

GETTING A START

By
NATHANIEL C. FOWLER, Jr.(Copyright, 1914, by the McClure Newspaper Syndicate.)
SAM WAS DISCOURAGED. WHAT YOU PAY FOR.

"What's the matter, Sam?" asked his friend Will.

"I'm discouraged," replied Sam. "I haven't been late for a year, and I've worked hard; but the boss doesn't seem to appreciate me. Only yesterday he raised the pay of a fellow who hasn't been there half as long as I have."

"Kind of tough, I admit," replied Will, consolingly. "How did it happen? You say the other fellow got his pay raised. There must be a reason for it."

"The only reason I can think of is this," replied Sam, "he's always liked him and just pushed him ahead."

"Let's talk it over," said Will. "Perhaps the boss was partial, but getting him to notice him, while I've minded my business."

"Let's be fair, Sam," said his friend. "You say that Walter has made his boss notice him. What has he done?"

"Well," replied Sam, "he's all the time doing a lot of things that he hasn't any business to do, things which he isn't paid for doing."

"Such as what?"

"Well, he fixes up the boss' desk, sees that the inkstand is filled, puts on a new piece of blotting paper once in a while, arranges the letters, and a lot of other things which no body asks him to do."

"Sam," said Will quietly, "you've hit it. You've minded your own business, while Walter has done the same thing and more. You're getting all the credit, and he's not getting a thing for it."

"Walter hasn't neglected his regular duties, has he?"

"No," snapped Sam. "Now, you see, old boy, that Walter has minded his own business as well as you have. He hasn't neglected anything which he should do, but he has gone beyond that and done a lot of little things which the boss particularly appreciates."

"How is a fellow going to do more than his regular work when he is busy all the time?"

"I'm," Walter quipped all the time, too. But he found a way, and so can you, Sam, if you want to. Walter has been interested. He has felt his responsibility. You've not been particularly interested in yours."

"You've realized your responsibility. You've let well enough alone. Walter has gone farther. My boss looked to the other day, and told us how he became a member of the house because he felt just as though he were the firm himself, when he was getting five dollars a week; and he looked out for the firm's interest as well as his own."

"I told you, Sam, the fellow who gets anywhere nowadays has got to get out of the ruts. Sticking to your duties isn't the answer. The boss can't get to do that, but he raises the pay of the man who does what he doesn't have to do, provided, of course, that he performs his regular duties satisfactorily."

"Was Sam convinced? I think not, but at the end of the year he was out of a job, and his friend—well, he isn't a partner yet, and perhaps he never will be, but he is the head of a large department. He did what he didn't have to do and 'got there.'"

Slightly Different.

Some little time ago a benevolent lady read in the paper a paragraph to the effect that, in an effort to save his cat from being crushed by the wheels of a passing omnibus, a small boy had been knocked down and seriously injured by the vehicle, and had been obliged to be taken to a London hospital.

The lady, who kept cats herself, greatly admired the boy's devotion to the "poor dumb animal," and wrote to the hospital, inclosing a handsome sum "for the brave and humane sufferer."

By return of post came a letter from the matron acknowledging the receipt of the money, but also explaining that the cat which had been the cause of all the woe was an even dumber thing than the dumb animal, and if he was, in fact, that somewhat dangerous toy, a kitten.

True Sport.

"The manager of my store," declared the merchant to a little coterie of friends, "is a peculiar genius. Why, would you believe it, when he draws his weekly salary he keeps out only one dollar for spending money and sends the rest to his wife in Indianapolis!"

His listeners—with one exception, who sat silent and reflective—gave vent to loud murmurs of wonder and admiration.

"Now, it may sound thin," added the speaker, but it is true, nevertheless."

"Oh, I don't doubt it at all," quickly rejoined the quiet one; "I was only wondering what he does with the dollar!"

"I'll never trade at Blank's any more," exclaimed a friend.

"Why?"

"Look at this suit," he replied. "It's all out of shape; it's shabby, and it doesn't fit me."

"How long have you had it?"

"Six months."

"Ever had it sponged and pressed?"

"No."

"What did you pay for it?"

"Sixteen dollars, I think."

"John," I said soberly. "When you buy a \$16 suit at Blank's or anywhere else, you may get \$16 worth of cloth, wear, style, and fit, and you don't get any more. You've had the suit six months, and no suit at any price looks well if it isn't pressed as often as once a month. I know Blank, and he is about as honest as anybody else in the business. He makes a specialty of low-priced clothes, and he gives you your money's worth."

But John went away disgruntled. He had purchased a cheap suit, and expected it to wear as well, and to look as well, as one for double or more the price.

You can't get more than you pay for except by accident, and accidents are not to be depended upon.

There is a restaurant not far from my office, where they serve wholesome food at reasonable prices. The food is good, but "in service" is not as good as it used to be. The napkins are small, but everything is scrupulously clean. The restaurant gives you what you pay for, yet many of the boarders are continually kicking. They expect the same quality of food, and the same service, for 40 cents that they would receive if they paid \$1 or \$1.50. The restaurant serves a good 40-cent dinner. It is worth all you pay for it, and no more.

On the last of the other day I overheard a stranger condemning the man who sold him a watch. In the course of the conversation it leaked out that he had paid \$10 for the timepiece and didn't like it because it didn't run as well as his brother's \$50 watch.

The 10-cent moving picture house, with vandellism between the films, isn't likely to give you as good an acting show as you will receive where the prices run from 50 cents to \$1. Yet half of the audiences compare the acts with those of higher priced houses.

If you don't get what you pay for, kick and kick hard. If you get what you pay for, no matter what it is, keep your mouth shut.

The kicker is one of the puffers of progress, and he is a kick at things which should be kicked at.

Criticism is all right when you have something to criticize, but this everlasting kicking and criticism, when you are receiving all that you have paid for, injures you and everybody with whom you come in contact.

Take the weather, for example. It doesn't seem to suit more than a small portion of the people, and the majority are finding fault with it. I have a suspicion that kicking against the weather doesn't change it. If it did, I'd raise a fund for the establishment of a weather-bettering bureau.

When it rains, let it rain. Don't try to stop it. Buy an umbrella, a raincoat, and a pair of rubbers.

THE FARMER AS CONSUMER

Agriculturist Noted as a Good All-Around Customer of the Hardware Dealer.

The farmer is the greatest and most universal consumer of goods in the hardware line of any class in this country. Not only does he use every form of farming implement, but he has likewise usually a complete assortment of carpenter's and mechanic's tools.

He is by far the best customer of the hardware dealer in household and kitchen utensils, and in these days of sanitation has become a heavy user of bathroom fixtures and plumbing supplies. He is the great cubber of the day, being a steady absorber of shoe soles, shoe nails, shoe hammers, shoe lasts, and rubber hoes. He is also the principal consumer of wire left in the harness and saddlery line, and likewise buys heavily of automobile and bicycle sundries. Of late he has become a large user of electric light and of telephone appliances.

Besides that he is a liberal spender in the way of pocket knives and cutlery in general. Also he is the best buyer of stove and stove fittings known to the trade. He is of more value to the hardware dealer as an all-around customer than a dozen city men living in steamheated flats and apartments.

Good Taste.

Patience—It is said that rats are not only very cunning, but display good taste.

Patience guesses that's so. All the pictures I have seen of girls being frightened by mice were good-looking girls.

Not So Small.

"Getting to be a great statesman, hey?" sneered a somewhat jealous rival. "I suppose you think you are another Webster or a Patrick Henry, hey?"

"Not at all," retorted Congressman Plumb. "But some of the anecdotes that were related of those fellows have been bited on to me."—Louisville Courier-Journal.

"CASCARETS" FOR SLUGGISH BOWELS

No sick headache, sour stomach, biliousness or constipation by morning.

Get a 10-cent box now.

Turn the scales out—the headache, biliousness, indigestion, the sick sour stomach and foul gases—turn them out tonight and foul gases turn them out with Cascarets.

Millions of men and women take a Cascaret now and then and never know the misery caused by a lazy liver, clogged bowels or an upset stomach.

I don't put in another day of distress. Let Cascarets cleanse your stomach; remove the sour, fermenting food; take the excess bile from your liver and carry out all the constipated waste matter and poison in the bowels. Then you will feel great.

A Cascaret tonight straightens you out by morning. They work while you sleep. A 10-cent box from any drug store means a clear head, sweet stomach and clean, healthy liver and bowel action for months. Children love Cascarets because they never grip or sicken. Adv.

No Wonder They Laughed.

A man in falling about a wonderful parrot hanging in a cage from a window of a house which he often passed, said:

"It cries 'Stop thief,' so naturally that every time I hear it I always stop."

He couldn't understand why his friends began to laugh.

RECIPE FOR GRAY HAIR.

To half pint of water add 1 oz. Bay Rum, a small box of Berber Compound, and 4 oz. of glycerine. Apply to the hair twice a week until it becomes the desired shade. Dry-dress; get on the top of your head. It is as good as very little cost. It will gradually darken streaked, faded gray hair, and moves dandruff. It is excellent for falling hair and will make back hair soft and glossy. It will not color the scalp, it does not clog, and does not rub out. Adv.

An irresistible impulse is one we yearn to follow.

The Wheat Yield Tells the Story of Western Canada's Rapid Progress

The heavy crops in Western Canada have caused record to be made in the handling of grain by railroads. For while the movement of these heavy shipments has been wonderfully rapid, the resources of the different roads, despite added equipment and increased facilities, have been strained as never before, and previous records have thus been broken in all directions.

The largest Canadian wheat shipments through New York ever known are reported for the period up to October 15th, upwards of four and a quarter million bushels being exported in less than six weeks, and this was but the overflow of shipments to Montreal, through which point shipments were much larger than to New York.

Yields as high as 60 bushels of wheat per acre are reported from all parts of the country, while yields of 45 bushels per acre are common.

Thousands of American farmers have taken part in this wonderful production. Land prices are still low and free homesteads are still available. In good localities, convenient to churches, schools, markets, railways, etc., there is no tax on land and no restrictions.

Write for illustrated pamphlet, reduced railroad rates and other information to Superintendent Immigration, Ottawa, Canada.

M. V. MCKINNIS
178 Jefferson Ave., Detroit, Mich.
Canadian Government Agent

CASTORIA
For Infants and Children.
Mothers Know That Genuine Castoria Always Bears the Signature of *Wm. H. Stearns* In Use For Over Thirty Years **CASTORIA**

Net Contents 15 Fluid Drachms
900 DROPS

ALCOHOL—3 PER CENT.
Gentle Laxative for Infants and Children, Stimulating the Food and Regulating the Stomach and Bowels.

INFANTS—CHILDREN
Promotes Digestion, Chills, Coughs, Colic, and all the troubles of Infants and Children. **NOT NARCOTIC.**

Prepared by *Wm. H. Stearns*, Lowell, Mass.
Solely of Old Dr. J. C. Stearns.
Gentle Laxative, Cough Syrup, and all the troubles of Infants and Children. **NOT NARCOTIC.**

A Perfect Remedy for Coughs, Croup, Whooping Cough, Sore Throat, Bronchitis, Asthma, and all the troubles of Infants and Children. **NOT NARCOTIC.**

THE CASTORIA COMPANY, NEW YORK CITY.
Exact Copy of Wrapper

Avoid the Deformity.

Do you know why it is that most noses point east? Take notice in this regard of the people you meet, and you will see that their noses nearly always are turned quite markedly to the right, instead of being cut straight on their faces. It is a deformation attributable to the fact that since early childhood they have used their handkerchiefs with their right hands, giving the nose each time a tweak to the right.

SWAMP-ROOT FOR KIDNEY DISEASES

There is only one medicine that really stands out pre-eminent as a remedy for disease of the kidneys, liver and bladder. Dr. Kilmer's Swamp-Root is the highest for the reason that it has proven to be just the remedy needed in thousands upon thousands of cases. Swamp-Root, a physician's prescription for special diseases, makes friends quickly because it is mild and immediate effect is soon realized in most cases. It is a gentle, healing vegetable compound.

Start treatment at once. Sold at all drug stores in bottles of two sizes—fifty cents and one dollar.

However, if you wish first to test this great preparation send ten cents to Dr. Kilmer & Co., Poughkeepsie, N. Y., for a sample bottle. When writing be sure and mention this paper—Adv.

Heavy Reading.

Plathush—The post office director of London for the present year weighs almost fifteen pounds.

Pennoburn—Even so, some English men of letters produce some heavier books than that—Yonkers Statesman.

FOR BABY RASHES

Cuticura Soap is Best Because Soothing and Cooling. Trial Free.

If baby is troubled with rashes, eczemas, itchings, chafings or hot, irritated skin, follow Cuticura Soap with light application of Cuticura Ointment to the affected part. Nothing so soothing, cooling and refreshing when he is fretful and sleepless.

Free sample sent by mail with Book. Address postcard, Cuticura, Dept. L, Boston. Sold everywhere—Adv.

Cautious Calculation.

"What do you suppose is the per capita cost of the war?"

"I wouldn't like to say, unless I knew just to what extent they were using the per capita."

Not Gray Hairs but Tired Eyes.

make us look older than we are. Keep your eyes young and clear with Cuticura. After the Moxie Murine Eye Drops. Don't stop, you are not cured. Write for Cuticura. Send Eye Book on request.

You learn to live when you begin to live and learn.

WHY "ANURIC" IS AN INSURANCE AGAINST SUDDEN DEATH!

Suffers from Backache, Rheumatism and Kidney Trouble

Before an Insurance Company will take a risk on your life the examining physician will test the urine and report whether you are a good risk. When your kidneys get sluggish and clog you suffer from backache, sick headache, dizzy spells, or the twinges and pains of lumbago, rheumatism and gout. The urine often gets cloudy, full of sediment, channels often get sore and sleep is disturbed two or three times a night. This is the time you should consult a physician of wide experience—such as Dr. Pierce, of the Invalids' Hotel and Surgical Institute, Buffalo, N. Y. Send him 10 cents for sample package of his new discovery—"Anuric." Write him your symptoms and send a sample of urine for test.

Experience has taught Dr. Pierce that "Anuric" is the most powerful agent in dissolving uric acid, and hot water melts sugar; besides being absolutely harmless it is endowed with other properties for it preserves the kidneys in a healthy condition by thoroughly cleansing them. Checks the degeneration of the blood-vessels, as well as regulating blood pressure. "Anuric" is a regular insurance and life-saver for all big meat eaters and those who deposit uric acid in their joints. Ask the druggist for "Anuric," put up by Dr. Pierce, in 50-cent packages.

Dr. Pierce's Favorite Prescription cures weak women, cures sick women well. No alcohol. Sold in tablets or liquid.

Don't Worry

about your digestive troubles, sick headache, tired feeling or constipation. The depression that induces worry is probably due to a disordered liver, anyway. Correct stomach ailments at once by promptly taking

BEECHAM'S PILLS

They aid digestion, regulate the bile, gently stimulate the liver, purify the blood and clear the bowels of all waste matter. Safe, sure, speedy. Acting both as a gentle laxative and a tonic, Beecham's Pills help to

Right The Wrong

Largest Sale of Any Medicine in the World. Sold everywhere. In boxes, 10c, 25c.

DON'T CUT OUT A Shoe Boil, Capped Hoek or Bursitis

FOR ABSORBINE

will reduce them and leave no blemishes. Stops lameness promptly. Does not blister or remove the hair, and hence can be worked. \$2 a bottle delivered. Book 6 free.

ABSORBINE, JR., for chafes, the eczema, itches, rashes, etc. Write for sample. Price 41¢ and 5¢ a bottle. Cuticura Soap is Best Because Soothing and Cooling. Trial Free.

ASTHMA

DR. J. D. KELLOGG'S ASTHMA REMEDY

For sale by all druggists. Write for sample. Price 41¢ and 5¢ a bottle. Cuticura Soap is Best Because Soothing and Cooling. Trial Free.

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