



## Do you think enthusiasm is greater than laughter?



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### Men, Methods and Work.

The manager, for a very successful money maker, said that he worried over the big things, while his employe worried over the little things.

The manager got along with the employe and the details better than the proprietor did, but the proprietor got along with the whole business much better than the manager could. Some men can keep anything running lovely if some one else will only see that pay day is passed in good shape. The man able to attend to pay-day requirements might rattle the whole concern if he were to see to little things.

A man able to make a hundred dollars an hour may be able to hire for a hundred dollars a month a man who can do some things better than the employer can do them.

Few are able to get a living doing just what they want to do, and very few are willing to limit their efforts to the things they can do the best.

One man told me that more men failed in his line of work for lack of ability to handle men than for any other or all other reasons.

Few men know how to interest, animate, educate, and keep on good terms with other men. In some cases the more you know the more in the background you have to go, due to it being to having more knowledge than skill.

In one case, of an unpopular foreman going on a vacation and a popular workman taking his place for the day, the product was over twenty per cent more than usual.

If ten thousand men of all kinds should find themselves out of work, one might create ideas, another execute them, another organize and manage the others.

Some could do some parts of the detail work twice as well as some of the others could. One would be a good buyer of material and another a good collector of accounts.

Some would win honors and some would get disgraced, but they would finally drift or climb, fall or jump, to positions just as we find them to-day.

Only this difference—the successful might make better use of their success and the failures profit by their expensive experiences more than they have been doing during this century.

If this possibility were to be accomplished the next century would be more than a hundred years ahead, and the common humdrum life would be quite ideal.

If our best intelligence were to accompany our every action much would be done. We all know why things are not better than they are.

### Sunday Recreation.

Statistics say that Monday is the careless day of the week and the day for mistakes and accidents. This must be due to people using Sunday to get untuned rather than to become better tuned. How is it with the violin and strings? Is it better to loosen the strings when not in use or should the instrument be kept all the time in tune? I may select Sunday for a subject in order to learn how to use the day to my profit. I heard Moody say that he had learned by experience that he could not preach seven days a week and keep free from headaches. The teacher and preacher live the longest of any class of workers, so the hint from Mr. Moody is worth remembering. What do you know about Sunday recreation?

### How Is This?

Mistakes may be due to coaxing a person to promise or try to do something not possible for him to accomplish. Weak people are easy promises and some people can coax the edy is a's out of the bushes; so every I pen you your heart beats some one has of mine had a do an impossibility, and months old. It

and the parents die to bad example. Can give it. I suggested no is careless have get a bottle of Cha are careful? Can a Remedy and put sleep good workers under treat the baby was sth of time? If as I doubt cure the child in every hundred brought about a gem think on the last ques-the baby." This r

Odendahl Bros. says: "The three de-lawyer's progress are getting honor, getting hon-

Questions. Can you report something which was fine in theory but a fizzle in practice?

What is your remedy for serious trouble due to foolish sport? What have you learned by expensive experience?

What do you want to know which you would be willing others should know?

Are you willing to join us in building lighthouse thoughts on life's dangerous rocks?

Are little errors the sources of big mistakes? Can you recall a laughable laugh-ast event?

Have you a record of a fakir's funny reasoning? How could the accidents you know about have been prevented?

Have you spoken to a stranger while thinking him an acquaintance?

Have you been injured while watching to see if some other person would get injured?

Can you think of a good illustration of profitable politeness?

Old or new or both. What are two or three of the difficulties you have to contend with in your work?

### Lending Money.

Years ago I read that a young man should be satisfied with a low and safe rate of interest and take the advice of those more experienced—to not know it all. I have been very fortunate in not losing money lent to friends. Frequently I give small sums to old friends who are now deadbeats and wish to borrow for a few hours or days. I never get such sums back and never expect to when I let it go. But whenever I have lent \$50, more or less, to a friend and expected it back it has come. I think this is due to my use of a discriminating judgment before lending. Once it cost me a good deal over a thousand dollars cash to disobey my better judgment and go into a s'—line business with a friend. I did not get the counsel of those to whom I should have gone, and I refused to follow my own feelings. I was "roped" in by talk.

### Health Helps Money Making.

I began talking with a man soon after we left the morning train, and some remark brought up the subject of his health.

He said: "I have not been feeling well for three weeks."

"Your health is generally good, isn't it?"

"Yes, I am usually as strong as an ox, but I have been working too hard and I wish my vacation came to-day in place of a month to-day."

"How to take care of yourself while you overwork is a pretty good subject to study."

"Yes, I should say it was. I sleep pretty well, although I dreamt last night that I was a cashier in a bank and was taking an inventory of the stock when the papers in the safe caught fire."

### The Man Himself Studies.

"What is the cause of criminal carelessness?" Two years ago a man asked me the above question. He had been having trouble and I have been thinking about the subject ever since. It may be due to ignorance. Some claim that people are not as good nor as bad as they appear to be—if we knew more we would be better. But we will know more if we are any good and have our goal in the right place. The idea that experience is a dear school but fools will learn in no other, might be revised to read: It is a wise man who learns by experience; fools never learn. Though a man is not to be blamed for being born ignorant, he can be blamed for remaining ignorant, and continued or repeated carelessness may be called criminal.

### One's Sphere of Usefulness.

One of the most important things for us to learn early, is what we are able to do and not to do. As for myself, I believe I was born without a sense of money value, and as I look back and note my expenditures and investments, I feel that I might have had a nice little property to-day had I put my wasted dimes and dollars regularly in some trustworthy place. It has taken me a quarter of a century to recognize my inability to lend money commercially, or in a wise way socially, and I feel like saying to all young people the quicker you can find out what you can do well, and what you are unable to do well, the better it will be for you.

### Hard to Believe.

1. That any one would try to start an orchard by planting dried apples.
2. That any one would stock a mule stock farm with mules.
3. That people would make a hole in the ground to fill another and keep on till they ran the hole out of town.
4. That a man would move his office furniture and also his telephone without notifying the telephone company and then complain to the company that the telephone was no good—that it has not worked since he moved. But this last act is on record and duplicated.

# OVER THE TEACUPS

### Raspberry Tartlets.

Line some patty pans with good pasting, then spread a layer of raspberry jam. Make a cake mixture with two eggs and their weight in sugar, butter and flour. Beat the mixture thoroughly and put a good heaped teaspoonful into each patty pan. Bake in a quick oven, and directly they are cooked, put on the top a teaspoonful of raspberry icing.

### Gown for Early Fall.

Gown of blue satin-finished vicuña. The skirt is plaited over the hips, and has a little plain yoke bordered with a band of the material. It is trimmed at the bottom with a wide band of lace.



forming scallops at the top, and bordered and trimmed with bands of the plain cloth.

The blouse has a little corselet corresponding with the hip-yoke, the two separated by a girde of dark blue liberty. The large cape collar is trimmed with the lace and cloth bands like the skirt, and is fastened a little on one side with a motif of taffeta. The pinstriped and the full sleeves are of lace, the latter finished with deep cuffs of the same encircled with bands of the oth.—Le Guide des Couturieres.

### Pink Voile and Lace.



Costume of pink voile trimmed with bands of lace insertions and tucks. Cravat of pink and blue crepe de chine, with silk fringe. Hat of pink tulle.

### Elaborate Imported Gown.

An imported gown of reseda velvet has the skirt trimmed with bands of broadcloth in the same shade. The blouse bodice has a trimming of Persian embroidery, and it is made to close on the left side. It is shirred over the shoulders, the shirring extending to the sleeves, which are very full. The yoke and the under-sleeves are of white lace over pale green silk, and the top of the collar is of the same.

### For a Knockabout Suit.

A coarse scouring serge, in ivory white or navy blue, is the leading fabric for the useful knockabout suit. The skirt is invariably fashioned of serviceable walking length, while the corsage takes, as a general rule, a bolero movement, though many most successful costumes are completed by blouses Russian or sailor bodices.

## Informal TALKS

Pretty figured silks may be picked up at bargains now for house gowns later on.

Kerosene will last longer and produce a better light if a lump of salt about the size of a walnut be placed in the reservoir of the lamp in which it is used.

Chairs should be chosen for comfort as well as for appearance. The fragile ones that look as though they would collapse if a substantial person sat on them should be abolished from the modern home.

When making cakes, try greasing the pans with olive oil instead of butter. You will find that the cakes turn out better.

Stains on knives, however obstinate, will disappear if rubbed with a piece of raw potato dipped in brick dust.



White promises to continue a winter fad.

A wreath of green is worn on elaborate coiffures.

Sleeves grow more voluminous from elbow to wrist.

Petunia is to share the fuchsia rage in autumn colors.

Bunches of red and white currants are a feature of the new millinery.

In evening and tea gowns the fashions of the first empire are followed.

A trimming of black velvet bows is one of the prettiest of quaint revivals.

A jeweled band of lace, fitting snugly like a dog collar, is worn with evening dress.

Accordion plaited skirts and waists are one of the loveliest fashions of the hour.

Jeweled reticules of golden links are carried at garden parties, theaters and all fashionable gatherings.

The newest touch is to turn the deep shoulder collar up on each side upon the shoulder as though to leave the arms free.

### Peach Pudding.

Pare and slice six ripe peaches; add to them one pint of sweet milk, one-half cupful of bread crumbs, two-thirds cupful of sugar, three eggs, yolks and whites beaten separately, a pinch of salt, and one-half teaspoonful each of cinnamon and nutmeg. Stir all together, then turn into a buttered pudding dish and bake till set. Serve hot with hard sauce or cold with sweetened cream.



To remove mud stains from dark dresses dissolve a little carbonate of soda in water and wash the stains with it. Spots may also be removed from black dresses by washing with a very weak solution of ammonia.

Irons should always be kept in a dry place. A convenient thing to keep under the set tubs or in some other out-of-the-way corner is a soap box, into which may be placed the flat irons, holders, stand and wax cloth when not in use, says the Chicago News.

### Owen Daw Corn Bread.

Take two teacups of boiled hominy and while hot mix with it a very large spoonful of butter; beat four eggs very light and stir them into the hominy; add a pint of milk, gradually stirred in, and a half pint of white corn meal; salt. The better should be of the consistency of boiled custard. Bake with a good deal of heat at the bottom of the oven and not to much at the top. The pan should be deep. This bread is often baked in a milk pan.

### FALL GOWNS FROM PARIS.



The gown at the left is of blue serge or cloth. The bolero is composed of many bands of the cloth, some finished at the ends with buttons, and is trimmed with colored galloon, of a sort of basket, or matting, weave. The collar and cuffs are of ermine, the cravat of black satin, and the draped girde of blue velvet. The skirt, of walking length, is plaited all round to a plain hip yoke. The right-hand gown is of gray cloth. The bolero and odd sleeves, loose on the outside, are trim-

### For the Hat Season.

When one's millinery shows the ex-ercise of taste and thought it does a great deal toward beautifying a woman's face, and when it becomes merely a matter of display it loses its charm. The hat should be in harmony with the costume of the individual, or make artistic contrasts. The colors should also suit the complexion, and its shape be appropriate to the face. There are very few women who look well in every style and color. A becoming hat is the most beautiful ornament a woman wears.

### White Cloth Mantle.



Mantle of white cloth incrustated with heavy guipure of yellowish shade, fastened by a button covered with guipure.

### Pretty Petticoats.

As to the shape of the popular petticoat, it is little changed, though the widening of the outside skirt must naturally soon effect an increase in the under one. The best gown skirts in the market are already very full in the back, and it is predicted that petticoats will soon be as wide as they have lately been narrow.

Meanwhile, as everything is done to preserve the umbrella look of the get-up, some of the tricks employed to achieve slimmness are worthy of study.

Where the thickness of the outside skirt admits of it many stoutly built figures go entirely without petticoats.

### Cloth and Chiffon.

Cloth and chiffon seem an incongruous combination, yet they are occasionally made to harmonize perfectly. A plum-colored cloth gown is described with bodice and voluminous sleeves of chiffon of the same shade, both being trimmed with applications of leaves formed of the cloth. Plum color, by the way, is to be much seen in the autumn. It is one of the colors peculiarly suited to be worn with rich hued autumn. Like brown and crimson, it tones in with the season.

### Athletic and Aesthetic.

The athletic girl's corset is a comfortable girde made of broad linear tape, stitched stoutly at every seam. This allows freedom of movement and improves one's carriage considerably.

### PROSPERITY IN NORTHWEST.

Mitchell, South Dakota, Sept. 30.—The South Dakota idea this year is to emphasize the riches of this state. When it is confidently stated that this year for the sixth consecutive year South Dakota will lead all other states in the greatest per capita wealth, it can readily be understood why South Dakota is ambitious to advertise its crops and resources.

The report of a fortnight ago regarding the heavy fall of snow and damage done to the crops by frost, now appears to have been a false alarm. This is the judgment of a party of newspaper men and representatives of the Chicago, Milwaukee & St. Paul Ry. who have made a trip of more than 1,200 miles through the state during the last ten days. The greatest estimate of damage that is now made by those in a position to know is, three per cent damage to corn crop of the state. In the rich agricultural section, in the valley of the Missouri River, crops appear to splendid advantage. Occasionally one finds fields where there has been perhaps too much water and the crops are somewhat late, but this is the exception.

The following is a conservative estimate of the products of the state and their value for 1903:

Product	Bushels	Value
Wheat	50,000,000	\$35,000,000
Corn	90,000,000	21,000,000
Oats	30,000,000	11,000,000
Barley	11,000,000	4,500,000
Flax	1,000,000	2,000,000
Rye	1,500,000	650,000
Live stock		32,000,000
Dairy and creamery		7,000,000
Eggs and poultry		6,900,000
Hay		12,000,000
Wool and hides		1,800,000
Garden products and fruits		4,000,000
Minerals, stone and cement		12,000,000
Total		\$146,450,000

While corn is the second product in total value, the 1903 crop shows an increase of about thirteen and a half million bushels over the crop of 1902. At the rate corn is being increased in acreage, the prediction that corn will be king in South Dakota within a few years, seems to be reasonable. The total production of new wealth for 1902 was \$119,949,000. The increase of nearly \$27,000,000 of this year is sufficient answer to the derogatory reports about the state that have appeared within the last fortnight.

Perhaps a stronger argument in favor of the state is shown in an examination of the bank deposits. In July, 1901, South Dakota banks had deposits amounting to \$14,000,000.00; on July 1, 1902, these amounted to \$30,000,000.00, and on July 1, 1903, to \$32,000,000.00.

In addition to the money in corn, wheat and the gold of the Black Hills, which has been termed the richest one hundred square miles in the world, there is good money in South Dakota cattle. Men who have come to South Dakota without money, and who now count their dollars with five figures, say that raising cattle is the only business in the world for which a man can borrow his entire capital. It is a fact that South Dakota banks are glad to help any honest, industrious young man, who comes well recommended for his commercial integrity, in cattle business and accept his cattle as collateral. A banker of Ipswich told your correspondent that during twenty years of such loans he had not lost one cent and he could name by the score young men who had secured from South Dakota banks the price of their first herd of cattle.

A visit to the cattle ranch of Lee & Prentiss near Vermillion, S. D., was one of the interesting features of the above mentioned trip. Lee & Prentiss are the largest cattle breeders in South Dakota. They exhibit with some pride, among their valuable short-horns, a two-year-old heifer which recently took sweepstakes over the winner of the sweepstakes at 1902 International Live Stock Exposition at Chicago. Other short-horns have just returned from a very victorious tour among inter-state and county fairs, winning eight first prizes at Sioux City, eight at Yankton and six at Huron. There are other stock farms in the state that show blooded cattle not far behind these prize winners.

A large number of the farmers and stockmen, as well as a majority of the South Dakota editors have been in attendance at the Corn Palace at Mitchell during the last week. The South Dakota Commission to the St. Louis Exposition has just decided to reproduce the Mitchell Corn Palace at the South Dakota exhibit, and visitors to St. Louis will have an opportunity to see a building 140 by 100 feet, the exterior of which will be entirely constructed of corn.

Like other South Dakota towns, Mitchell is showing considerable prosperity and enterprise this year. The cornerstone of the \$40,000 city hall was laid last week; the walls of a \$50,000 hotel to be built of stone and steel are up above the first floor; a Carnegie library has been built at a cost of \$15,000, and a score of smaller buildings are under construction, and improvements and pavement of streets are under way. As an especial reason for such a fine showing at this time, the last legislature of South Dakota agreed to submit to voters of the state in November, 1904, the question of moving the state capitol from Pierre to Mitchell. The people of the latter town, backed by a goodly number of those in the most thickly populated portions of the state east of the Missouri River, and in the Black Hills, who will find Mitchell more accessible than Pierre, have already under way a lively campaign by which they expect to secure the capital in November, 1904. The reproduction of the Mitchell Corn Palace at the St. Louis Exposition is regarded as a big card in their favor.

People whose nerves are on edge are incapable of cutting much of a figure.

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