finishing dinner.

He was drawing several samples of woolen suiting from his pocket surveying them with a wise

"Why, Jack—you wretched old knocker," retorted Jill-girl. "He's the nicest man to his family, and a good neighbor of ours. And he can heat you at tennis any day in the

"Oh, he's nice enough, Jill, but to-"Oh, he's nice enough, Jill, but today when I ordered a new suit at
my tailor's place, where he introduced me, "what do you think?"

"I don't know—for I've never
been at your tailor's!"

"That's just it. His wife has,
though. There she was picking out
the cloth and bossing the tailor. Did
you ever hear anything so disgusting?"

Iill sniffed and after a moment's

Jill sniffed and after a moment's pensiveness she answered: you took me down to a friend of yours in the wholesale business and

helped choose my fur coat."
"Oh, but that was to get a discount. I wasn't bossy."
"You were, too! You made him show me 11 coats before you were satisfied!"

"That was to get one that suited you, dear. You say you dress to please me, and I did get a bargain that was a jim-dandy, didn't I?"
"Yes, dear. I'll have to agree to that," and Jill was very demure.
"By the way, what kind of cloth did was choose?"

Jack held up the sample. Jill took one disgusted look at it. "Why, Jack, it will make you look like a jockey or a retired bartender.

Let's see the others. Jack scowled and gave her the Jill rubbed them along her little

nose and sniffed at them. "There's not a single piece here that is genuine wool. This tailor is a profiteer and is selling you a lot of shoddy, Jack. I'd like to tell him what I think of him. Can't you tell wool from cotton and rag-cloth?"

Jack was abashed. "Well, I trusted him, and he told

me it was a bargain."
"You dear old simple goose," said
Jill, adown her nose. "He does cut
well, but I haven't liked a single suit you've had lately. They look so cheap compared with the other men around our neighborhood."

more about them. Next morning at breakfast Jack

drew out his samples again. "Don't you think a single one is wool, dear?" he asked plaintively.
"No! And you ought to be ashamed to be so ignorant."

"I'll tell you what, then, dear, You get your hat and coat and run down with me the first thing to that tailor -you're a woman and can tell wool from cotton. I must have a good suit this time.

Jill agreed and Jack could not see the smile which the mirror saw.

It took Jill just 10 minutes to sift the wool from the shoddy, and to have Jack change his order.

As they started out, Jill looked at with a little wicked dimple in each check. "Are two heads better than one?"

"No, yours is better than two. spent an hour there yesterday!"

**QUIT MEAT WHEN** KIDNEYS BOTHER

Take a glass of Salts if your Back hurts or Bladder troubles you.

No man or woman who eats meat regularly can make a mistake by flushing the kidneys occasionally, says a well-known authority. Meat forms uric acid which excites the kidneys, they become overworked from the strain, get sluggish and fail to filter the waste and poisons from the blood, then we get sick. Nearly all rheumatism, headaches. liver trouble, nervousness, dizziness, sleeplessness and urinary disorders

come from sluggish kidneys.

The moment you feel a dull ache in the kidneys or your back hurts or if the urine is cloudy, offensive, full of sediment, irregular of passage or attended by a sensation of scalding, stop eating meat and get about four ounces of Jad Salts from any pharmacy; take a tablespoonful in a glass of water before breakfast and in a few days your kidneys will act fine. This famous salts is made from the acid of grapes and lemon juice, combined with lithin and has been used bined with lithia, and has been used for generations to flush and stimulate the kidneys, also to neutralize the acids in urine so it no longer causes irritation, thus ending bladder

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to have no equal as a builder.
(Signed) The Home for Destiture wholesome. It has had more than children, Sisters of Charity, New-sixty-five years success for colds, throat troubles and as a tonic and the state of the sixty-five years success for colds, throat troubles and as a tonic and the state of the sixty-five years success for colds, throat troubles and as a tonic and the state of the sixty-five years success for colds, throat troubles and as a tonic and the sixty-five years success for colds, throat troubles and as a tonic and the sixty-five years success for colds, throat troubles and as a tonic and the sixty-five years success for colds, throat troubles and as a tonic and the sixty-five years success for colds, throat troubles and the sixty-five years success for colds, throat troubles and the sixty-five years success for colds, throat troubles and the sixty-five years success for colds, throat troubles and the sixty-five years success for colds, throat troubles are the sixty-five years success for colds, throat troubles are the sixty-five years success for colds, throat troubles are the sixty-five years success for colds, throat troubles are the sixty-five years success for colds, throat troubles are the sixty-five years success for colds, throat troubles are the sixty-five years success for colds, throat troubles are the sixty-five years success for colds, throat troubles are the sixty-five years success for colds, throat troubles are the sixty-five years success for colds, throat troubles are the sixty-five years success for colds, throat troubles are the sixty-five years success for colds, throat troubles are the sixty-five years success for colds, throat troubles are the sixty-five years success for colds, throat troubles are the sixty-five years for colds, throat troubles are the sixty-five ye In a great many institutions of a body builder.

"And you don't blame poor Jim-

Jack reddened as he suddenly re-membered his speech of last night. "No, not exactly," he said slowly. Then he caught her tightly as he took her toward the subway entrance to send her uptown. (Copyright, 1921, Thompson Peature Service).

## Where It Started

Smoking.

The practice of smoking long antedated the introduction of tobacco in Europe. The dried leaves of coltsfoot was a favorite smoke in England before Sir Walter Raleigh brought to-bacco from America; smoking- pipes of bronze have been found in ancient tombs in Ireland; and a pipe was discovered in the wall of an old Greek building in Constantinople, which was estimated to date from 500 A. D. (Copyright, 1921, By The Wheeler Syndicate, Inc.)

## ADVERTISEMENT.

Druggist Says Ladies Are Using Recipe of Sage Tea and Sulphur.

Hair that loses its color and lustre, or when it fades or turns gray, dull and lifeless is caused by a lack of sulphur in the hair. Our grand-mother made up a mixture of Sage Tea and Sulphur to keep her locks dark and beautiful and thousands of men and women who value that even color, that beautiful dark shade of hair which is so attractive, use only

this old-time recipe.

Nowadays we get this famour mixture improved by the addition of other ingredients by asking at any drug store for a bottle of "Wyeth's Sage and Sulphur Compound," which darkens the hair so naturally so evenly, that nobody can possibly tell it has been applied. You just dampen a sponge or soft brush with it and draw this through your hair, taking one small strand at a time. By morning the gray hair disappears; but what delights the ladies with Wyeth's Sage and Sulphur Compound is that, besides beauty fully darkening the hair after a few "I pay just as much or more!" applications, it also brings back the answered Jack. "I must be well dressed for my office."

He looked at the cloth samples again. They looked like waste rags to him now, but he said nothing applications, it also brings back the



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presence of the term in a large number of display advertisements which appear in the leading newspapers, magazines and trade journals. In these days almost every business concern offers to give service to patrons. Many firms go so far as to offer perfect service. In spite of the much-heralded message, however, the public has learned through sad experience that excellent service cannot easily be purchased in the open market. According to Webster's Dictionary, service means "the condi-

SERVICE

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D always interested in the term "service," This explains the

"ONWARD ... OMAHA"

tion or occupation of a servant; duty required or performed in any office; waiting at table; labor, assistance, or kindness to another." This explanation of the word is plain enough, yet it is a startling fact that many business men do not seem to understand clearly the interpretation. Nevertheless, the purpose of this article is not to point out the errors or omissions of business concerns in the matter of service. The intention is rather to illustrate how certain manufacturers, dealers and professional men are making correct use of the service idea.

One merchant tailor, whose patrons include many wealthy men, has a spacious "moth-proof" storage department in connection with his establishment where customers' clothing is kept for the owners while they are traveling during the summer or winter. When a man leaves for the seashore or mountains in the summer, instead of storing away his heavy suits and overcoats at home, with the risk of the goods being moth-eaten, or possibly stolen while the house is closed, he sends the clothing to the tailor's, where it is inspected, repaired and is then put away in a safe place.

Upon the customer's return home, he writes or telephones the tailor for the things needed, and immediately the clothes are delivered; repaired and neatly pressed, ready for wear.

Another merchant tailor offers his patrons professional advice in matters of correct dress. The correct colors in fabrics suitable for each individual are suggested. This is an important service, as many people do not understand the correct use of colors in dress. For the convenience of customers, this tailor carries a stock of shirts, collars, belts, neckwear and walking sticks. Careful selection is made of the designs and colors of cravats so that the designs and colors will blend nicely with the designs and colors of suits and overcoats.

A shoe repairing firm of a large city will send an auto car to any part of the town for the purpose of collecting shoes which are to be repaired. Deliveries are also made by motor car.

An undertaker who is noted for excellent funeral service presents a beautiful floral piece to the family of the departed whose burial he has in charge. The gift is always well received.

Free shoe polishing service is offered by an enterprising shoe dealer to all who purchase footwear at his establishment.

In New York is located a large firm who are manufacturers of a well-known mechanical device. The machines made by this company are in operation in practically every town and city of the Many of the first series of the devices, manufactured more than thirty years ago, are still in use, although great improvements

When a customer buys one or more of these machines the manufacturer's service does not cease with the installation of the order. The manufacturers have what they call a traveling inspection service. A force of skilled mechanics are continually visiting the places where the machines are in operation. At intervals the devices are inspected by the mechanics for the purpose of ascertaining if all parts and attachments are working properly. Defective adjustments are corrected. Broken parts are replaced at cost of the material and labor.

This traveling inspection service costs the owners of the devices nothing, and the service is the means of keeping the customers in close and friendly touch with the manufacturers, even in cases where the customers are located at a long distance from the company's home office in New York.

In various cities of the United States and foreign countries the manufacturers referred to have branch houses where users of their machines may secure parts, supplies and new attachments for the devices at very short notice.

Fire recently destroyed a plant where some thirty of the machines had been in operation. The unfortunate company immediately leased another building and placed an order for thirty new machines at the nearest branch office of the manufacturers.

So efficient was the service that within a day after the fire had occurred several of the new devices were installed and within another day or so the entire order had been attended to. Service like that means something to a business concern.

Located in the main corridor of a big office building is a cigar stand which is far more than its name implies. The proprietor is a young man who is making remarkable use of the service idea. Hundreds of business men, stenographers, office workers and pro-fessional people are constantly passing in and out of the building, and many of them have occasion to stop at the cigar stand for the purpose of buying newspapers, pens, pencils, memorandum books and other articles in the stationery line. There is chewing gum and candies for the fair sex and not a few males purchase confections, too. But the cigar man offers still more important service to those who visit this "cathedral of commerce."

During a recent stormy morning a business man from one of the offices in the building hurried from an elevator and stopped at the stand to buy a good cigar.

"That storm caught me napping," said he to the dealer. "Came down to the office without an umbrella this morning. I want to run over to the city hall, so I'll have to call a taxi."

"I have an umbrella here which I will be glad to loan you," answered the dealer pleasantly, "In fact, I have about a dozen umbrellas which are for any of the people in the building who may

"Well, that's what I call service, laughed the business man. "I'll borrow the umbrella and forget the taxi. Thanks! I will return it within an hour." "What brand of cigars does Mr. Channing smoke?" asked a

lawyer of the dealer one afternoon. "I am making my first visit to his office and I would like to offer him one of his favorite

"Mr. Channing doesn't smoke," answered the dealer. "His

"Good for you! Let's have a half pound!"

The lawyer returned to the stand about an hour afterwards in a happy frame of mind.

"Well, we had a great laugh over those buds," he exclaimed. "Mr. Channing would have given something to learn how I knew that he liked them. Now you may wrap up a pound of them for my wife. Hereafter I shall have you in mind when I want candy for the folks at home."

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