

Their Married Life

By MABEL HERBERT URNER

The center aisle bargain counter was strewn with a tumbled mass of beaded ornaments, buckles, tassels and remnants of braid and fringe. Over this alluring assortment was the placard:

Sample Lot of Dress Garnitures
1-3 Former Price

Mrs. Stevens paused, glanced appraisingly over the counter, and picked up a card of dangling jet pendants marked from "75c" to "15."

"Those are awfully cheap," musingly; "If one could only use them."

"But you never wear black," disapproved Helen, knowing Mrs. Stevens' weakness for useless bargains.

"That's so," reluctantly. "Oh, look!" holding up a remnant of crystal bead fringe. "Isn't this the very same that's on your blue gown?"

It was the same—Helen saw that at a glance. It was a short end, pinned on the board that had held the original bolt, marked "\$2.50 yd.," but the remnant was ticketed "3/4 yd. 45c."

Helen considered. She had been wanting to make over that gown—to get more chiffon for a draped overskirt—and with this extra piece she would have enough of the fringe to edge it.

"Well, I want two of these, anyway," Mrs. Stevens had ferreted out a card of rhinestone buckles. "And here's some crystal ornaments to match your fringe—you're foolish if you don't take them."

There were three on the card, reduced from \$1.50 to 29c. each. Helen had never cared for dangling passementerie, but as these ornaments matched the fringe the possibility of using them was tempting.

"Do you know, I think they're manufacturers' samples," said a woman, hovering over the counter on the opposite side.

"Well, they're cheap enough, whatever they are," agreed the woman with her. "If you see another tassel like this, I want it."

Mrs. Stevens nudged Helen with a whispered "That's just what they are—manufacturers' samples. That's why they're so cheap."

There is nothing that so appeals to the feminine bargain instinct as "manufacturers' samples." The very phrase implies cheapness, because there are only a few of a kind.

An Orny

Before they left that counter Mrs. Stevens spent \$4.75, and Helen, under her insistent urging, \$3.39, for a variety of buckles, bead ornaments and remnants of fringe. It was a real orgy of bargains.

Helen had always prided herself on never buying a thing merely because it was cheap. She had never spent her money or cluttered up her home with a lot of useless "bargains." Yet, excepting the fringe, she had no definite use for any of these things, and she had hardly room for them, and her package before she regretted her purchase.

"Now, let's see," Mrs. Stevens glanced at her shopping list. "Oh, yes, let's go to the corner. I want to get one of those faced-front hip confiners. Here, we can take this elevator."

But even the allurements of the corner department failed to take Helen's mind from her reckless purchases. She could hardly wait to examine them, to try the effect of the beaded ornaments on her blue gown.

When she finally reached home, without waiting to take off her things, she tore open the package.

Oh, why HAD she bought them? Excepting the fringe and those three beaded ornaments, there was not a thing there that she could ever use!

When she got out the gown she saw with sick dismay that the beads in the fringe were a cream white, while those in the remnant she had bought were a blue white.

So the fringe was useless! Useless, too, were the three ornaments, which now looked tawdry and would cheapen the whole gown.

The two other ornaments, that Mrs. Stevens had insisted she could use on "something," were even more garish, as the beads were iridescent, and the rhinestone buckles were cheaply made. Even as she handled them one of the stones came out.

Helen sat on the bed looking wretchedly at the glittering fripperies. They suggested all the glaring tawdriness in dress that she so hated.

And she could not return or exchange them, for the placard over the counter had said "These sales goods are not returnable."

Never again would she go shopping with Mrs. Stevens; she could afford to indulge her bargain hunting instincts, but Helen could not.

Now that she had to send half of her monthly allowance to her mother, it seemed almost criminal for her to buy such things. She bit her lip as she looked at the baubles, whose very glitter was offensive. What could she do with them? Every time she saw them they would be a hateful reminder of money thrown away.

Past Mending

"Is this worth mending, ma'am?" Mrs. O'Grady appeared at the door,

holding up one of Helen's night gowns with the lace yoke almost in pieces. It was past mending.

"No, I guess not. You can give it to Nora for dusters." Then, as Mrs. O'Grady started out, "Is Edna better to-day?"

"Oh, yes'm. I'm hopin' she kin go to school to-morrow."

It was because Edna was sick that her mother had done only half a day's washing yesterday, so she was finishing up this afternoon.

Helen looked after Mrs. O'Grady with a sudden inspiration. Wouldn't she love these bead ornaments for the white silk "graduation dress" she was making for Edna? They would not be appropriate, of course, but Mrs. O'Grady had a marked fondness for overtrimmed, gaudy clothes.

Taking two of the ornaments and a rhinestone buckle, the one with the stone out, Helen impulsively ran out to the kitchen.

"Oh, Mrs. O'Grady, I thought you might use these on Edna's graduation dress. And here's a buckle—it'll be pretty on a hat for you."

At least she had got rid of some of them, and profitably, too, reflected Helen, for next week she would put in that pair of blankets. Mrs. O'Grady was always amiable after something had been given her, and she would wash the blankets now without grumbling.

It was later in the afternoon that Helen chanced to be in the pantry and overheard from the kitchen her own name in Mrs. O'Grady's shrill voice.

She Overhears

"Oh, I'll have to take 'em home; she'd be made if I don't. But the idea of her thinkin' I'd put them things on Edna's dress. I washes for my livin', but I know what's what. Now, Mrs. Martin that I washes for on Tuesdays, you ought to see the things she gives me. Just last week she brought out an elegant waist that—"

Helen waited to hear no more. With burning cheeks she ran back into the sitting room. That insolent woman? That she should dare speak of her like that! Never—NEVER would she give her another thing.

She had spoiled her—she had been too good to her. She thought angrily of the blankets she had not put in this week for fear of making the wash too heavy. She would put them in next week—and the bedroom curtains, too. And if she grumbled—well, there were plenty of other washerwomen.

The thought of Mrs. O'Grady and Nora "talking her over" in the kitchen made her wild. She almost wished she had stayed to hear what Nora had said; then her cheeks flushed deeper as she thought how contemptible was eavesdropping on one's servants.

For the rest of the afternoon Helen was in a very unhappy mood. Besides having the unpleasant reflection of having thrown away \$3.39 on some tawdry ornaments she was incensed with the rankling memory of Mrs. O'Grady's sneering comments.

Fortunately, Warren came home in high spirits. He had had a good day and was quite talkative at dinner, so Helen's depression was not noticed.

"What's that cat got?" he demanded suddenly.

Pussy Purr-Mew was playing romps with something in front of the sideboard. Now she was rolling over with it between her paws. It was something that glittered.

Helen, who was serving the salad, watched her listlessly. But Warren pushed back his chair and started up with an energy that made Pussy Purr-Mew drop her trophy and dart guiltily away.

"Must be some of Nora's finery," as Warren picked it up with a puzzled frown. "In a startled glance Helen saw that it was one of those bead ornaments, that awful iridescent one. As he started out to the pantry to give it to Nora Helen stopped him with a hurried "No, no, dear, it's not Nora's—it's mine."

"What in thunder— Looks like a Christmas tree!"

"Oh, I know," faltered Helen. "It's AWFUL! I—I bought it to-day. They were having a sale at Werner's. Mrs. Stevens bought a lot and I—I did too!"

"Oh, I don't know when I ever did such a foolish thing. It's awful—I KNOW it's awful," as Warren viewed it with a derisive grin.

"Pretty bad," cheerfully. "How much?"

"Twenty-nine cents," faltered Helen.

His Little Joke

Warren drew out a handful of change and tossed across the table a quarter and a five-cent piece.

"Good!" Helen took it. "Worth thirty cents to me, all right!"

Helen looked her bewilderment. "To keep you in order! Next time I buy anything like that Chinese vase you made such a row about I'll just dangle this before you as a little reminder that you've a pretty rotten taste yourself."

EVERYBODY LIKES THE BAND.

Richard Kilgore, assistant manager of the Colonial Theater, at the corner of Third and Market streets, has been receiving many compliments of his wonderful achievement in putting together a boys' band in Harrisburg. The Colonial Kids have been giving concerts at the Colonial Theater since Monday. They will terminate a three days engagement to-night, after filling the headline position quite as successfully as some of the old and tried vaudeville acts that have reached the top of their profession. There are 40 boys in the band, and their concert has been much enjoyed. There are vaudeville acts and pictures on the bill with them, and there is no increase in the Colonial's regular prices. The weekly Wednesday night amateur feature has been suspended for the summer and the price to-night will be the same as other nights.—Adv.

DEATH OF MRS. JACOB H. LEBO

Special to The Telegraph

Harrisburg, Pa., May 20.—Mrs. Jacob H. Lebo, 60 years old, died at her home in Market street Sunday night. She was ill for four years from paralysis. She is survived by her husband and two sons, Cawin and Ervin, of this place, and three brothers and two sisters. The funeral was held this morning at 10 o'clock at the house, in charge of her pastor, the Rev. D. W. Bickler, of Trinity Reformed Church. Burial was made a Killinger.

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HARRY M. HOFFMANN
(Successor to J. J. O'Connell)
UNDERTAKER
610 NORTH SECOND STREET

Fifth Annual Reunion of Blauch Clan at Hershey

Special to The Telegraph

Palmyra, Pa., May 20.—Officers and members of the Blauch Reunion Association of Eastern Pennsylvania met at the home of the president, Z. H. Blauch, at Lebanon, and plans and arrangements were made to hold the fifth annual reunion at Hershey Park, Hershey, on Saturday, June 13. A program of great interest will be rendered. There will be music, recitations and addresses by members of the Blauch clan. As no personal invitations will be sent out this year, this notice is to be considered as an invitation to each and every member of the Blauch family.

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One of the big advantages of this co-operative plan (to you, the buyer) is in the easy terms; Compare these terms with regular terms

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SUPPOSE you have now come to the point of putting a piano in your home. You start out to look at pianos.

In the first store you come to—they will evade the question altogether when you ask the terms on this or that piano. On the other hand, they will QUESTION YOU—with the view of finding out just how much you can pay. In other words they will try to get the highest terms you will agree to pay.

At the next store you visit—they may not quibble about the TERMS. When you have found a piano, however, of a grade and quality to compare favorably with these we are selling through this co-operative plan, you will be asked to pay twenty-five dollars cash and ten, twelve or fifteen dollars a month. Under NO circumstances will the terms be LESS THAN FIFTEEN DOLLARS CASH and TEN DOLLARS A MONTH.

In still other stores you may find pianos at "a dollar down, a dollar a week." But look them over. They are "DOLLAR DOWN AND DOLLAR A WEEK" pianos.

Now come to see THESE PIANOS: Look at THEM There is NO UNCERTAINTY about the PRICE on THESE pianos. IT IS MARKED IN PLAIN FIGURES on each and every piano.

There is NO HESITANCY about the TERMS. They also ARE MARKED IN PLAIN FIGURES.

The proposition has been carefully THOUGHT out and WORKED out.

The PRICE has been MADE AS LOW as the most thoroughly organized and most economical selling methods permit.

The TERMS have BEEN MADE AS EASY, and the time in which to pay has been MADE AS LONG as the small profit will justify.

You pay only five dollars as an initial payment, which is immediately placed to your credit and ensures IMMEDIATE DELIVERY of your instrument.

This leaves a balance of two hundred and forty-three dollars and seventy-five cents to be paid, which you are permitted to pay in one hundred and ninety-five weeks at one dollar and twenty-five cents a week. THIS is progressive merchandising. It is a combined effort on the part of the manufacturer and the seller to make TWO buyers where there used to be but ONE, through the strongest incentive known—that of a GREATLY LESSENERED PRICE and GREATLY LENGTHENED TIME in which to pay.

Through his co-operative effort we are offering to three hundred persons a piano for two hundred and forty-eight dollars and seventy-five cents, the same as has been selling for years at varying prices from three hundred and fifty to four hundred dollars. They are offered at ONE STABLE PRICE and that the LOWEST at which such pianos have ever been sold. The price has the advantage of not only being the LOWEST, but it is the UTMOST price, as well. For when you have paid the two hundred and forty-eight dollars and seventy-five cents, there are then NO FURTHER PAYMENTS staring you in the face. No interest—no extras bobbing up—but just one low, stable and ABSOLUTELY FIXED PRICE of two hundred and forty-eight dollars and seventy-five cents COVERING EVERYTHING.

This plan makes it as easy to own as to rent a piano

After reading over this plan; after digesting it thoroughly—can't you see the ease with which you can own a piano?

Can't you see that you can own your own piano as cheaply as you can rent the "other fellow's"? Can't you see the ease with which you can educate your family, musically?

Who should take advantage of this plan

- (1). Any Sunday School, Lodge, Society, Class, Club or Association which can use a piano to advantage. An assessment of only a penny or two a week from EACH MEMBER will meet the dues.
- (2). Music teachers—even those who may now own OTHER PIANOS, and especially those who are just beginning.
- (3). Piano students will find this an EXCEPTIONALLY fine practice piano, and of greater value in exchange IN PROPORTION TO WHAT IT COST, than any other piano in which they can possibly invest.
- (4). Young persons, who through one cause or another, are obliged to buy and pay for their piano, if they ever expect to own one.
- (5). ANY one and EVERY one who is now RENTING a piano.
- (6). Theatres, moving-picture shows, and other places of amusement cannot possibly make a better investment than in one of these player-pianos.
- (7). Bachelors should put one of these player-pianos in their dens. There are TWO STYLES especially suited to this use.

Let us show you something:

Suppose you bought a piano in the REGULAR way—paying ten dollars a month for it. Add to THIS ten dollars—an additional FIVE DOLLARS a month—AT LEAST—for piano lessons. This makes fifteen dollars a month you will have to invest for music—for at least TWO AND ONE-HALF TO THREE YEARS.

125
1 week

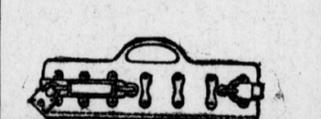
The initial payment necessary to obtain one of these pianos is FIVE DOLLARS. The five dollars is deducted from the price—leaving TWO HUNDRED AND FORTY-THREE DOLLARS AND SEVENTY-FIVE CENTS to be paid AT ONE DOLLAR AND TWENTY-FIVE CENTS a week, with NO INTEREST or further payments of any nature.

But buy your piano on THIS CO-OPERATIVE plan and it will cost you but one dollar and twenty-five cents a week. Now add the five dollars a month for piano lessons to THIS amount and you have ONLY TEN DOLLARS A MONTH INVESTED IN MUSIC. You are still BUYING AND PAYING for your piano—paying out the same amount of money for musical instruction—and YET HAVE SIXTY DOLLARS a year left to spend in some other direction.

Player-pianos can be purchased on the same co-operative plan

One Hundred player-pianos will also be sold on this co-operative plan. The usual price of these player-pianos is five hundred and fifty dollars each. The co-operative price will be three hundred and ninety-five dollars, with NO INTEREST to be added. The player-piano will also be delivered immediately upon the payment of five dollars. The payments will be two dollars a week—giving you one hundred and ninety-five weeks' time in which to make your payments—the same as on the piano. The same unconditional guarantee that is given on the piano is given on the player-piano. You can also get your money back at any time within thirty days. You get the same privilege of exchanging within a year, as that given with the piano. All of the unpaid balances will be voluntarily cancelled in event of death. Also, a player-piano bench and nine rolls of music (your own selection) are included without extra charge. An arrangement will be made with each purchaser whereby new player rolls can be procured at a cost of ONLY 5 CENTS A ROLL. These player-pianos are standard 88 note players; that is, they play every note on the piano when the music roll is in motion. These player-pianos have an automatic shifter, which compels the music to play perfectly. Most player-pianos sold at from two hundred to two hundred and fifty dollars more than these WILL NOT PLAY PERFECTLY. These player-pianos have lead tubing. Most player-pianos have rubber tubing. THE LIFE OF RUBBER IS ONE YEAR—at most. LEAD LASTS FOREVER. It cannot wear out and the tubing in these player-pianos is so placed it cannot be broken.

(8). Business and professional men who want to get completely away from their work for an hour or so a day should BY ALL MEANS get one of these player-pianos.



Cut this coupon out, and mail to-night.

J. H. Troup Music House, Harrisburg:

Without obligation on my part, mail photographs and description of pianos and player-pianos being sold on your co-operative plan to

Name.....

Street and No.....

City..... State.....

All of the features of the co-operative plan are carried out in offering the player-pianos, with the SINGLE EXCEPTION that the terms on the player-piano are two dollars a week instead of—as on the piano—one dollar and twenty-five cents a week.

J. H. TROUP MUSIC HOUSE 15 S. Market Sq., Harrisburg, Pa.
C. S. FEW DRUG STORE, 205 South Union Street, Middletown, Pa.