

# Reading for Women and all the Family



## HOW TO MAKE YOUR JOB PAY

**BY BEATRICE FAIRFAX**  
Character as a Business Asset

Every businessman or woman must stand or fall by his qualities of character as well as those of mind.

Mental development alone produces a "thinking machine"—cold, impersonal, mechanical, unlovable. It requires personality—individuality to command the regard and liking and faith of employers or associates or employees.

A few years ago the owner and founder of one of New York's largest specialty houses died and left the "good will" of his business, together with its copyrighted name and a controlling amount of stock to one of his trusted employees.

Do you know what that meant? A sudden clever stroke may win recognition for a man or woman. People say, "He struck twelve then." Why does twelve never strike again for that individual? Why can he never again "deliver the goods?"

The reason is here: That one success was either an entire accident or an accidental use of powers that he was not trained to come automatically into use of all the time. Character and power are built slowly on right habits of feeling and willing and acting.

The kind of family into which you are born and the early training you get happen to you. You do not choose them. Even your physical characteristics are to a certain extent beyond your power—but you can choose what you think about and how you act.

Through what you WILL to do, and through the habits of WILLING and DOING and ACTING, your future is molded.

The living sense grows but by exercise. That applies just as

## Bringing Up Father



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By McManus

much to your attitude toward life as to your power to think or your ability to breathe. The athlete trains himself in certain ways. The student trains his mind as purposefully as the wrestler trains his body. The businessman who wants to succeed has to train his mind and his character.

Don't expect "Pull or Luck" or "Favoritism" to give you your chance. Even if the general manager of a company takes a sudden fancy to the office boy, he cannot make a head salesman out of that boy if the youngster doesn't advance himself step by step along the paths that are opened before him. But if the boy is a determined little chap and has taught himself to work and think and do the square thing he is bound to rise. The office manager may hand the boy his first chance as a present—the boy would have earned it for himself anyway.

Someone else may set you on your feet and lead you a few steps, but no one else can do your walking for you.

## Labor Unions Are Urged For Colored Labor in War

In an inspiring address before the People's Forum, in the Wesley A. M. E. Zion Church, yesterday afternoon, Dr. W. E. B. DuBois prophesied that before the war is over colored labor will be thoroughly organized. He urged this is a war measure, showing the need for colored labor unions. Dr. DuBois is editor of the Crisis, a magazine of the colored laboring people. He spoke with authority, having been in touch with the situation for a long time.

Hundreds of people were present at the meeting, and many were turned away. Special music was given by a union choir from Wesley and Bethel A. M. E. churches.

## TO EXAMINE MAIL CLERKS

Men who wish to become railway mail clerks should keep in mind that the next date for examination fixed by the U. S. Civil Service Commission is April 23. Application blanks can be had from George S. McCreone, secretary, Harrisburg Postoffice. The prime requirements to be accepted in this service are five feet five inches in height, weight of at least 130 pounds, and to have reached the eighteenth, but not the thirty-fifth birthday.

## CUT WHILE DRINKING

George Apple, of Billmeyer, was admitted to the Harrisburg Hospital for treatment yesterday, suffering from cuts about the head and face and injuries to the eyes. Apple said he had been drinking and had a hazy recollection of drinking with some friends at Bainbridge, but knows nothing following that time.

## THE FOUR OF HEARTS

A SERIAL OF YOUTH AND ROMANCE  
By VIRGINIA VAN DE WATER

**CHAPTER XXX**  
(Copyright, 1918, by Star Co.)

"Well, we have had a delightful evening," Stephen Livingstone declared as he and his wife entered their house with the four young people. "Won't you gentlemen have a smoke with me before you go home?" Gerald Stewart glanced at the great mahogany clock in the hall.

"It is a quarter of one," he said. "Isn't it too late for you to say more than 'goodnight' and go?"

"Just wait a moment, please," Mrs. Livingstone suggested, "while I have a word with Milton. There is a little matter I want to speak to him about."

Milton looked surprised. "Certainly I'll wait, Mrs. Livingstone," he agreed, "unless you are too tired. If so, I will come in to-morrow and have you over only a moment."

"I've been thinking I mean," she assured him. "Come over into the library with me, please."

Dora, looking after the pair as they crossed the hall, shrugged her shoulders petulantly.

"Mother always has something confidential to say to somebody," she grumbled. "Gerald, if you will excuse me, I will go upstairs. Good night!" She held out her hand, but did not meet his gaze. "Thanks for a delightful evening. Cyn, I will see you later."

"But, dear child," her father declared, "your mother will be in the other room with Milton for only a few minutes."

"I know her few minutes," Dora rejoined tartly. "I am sure Milton will excuse my absence. Please explain it to him. He won't care, anyway."

She glanced at Cynthia, and Cynthia flushed. She remembered how Milton Van Saun had held her wrap for her after supper, leaving Mr. Livingstone to hold Dora's for her. She recalled also that Mrs. Livingstone had talked in an aside to Dora at supper, and now wondered if she, Cynthia, had been the subject of conversation. Again the uneasy question stirred within her — was Dora jealous of Milton's evident like for her western cousin?

She turned suddenly to Gerald Stewart. "You and uncle will have to be content with my company until Aunt Amanda returns," she said very clearly, that Dora, leaving the room, might hear the sentence. She should not suspect her cousin of waiting downstairs to talk to Milton. "As soon as Aunt Amanda returns, I will follow Dora's example and retire. Then you two men can have a smoke with uncle."

"I will go upstairs for some cigars now," Stephen Livingstone remarked.

He disappeared after Dora, thus leaving Cynthia Long and Gerald Stewart alone in the drawing room. An awkward silence followed, broken by Cynthia.

"I want to thank you, Gerald," she said.

As she met his direct gaze, her eyes wavered. It would not be easy to deceive this man.

"I—L—" she stammered—"I do appreciate all that you and Milton have done. If I have not enjoyed the entire evening, it is my fault, not yours."

He stepped nearer to her. "You

## CENTRAL SENIORS IN "THE HOODOO"

Students Preparing For Class Play During Commencement Week

Intense interest is being manifested among the students of Central High in the selection of character for the senior class play, "The Hoodoo," which is to be presented under the direction of Mrs. Clara Ewing, teacher in expression. A meeting of the prospective characters was held this noon in the library. The cast which calls for 22 characters, is being selected by the teachers in expression under the supervision of Principal H. G. Dwyer. Only students of good class standing will be selected. There is much talent in the senior class in this particular line of work.

The play is a comedy built around an innocent Egyptian scarab which "hoodoo" every person who comes in contact with it. The scenes are laid in a country place just outside of Philadelphia, during a house party in celebration of the Lee-Early wedding. The characters are: Brigton Early, bridegroom; Billy Jackson, dashing young lover; Prof. Solomon Spigot, an Egyptian authority; Hemmich Spigot, his son; Malachi Meek, lively old gentleman of 69 years; Mr. Dun, burglar; Miss Amy Lee, bride, Mrs. Perrington-Shine, bride's aunt and a social light; Miss Gwendolyn Perrington-Shine, daughter, who does precisely as mother directs; Miss Dodo De Graf, common actress who creates much trouble; Mrs. Ima Clinger, fascinating; Mrs. Rebecca, a well-known carpenter, who lives at 1527 Mulberry St., Reading, Pa.

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"I began to feel better right away and I have kept getting better and stronger until now I don't feel as if I had ever been sick."

"My wife got to taking it, too, when she saw how much good it was doing me and it has spruced her up a lot too and we both are glad to recommend it."

Taulac is now being introduced here at Gorgas' Drug Store.

## Red Cross Honored by Request to Send Delegates

Students Preparing For Class Play During Commencement Week

The Harrisburg Chapter, American Red Cross, was signally honored to-day, when it was designated as one of the six chapters in the state, asked to send representatives to a Philadelphia conference. The members of the conference are to-day discussing the classes in new surgical dressings. A large order has been received at Pennsylvania division headquarters but no further details have been announced.

The representatives from the Harrisburg Chapter who are attending the Philadelphia conference, are Mrs. Mercer B. Tate and Miss Jean Cameron.

**TO SPEAK TO KIWANIS CLUB**  
William Ingersoll, leading man with "Experience," which is playing at the Orpheum all of this week, will address the Kiwanis Club at their weekly luncheon in the dining room of the Elks' Club, Thursday noon. A number of other interesting features have been planned for the meeting, including addresses by several of the members.

**LITTLE BOYS' BIRTHDAY**  
The fifth birthday of Richard Elliker, son of Mr. and Mrs. G. E. Elliker, 1330 North Sixth street, was joyfully celebrated Saturday. Games and music enlivened the evening and

every one had a piece of the big birthday cake, adorned with five candles. Those present were: Albert Ridgway, Gretchen Shearer, Mary Walsh, Donald Glant, Louise Harter, Alice Harter, Jack Kissinger, Joseph Ellicker, Geneva Shelly and Richard Elliker.

## THE UP TOWN JEWELRY STORE

### WEDNESDAY

### MARCH 20

## The Last Day Rinkenbach's ANNIVERSARY SALE

Only three more days and this sale will close. It will prove highly economical to take advantage of this final opportunity to supply anything you may have need for in jewelry, China, Cut Glass, Silverware, French Ivory, Watches, Diamonds, Etc. Goods are constantly going up. Such qualities at such low prices will soon be a thing of the past. Buying now means a substantial saving.

## Special Discounts

- 20 per cent. off on Jewelry.
- 20 per cent. off on China.
- 20 per cent. off on Cut Glass.
- 10 per cent. off on Silverware.
- 10 per cent. off on French Ivory.
- 10 per cent. off on Watches.
- 5 per cent. off on Diamonds.

All the grades are in our regular stock and are distinctive for quality and reliability. They were bought when wholesale prices were lower, and considering the low prices at which we originally marked them, the above discounts represent values you cannot well afford to overlook.

**E. L. Rinkenbach**  
JEWELER  
1215 North Third Street

## Rub Face With Amonized Cocoa And-Watch Wrinkles Go

**Beauty Doctor Says Any Woman May Have Clear Smooth Skin Free from Lines and Wrinkles**

If you have wrinkles or crow's feet, you can remove them. Don't stick plaster on your face or apply dangerous lotions or creams which injure your skin, nor resign yourself to the idea that you must continually be embarrassed by these marks of time, but go to any good drug store and get a little ordinary amonized cocoa and apply this over the wrinkles for a few nights and you will be surprised to see how quickly they disappear and how nicely it brightens up the old skin and contracts the enlarged pores.

Winifred Grace Forrest who is an authority on Beauty culture recently stated in the New York World that any woman who has wrinkles enlarged pores or flabby loose skin could positively and quickly overcome these destroyers of beauty by the use of this simple yet delightful and natural beautifier. Furthermore, the cost is so little that it is within the reach of all.

Of the above coming as it does from such a Connoisseur of Beauty should appeal strongly to every lady who appreciates what a fair face means to the gentle sex.

## Save 9% By Buying Ever Reliable

**CASCARA QUININE**

No advance in price for this 20-year-old formula. 25c for 24 tablets. Same old tablets now 30c for 21 tablets. Priced on proportionate cost per tablet. You save 9% when you buy Hill's—Cures Cold in 24 hours—grip in 3 days—Money back if it fails. 24 Tablets 25c. At any Drug Store.

## Important Sector on Western Front Taken Over by Belgians

By Associated Press

On the British Front in Flanders, Sunday, March 17.—The important sector on the western front, which for a considerable time has been held by the French, has been taken over by the Belgians.

The King Albert's new army has been able to assume this additional burden speaks highly for the condition of this comparatively small fighting machine which has battled so valiantly from the beginning. The war minister seemed to reflect the general voice of the army when he said:

"Whenever the call comes we shall be waiting to respond with every atom of strength we have."

## Cast-off Clothing Needed by Red Cross For Belgium

Appeals for second-hand and cast-off clothing, to be sent the Belgian and French refugees, have been made by the Harrisburg Chapter, American Red Cross. Any contributions of clothing will be received this week only, at chapter headquarters in the basement of the Public Library.

The clothing which is received will be packed and sent to Northern France and Belgium, where women and children of the devastated region are unable to secure wearing apparel. The situation of these people, it is said, is pitiful. It is urgently requested that all who possibly can, respond to the appeal with substantial gifts.

## MOTHER OF JACK JOHNSON DEAD AT CHICAGO

By Associated Press

Chicago, March 18.—Mrs. Tiny Johnson, aged 74, mother of Jack Johnson, former heavyweight champion pugilist, died at her home here last night.

Johnson, who is said to be in Buenos Aires, is a fugitive from justice, having been convicted here in 1913 for violating the Mann act and sentenced to a term in the federal prison.

## DRAFT CALL DELAYED

No action will be taken by the local Draft Board in calling the twenty-two men comprising the city's quota for the next draft, until advices are received from the State Board. None of the boards had received notice up to this morning.

## BACK TO WORK AFTER 10 WEEKS' LAY OFF

Now Hard to Realize He Ever Had A Sick Day

"I had nervous stomach trouble so bad that I couldn't sleep or rest," says M. M. Helster, a well-known carpenter, who lives at 1527 Mulberry St., Reading, Pa.

"I had been down and out for 10 weeks when I read in the paper where a friend of mine, Dan Adams, had been helped by Taulac and I started taking it myself."

"I began to feel better right away and I have kept getting better and stronger until now I don't feel as if I had ever been sick."

"My wife got to taking it, too, when she saw how much good it was doing me and it has spruced her up a lot too and we both are glad to recommend it."

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## School of Music Gives Following Honor Roll

The honors for the first semester of the 1917-1918 session of Mrs. M. Pfuhl Froehlich's School of Music were awarded to the following students:

**Piano Playing**—First honors, Mrs. R. Koons, Miss Mary Jolley, Julian DeGray, Betsey Shank, Margaret Eby, Rebecca Levinson and Florence Davis. Second honors, Miss Margaret Martz, Ray Garman, Anna Mae Lightner, Gertrude Klenn, Paul Wiesemann and Bertha McHenry.

**Honorable mention**—Claire VanDyke, Mary Switzer, Rhoda Micey, Helen Coloviras, Elizabeth Coloviras, Lillian Haas, Margaret Haas, Evelyn Edwyn Downin, Jean Dodge and Katharine Cook.

**In Harmony**—First honors, Miss Helen McCall. Second honors, Mrs. R. Koons.

**In Theory**—First honors, Ray Garman, Julian De Gray and Mary Switzer. Second honors, Miss Pauline Wright, Blanche Raine and Charles Gilmer.

## IN WELFARE WORK

Rabbi Louis J. Haas, of the Ohav Shalom Temple, left this morning for New York City in the interests of welfare work among the Jewish boys in the Army and Navy. He will visit Camp Upton and Yaphank, L. I.

Mrs. Marlin E. Olmsted, 105 North Front street, has returned from a short trip to Pittsburgh.

## Everywhere!

No matter where or how you are doing your bit you fight life's battles at a disadvantage without good eyesight.

**Victory Depends Upon Eyesight**

DIENER offers you trustworthy services in prescribing, making and adjusting glasses that will give you sight efficiency.

"Our Druggists Methods of eye measurement is safe, sane and scientific."

Consult Our Optometrist

**Diener, The Jeweler**  
408 MARKET STREET

## Don't Throw 'Em Away We Make 'Em Look Like New

Think twice before you leap.

These are not the times to waste anything—much less throw away your old shoes.

You might not think as much of them as WE do but we KNOW we can make them as good as new and the little cost for you is much better than paying the high prices for shoes that you must pay now. Bring your old shoes to us at once.

If the heel is worn down, if the sole is through—don't worry or waste time, bring them to us—BRING THEM TO-DAY.

No matter how little or how much repairing is to be done, we will do it for you and DO IT RIGHT.

Our prices are low and our work is guaranteed. We do only high-grade work.

We will call for and deliver your work. Let us know at once.

This is your old shoe.

This is the new shoe we make for you.

Both Phones **Joseph Gordon** Both Phones  
230 Strawberry St., Right Back of Schlessner's

## Make Your House More Homey

Love of the home is an instinct in all of us that should be encouraged, not blunted. And what a difference just the right kind of furniture will make to those rooms that now may be somewhat stiff and cold.

Some folks still think that all good furniture is terribly expensive. But they have never visited this store.

Furnishing homes has been our business for the past 25 years. We have studied it from every angle. We want you to feel free to take advantage of our knowledge and experience without placing yourself under the least obligation. It would be a REAL pleasure to show you through our big stock; it would give you a better realization of how inexpensive good furniture really is at this store.

**Cash if Convenient Libera lCredit if Desired**

**Brown & Co.,** Home Furnishers  
1217-1219 N. Third St.