Who Pretend to Know it All.

Specimens Encountered in Every Trade and Profession-When Blaff Meets Blaff What Happenst

There is the story of the man from cut-of-town, who came to New York and

the Pallsades are 50 feet high!"
now were frightened enough victims of his game of bluff in other days. of the Palisades are 800 feet high!" to know that that isn't a very big bluff. The essence of this man's game was

in New York."

smong other extles, and from time to lie in his behalf.

ing to the throne. all of the special fields of human knowl- self well enough to speak to!"

The poet knew what he was talking mens until you go to the other. shout. He knew that where several milng those of other cities.

telephone book and other standard works

a, and influence-without a doubt ng its finest development in this may be your own brother, you will feel. does not know, are his methods. after listening to the bluff talk for an

of one subject only.

Mr. Phillips had Stomach Trouble for More than Five Years.



The Line of Demarcation.

The Line of Intoxicants.

I never the west, unless it's between here and brooklyn Last week he came over and belin one of living.

"What about it? My dear sir, I feel that I mere the west, unless the

people who have been the victims of

boon companions. The greater the space he ran across a story of the celebration of the tercentenary of somebody or other's death, but that didn't matter-he When that man dies it will be hard for him to go to either place, because he will break so many fast friendships with those who have gone to the other.

Sublime Brands.

To mention the greatest instance of sublime bluff, it is not many months gone that the entire country was amazed by listened to the tales of those who haled had "bluffed" Wall street, and incidentthat the Hudson river scenery was the substantial as was the basis of fact in But," they remonstrated, those bluffs before, and those who scout his power sweetest dream that ever drifted down "Come outside and let's talk it all lighted and trumpeted into the room by

The story does not go on from there, side secrets and so on. He pretended to but it ought to add, as if it were a moral, have influence with the great, and sold that that man knew New York very well his bluff at a good price. And from the of you scoffed. The east was having a fire unread? Wouldn't you like to tie derful problems in sound delicacy, has The bluff is the small brother of the tions, up and down, until we come to the pretender. Abroad, it is an out-at-the-heels sort of a kingdom, principality, ried through the corr.dors of the crimsandjak, or anything with hereditary inal courts building one day this week pomp and of cumatance that hasn't a on his way to "de island" for sixty days. pretender. He, and his heir and assign. He had relied on the solemn promise of dered around that picture, staring at the have a perpetual job, generally, of course, a "political friend," who had said he some foreign country, in which there would fix it with the magisfrate, whose licious dimple, the plaintive curves of no extradition treaty covering pre- "pai" he was. And the gangater neg- those lips, the haunting look in the eyes. tenders. He acquires some following lected the marshalling of glib witnesses to Remember? And she wore a little lacy

time some cash, and keeps on pretend- "Ah, g'wan," he said to the attendants who had him by the arm. "You tink this here thing?" says Ruttlennake Bill Here, in a democratic country, there I'm goin' to take a fly through de winis the bluff. He is pretender to the dow? An' dat guy said he was a frien' aminent domain of authority in any or of de Judge! W'y, he don't know him-

in our great city, and talking about any- place of those whose lives are devoted cap. thing; and if it is food for the city's to literature and art and music, and when she sits down to serve your fried 10:30 at night after which he spent and day!" thing; and if it is look for the spent and the spent and state of the spent and spent nest of this order of humankind. Shake- flower best of all here. Their habitat is spears wrote about the New York pre- no fixed place, and you may find them I know him a notorious liar the neighborhood of Washington square to they fatte place, where virtue's steely bones.

Look bleak I the cold winds. from the 40-cent table d'hote places in to the meeting rooms of the most ex-clusive women's clube—in fact, you think clusive women's clube—in fact, you think street, only she won't like it told, for her of his 51 years to the friends, acquaint—for three years to perfect it, and I ex-

You may find the musical bluff flitting tions of persons came together, and were about, generally far removed from muas self-conecious about it as New York- sic, and intimating that only one or two tra are, there would be a regular regional of the surpassing masters can serve dereserve of bluffs, not to say a central lectable strains to his ear-he won't have bank, formed for the purpose of discount- anything, cannot stand anything, endure ank, formed for the purpose of discounting those of other cities.

I Association of Blaffers.

One might think that an association of practice to go, say, to "Tristan and practice to go, say, to "Tristan and came from all states west of the Missisthese persons would have been formed Isolde" only for a few minutes, timing sippl, and also from New York, these in this place, where every other differ- his visit to hear only a certain movement letters. They were from ranchmen cow entiated class has its society, association, bund, or whatnot. Some cynics may Wagner." More of the music which the homesteaders. It appeared that Stella there is an association of this sort, common crowd of several thousand stay picture and letter to the eneriff at Des refer you for its flat of members to to hear is not for him-it would spoil

Art a Great Field.

reference, adding that this list is by And art is a wide field wherein they means complete. But there is no such may roam. A connoisseurship in a rare And art is a wide field wherein they in his hands. seconation; each bluff travels in his own and removed branch is a favorito affeclittle world, which he blows up into a tation-for example, anuff-boxes of the the Brooklyn home of Stella a tall hig bubble world, and he thinks that no Louis Quinse period. Such a man prob- stranger from the west. He was Freducick the bubble overal and partition of course, there are label on it—and he could not tell another before Pauline, lady of Lyons, than who pretend in only one field, such unless it had the label. The art bluff Prederick handed out to Stella. as art, or sequaintances, or music, or will speak casually of a certain articula- He told her of his ranch at High Ridge sastronomy, or influence, or being a tion in the knee joint of a Lucca Della Junction, forty miles from Des Moines, of man-about-town; but it is rare that a Robbia when he could not distinguish the his 3,000 head of cattle, or his spacious biuff with ambition will remain in the Richael Angelos in the Statine Chapel ranch house and his two Chinese croke. from the plaster-of-paris pediment for the Nine hundred horses rayned his range Take first those who bluff in the affili- group representing Ceres and her train he said, and she should have her pick of fields of acquaintances, bosom over the butter-and-egg building at the them and ride out over the free, splendid state agricultural fair. But a little com- country side by side with her Pony Boy. largest branch of the bluffs, and one mand of art catch-words goes a long

Such a man knows any notable you Perhaps facility is the greatest stock in and Mr. Avary auggested burning them as name intimately, has known him trade of the bluft. The pompous use of the best way out, that is, if Stella was ars, and is in his confidence; and the little that he does know, and the skill- satisfied. And why wouldn't she be satisfied. ogh the great man you may name ful silence about the great deal that he tled? The very daring and speed of this

eighteenth century, whose art is only for packed his suitcases and had beaten it The writer once knew a man who was the few, and have that remark carry the eastward by the tirst express. Here was licted with acute melancholia every impression that he knows everything else love worth while. obliuary notice in under the sun about art; and in the wash Lochinvar coming out of the west with it would come out that he couldn't tell the a vengeance. work of an artist of the scarab period

Then there is the bluff of the manall things pertaining to the general sub- lows' letters, all of them. ject of knowing the ins and out of will tell you. Yet in the dark, with stogie whose early childhood and middle

tance of Stamford, Conn. And so it is that the bluff runs his course. He is met in every company and in every field of special knowledge; and always you think that the one field you know is more overrun with the pests than another. There ign't really any way to catalogue them, for they are omnipresent

in their pretended omniscience. Well, then, you may ask, why is the bluff endured? The answer is that, when bluff meets bluff nobody's bluff is hurt. and, after all, there is really a little of the bluff in all of us, you know!-New York Post.

Story of His Life. stomach trouble. Peruna seems to be peculiarly adapted to these cases. In no clear of human alimenta are our testimontals more enthusiastic and numerous than in cases of stemach alimenta. Some of these are slight, gwing rise to ordinary indisection. Others are estious, reducing the patient to almost a skeleton. Peruna because of its tonic laxstive qualities, asims to be specifically adapted to catalogue and the state of the stomach and similar alimenta. Those who object to liquid medicines are stomach and similar alimenta.

Story of Ris Life.

"Excuse me, sir," and the seedy one in the hotel lobby, "but, though a stranger to me, your face seeins familia. "How's the ranch?" asked Cousin Ed. About 6 he came back. "How's the ranch?" asked Cousin Ed. About 6 he came back. "How's the ranch?" asked Cousin Ed. About 6 he came back. "How's the ranch?" asked Cousin Ed. About 6 he came back. "How's the ranch?" asked Cousin Ed. About 6 he came back. "How's the ranch?" asked Cousin Ed. About 6 he came back. "How's the ranch?" asked Cousin Ed. About 6 he came back. "How's the ranch?" asked Cousin Ed. About 6 he came back. "How's the ranch?" asked Cousin Ed. About 6 he came back. "How's the ranch?" asked Cousin Ed. About 6 he came back. "How's the ranch?" asked Cousin Ed. Thought 1 to though a stranger to me, your face seems familia. "How's the ranch?" asked Cousin Ed. About 6 he came back. "How's the ranch?" asked Cousin Ed. About 6 he came back. "How's the ranch?" asked Cousin Ed. About 6 he came back. "How's the ranch?" Asked Cousin Ed. About 6 he came back. "How's the ranch?" asked Cousin Ed. About 6 he came back. "How's the ranch?" asked Cousin Ed. About 6 he came back. "How's the ranch?" asked Cousin Ed. About 6 he came back. "How's the ranch?" asked Cousin Ed. About 6 he came back. "How's the ranch?" asked Cousin Ed. About 6 he came back. "How's the ranch?" asked Cousin Ed. About 6 he came back. "How's the ranch?" asked Cousin Ed. About 6 he came back. "How's the ranch?" and Cousin Ed. About 6 he came back. "How's the

Big Cities Full of Four Flushers given, the greater his grief. Once or twice Sighed for Real Cowboy and Landed Long Island Jay.

SOME BIG. SOME SMALL FELLOWS kept right on with his grief all the same. BUT HE WAS PUSHED AWAY

Pleasant Anticipations of New York Girl Cruelly Switched Into Tears-Pilled Heartnehe.

Ho, all you cowboys a-riding the range

that the Budson if the world. He turned his prevarications poured into credulous didn't you—that there wasn't any girl she asked wistfully. Some of you thought it was a joke. "And you've never been west, Fred?" sars, this man had not been unmasked down here named Stella, pretty as the "Only to Jersey City," said Mr. Avary.

> under the stars? When the sheriff in Des Molnes, la., her Brooklyn ranchman. that he pretended to know people, in- sont forth the glad tidings that Stella But wouldn't you like to get him yon- loudly and distinctly-for the man who Stella's picture on the side wall, and chance? inside of ten minutes he could have charged admission, couldn't he?

Remember how you crowded and shoul- those letters.-New York World. thing on her head.

"What sort of Manhattan millinery is cogitating like.

sige. For may meet him anywhere here But because this city is the gathering what in fashion. "That's a breakfast

She Is a Real Onc. To get down to facts, Stella exists and whit from Mr. Edison's daily routine, the phonograph. she's ever so much prettler than her Apparently, the secret of longevity is "There's the darling of my heart," he pictures. She lives over the Brooklyn hard work. York girl needs time to get over.

About a week after the sheriff put up welcomed them all with a heartiness voice and of musical instruments." the picture in his office and gave out which indicated unlimited health and op- A few words of command from him symptoms do not come to him readily, Tribune. sider proposals of matrimony from the Moines had been spread broadcast to a city directory, supplemented by the that ravishing delight in the perfect, etc. starving male population. But there was one young Lochinvar who took his fate

> The Fakir Arrives. Came a day when there appeared at

Meantime the letters kept on arriving in bales from the west. They took ou room rancher thrilled the imagination. He had He can let drop a careless remark not waited to write. While the other hour or more, that your acquaintance is about a French genre painter of the boys stood around meditating he had

> "He stopped not for brake and be from that of a biliboard maker in the stayed not for stone; He swam the Esk river where ford there was none. "I guess you're all right," said Stella about-town. He is wise in the ways of And he helped her burn the other fel-

The Hurry Call. things. He is "wise" in the lore of food, Swift and eager was he in his wooing. drinks and cigars, for instance. Given a He said there was not much time. He rare cigar which he has once heard some had a bunch of horses down at King's praise, the bluff will descant upon place, he teld her. One might as well the fine flavor to be obtained from the pick up a few extra thousand dollars use of a certain leaf grown only on one even though one were woolng. He came Cuban plantation and made with a su-matra wrapper as manufactured exclu-would marry and go west to his ranch, sively by a certain maker who supplies and there would be weeping and waiting an exclusive trade. After smoking that and gnashings and shootings-up when the only the best cigars can be endured at all, other boys saw what they had missed. But Stella was a New York girl born the bands off, that same boaster could and bred. Her mother lives with her, not tell the difference between a private Years ago her father had died and left stock Havana and a 3-year-old kitn-dried five children. The two older boys were sent to a home and later out west. All life were all spent within trucking dis- trace of them had seen lost for years and then Stella had written west to the newspapers asking for news. She found one brother this way and had hoped the letter to Sheriff J. F. Griffin at Des Molney might result in the other brother's writing to her on recogniting her name.

> Mother begun to suspect something. Then Cousin Ed came in and said he'd been over to King's to see the getaway of the horses, and there weren't any horses there. So mother went over to Kink's and asked if they knew a wealthy ranchman from Iowa named Mr. Avary -Frederick Ernest Avary. They said they didn't, but when she described him

All day long they awaited the return of Lochinvar Avary-Stella and mother

Y KINDS OF BLUFFERS, the newspaper, because of his doep, per- STELLA'S ROMEO A FAKIR he stood in the doorway twirling his hat timism. He told of his plans with the and his latest wonder performed. First suggest suitable ones to him and ask him, he stood in the doorway twirling his hat timism. He told of his plans with the and his latest wonder performed. First suggest suitable ones to him and ask him, he stood in the doorway twirling his hat timism. He told of his plans with the and his latest wonder performed. First suggest suitable ones to him and ask him, he stood in the doorway twirling his hat timism. He told of his plans with the and his latest wonder performed. First suggest suitable ones to him and ask him, he stood in the doorway twirling his hat timism. He told of his plans with the and his latest wonder performed. First suggest suitable ones to him and ask him, he stood in the doorway twirling his hat timism. He told of his plans with the and his latest wonder performed. First suggest suitable ones to him and ask him, he stood in the doorway twirling his hat timism. He told of his plans with the and his latest wonder performed. First suggest suitable ones to him and ask him, he stood in the doorway twirling his hat timism. He told of his plans with the and his latest wonder performed. First suggest suitable ones to him and ask him, he told of his plans with the and his latest wonder performed. boy hat-in his hands.

Then he blurted out all the truth-the thoughts: mad, bad, glad, and truth. He had loved "I'm going to give Podunk grand opera had given to the child's mother. While that you are on the right track. Ask her from the first day the story came for 10 cents! Whit till I fix my talking the figures moved on the screen as they whether he is married or single. If single, out in the papers. He had seen her pic- movies the way I want them! Then we'll do in the common, ordinary "movies," whether he intends to marry soon." ture and, like the western boys, he had have forty-foot acreens with 300 or 400 the figures taiked; cello, violin and plano. The instructions then proceed to recom adored it. What matter though Fate had people on the stage, and perfect reprogately synchronized; the illusion was per-Brooklyn? Had not a man a right to "People these days eat too darned fect Then was displayed and heard a making a sketch with a pencil win the girl he loved as he pleased? If much. That's why they're always get- company of college boys-akylarking. "This," it is stated. "has a she wanted a western cowboy, bless her ting sick and worn out. Ten ounces of singing and playing half a dozen musical purpose. It first shows the patient that little eastern heart, she should have a food a day is enough for anybody!

western cowboy to woo and win her. 'way out yonder! Remember Stella? You and had gone after her. If she had only die! I spend \$200,000 a year on experi- guests'. cut-of-town, who came to New York and the story told before a congressional cush to About 1,700 of you, more or less, married him in Brooklyn everything ments: Now listen to what happened, for here's banished mother and Cousin Ed and could have been all right. He could have only to the Western Union I knew I was New York Commercial. him about the city, and they came at ally made a handsome living out of it for a romance of New York and the far west taken her to live in a cosy little apartant ally made as his methods were, as touching hands, and it's true, every ment, and in a few weeks she wouldn't Through the open door of his great

your way some night when you sleft over," suggested Cous'n Ed.

And that is the last Stella has seen of

wanted a husband, that she was just der, you boys who were on the level and invented the phonograph and perfected joke at the expense of the west. And him on a good, husky, young bronco and been deaf ever since a boyhood day when then the sheriff just went and tacked up leave the result to the little gods of a Grand Trunk conductor boxed his ears

Sure you would, but listen; there's still |

Electric Wisard Perfecting His at that moment, busy on one of 800 or Latest, a Voice-Pleture

Machine. Thet ain't no millinery, Bill, you old grat you," speaks up Cheyenne Jack, plan The remarkable inventor cele- a few of his old cronies did? They worked who's been to Omaha and knows what's brated his three-score-years-and-seven by and tinkered and experimented for 142 She just puts that on careless like ratories from 6.20 in the morning until showed it-more than twenty hours a tinkering around his West Orange labo- hours in one week! The time clock fore seeking his couch. And this, his needle of a phonograph disc. Mr. Edison lieutenants declare, varied scarcely a smiled, rubbed his hands and pointed to

rian Here are some of his happiest discovering a lost granddaughter in a gest symptoms that he is likely to have.

He had denned the outfit from King's The only way for me to get rich is to of all this was as been and open as his ton of the patient, and you thereby get

playhouse there came a surging and rum- "Bleed" Your Patient Often, is the bling of great dynamos. Fifty disc ma-

his many inventions. "How hard do you work nowadays, for uncorking a bottle of phosphorous,

"Oh, I don't work hard any more," he Stella, and she's sorry she burned up all said, with a chuckle. "I start in about 8:30 a. m. and keep at it until 12. William H. Meadowcroft, Mr. Edison's EDISON 67 YEARS YOUNG friend, confident and assistant for more than thirty years, came into the room

900 jobs that had to be cleared up before

night. "That's right," said Mr. Meadowcroft. Thomas Edison sped past his sixty-sev- "Mrs. Edison went away on a visit

sald "I think more of it than of any drawm of romance and her faith in man ancea, reporters and the like who jour- pect to work at it three years more. have both had a joit that even a New neyed out to West Orange to shake Then I can promise absolutely perfect hands and that with 'The Wizard." He reproduction of the sounds of the human see me about?"

instruments. Their dogs raced in, frisk- you understand his condition and where "How much do I make? I don't know! ing and barking. Mr. Edison's enjoyment the trouble lies, but also fixes the atten-

"When I sold some inventions for \$100.- when I get through with it," he said - you lose control. This is a well known

HOW TO BE A MEDICAL QUACK

Advice of a St. Louis Medical Manual.

A manual for quack doctors, telling enough to let him cool off. them how to get the greatest possible rested on charges of using the mails to 'In cash.' defraud.

Inspector Wayne, who has the cases used in the trial of the accused practitioners as evidence of their methods.

The instructions are devoted almost enquickly and certainly. One of their most practitioner to use in advising a cooperating druggist how much it is safe to charge for medicine.

The code is like a retail merchant's "cost mark" and has ten different letters, which stand, in their order, for the figures 1, 2, 3, 4, 5, 6, 7, 8, 9, 0. The mystic letters are "I love punch."

Much of the contents of the manual relating to diagnosis of the cases usually treated by concerns of this class is un-

boarding house by means of a violin he so he will be impressed with the idea

"This," it is stated, 'has a two-fold him under your control. Do not lift your "It isn't bad now, but it will be better pencil or make any upward gesture, or point in hypnotism.

"Say to the patient. 'I have never failed in a single case like yours.' Say, 'I know I can cure you,' not 'I think I can.

"The pat'ent will likely ask what you will charge to cure him. Before replying do a little figuring, but don't take long for this-just a few seconds, not long

"Tell him your system of treatment is amount of money from the largest pos- the only one that will cure him, now sible number of patients, was found by get down to business while he is still Un'ted States Postoffice Inspectors in a impressed with your talk and examinaraid on the office of a St. Louis medical tion. Then set your price. He may ask company, whose proprietors were ar- how this is to be paid, and if so, answer,

"If the patient says he hasn't enough money to pay your fee, ask him, 'How in charge, said the manual tells how to much have you with you? Get what he hypnotize a patient and how to diagnose has and give him a receipt card. Then his physical and more particularly, h's say, What bank do you do business with?" financial condition. The book will be Take for granted he has a bank account. He will be more likely to admit it if he has if you handle him that way.

"If he says he has no bank account, tirely to methods of getting money look surprised and ask him how much money he has at home. If he has none, novel features is a cipher code for the ask him how much he can borrow from his friends or raise in some way."-St. Louis Post-Dispatch.

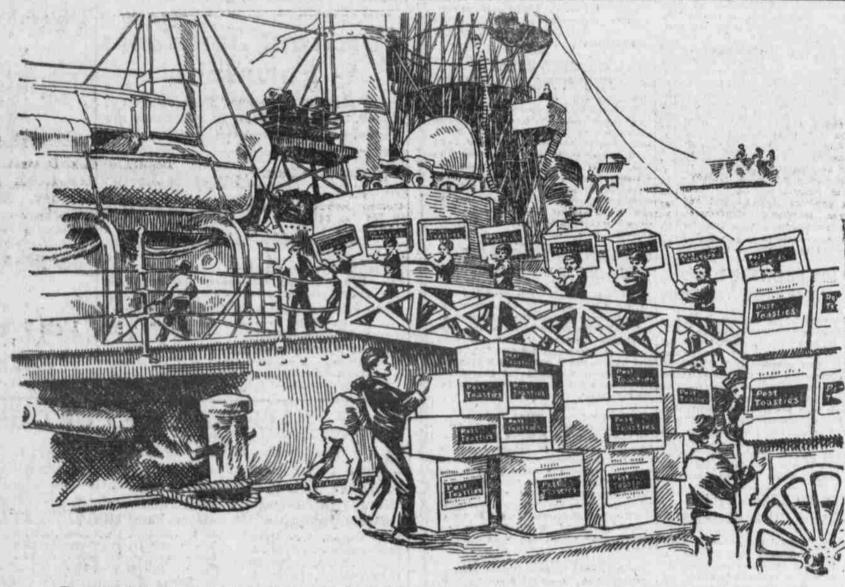
Persistent Advertising is the Sure Road to Business Success.

Rubbits Take Joy Rides.

Joy riding on trolley cars by rabbits promises to be the rage in Glenville this winter, according to a story told by Patrick Powers, a motorman on the Tarrytown-White Plains trolley line

treated by concerns of this class is unprintable under the postal laws. Part of the instructions read.

"After the patient is heated, sit up in your chair and lean forward slightly toward the patient, so there will not be a wide gulf between you. Look the patient in the face and say in a low, sympathetic tone. What did you came to print the concern the control of the car and disappear. Yesterday morning he determined to find out where they went. He climbed stealthily around to the front of the car. Hugging the fenders, joy riding, were a mother rabbit and three little ones. When Mr. Powers applied the brakes to catch them pathetic tone. What did you come to see me about? Powers applied the brakes to catch them the animals honned off and fled. with trolley cars will be good snort if the



From actual photograph, April 17, 1914. Our Bluejackets loading Post Toasties on U. S. Flagship Virginia, Rear Admiral Beatty commanding, at Charlestown Navy Yard, preparatory to possible war with Mexico.

Fight or Frolic

Here's a Food that, like our Navy, Is Always Ready

Up and down our seacoast, Bitt'eship, Transport and Destroyer have been waiting the President's word.

At Portsmouth, Charlestown, Brooklyn, League Island, Washington, Norfolk, Pensacola and New Orleans; at Mare Island, Bremerton and other Naval Stations the Big Ships that carry the flag have been loading food for the guns, and food for the men.

Post Toasties

-ready-to-serve delicious bits of toasted white corn-a food that Uncle Sam and his men both like-has been a favorite aboard ship for many a year. Grocers sell them everywhere in tightly sealed packages that bring them to YOUR table factory fresh.

If you like good things to eat and want to get into action, order a package of delicious POST TOASTIES from the Grocer-

They're---Always Ready