

Delicious! "SALADA" CEYLON TEA is unique in flavour, quality and richness of infusion. NEVER SOLD IN BULK—Salada Tea Co., 100 Hudson St., New York.

REJECTED NINE TIMES. Miss Who Wanted to Go Finally Gets Into the Army. COLUMBIA, Ind., Nov. 7.—Narris E. Gannon's tenth attempt to break into the army has proved successful.

If He Were 21 Again, Says Business Veteran, He'd Take No Salaried Job

The Three Stepping-Stones to Success of William Maxwell Are Independent Initiative, Honesty and Personality—Believes Young Men Starting in Life Should Go Out for Themselves.

Marguerite Mooers Marshall. "THE three stepping-stones to success are: independent initiative, honesty and personality."



That makes friends, there is a better chance of success to-day than ever before. "It is nonsense to say that all the fortunes are made and all the opportunities seized. The fact that the world is richer now than at any past time means simply that there are so many more openings for the ambitious youth who can take advantage of them."

OPPENHEIM, COLLINS & CO 34th Street, New York The Season's Most Important Suit Sale Thursday At Extraordinary Reductions 195 Women's and Misses' Highest Cost Exclusive Suits Custom-Tailored or Richly Fur Trimmed Formerly sold to 65.00 Reduced to 38.00

continued, "I should work and read and hunt for Opportunity, not wait for it. I don't believe that Opportunity ever knocks at anybody's door, not even the fabled one time. You must lurk in the shadows along the path that Opportunity takes and seize her as she hurries by."

THAT was how Mr. Maxwell expressed the importance of his third stepping stone, "Personality." "If I were twenty-one again, I should want to be able to say hello to every bum in town, and I should want them to smile and say to me: 'Hello, cap, how are you to-day?'"

MAYORS ELECTED IN NEW YORK STATE.

- Troy.....C. F. Burns (Dem.) Gloversville.....Abram Baird (Rep.) Johnstown.....C. W. Smith (Rep.) Rome.....H. C. Midiam (Dem.) Poughkeepsie.....R. F. Butts (Dem.) Oswego.....J. J. Fitzgibbons (D.) Buffalo.....George S. Buck (Rep.) Rochester.....H. H. Edgerton (R.) Little Falls.....A. Zoll (Rep.) Olean.....F. Studholme (Rep.) Salamanca.....Emmet E. Warn (D.) Fulton.....Victor C. Lewis (R.) Kingston.....F. Canfield Jr. (Rep.) Elmira.....H. M. Hoffman (R.-F.)

ACTRESS TELLS SECRET A Well known Actress Tells How She Darkened Her Gray Hair With a Simple Home Made Mixture. Miss Bueche Rose, a well-known actress, who darkened her gray hair with a simple preparation which she mixed at home, in a recent interview at Chicago Ill., made the following statement: "Any lady or gentleman can darken their gray hair and make it soft and glossy with this simple recipe, which they can mix at home. To a half pint of water add 1 oz. of bay rum, a small box of Barbo Com-pound, and 1 oz. of glycerine. These ingredients can be bought at any drug store at very little cost. Apply to the hair twice a week until it becomes the required shade. This will make a gray haired person look 20 years younger. It makes the hair soft and glossy, is not sticky or greasy and does not rub off.—Alet.

Highest Class Talking Machine In The World THE INSTRUMENT OF QUALITY Sonora CLEAR AS A BELL The Assistant Music Master THE Sonora, because of its extraordinarily clear, rich, natural tone, is widely used by singers who find it useful to compare their voices with those of world famous artists; by students of the piano and violin to get the correct tempo and expression, and as a partner for duets. At the Panama Pacific Exposition Sonora won highest score for tone quality. \$50 \$55 \$60 \$80 \$105 \$110 \$140 \$155 \$175 \$200 \$250 \$375 \$500 \$1000 Sonora Phonograph Sales Company, Inc. GEORGE E. BRIDGEMAN, President Fifth Avenue at 53rd Street 279 Broadway at Reade Street 50 Broadway (Standard Arcade) Brooklyn: 1285 Fulton Street Open evenings

SPEAR & COMPANY Uptown—22-24-26 West 34th St. Downtown—6th Ave. at 16th St. Four Days of Big Specials Starting to-morrow at both Spear stores in every department you will see a most extraordinary "let-go" of furniture values. Just a few of the values are illustrated here. Come and see how exceptional they are. Every article offered in this sale has some special extra good quality to recommend it to you. Use our Charge Credit Plan and take 6 months, a year or longer to pay. This Week \$1.25 Weekly DELIVERS The \$89.25 Model Columbia Grafonola With Record Ejector and 12 Columbia Double Disc Records (24 selections) of your own choice. Total Purchase \$98.25

Yuban is always the same

YUBAN is always the same. Since the first package was put on the market there has been no variation in the quality. The most critical expert could not tell one package of Yuban from another. The greatest possible care is taken to keep Yuban the same. The coffee you drink today is roasted under as careful supervision as the first 250 pounds prepared for private distribution. Day after day, year in and year out, you can have the same rich flavory drink with no variation. What a satisfaction it is to know you can absolutely depend on your coffee; to know you can always have this same delicious flavor. Serve Yuban today. Know the satisfaction of getting good coffee every time you make it.

GRAND RAPIDS FURNITURE CREDIT TERMS \$3.00 Down on \$50.00 5.00 " " 75.00 7.50 " " 100.00 10.00 " " 150.00 15.00 " " 200.00 25.00 " " 300.00 FREE BRASS BED With Every Purchase of \$75.00 1.00 A WEEK OPENS AN ACCOUNT Open Monday & Saturday Evenings 104 ST. L. STATION AT CORNER FISHER BROS COLUMBUS AVE BET. 103 & 104 ST

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