

TEACHING OF SALESMANSHIP.

Chicago has begun an interesting experiment in its technical high school. A course in salesmanship is offered to young women, and the Chicago department stores are permitting some of their employes to attend it during what would otherwise be working hours, not only paying their salaries for the whole time, but also paying their carfare to and from the school. This is like the work which is being done in technical schools in parts of Germany, where boys and girls have a certain number of hours a week free from work and receive instruction in the work at which they are employed. Employers in Germany, where the system has been established for some time, co-operate just as gladly as Chicago employers are said to be co-operating in the present experiment. They are reported as finding it to their advantage to do so. It is easy to see why a good many, especially of the larger employers of labor, should find it to their advantage here as well as there. Take the case of salesmanship, which is being taught in Chicago. Some large stores have so strongly felt the need of instruction in it that they have established schools of salesmanship of their own where experts lecture and give advice to ambitious employes. In this way it is possible to develop better salesmen and saleswomen.

Perhaps no woman in Tennessee is doing a more practical and helpful work than Miss Virginia Pearl Moore, who is at the head of the School Improvement work of the state, and who has recently been appointed by the Bureau of Education of the United States, organizer for Tennessee of girls' tomato clubs. For some time the United States government, through its bureau of education, has been encouraging boys to take an interest in agricultural activities by the organization of corn clubs, potato clubs, etc., and now the department, realizing that the girls must be kept on the farm, as well as the boys, is organizing tomato clubs among the girls all over the country. Miss Moore has been appointed state organizer of these clubs in Tennessee, and though she only received her appointment a few months ago, there are now about 1,000 Tennessee girls enrolled in the various tomato clubs of the state, says the Knoxville Journal and Tribune. The object of the work is to afford girls in the rural districts an intelligent interest and an income, that they may be kept on the farms happy and satisfied instead of coming to the city where they join the anemic procession of mill and shop girls.

What is perhaps the most remarkable graveyard in the United States adjoins the old Spanish church in the ancient Indian pueblo of Acoma, N. M., and took over forty years to construct, says the Wide World. The village is situated high in the air upon a huge, flat-topped rock many acres in extent and entirely bare of soil. In order to create the graveyard it was necessary to carry up the earth from the plain 300 feet below, a blanketful at a time, on the backs of Indians who had to climb with their heavy loads up a precipitous trail cut in the face of the cliff. The graveyard thus laboriously constructed, is held in place on three sides by high retaining walls of stone.

Those college professors who named the seven modern wonders forgot to mention the popular umpire, but a thorough investigation leads us to believe that there ain't no such thing.

Now that an Austrian countess in Vienna has eloped with an American instructor in roller skating, one more peril resulting from the fatal beauty of American men stands revealed.

New York claims the only woman house wrecker in existence, but reports from the divorce courts lead one to believe that woman home wreckers are not scarce.

French scientist has invented a machine to measure the surface of the human body, but we fail to see the economic value of knowing a man's area in square inches.

It is announced that the German emperor selects his wife's hats. It is supposed, however, that he continues to permit her to "fire" the cook.

"Mowing the lawn," says a physical culturist, "is good exercise." We fail to believe him, but we cannot dispel the idea that it is work.

A California man sined an eight-legged fish that barks like a dog, the season for this sort of yarn being now officially declared open.

The average price of a haircut in London is said to be 8 cents, but then, one is forced to listen to a barber with a cockney accent.

Making a Holy Man or Salvation from the Subjective Side

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TEXT—For they that are after the flesh do mind the things of the flesh; but they that are after the Spirit the things of the Spirit.—Romans 8:5.

There are several things which God does for the Christian believer in an objective sense, that is, in the sense that they proceed from himself without being necessarily known to or experienced in the believer's life. In other words, he reconciles him, he saves him, he justifies him, he blesses him with all spiritual blessings in Christ Jesus. These things all speak of the believer's state or position before God, and constitute what might be called his legal standing.

In this sermon, however, we are to think about what God graciously does to transmute this legal standing of the believer before him into the actual experience and conduct of the believer himself. This is what we mean by "salvation from the subjective side." If the other things touch on Christ's work "for" us, these relate to Christ's work "in" us, on the supposition that we have received him as our Savior, and confessed him as our Lord.

In other words, he, through the Holy Spirit, does several things which go to make the true believer a holy man, and which are enumerated in this eighth chapter of Paul's letter to the Romans; for although our text is limited to but one verse, we intend to speak of more than one.

In the first place, the Holy Spirit sets the believer free from the law of sin and death, verses 2 to 4.

Prior to his regeneration through faith in Christ, the believer was under the power of a tendency or law in the direction of sin, the outcome of which was death, eternal death; but the incoming of the Holy Spirit to him means that a new tendency or law has been set up within him whose direction is just the opposite to this.

In the second place, the Holy Spirit gives him the spiritual "mind" or disposition to obey and follow out this tendency in the direction of holiness and eternal life—verses 5-10.

In the third place, he not only gives him the spiritual mind, but goes farther and gives the spiritual power to exercise that mind, verses 11-13, so that the Christian has no excuse for committing sin.

**A Life of Victory.**  
The New Testament does not teach a doctrine of sinless perfection, or the eradication of evil from our hearts, as long as we remain in the flesh, but it does teach that there is such a thing as living a life of victory over every known sin every day. Christians have no justification for apologizing for quick tempers and irritable speeches and envy and jealousy—not to speak of grosser sins of the flesh—on the ground that such things are part of their temperament and can't be helped. It is true that they can't help them so far as their old nature is concerned, but the very purpose of the indwelling of the Holy Spirit is to enable them to live a supernatural life of power over them if they yield their wills to him.

In the fourth place, the Holy Spirit gives the believer spiritual encouragement to exercise this power, for he bears witness within him to his Sonship to God and heirship as well through Jesus Christ—verses 14-17. What stronger motive could there be to stir a man to put away sin and live a holy life comparable to the apprehension of the fact that he is indeed a child of God and a joint heir with Jesus Christ? People of the world are inclined to smile at these things and consider them ethereal and visionary, because they cannot understand them, lacking the spiritual discernment, but these are, after all, the real things, the substance of life, while the phenomena that occupy so much of man's attention now are only the shadow of the true.

Change in President Arthur's Life.

I remember the great change that came about in the character and in the outward life of President Chester A. Arthur. As a New York politician and collector of the port, he had been one of the "boys," the higher and finer class of "boys," and yet one of them. But when a strange providence placed him in the presidential office after the murder of President Garfield, what a change came over him! What a steady, sedate, wise, successful, honorable and pure chief magistrate he made! All speak well of his memory.

The dignity, the exaltation, the privileges which had come to him contributed to make him over. It is much the same with the Christian who knows who he is and what he has in Christ.

Finally, the Holy Spirit gives the believer spiritual access unto God in prayer—verses 26-28. This is the crowning act of grace and power.

You know what a man is when you know what he loves.



Turkish Toweling as Used for Pretty Walking Suit



Photograph by Underwood & Underwood, N. Y.  
The prevalent material craze for this summer is Turkish toweling made up into walking suits. This rough material is all the vogue now at both seashore and mountain resorts.

CLING TO BLACKS AND WHITES RATHER STUPID PARIS FANCY

Combination Always Popular Seems to Show Little Falling Off in Favor.  
Zebra Rip Could Only Attract the Gaze Because of the Extreme Ugliness.

In spite of the rage for color which threatened our peace of eye so seriously in the early days of summer, we remain very faithful to the time-honored combination of black and white. Amongst the most successful of white lace dresses destined to adorn Ascot is one made in tunic style with broad hems of black nylon, a short, rounded, black nylon coat hanging in sack style over this ruffled with black ribbon with a white plait edge, and the whole is to be crowned with a black hat lined beneath with white chip with a forest of black and white ostrich feathers waving their fronds over the crown; a parasol of white lace hemmed with black chiffon will complete the effect.—London Madame.

FOR THE EVENING.



A chic evening gown with lace fichus and graceful draperies. The high-waisted skirt is attached to the bodice and finished off with a wide black sash.

**New Stocking Device.**  
Women who are afflicted with perpetual Jacob's ladders in the tops of their stockings should adopt an amateur device that is successful in preventing such mishaps. Instead of using the steel hooks at the ends of the side and front elastic substitute quarter-inch satin ribbons. Fold a piece in the middle, sew it there to the elastic itself, leaving the two short ends free.  
On each stocking put two or three loops of silk braid to match in color and through these tie the ribbons. Fold a piece in the middle, sew it there to the elastic itself, leaving the two short ends free.  
On each stocking put two or three loops of silk braid to match in color and through these tie the ribbons. There will be no madeira work, as some one terms these tiny holes in the stockings made by the hooks, and the effect of the pink or blue satin ribbon bow is attractive.

**Picturesque Tunic Frocks.**  
Despite the success of taffetas which had such a run during the spring, it was inevitable that the soft clinging materials should sway for summer, and consequently modes are becoming somewhat simpler. What constitutes a pannier in the crisp silks becomes merely a folded drape in silk linen and chiffon.  
The favorite fashion of the moment is the tunic frock, for the tunic is such a versatile garment that it may be said to merge into the pannier in some of its simpler forms. Mouseline de sole and lace take alternative parts in the latest Paris frocks to the tunics.

**Maline in Vogue.**  
Hats.  
Guimpe.  
And also tunics.  
The most summery of chapeaux.  
They're made on fine wire and are very thin.  
Flowers trim them in profusion or else single blossoms are used.

NATIONAL CAPITAL AFFAIRS

Religious Articles Made in Bethlehem



WASHINGTON.—The chief industry today of the town of Bethlehem in Palestine is the manufacture of articles of religious devotion and ornaments from mother-of-pearl, according to the report of the American consul there. The methods and tools used are mostly quite primitive in character, as are also the buildings in which the workmen carry on their trade. The principal products are carved shells on which religious scenes are depicted, beads and rosaries. The material known as "pearl waste," from which the two latter products are made, is very largely imported from the United States, and the American market also is the largest purchaser of these goods. The large carved shells are sold mostly to tourists in Jerusalem and Bethlehem, and since the demand for them is not so good as for beads and a higher grade of workmanship is required to produce them, this side of the industry is losing ground to the manufacture of beads.

A bead workman's outfit is primitive, consisting of files, borers and a simple wooden device for holding the irregularly shaped pieces of pearl

waste. This last is made of a short, round piece of wood sawed in half lengthwise, fastened together at one end and encircled by a loose iron ring. The piece of pearl shell is placed between the loose wooden ends and the ring is hammered toward it until the grip is tight. The workman then files the part of shell which extends to the desired diameter; it is reversed in the holder, and finally a rounded piece of perhaps one to three inches in length is secured. When a number of these pieces have been prepared they are cut to bead size, a hole is bored in each bead and it is rounded to the desired shape. Then to give the beads a smooth surface they are placed in special crockery vessels with a little water and are kept in motion in these vessels, rubbing against the sides and each other until they are smoothed, but not polished.

To give them a gloss and sheen, they are finally placed in boiling water, to which a weak solution of nitric or muriatic acid is added, and when removed from this they are passed through a succession of cooling waters. There are three usual shapes—those flat on two sides, round and oval.

These beads are strung on cords, silk or wire, and always on the latter in the case of rosaries. For these last also crosses and hearts are made of mother-of-pearl, with a small metal figure attached to the cross. Silver crosses and hearts are used to a slight extent.

Baby Finger Prints System Favored

If an increase in the number of abandoned infants in the city should occur, it is more than likely that there will be adopted by the district authorities a system of finger print identification of all infants born in public institutions. Such a system is now in use in New York, and other cities are contemplating its adoption. The results have proved encouraging. The system has the indorsement of Dr. William C. Woodward, district health officer, and George S. Wilson, secretary of the board of charities.



The only thing which stands in the path of the adoption of the finger print identification system in the national capital is the small number of cases of abandoned children. It is hardly believed that the number would justify the introduction of the scheme, which would entail the expenditure of a rather large amount of money.

"The plan is an excellent one," said Dr. Woodward. "It has been given an extensive trial in New York city. Reports of the experiment as made public in recent numbers of certain magazines show that the system is a success."

The plan is to take impressions of

the fingers of all infants born in public institutions, especially in charity cases, from which issue most of the abandonments. These finger prints are filed on cards, together with minute descriptions of the mothers of the infants. If after leaving the hospital an infant is abandoned, a finger print is immediately taken and the files are searched for the corresponding print. If the finger print is identified, the description of the mother is given to the police, who starts hot upon her trail.

The finger-print files are kept in some central place, the various hospitals sending in cards for every infant born. It has been clearly demonstrated that the print taken of a child's finger is sufficiently distinct to make out the lines easily with the aid of an ordinary magnifying glass.

Good Showing Made by Enlisted Men



If there is one thing that wins the heart of a layman who is accorded the privilege of shipping on board a United States navy vessel, says a writer in Leslie's, it is the showing made by the enlisted man. He is the lad who stands by his officers in the conning tower, below the water line in the torpedo room, at the highest point of the fire control mast, or in the depths of the sweltering fire rooms. The intricate modern warship rounded the death knell of idleness and ignorance. A man to be of use in the navy today must be ambitious, intelligent and trustworthy in every sense. One who has not those qualifications soon learns that he must "back up" if he is to be part of the great machine of which we are so proud.

No factor has contributed more to the marvellous evolution of the navy

than the manner in which this particular man has bucked up and within a comparatively brief period changed the personnel of the sailors to as fine as that of any in the world.

Here is an example worth repeating. Six years ago an officer, who is now on board the cruiser Washington, was in charge of a liberty party of 250 men in New York who had shore leave for twenty-four hours. At the expiration of that time less than half of them were in a fit condition to return to the ship. They had gotten themselves into all sorts of trouble. Last summer the same officer took an equal number of men ashore at New York. It was a liberty party in exactly the conditions of the previous one. But it served to illustrate what a change had taken place in the navy in these comparatively few years. Every man returned to the landing at the appointed time. Instead of passing their time brawling about, as had been the fashion in the time before, it was ascertained that these men had attended theaters and gone to the museums—in short had seen the city in the way any ordinary red-blooded citizen might who had that interval to spend in New York.

Live Frog in Stomach Nearly a Year

A LIVE frog that crawled and clawed and croaked, lived for nearly a year in the stomach of Mrs. L. V. King of Dean Wood, a suburb of Washington.



After clawing away at the lining of the woman's stomach until it was raw with pain, almost strangling her as it climbed into her throat, and fairly reducing her to a living skeleton it was finally extricated by physicians of the Emergency hospital. They used a large pump.

The frog is now preserved in alcohol. It is a weak, colorless, wrinkled, shapeless specimen which bears a faint resemblance to the normal frog. Its legs are long and scrawny and thin as toothpicks. It measures, all told, about seven inches.

Just as it was breaking out of the egg, the tadpole was swallowed by Mrs. King in well water last August. Weeks passed before the woman realized there was some living animal in her stomach. She consulted doctors, but they laughed at her.

Last spring the frog, now reaching to its full growth, began to climb into her throat and nearly suffocated her. It clawed away at the membrane until she several times fainted with pain. Still the doctors, when she told them of her fears, laughed.

Two months ago Mrs. King declares the frog began to croak. She distinctly heard it many times and her relatives bear her out. That determined her to leave the physicians of Dean Wood severely alone and consult "city doctors."

She did so. She went to the Emergency hospital and the frog was pumped out of its hiding place.