

DESERVED RAISE IN SALARY.

Theatrical Advance Agent Had Neat Scheme That Brought Him Popularity.

The value of the ability to know faces and the names that go with them is a recognizable asset among salesmen and all people who have dealings with a large number of persons. An advance agent of a theatrical concern, finding that he was not gifted that way, hit upon a new scheme for helping matters along. Immediately after leaving a town he card-indexed every man with whom he came in contact—reporters, hotel men, managers and merchants. He wrote a short description of their facial appearance, together with some incident which occurred while he was with them. The next year, while on the train, he would study the cards relating to the people of the next town he was to visit. The result was that whenever he met a man he saw the year before he would say something like this:

"Why, hello, Jackson! The last time I saw you we were still laughing over that fellow who slipped on the ice with a pail of milk in his hands. I have thought of it a thousand times since." A raise in salary greeted the advance agent the next year, for he had every town his way long before the show reached it.

To Work and to Eat.

I hold, if the Almighty had ever made a set of men to do all the eating and none of the work, he would have made them with mouths only, and no hands; and if he had ever made another set that he had intended should do all of the work and none of the eating, he would have made them without mouths and with all hands.—Abraham Lincoln.

Character in Snub Noses.

In the matter of noses there are "snubs" and "snubs." Some of them belong to the peculiarly vivacious folk. Their vivacity is not always of the most agreeable kind, as they are frequently inclined to sacrifice other persons' feelings to saying "a good thing." Turn-ups are generally indicative of a merry disposition.

Well-Trained Memory.

"I do not recall anything on that point," said the witness. "Oh, you don't?" sneered the lawyer. "You'd better take memory lessons." "Excuse me," rejoined the witness suavely, "but my memory has been trained by one of the highest-priced lawyers in the business."—Philadelphia Public Ledger.

Element of Danger to Society.

The real danger to modern institutions is not in the difference in the size of fortunes or that some live in mansions and others in huts. The real danger is that the current of sympathy which should circulate freely among the entire citizenship is obstructed.

On Her Calling List.

Mrs. Flynn had just moved into the neighborhood and an old friend dropped in for a visit. "And are yer callin' terms wid yer next-door neighbor yet?" "Indeed O' am. O' called her a thafe, an' she called me another."

In the Nature of a Slur.

Sir Hubert von Herkomer says he once saw the reproduction of a picture called "The Coming Storm" advertised for sale in a shop window and under the title there were the words in large type: "Suitable for a wedding present."

Tailors Sympathize with Doctors.

The doctor is the last person whom the average man thinks of paying, and in this he has the entire sympathy of the tailor, who stands just next to him at the bottom of the bill file.—London Outfitter.

Fate Not to Be Avoided.

Fate is a mighty successful bill collector, and you are wise in paying your debt the minute it is due. If you wait for her to foreclose the mortgage she always adds the interest and costs.—John A. Howland.

Thinking One's Self Old.

If at 30 you expect to be an old man or woman at 55 you will be one, because the mind makes the material correspondence of whatever it sets itself permanently upon.—Health Record.

Can't Grow Two Crops at Once.

"The trouble with a lot of long-haired geniuses," Mr. Taukaway says, "is that the insides of their heads never produce as well as the outsides do."

Society's Selfishness.

Instead of sharing the burdens of city life we retreat. When the district in which we have built our factories becomes too crowded with workmen and the atmosphere too oppressive with smoke and odors, we withdraw to some quiet suburban town and think little of others that must continue to live their lives in our service and in the environment we have created.

WANTED TIME FOR THOUGHT. NOT A CORPOREAL DELIGHT.

Arduous Duties Before the Head of the House Required His Entire Attention.

The baby was ill, and the doctor ordered that he be taken to the sea. This involved the closing of the house until the little one should be well enough to return. After the wife had secured hotel accommodations by the long-distance telephone, the man of the house went to his room and slowly and thoughtfully spread the entire contents of his wardrobe upon his bed, that they might be convenient for his wife to pack.

He stood surveying them, deep in meditation, when his wife came into the room and began to speak to him.

He raised his hand rebukingly. "Don't talk to me now, Susie, don't talk to me! I have a great deal on my mind. If we are going to the seashore day after to-morrow there are many things to be done, and I must plan."

His wife, who had already telephoned the butcher, milkman, baker, grocer, expressman and ticket office, and given the maid a month's vacation and arranged with a relative for the care of the dog, gazed at him in silence.

"A great deal on my mind," he repeated. Then the interrogative nature of his wife's silence forced him to explain.

"You see," he said, "I have got to put a nail in the cellar window and stop the newspaper."—Youth's Companion.

Would Have to Take Roots and All.

She went into a Fifth avenue hair-dresser's shop to have her head shampooed. She wore her hair in a Psyche knot. The shampooer seemed to be a trifle rough, and finally her tugs at the Psyche knot became so forceful that the woman in the chair cried out in pain. "What are you trying to do; pull my head off?" she exclaimed. "I am trying to get your Psyche knot off," replied the shampooer, "but it won't come. How did you ever get it pinned on so firmly?" The customer almost shrieked: "Come off! Why, it's my own hair."—N. Y. Tribune.

Beetle Hunting in Queensland.

A reward of 1s. 3d. a pound was recently offered by the Queensland sugar planters, writes a Brisbane (Australia) correspondent, for beetles of the destructive sugar cane grub. Hundreds of men and boys have now taken up beetle hunting as a profession. One man earns £6 a week throughout the "beetle season," and the boys make from £2 a week.

Real Nature of the Kiss, as Viewed by a Writer Who Has Clearly Studied the Subject.

It is the fashion of the more bilious moralists to put kissing among the gross pleasures, with eating, yodling, snoring and the use of tobacco; but, as a matter of fact, it is not a corporeal delight at all, says a writer in the Baltimore Sun. Its sole physical accomplishment, indeed, is a sensation of suffocation, and this, as all will admit, is scarcely agreeable. No; the insidious charm of the pastime must be sought in its psychic effects—in its marvelous and delightful interference with the normal processes of ratiocination. A man kissed is a man transfigured and transmogrified. Let him be the worst of misanthropes before the sweet impingement of nose upon nose, and he may yet emerge from the turmoil a philanthropist. One kiss, properly stage-managed, is enough to transform a pirate into a poet, a politician into a philosopher, or vice versa. One small kiss, indeed, is sufficient to turn a proud, heaven-kissing bachelor into a servile married man—the most stupendous, antipodal and lamentable transformation possible, at this writing, in a mere human being.

NEWEST USE FOR NAIL FILE.

Guest at Philadelphia Dinner at First Caused Great Consternation by His Action.

A Philadelphia doctor has discovered a brand new use for a nail file which is likely to become much more prominent than the old use. A short time ago this doctor was a guest at a dinner in one of Philadelphia's most exclusive houses. When the last course had been served and the cigars were being passed the doctor reached down into his trousers and extracted a penknife. Slowly he opened a blade. Everybody gasped. Could it be that Dr. — would so far forget himself as to manicure his nails at the table? All watched with bated breath. Slowly the doctor reached out and secured a match which was near his place. Then he deliberately struck his match on the rough part of the nail file and lit his cigar. The suspense was over and the doctor had not committed the frightful breach of etiquette which his associates had feared. Now the custom is spreading fast, for it is less effort than it is to stand on one leg to strike the match on one's shoe, and decidedly more elegant than the time-honored method of striking it on one's trousers.

Probably True.

"Say," said the farmer, who was unloading potatoes at the grocery, "do you believe that story about little George Washington and the hatchet and the cherry tree?"

"Don't ask me," laughed the grocer. "Well, I think it is probably true. I've got a boy ten years old at home, and after he had teased me for a year or so I bought him a boy's ax."

"And did he cut down your favorite cherry tree?"

"He did a heap better than that. He cut down most of the apple orchard orchard."

"And did he tell a lie about it?"

"Nope. Owned up like a little man."

"And, like Washington, you praised him?"

"Unlike Washington, I didn't do any such blamed thing. I gave him a hiding on the spot, and have licked him once a day since and am going to keep it up until he is twenty-five years old."

Request for a Loan.

Hanging in our front hall was a large Japanese hat made of rice straw and the colored girl in the kitchen was preparing to go to a masquerade ball so we were not surprised when she sent the infant daughter of the house into the parlor Mardi Gras evening with the following note:

"Deer lady will you please mam lend me that hat that hing up in the frount hall please and let me have 25 c again —and this will be the last time I am going to worry you but please lend me that hat please mam this is the last time I am going to mass (mask) please lend me the hat please from Myrtle"

"Please lend me the hat."
"Answer soon."
"Don't come send me word."
She got the hat.—Houston Post.

First Fare on the Comet.

Dr. John Inglis remembers a conversation with an old gentleman who claimed to have been the first to pay passage money on board the first passenger steamer in Europe—the historic Comet. The voyage undertaken was from the Broomielaw to Dalmair—fourpence now by tramway car—and the fare was four shillings. It was taken by Henry Bell himself, the Comet was stopped and waited for half an hour till Bell and his passenger adjourned to an inn, where the first fare was the toast of prosperity to the pioneer passenger steamer.—Glasgow Herald.

The Hour Glass.

Instead of being obsolete and simply an interesting relic, the hour glass in various forms is a twentieth century necessity. A machinist authority points out that for such purposes as timing, hardening and tempering heats in twist drill manufacture, where seconds or minutes must be gauged accurately, nothing serves like the hour glass with the right amount of sand. Accuracy to fractions of a second can be had much more easily than by watching the hand of a watch.

GRADUATION

And Wedding Gifts!

A few suggestions along this line at this popular gift giving season might be of great assistance to the purchaser seeking something that will please. Bear in mind that we carry the choicest line all Gift Goods. Diamonds, Watches, Rings, Bracelets, Broaches, Cut Glass and Hand Painted China. From the large assortment carried in our stock you will find no difficulty in making a desirable present for any member of your family. Also a fine line of solid Silverware.

J. W. CRABILL,

Jeweler! Watchmaker! Optician!

For Blood Poisoning.

When it is found that blood poisoning has set in, or when it is feared, use the following: To the juice of half a lemon add one teaspoonful of sugar and half a teaspoonful of water. Take hot at a dose and repeat every 30 minutes for the first three hours, after that every two hours. A cure will usually be effected in a day.

Manhattan Indians.

The earliest notice we have of the island which is now adorned by New York City is to be found in Hudson's Journal. Manahata is therein mentioned in reference to the hostile people whom he encountered on his return from his exploring of the river and who resided on this island.

Make the Outlook Brighter.

Everyone knows the pleasure of receiving a kind look, a warm greeting, a hand held out to help in distress, a difficulty solved, a higher hope revealed for this world or the next. By that pain and by that pleasure let us judge what we should do for others.—Dean Stanley.

Cure for Pneumonia.

This remedy has been known to cure pneumonia after the patient had been given up to die. Apply sweet oil to the chest, then cover thickly with powdered lobelia, after which cover with several thicknesses of warmed flannel.

Dolls Are Matrimonial Agents.

Travelers through Servian villages often see dolls suspended in the windows of cottages. The dolls have nothing to do with child life but signify that a marriageable daughter or a widow lives in the house.

Progress.

It generally happens that along about the time one becomes able to recognize true art one loses the knack of being able to take advantage of business opportunities when they present themselves.

Fisherman's Luck.

"In the skillful handling of fine tackle lies a large part of the angler's enjoyment," says a current magazine writer. It's about all many of them get.—Boston Herald.

It's The Little Things That Tell

Most stores with any pretensions at all keep well stocked in the staple lines. The test comes when you call for the little things—the things rarely used. We pride ourselves on the completeness of our stock. A trial order will be appreciated and you may get a delightful surprise.

H. M. Soennichsen

TIME IS MONEY



We have more "time" than we really need, so propose to divide it with our readers. We still have on hand nineteen clocks like the illustration above. These little time keepers stand about 9 1-2 inches high, are handsomely finished in oxidized copper, are fitted with alarms, and are excellent timekeepers in every respect. If you want one renew your subscription for a year in advance and send us one new subscriber. Or, if preferable, renew your own subscription and pay 50 cents for the clock. This clock would sell regularly for \$1.50 or \$1.75. Order early as only a few remain.

The News-Herald.