dr.

William F. Mannins, the government, printing office has within the past few years become a sanitary model. His has taken every precaution to provent in fectious disease of any kind gaining access to the building, even going so far as to provide for cleaning the thousands of cuspidors seed has with live steam.

An emergency hospital is maintained on the upper floor, and here is brought any one in the building who may be taken side of fulured in any way. It is the different of the diffe

Unknown to many, perhaps, is the being caught by a trough running fact that the government printing of the att Washington is really one of the largest factories in the world, printing books and all kinds of documents under the supervision of congress. Between 3,009 and 4,000 people, many of them women, are employed by this big concern.