Relief from Peruna at Once. Read What She Says:

MISS DELLA STROEBE, 710 Rich-mond St., Appleton, Wis., writes: "For several years I was in a rundown condition, and I could find no relief from doctors and medicines. I could not enjoy my meals, and could not sleep at night. I had heavy, dark circles about the eyes.

"My friends were much elarmed. 1 was advised to give Perana a trial, and to my joy I began to improve with the first bottle. After taking six bottles I felt completely cured. I cannot say too much for Peruna as a medicine for women in a run-down condition."

Pe-ru-na Did Wonders.

Mrs. Judge J. F. Boyer, 1421 Sherman Ave., Evanston, Ill., says that she became run down, could neither eat nor sleep well, and lost flesh and spirit. Perunadid wonders for her, and she thanks Peruna for new life and strength.

Postmastering a Profession. Postmasters come and postmasters go in the United States. It used to be a political scandal, this turning out of postmasters when the other party got into power or even when another faction of the same party got control of the Congressional district, says the New York Sun.

Things are better now, we are told. Efficiency counts in some cases. But there is still a deal of shifting around. In Canada they do things differently. When a postoffice is established and a postmaster appointed it is a pretty safe guess that the office remains in the same family. There are many changes of government, but officeholders are sel-

The result has been that across the northern border postmastering, if one may coin a word, has become a prosome mischance Canadian postmaster should lose his job he would be hard put to it to know what to do for a living, for he has been trained to but one thing.

To take an example: When the Dominion of Canada assumed its present political form—the act of union was passed in 1867—the town of Moncton, N. B., still had its first postmaster, who had his patent, or whatever document confirmed him in his office, direct from the Queen of England. The Dominion appointed him postmaster and he was postmaster until his death.

But long before he died he trained his son to the business of running a postoffice and his son naturally succeeded him. That son is the present postmaster and he is growing gray in the service. When he, too, passes out no doubt some other member of the family will take up the work.

Unwise Combination. To the mind of Mrs. Abigall Jennings there was a sort of disloyalty in ad-

mitting to any outsider that a native of Willowby could be really eccentric. As for anything beyond eccentricity, Mrs. Jennings would never have ad-Rachel Gregg, who was frankly called crazy by the summer visitors. "Now, Mrs. Jennings," said one of the

boarders, "do you really mean that ou've never known Miss Gregg to do nything that you'd call crazy?"

"No. I haven't," said Mrs. Jennings, with a firm and unyielding expression

bout ber prominent chin. "Why, what do you think of her send ing that bag of eggs over to the Corers to Mrs. Cole, right in the box with her laundry work, and never telling the stage driver, and letting him throw the ox right off?" inquired the summer oarder. "Mrs. Cole says there's one hirt waist she'll never be able to wear

"Well," said Mrs. Jennings, camly, "I should say about that as I have sbout a number of little things Rachel does and has done. She may lack in wisdom and forethought now and again -but then, who doesn't, I'd like to

Alexander the Great was weeping be "But what would be the use?" said his

advisers, "Some day Mr. Harriman would come along and take them from you.' Whereat he smiled through his tears and asked the court astronomer if Mars was still trying to signal the earth .-Chicago Tribune.

WONDERED WHY.

Found the Answer Was "Coffee." Many pale, sickly persons wonder for years why they have to suffer so, and eventually discover that the drugcaffeine-in coffee is the main cause of the trouble.

"I was always very fond of coffee and drank it every day. I never had much flesh and often wondered why I was always so pale, thin and weak.

"About five years ago my health comletely broke down and I was confined to my bed. My stomach was in such condition that I could hardly take sufacient nourishment to sustain life.

"During this time I was drinking coffee, didn't think I could do with-

"After a while I came to the concluion that coffee was hurting me, and decided to give it up and try Postum. I didn't like the taste of it at first, but when it was made right-boiled until dark and rich-I soon became very fond of it.

I could eat more and sleep better. My sick bendaches were less frequent, and within five months I looked and feit like a new being, headache spells en

"My health continued to improve and to-day I am well and strong, weigh 148 lbs. I attribute my present health to the life-giving qualities of Postum."

"There's a Reason." Name given by Postum Co., Battle Creek, Mich. Itead, "The Road to, Well-

Ever read the above letter? A one appears from time to time. men interest.

STRONG AND STEADY

By HORATIO ALGER, JR.

more cautious man than Mr. Pusher, re-

"Certainly I do."

"He seems very young.

the young man's name?"

'Scenes in Bible Lands.' "

"As far as Ohio?"

Walter.

"Yes.'

in Mr. Pusher.

swer very well."

"No doubt you're right," said Mr. Flint,

who was accustomed to defer considerably

"Very good. Well, Conrad," contin

"You mentioned a book the other day-

"Yes, our new book. That would be

"Most of the territory nearby is taken

up," he said. "Does Mr. Conrad wish to

operate near home?"
"I would rather go to a distance," said

"In that case you could map out your

"That would suit me, sir," said Walter

to cover too much territory. A rolling

stone gathers no moss, you know. There

is one important question I must ask you

"Good. Of course, you will need money to get out to your field of labor, and will

have to pay your expenses till you begin

to earn something. Fifty dollars will an-

"As I don't know very well how the

"Of course. You're a green hand. Sit

So Mr. Pusher, in his brief, incisive

His instructions were readily

way, explained to Walter how he must

comprehended, and Walter, as he listened,

felt eager to enter upon the adventurous

CHAPTER XV.
Walter, by advice of Mr. Pusher, bought a ticket to Cleveland. There was

n resident agent in this city, and a de-

pository of books published by the firm.

As Walter would be unable to carry with

him as large a supply of books as he

needed, he was authorized to send to the

Cleveland agency when he got out, and

"I will give you a letter to Mr. Greene,

Walter went downstairs, and emerged

motive for remaining in New York, and

bought a through ticket to Cleveland, via

Buffalo and Niagara Falls. Though he

mined not to neglect the opportunity he

wonder, but to stop over a day in order

He selected a comfortable seat by a

window, and waited till the train was

ready to start. He realized that he had

engaged in quite a large enterprise for a

boy of fifteen who had hitherto had all

his wants supplied by others. He was

about to go a thousand miles from home.

to earn his own living-in other words.

to paddle his own canoe. But he did not

feel in the least dismayed. He was am-

bitious and enterprising, and he felt con-

ident that he could earn his living as well

as other boys of his age. He had never

been far from home, but felt that he

should enjoy visiting new and unfamiliar

scenes. So he felt decidedly cheerful and

hopeful as the cars whirled him out of

the depot, and he commenced his western

Walter put his strip of railway tickets

nto his vest pocket, and his pocketbook

containing the balance of his money, into

the pocket of his pantaloons. He wished

to have the tickets at hand when the con-

ductor came round. He sat alone at first,

but after a while a lady got in who rode

thirty miles or more, and then got out.

A little later a young man passed through

the cars, looking about him on either side.

He paused at Walter's seat, and inquired,

"Then, with your permission, I will take it," said the stranger. "Tiresome

"I don't know," said Walter; "I rathe

"I have to travel a great deal on busi-

like it; but then I never traveled much."

ness," said the other, "and I've got tired

of it. How many times do you think I

"This is the fifteenth time. I know

"No," said Walter; "I am going of

He was rather glad to let his compan

"I am agent for Flint & Pusher, a New

Walter's companion was a young mad

of twenty-five, or possibly a year or two

older. He was rather flashily attired,

with a cutaway coat and a low-cut vest.

double-breasted, across which glittered a

massive chain, which might have been

all that glitters is not gold. At any rate,

it answered the purpose of making a

show. His cravat was showy, and his

whole appearance indicated absence of

good taste. A cautious employer would

scarcely have selected him from a crowd

of applicants for a confidential position.

Walter was vaguely conscious of this.

Still he had seen but little of the world,

"Are you going right through to Cleve-

"No: I think I shall stop at Buffalo. I

and felt incompetent to judge others.

and?" inquired the stranger.

want to see Niagara Falls."

"Publishers, ain't they?"

on know that he, too, was in business.

like a book. How far are you going?"

"Got relations there, I suppose?"

"Is this seat taken?"

"No. sir." said Walter.

work traveling, isn't it?"

have been over this road?"

"Couldn't guess."

"To Cleveland."

usiness."

York firm.'

"Yes, sir."

is companion.

felt eager to commence work.

our agent in Cleveland," said Mr. Pusher,

career which he had chosen.

field of operations."

to visit the falls.

ourney.

business is managed," said Walter, "I

to begin with. Have you got any money?

"Yes, sir, I have fifty dollars."

"Still it would be best not to attempt

as good as any to begin on. How's the

CHAPTER XIV. Now that he was again in his native garded Walter a little doubtfully, village, Walter realized how unpleasant had been his position at Mr. Drummond's from the new elasticity and cheerfulness which he felt. There had been something gloomy and oppressive in the atmosphere of his temporary home at Stapleton, and antee that he is all he looks. I claim he certainly had very little enjoyment in to be something of a judge of human na-Jeshua's society. Mrs. Drummond was ture, too."

the only one for whom he felt the least regard. He passed a few days quietly, renewing to his more impetuous partner, "What's old acquaintances and friendships. Nancy Forbes had gone to live with a brother, who was an old bachelor, and very glad to have her with him. Her savings and the legacy left her by Mr. Conrad to-

gether amounted to a thousand dollars, or rather more-sufficient to make Nancy you want to take hold of?" rich, in her own opinion. But she was not quite satisfied about the legacy.
"They say, Walter, that you'll be left

poor," she said. "You'll need this money." territory, Mr. Flint?" "No, I shan't, Nancy," answered Wal-"Besides, there's a lot of mining stock that'll come to something-I don't

"But I don't feel right about taking this money, Walter." "You needn't feel any scruples, Nan-

cy. I can take care of myself. I can paddle my own canoe." "But you haven't got any canoe," said Nancy, who did not comprehend the al- the West portioned out as we have the "Besides, I don't see how that Middle and New England States." would help you to a living." "I shall get a canoe, then, and I'll steer kind of roving commission, Conrad," put

It on to fortune.' "At any rate," said Nancy, "I will leave you my money when I die.'

So the conversation ended. agreed, though reluctantly, to take the legacy, resolved some time or other to leave it to Walter. If she had known fession, like the law and medicine. If how little he really had left, she would not have consented to accept it at all. The same evening Walter sat in the lawyer's comfortable sitting room, and togeth-

er they discussed the future. "So you want to be a book agent, Walter?" said Mr. Shaw. "I can't say I think very highly of 'this plan."
. "I don't mean to spend my life at it.

must ask for instructions." am more ambitious than that. But it down here, and I'll make it all plain to will give me a chance to travel without expense, and I always wanted to see some-thing of the world. You see, Mr. Shaw, that, as I am so young, even if I spend a year at this business, I shall not be toe old to undertake something else afterward. In the meantime I shall see some thing of the world."

Well, Walter, I won't oppose you. It I had not so much confidence in you, I should warn you of the temptations that are likely to beset your youth, left, as you will be, entirely to yourself. course, you will be thrown among all kinds of associates."

"Yes, sir; but I think I shall be wise nough to avoid what will do me no 'So I hope and believe. Now, what is

the books would be sent him by express, the name of this publisher you were speaking of?"

"Pusher. He's of the firm of Flint & "and you can consult him as to your best "I have heard of them. They are an

On Monday merning Mr. Shaw handed Walter a pocketbook containing a roll of ills. "You will need some money to deyour expenses," he said, "until you able to earn something. You will had not much money to spare, he deterand fifty dollars in this pocketbook. There is no occasion to thank me, for I have would have of seeing this great natural only advanced it from money realized from your father's estate. If you need any more, you can write me, and I can end you a check or money order."

"This will be quite enough, Mr. Shaw," said Walter, confidently. "It won't be long before I shall be paying my way; at least, I hope so. I don't mean to be

"I am sure you won't be, or you will elle your reputation. Well, good-by, Walter. Write me soon and often. You

ow I look upon myself as in some sort "I will certainly write you, Mr. Shaw. By the way, I never thought to ask you

Sout the furniture of my room at the Classical Institute. "It was purchased by the keeper of the earding house; at a sacrifice, it is true, at I thought it best to let it go, to save

iter, with a little sigh as he called to the pleasant hours he had pass the his school-fellow. "I'll go back a the old institute a visit some time, r I've got back from my travels." Walter reached New York by

cleck. Though his acquaintance with ae city streets was very limited, as he ad seldom visited it, he found his way without much trouble to the place of as of Messrs, Flint & Pusher, As er did not undertake to do a retail busibut worked entirely through agents, elr rooms were not on the first floor, en the third. Opening the door of so room, to which he was guided by a ctory in the entry beneath, Walter imself in a large apartment, the loor of which was heaped up with piles d books, chiefly octavos. An eldesly genan, with a partially bald head, and

mean, probably agents.

"Well, young man," said he, in rather sharp voice, "what can I do for you?" "Is Mr. Pusher in?" asked Walter. "He went out for a few minutes; will

be back directly. Did you wish particu-larly to see him?"

Yes, sir." "Take a seat then, and wait till he

"You met with fair success, then?" in quired Mr. Flint.

"Yes, the book takes well. I sold ten in one day, and six and eight in other

Walter pricked up his ears. He won dered whether the book was the one rec emmended to him. If so, a sale of ten sopies would enable the agent to realize gold, or might only have been gilt, since twelve dollars and a half, which was certainly doing very well.

Just as the agents were going out, Mr. Pusher bustled in. His sharp eyes fell eron Walter, whom he immediately rec-

Ha, my young friend, so you have tound us out," he said, offering his hand. "Come to talk on business, I hope?

"Yes, sir, that is my object in coming "Mr. Flint," said Mr. Pusher, "this is s young friend whose acquaintance I made a short time since. I told him, if ever he wanted employment, to come here, and we would give him something

"That's right. Better see them. They're stunning." Walter, with some curiosity.

mind to go again and show you around, but I don't know if I can spare so long a time from business."

"I should like your company," said Walter, politely; "but I don't want to interfere with your engagements."

"L'il think of it, and see how I can arrange matters," said the other.

Walter was not particularly anxious for the continued society of his present companion. He was willing enough to talk with him, but there was something in his appearance and manner which pre-vented his being attracted to him. He turned away and began to view the scenery through which they were passing. The "Do you mean as an agent?" he said. stranger took out a newspaper, and appeared to be reading attentively. Half an hour passed thus without a word being "That's true, but age isn't always an spoken on either side. At length his comadvantage. He looks smart, and I'll guarpanion felded up the paper.
"Do you smoke?" he asked.

"No," said Walter.
"I think I'll go into the smoking can and smoke a cigar. I should like to offer you one if you will take one."

'No, thank you," said Walter; "I don't smoke, and I am afraid my first cigar "My name is Walter Conrad," said our wouldn't give me much pleasure." "I'll be back in a few minutes. Perued Mr. Pusher, in an off-hand manner, haps you'd like to look over this paper 'what are your wishes? What book do while I am gone.

"Thank you," said Walter. He took the paper—an illustrated week ly—and looked over the pictures with considerable interest. He had just commenced reading a story when a boy passed through the car with a basket of oranges and apples depending from his

"Oranges-apples!" he called out, looking to the right and left in quest of customers. The day was warm, and through the window dust had blown into the

Walter's throat felt parched, and the oranges looked tempting. own route pretty much. We haven't got "How much are your oranges?" he ingaired.

"In other words, we can give you a "Five cents apiece, or three for a dime," enswered the boy.
"I'll take three," said Walter, reflect-

ng that he could easily dispose of two nimself, and considering that it would only be polite to offer one to his companwhose paper he was reading, when he should return. "Here are three nice ones," said the

in our hero's hands. Walter felt in his vest pocket, thinking

he had a little change there. He proved to be mistaken. There was nothing in that pocket except his railway tickets. Next, of course, he felt for his pocketbook, but he felt for it in vain. He started in surprise.

He felt in the other pecket, but search have boys who were not a disgrace to here was equally fruitless. He next felt the town." pervously in the pocket of his coat, though he was sure he couldn't have put his pocketbook there. Then it seshed upon him, with a feeling of dismay, that remaining money. How or where, he cat's tail under the table. could not possibly imagine, for the suddenness of the discovery quite bewildered

won't take the oranges," he said to "I can't find my money." (To be continued.)

WIVES FOR SETTLERS.

Form Society to Send Girls to the Colonies.

regions aggregating an area larger ness, suggested the ravages of time than the mother country herself where and the misdeeds of five rugged boys. new homes for themselves. They may live in these new homes in greater comfort than in the old country.

At present there are about 10,000 white men in these colonies, but only hearing. 1,000 women. This disparity between the sexes is being much talked about in Germany. Many of the leading German women are studying the problem. They are asking if it would not be

blessing to the colonies if their white population consisted of some thousands of German families instead of a few thousand German men. Would it not transform the colonies into new Germanys? The women say the German colonies.

In June last the Woman's German Colonial Union was organized under the patronage of Grand Duke Johann Albrecht of Mecklenburg. Nearly every member of the managing committee is the wife of a government official or army officer.

In September the union sent its first party of young women to one of the colonies. Thousands of German women are joining the society and a large scheme of work has been cut out for

In October the union began the pub lication of a sixteen-page paper called Kolonie und Heimat. It appears fort nightly, and is filled with fine photographs of colonial scenes and news and comment of the colonies. This is the organ of the union, but it is only one among a number of means through which the influence of the union is ginning to be widely felt.

It is working to interest German women of all ranks in life in the colonies, giving advice and material support to women who intend to emigrate, looking after women and children in the colonies who are in need and preparing to participate in the planting of schools among the colonists and te pay the traveling expenses of young women to help them to employment by which they may pay their way and to "You're young to be in business," said establish agencies to look after their "What sort of business

nterests in their new liomes. It is a national work in which the union is engaged, a work that aims to note." make the colonies the home of many thousands of German Immigrants who shall plant German civilization there and build up new markets for the products of German industries, Earlier societies had been formed in Germany to promote the emigration of women te the colonies, but no other has been organized on a national scale or with prospects so bright of becoming a powerful influence in the development of the German oversea possessions.

Sald He-Just look at Miss De Style's get-up! Doesn't she look out of sight?

Said She (enviously)-Yes; and the rest of the adage, too.

New Old Friend. "I suppose you 'met an old friend you hadn't seen for years,' as usual?" "N't'all, m'dear. Met n'ol fr'nd ! nev'r met b'fer' l'

WATCH YOURSELF GO BY.

Just stand and watch yourself go by; Think of yourself as "he," instead of "L" Note closely as in other men you note, The bag-kneed trousers and the seedy coat. Pick flaws; find fault; forget the man is you. And strive to make your estimate ring true. Confront yourself and look you in the eye-Just stand aside and watch yourself go by.

Interpret all your motives just as though You looked on one whose aims you did not know, Let undisguised contempt surge through you when You see you shirk, O commonest of men! Despise your cowardice; condemn whate'er You note of falseness in you anywhere. Defend not one defect that shames your eye-Just stand aside and watch yourself go by.

And then, with eyes unveiled to what you loathe-To sins that with sweet charity you'd clothe-Back to your self-walled tenement you'll go With tolerance for all who dwell below. The faults of others then will dwarf and shrink. Love's chain grow stronger by one mighty link-When you, with "he," as substitute for "I," Have stood aside and watched yourself go by.

-Specess Magazine.

A Dweller in Glass Houses

breakfast table and pressed her lips again, whereupon the march turned firmly together. When Mrs. Drew pressed her lips firmly together things the rest of the army, got worsted. always happened. "Mrs. White ought to know." Mrs. Drew looked hard at lng out of the window placifly and doa newspaper opposite.

still more indignantly. "I never saw "Um-hum!" came a vegue assent from behind the paper barricade. "If our son did a thing like that, I should thank some one to tell me.'

persued Mrs. Drew. "M-m-m!" still more vaguely from boy, picking them out and placing them the opposite side of the table, while "our con," aged ten, kept his eyes deperously on his plate, quite accustomed

to hearing his virtues referred to. "An insult to the aged ought to be severely punished." reasoned Mrs. "Tommy White deserves a Drew. "I thought my pocketbook was in that for one, believe that to spare the rod age. pocket," he reflected. "Can it be in the is to spoil the child. If Mrs. White held more firmly to that opinion, she'd

Willie Drew, quite accustomed also to hearing the sins of his playmates reservation. reviewed, still a tening his eyes on he had lost his pocketbook and all his his plate, felt with his foot for the

At the foot of the table Mr. Drew. present in body but absent in mind, said. "Um-hum!" again, and began looking up the price of flour and kerosene. He knew that, despite his wife's convictions on the subject of child training, the long whip-like branches of the weeping willow in their back yard remained intact, while a corresponding willow in Mrs. White's In the colonies of Germany there are yard, shorn of much of its graceful-

rest assured he will get one." Mrs. Drew often remarked emphatically to friends-the emphasis being especially noticeable when Mrs. White was within

"I would tell her myself," continued Mrs. Drew, "were it not for the fact that she resented my reference to the mischief Tommy did on Hallowe'en. It seems to me very strange that any mother should resent being told of her children's faults when it's for their interest that she should know. I'm sure that I should be glad to be told if our Willie did wrong."

Willie, having succeeded in locatfamily should be the social unit in the ing the cat's tail, clamped it vigorously with his shoes while he regarded his mother with large, beguiling blue eyes. There was a momentary yawling and scrambling under the table, followed by a tiger-striped streak shooting from beneath Willie's chair into the sitting room. "Dear me!" cried Mrs. Drew, in alarm. "That's the secend time within three days that Tabby has had a fit. She's such a pretty cat

I hate to lose her, too. "But as I was saying," she continued, "I made up my mind then that it was the last time I would try to aid White with those boys of hers. Still she ought to be told of this. Therefore I shall send for Anne Tup-Her lips tightened on the re

"Anne Tupper?" inquired Mr. Drew's lips, while his eyes roved over the polifical reports.

There was a slight change in the expression of Willie's blue eyes as they followed Tabby.

"Yes, I think I can prevail on Anne to tell her. Every one likes Anne, especially Mrs. White. She'll take it from Anne."

Consequently Anne was sent for by way of Willie. Willie went reluct-He dug a fist into one eye-keeping the other innocent blue orb fixed on Mrs. Drew-and pleaded a stomach-ache.

across and ask Temmy to take the At this Willie looked alarmed, and when his mother took down a bottle

from the top shelf of the pantry and reached for a spoon, Willie recovered in a twinkle, scudding away with the note before the bottle could be un-

His mother looked after him with an indulgent smile. "Boys will be boys," she murmured. Then she set her well-appointed

house in order and awaited Anne. still with lips pressed firmly together. From the front window she viewed the five White boys playing soldier in their tont yard. They were ranged in steps in the order of age-two years' space between succeeding steps,-and were exercising legs and lungs vigorously. "O that Tommy!" eried Mrs. Drew,

indignantly, aloud. "It seems as though Mrs. White might realize how

Tommy, exercising his prerogative as general, had kicked the second in off his chair at this juncture, and so Credit," usually you can get it.

Mrs. Drew sat at the head of her | command, who promptly kicked back into a riot, in which Tommy, beset by "And yet there sits Mrs. White, look-

ing nothing!" ejaculated Mrs. Drew.

any one so slack with children. Now

mother, out of consideration for Anne's feelings, sent him out to play.

"Of course," she remarked, "y

would not like Willie to know what I

am going to ask of you, although he never repeats what he hears."
"Indeed!" murmured Anne.

Mrs. Drew returned to the original

subject. "Shouldn't you think, Anne.

that any mother would be glad to be

told if her boy did such a thing as

"Indeed," assented Anne, "I should!"

Into her eyes, fastened now on Mrs.

Drew's face, crept an expression of re-

attack on an old man deserves a se

vere punishment?"

ou, Anne-

"Willie !"

boxed his ears."

"Boxed his ears!"

made so easy for her!

whelming force.

to Willie.

"And don't you think that such an

"Yes," assented Anne, earnestly, "I

"My dear," Mrs. Drew ceased tap-

ping on the arm of the chair and sank

back with the air of having settled a

vexed question. "I am glad you agree,

because I am going to ask you to tell

Mrs. White." Anne put out a hand

suddenly, dropped her handkerchief,

and reached for it. "You, girl that

you are, can tell ber without offense,

ecause she likes you. Every one likes,

"But, Mrs. Drew," Anne burst out,

whoever told you didn't tell straight,

It-it wasn't Tommy ! It-I was right

behind them-it was Willie who did

Mrs. Drew gasped once-twice-

caught her breath and sat up very

"Yes," Annie hastened on, the words

tumbling out of her mouth. "I almost

caught him, I-I think I should have

shaken him well if I had!" her tone

became reminiscently indignant. "I

did shake him on Hallowe'en. Tommy

-I was staying with her that night

because she was afraid,-but Willie

was the leader. I caught him and

"Yes!" cried Anne, all unobservant

of the expression back of the words.

"Willie is awfully naughty when he's

out of your sight, and to think I never

dared tell you," her face was filled

with incredulity, "when here you were

really wanting to know all the time!"

lieved and happy. It was often so

hard to be a truthful confidante, and

this time the path of truth had been

She left a dazed Mrs. Drew strug-

gling with her breath and her thoughts.

Mrs. Drew believed Anne-every one

did; and the memory of her own wide-

spread comparisons between Willie and

Tommy rushed upon her with over-

For half an hour after Anne's de-

parture she wrestled with her mortifi-

cation. Then she turned her attention

With lips pressed firmly together,

she visited the flourishing willow in

the back yard. Sternly she laid aside

the natural desire to select a tiny

branch. Sternly she held herself to

what she required of Mrs. White, and

a few moments later, armed with a

tingling switch, she stood in the back

door and called loudly, "William

William Drew! Come here at once!"

METHODS OF THE GERMANS.

Firms of Kaiser's Land Going After

Business of Russin.

sul at Odessa, printed in Nottingham

newspapers and supplied by Consul F.

W. Mahin, describes German commer-

now leads, but German firms are press-

ing a dangerous competition. They

have the business thoroughly organized,

with a complete system of agencies, of

which the head is in Odessa. In addi-

tion to agents in all agricultural cen-

ters, the Germans use many commercial

travelers. They also employ commis-

sioners-local men, who are constantly

traveling about for some purpose, per-

haps buying grain, and are therefore

on intimate acquaintance with the

farmers. Among these they successful-

ly press the sale of German machinery.

Thus organization and persistency have

created a large market for German

agricultural machinery; but, in addi-

mans profit by "the introduction and

sian likes novelties, however trifling,

and even the alteration of the name, for

instance, under which a machine or im-

plement is known, or some insignificant

change in construction, which the Ger-

man takes good care to point out, may

facilitate a purchase which might not

have been made if the old designation

or style of machine or implement had

This is only one instance in very

many where Germany is displaying a

remarkable degree of push and enter-

prise, indicating a systematic, aggres-

sive movement along the whole indus-

The baw of American Life.

The law of American life-of course

it is the haw of life everywhere-the

law of American life, peculiarly, must

be the law of work; not the law of

idleness; not the law of self-indulgence

or pleasure, merely the law of work.

That may seem like a trite saying.

Most true sayings are trite. It is a dis-

grace for any American not to do his

overcome them. So that Americanism

means work, means effort, means the

constant and unending strife with our

conditions, which is not only the law of

nature, if the race is to progress, but

which is really the law of the highest

happiness for us ourselves .- Theodore

been offered."

trial line.

advertisement of novelties. The Rus-

A recent report from the British con-

-Youth's Companion.

Anne rose, still unobservantly re-

did help take Mrs. Smith's fence down

that?"

if Willie -The entrance of Anne cut the sentence short, and Mrs. Drew rose to

Mrs. Drew was the kindest of neighors except where Mrs. White was concerned. She did not mean to be unkind to Mrs. White. She had simply fallen into the habit of comparing her one blue-eyed, perfect Willie with the five imperfect boys across the streetwhipping that he will remember. I, especially Tommy, who was of Willie's

> "Of course," she often declared, Willie has his faults!" She said it complacently, but with mental reservations—the rest of the town said the same with neither placidity nor mental

> "I felt sure you'd come!" was Mrs. Drew's greeting. "I never knew you to fail a friend."

A pleased expression crept into Anne's eyes as she sat down. Along with the rest of girlkind, Anne liked

Mrs. Drew seated herself, and folding her hands, looked at her guest. Then she uttered an exclamation and learned forward. "What a becoming new coat. Anne! I've not seen it be-



cial methods in Southern Russia : It seems that on the sale of agri-TAPPED THE ARM OF HER CHAIR. ultural machinery there Great Britain

fore. I like those stitched bands down the front. Certainly brown is your color." The pleased expression in Anne's

eyes deepened. "I like it myself," she answered, briefly. Anne's remarks were generally brief. In church work Mrs. Drew was made chairman of everything, because of what she could accomplish through her committees. She had a tactfully compelling way-so her friends said.

Others who were not so friendly said she could "wind people" skilfully. Be that as it may, she proceeded necinctly to lay the case before Anne. beginning with the generally bad behavlor of the five junior Whites. Anne tion, the consular reports says, the Gerlistened attentively. That was Anne's greatest charm. Willie, sitting behind his mother, also listened attentively.

motioning beguilingly at Tabby mean-

Narrowing her remarks down to particular misdeeds, Mrs. Drew referred to the "doings" on Hallowe'en, especially the destruction of the picket fence in front of old Mrs. Smith's house.

she ended, "and I took it on myself to tell Mrs. White. She didn't thank me for it, and I made up my mind then that no matter what that Tommy did, antly. He whimpered and whined I would say nothing further. But this thing, Anne, she ought to know." Anne, realizing now the purport of her summons to the Drew house, "Poor child!" said his mother. "Of moved uneasily, and began pleating course you needn't go, then. I'll step her handkerchief. Willie, with Tabby

"You know Tommy was in that."

almost within reach, neglected his opportunity, and pricked up his ears. "What thing?" "Mrs. Drew sat up straight and apped the arm of her chair impresdvely. "There was a lady in here vesterday.-I name no names, Anne, as I am careful not to cause hard feelings between friends,-but she told me, and I said at once, 'Mrs. White ought

to know." "Know what!" asked Anne again, smoothing out her handkerchief.

Mrs. Drew tapped the arm of the hair. "I was told that Tommy White deliberately walked up behind old Mr. Reffert-poor, old, half-blind man that he is!-and knocked his hat into the ditch and ran away!" "Oh!" cried Anne, "Oh!"

lifted wide eyes to her hostess's face. "I knew, Anne," said Mrs. Drew, in a tone of quiet triumph, "that you would be shocked." "Yes?" breathed Apne. "Oh, yes!" Willie, aiming a kick at the cat, fell

Wherever you see a sign, "No

duty, but it is a double, a triple disgrace for a man of means or a man of education not to do his duty. The only work worth doing is done by those men, those women, who learn not to shrink from difficulties, but to face them and

There are too many people in the world who use their nest eggs to make cake of.