

IT PAYS TO ADVERTISE

Novelized by Samuel Field From the Successful Play by ROI COOPER MEGRUE and WALTER HACKETT

CHAPTER IV. The Bargain.

"Oh, Rodney, I'm so, so sorry," sighed Mary. "You were bully the way you stuck up for me," said her lover. "When you said we'd starve together I just choked all up."

"Please don't, Rodney," protested Mary, quite genuinely touched, and Rodney went on: "Just because he's got a lot of money he seems to think there isn't any left for other people, but I'll show him. I may not have much at the start, but watch my finish."

"What are you going to do?" she asked him excitedly. "I'm going to work." "You are—really?" "Yes, indeed. Father couldn't make me do it, but you can. I'll work for you."

"Oh, you are splendid!" Mary cried. "Shall you get a position?" "I should say not! I'm going in business for myself—for you. I'm going to show the stuff that's in me. Of course we can't get married till I've made good. Will you wait?"

"Yes, dear," said Mary shyly. "You're a dandy!" cried Rodney, moving nearer to her. "What business are you going into?" she asked.

"I don't know yet," said Rodney. "I'm going upstairs to pack a suitcase and think. Wait here for me. I'll be back in fifteen minutes," he sang out, grabbing her and kissing her hastily, but heartily.

"Oh, oh—please!" protested Mary. "Don't mind, Mary. I'll get you used to 'em," he called from the doorway. She threw herself back on the Louis XV. sofa next the yellow typist's desk and waited, in a sudden reverie. The

carved wooden rim of the sofa back just fitted a chink in her collar comfortably, and she slipped into that curious state of introspection that comes sometimes with bodily and mental relaxation. What did she think of herself for what she'd done this evening? Was she any better than an adventuress? Was she not cajoling a young man into proposing to her for the love of money? Would Rodney's father really reward her as he had promised to do? Strangely enough it would not have seemed so bad, she felt, if she didn't like Rodney. Well, if the old man didn't pay, let him keep his money. She shouldn't care. It was something to have won a love like Rodney's love for her. There was something very lovable about Rodney Martin.

In a moment Rodney himself bounded in again on her day dreams. There was the thud of a heavy kit bag dropped on the marble floor of the hall by the front door, and then he ran in to her impetuously, with his arms open. "Mary, sweetheart!" he cried.

"He held her away from him a moment to regard her face. "The pater's upstairs dressing for dinner," he rattled on. "I shan't even say goodby to him. Serve him right. I'm going to take a stage down to the Collegiate club this very night. Can't afford cabs now."

"Rodney," whispered Mary conservatively, "you must work hard and be brave." "And can't I do that for the sweetest sweetheart in the whole world?" he demanded rapturously, folding her again in his arms. He hugged her greedily to his heart, and she yielded to him a little despite herself. There was something fresh and clean about the boy, and certainly his kisses were not distasteful. The arms she felt around her were a man's arms and very strong. In the end Rodney decided he would have a cab anyway, and so he and Mary left the house of the soap king in each other's company without farewells. It was their last ride together, so to speak, and a very blissful one for the young lover. Rodney was going to take a room at the Collegiate club, but first they spun across the somber park to Mary's apartment, somewhere in the West Seventies, and Rodney bade her a rapturous good night while the motor throbbled and the taximeter spun.

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World's Debt to France.

While it is impossible to overestimate the debt that the world owes to France for the suffering and sorrow she has borne in behalf of the cause of human liberty, her other contributions to civilization have not been less notable. The world, indeed, owes much to its literary tenets and tendencies of the twentieth century to France. The roll of French writers is a long one, and their contributions to literature are very rich. Moreover, it was her Pasteur who established the germ theory of disease, and through whom the wonderful miracles of saying human life that have characterized the past third of a century have been wrought.

Duration of Dreams.

It is more than likely that the great majority of dreams belong to the few moments when we are falling off to sleep and the equally brief time we take to wake up. But what about the long and complicated dreams we dream, in which all kinds of things happen, and all manner of people visit us? All these things pass through the brain like a film tragedy which ought to take an hour to tell, being rushed off in two minutes at lightning speed. In fact, nothing is more fully established than the fact that an apparently long dream can unfold itself in an infinitesimal space of time.

Ventilation Experiments.

Experiments conducted by the New York commission on ventilation demonstrate that as long as the temperature is kept down the vitiated air of an unventilated room where the humidity is kept constant has no direct effects on the pulse, blood pressure, body temperature, respiration or metabolism, though the desire for food is appreciably diminished.

Importation of Birds.

The department of agriculture issues about 500 permits annually for the importation of birds; the number of birds imported amounts to about 500,000, and as many as 17,000 birds arrive in a single day.

PICTURESQUE COAT FOR THE JUVENILE



A Piquant Costume

Cut of navy broadcloth, finished with buttons and chin-chain of seal. This smart top coat has a distinction all its own, due to its graceful contour. The back is yoked, but the skirt mostly gets its fullness from four side plaits under the arm.



The Goose Led Her to Church.

"N OW, then, silly goose!" Jack had cried as Evelyn jostled him in her eagerness to be first to reach daddy. "How do you know geese are silly?" daddy asked. "I read a story the other day about a poor blind woman who lived in a part of Germany where the people keep a great many geese."

"This old lady had a pet goose that followed her about everywhere. She had brought it up from the time it was a tiny gosling and was very fond of it. "As she grew older the little old lady's eyes began to fail. "Every Sunday the old lady went to church. When she could no longer see, the goose, which had been used to following her there and waiting outside until she was ready to go home, would come cackling up to her when the church bells began to ring, taking her dress in his bill and starting off with her to the church. When he reached the church door he would let go, and some of the people going inside would lead the old lady to her pew. "After the services were over she would come out to find her goose waiting for her. "As soon as it could reach her it would again take hold of the old lady's dress and lead her safely home again."

"I have heard another story of a king who one day took a book and went out in the royal park alone to read. As he walked home after a pleasant afternoon spent outdoors he suddenly remembered that he had left his book under the trees. "A little boy was minding a flock of geese not far away, and he called him. 'My boy, I will give you this—and the king held up a gold coin—if you will run back and fetch my book. I will mind the geese while you are gone.' "You must be very careful, the little boy warned him. 'You may goose is the leader of the flock, and if you do not watch out he will lead all the geese away, and then I will get into trouble.' "The king smiled. He thought if he was clever enough to take care of all the people in his kingdom he could surely manage an old gray goose. "He found out his mistake. No sooner was the boy gone than the old gray goose began honking to his fellows and marching and countermarching, so that try as he would the king could not head them off. "When the boy came back with the book the geese were gone, and the king, very red and much ashamed, had to help the boy hunt up his geese. "And when people dattered him too much and told him what a one-eyed, clever king he was, after that the king always told them of what a failure he had made of minding a

ARTIFICIAL MOUNTAIN SUN PART OF THE TREATMENT OF WOUNDED GERMAN SOLDIERS



UP-TO-DATE TREATMENT OF WOUNDED GERMAN SOLDIERS

On the left of the accompanying illustration is shown the application of artificial mountain sun treatment to convalescing German soldiers at the Mariendorf military hospital near Berlin. The artificial sunlight is generated thru a Quartz lamp, and the rays are said to possess wonderful healing properties. The illustration of the rays is so powerful that those coming directly in contact with the light wear

colored glasses to protect the eyes. On the right of the picture is shown the application of electric treatment to a wounded German soldier with frozen feet at the Siemensstadt military hospital near Berlin.

Herbs for Beauty.

If you can get hold of some old-fashioned herbs take a "beauty bath" occasionally. A delightful aromatic bath which induces the free perspiration necessary sometimes for the skin's perfect health is made in this way: Thyme, 200 grams; dried rosemary, 200 grams; dried mallows, 200 grams; dried linden, 200 grams; bicarbonate of soda, 250 grams. Steep the herbs in eight quarts of boiling water for a half hour, decant, and dissolve the soda in the infusion. This must be put in a bath as hot as comfort will allow.

Turquoise Always Valued.

Mythologically the turquoise has a long and curious history, both with the ancients and the ignorant of today. Its color, varying from blue to green, was significant for ages as representative of the sky, sea and verdure, and together with its tendency to alter its shade bespoke for this stone a power within itself. This latter power made it fascinating at least, and seems to have given it a certain barometric value as an index for weather forecasting. In what is known as the near East it was paramount to health and success; it averted evil, dispelled fear, augmented wealth, preserved health, insured victory, happiness and dreamless sleep.

Wagner's Letters Lost.

The first tenor who won Wagner's admiration, Tichatschek, left to his daughter when he died a number of letters written to him by the great composer, whose Rienzi he created. On her death, not long ago, the daughter bequeathed these letters to the Wagner museum at Eisenach, but on the way from Brussels the case containing them was opened and the contents were stolen.

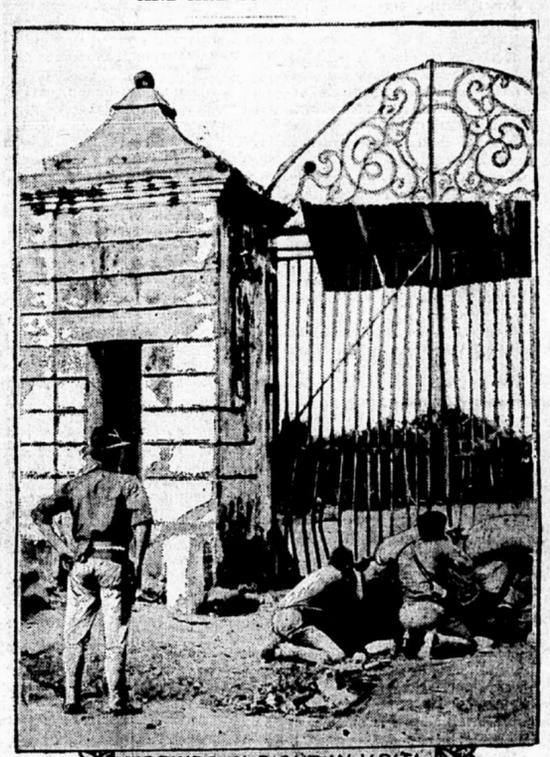
Obituary.

An Illinois hunter the other day crawled through a barbed wire fence, pulling his gun after him. No sure method has ever been discovered. The funeral was well attended.—Providence Journal.

Extent Production of Camphor.

Experiments by the Japanese government of producing camphor by distilling the leaves and branches of camphor trees have reached a stage at which 37 gallons of distillate are produced from each 400 pounds of leaves.

HAITIANS RUN AMUCK IN PORT AU PRINCE AND ARE SUPPRESSED BY OUR MARINES



MARINES IN FIGHT IN HAITI

Altho it was believed that the taking control of the customs of the republic of Haiti by the United States would control the turbulent spirits of the black government, a revolutionary outbreak occurred at Port au Prince. The force of American marines maintained in the city was attacked. One of the rebels was killed by the Americans, who suffered no losses. Several groups of the insurrectionists ran thru the streets of the town discharging rifles. The Americans met them, and they were rapidly dispersed. The outbreak is generally condemned in Port au Prince and has been characterized as a piece of folly. The picture shows American marines in an actual fight in Haiti.

Surely Pinched Him.

An esteemed citizen went into a shoe store in a metropolitan town and asked to see some leather goods. After a minute and an obliging salesman was hauling out some boxes. "That is a nice looking shoe," remarked the customer as the salesman pushed his foot into a shiny right and started to lace it. "What is the price?" "This pair is \$5," responded the salesman as he finished the lacing and ran his hand across the vamp. "Does it pinch you any?" "Well, I should say that it does!" was the prompt rejoinder of the customer. "Give me something about \$5 cheaper."

No Need of Speech.

"Mr. Jaggs never opened his mouth while his wife was entertaining her guests the other night." "Oh, yes, he did several times." "I didn't hear him. What did he say?" "Nothing. He yawned."—Baltimore American.

What Bothered Jay.

Abner—Well, Jay, how d'ye like it up 't' the city?" Jay—"Aw, it was all right enough most ways, but what bothered me most was tryin' to look at everybody I met on the street."

Keeps Two Kinds of Time.

A new French three-handed watch tells both 12-hour and 24-hour time, one hand being used for each kind on separate dials, while a single minute hand does for both.

Sawed-Off Sempron.

It might be a good idea for some people to hold their tongues occasionally and give their thoughts a chance to catch up.

REPORT MANY CASES OF RHEUMATISM NOW

Says We Must Keep Feet Dry; Avoid Exposure and Eat Less Meat.

Stay off the damp ground, avoid exposure, keep feet dry, eat less meat, drink lots of water and above all take a spoonful of salts occasionally to keep down uric acid.

Rheumatism is caused by poisonous toxin, called uric acid, which is generated in the bowels and absorbed into the blood. It is the function of the kidneys to filter this acid from the blood and cast it out in the urine. The pores of the skin are also a means of freeing the blood of this impurity. In damp and chilly, cold weather the skin pores are closed, thus forcing the kidneys to do double work, they become weak and sluggish and fail to eliminate this uric acid which keeps accumulating and circulating through the joints and muscles causing stiffness, soreness and pain called rheumatism.

At the first twinge of rheumatism get from any pharmacy about four ounces of Jad Salts; put a tablespoonful in a glass of water and drink before breakfast each morning for a week. This is said to eliminate uric acid by stimulating the kidneys to normal action, thus ridding the blood of these impurities.

Jad Salts is inexpensive, harmless and is made from the salt of grapes and lemon juice, combined with lithia and is used with excellent results by thousands of folks who are subject to rheumatism. Here you have a pleasant, effervescent, lithia-water drink which purges the bowels and cleanses the kidneys as well.

Swallowing a Fishbone. Swallowing a piece of dry bread or cracker if a fishbone is lodged in the throat is a good remedy, but the acid from a lemon slowly sucked and swallowed will dissolve the bone to a jelly so that it will slip down easily.

Pasteur's Gift to Society. The normal death rate of civilized countries before the days of Pasteur was about thirty to a thousand of the population. Today it is about sixteen to a thousand in the more progressive nations. Think what a saving of fifteen lives a year for every thousand of population means when applied to half the earth. It means the averting of 12,000,000 untimely deaths annually. It means more than 25,000,000 cases of illness avoided. It means health and happiness in 20,000,000 homes rather than disease and distress.—From a Bulletin of the National Geographic Society.

EVERY NEMO is an extra value simply as a corset. For the hygienic features, which are priceless, you pay nothing extra.

Sane Corset Styles Mean Utmost Comfort

Introductory Sale

EGO-SHAPE Nemo Self-Reducing Corsets Are the Last Word in Comfort and Style An Individual Model for Every Figure

\$3.00



Women of fleshy figure know better than anyone else why there has been a reaction in corset styles.

The "corsetless effect," the "slouchy" figure and the fad for non-supporting corsets have come and gone, leaving a great number of women who now know that they require the beneficial support of a good corset.

Nemo Self-Reducing Corsets Nos. 318, 319, 321 have been old and tried friends to women of stout figure for many years. They are ideal supporting corsets; and, remodeled in latest styles, are sure to be welcomed by those who have long known their comfort and durability.

These corsets, retaining all their hygienic features, are now made on the Nemo Ego-Shape System, which means that every stout woman—tall, medium or short—may secure just the kind of special service she requires.

Ego-Shape guarantees to fit individual types without alteration.

This means much to YOU! Ask for Nemo Ego-Shape.

NEW No. 318 Short, stocky figure } \$3.00
NEW No. 319 Medium tall figure }
NEW No. 321 Tall, full figure }

Name Hygienic-Fashion Institute, New York

Don't Risk Pneumonia At the First Sign of a Cold take

CASCARA QUININE

The old standard remedy. In tablet form. No unpleasant after effects. No griping. Cures colds in 24 hours. Cures influenza in 3 days. Money back if it fails. Sold on grounds. Box with red top. Mr. Hill's picture on it. 25 Cents. At Any Drug Store. W. H. Hill Company, Detroit.

Try this easy way to clear your skin with Resinol Soap

Bathe your face for several minutes with Resinol Soap and warm water, working the creamy lather into the skin gently with the finger-tips. Then wash off with more Resinol Soap and warm water, finishing with a dash of clear cold water to close the pores. Do this once or twice a day, and you will be astonished how quickly the healing, antiseptic Resinol medication soothes and cleanses the pores, lessens the tendency to pimples, and leaves the complexion clear, fresh and velvety.

If the skin is in bad condition through neglect or an unwise use of cosmetics, apply a little Resinol Ointment* and let it remain on ten minutes before the final washing with Resinol Soap. Resinol Soap is not artificially colored, its rich brown being entirely due to the Resinol balsam it contains. Sold by all druggists and dealers in toilet goods. For free sample cards and trial of Resinol Ointment, write Dept. 25-P, Resinol, Baltimore, Md.

*Physicians have prescribed Resinol Ointment for over twenty years in the treatment of skin and scalp affections.