Lane
porated

DERICK HART

ure Newspaper Syndicate.)

was worried. As the bearer and nearer to went over again in his ects that awaited him, ond to admit that they far as his success was firm had sent him to latest product, a mo- use less current and power than that of any itors, to one of the big- firms in the city. of things he should for the Grimes & otor was all that was but the firm he was was old-line and conserv- and the "what-was-good- ars-ago-is-good-enough- and so far all efforts to failed.

was not a salesman; of the vice presidents of naford, and the entire re- of the safe had been shoulders. He knew Incorporated could be ew motor the entire New would fall into line. If he was a made man; if he did not like to dwell ect.

halted at Poughkeepsie. passengers alighted and the car. Connors with the idle interest of journey till suddenly his sed on the figure of a entered the car and was by the porter to the seat the aisle from him.

good to look upon—a trim brown hair showing un- ish hat, and a pair of the ating eyes in the world. impersonally at John Con- herself in her seat and cepted the last-minute at- the porter. John let his on her for a minute, and ing thing happened. The toward him, leaned from and said calmly, as though were the most ordinary d:

me is Isabel Guernsey. tell me yours?"

," said Connors, completely ck. "I'm John Connors. She cut him short.

glad to meet you, Mr. Con- thought I would introduce once, as I wanted to talk to

Connors did some fast think- was indeed an adventure! rance of the girl across the luded any possibility of her r than what she looked—a y in every respect. He was blessed of the gods that she so unconventional as to him. He did not inquire the took the gift in the spirit it was sent.

Poughkeepsie?" he

ting an aunt there d." In ten minutes riends.

rk. Connors suggested hey sought the dining car. for her, and over the pleas- their intimacy grew. Before what he was doing he found elling her all about his com- to sell Lane Incorporated He grew enthusiastic; he the good points of the mo- xplained it to her in detail. ed blessed with understand- asked several questions that intelligent interest. It was the meal was ended that re- ised him.

Scott!" he said penitently. been doing nothing but talk yself and my troubles. I must red you to death!"

ed you didn't," she replied. u say the motor ran on alter- current or direct?"

designed for either," replied "But don't let's talk about motor any more. Tell me yourself."

re's not much to tell," she be- n the porter called "One hun- Twenty-fif' street; Nex stop Cennal!"

I must get my luggage ready!" ied.

I'll see you again, won't I?" ed anxiously.

, indeed. Soon, I hope. Thank much for telling me about the " And she had gone to super- the placing of her baggage

Connors meditated on the won- of her having spoken to him, and ht to himself: "She's the most erful girl I've ever seen. The she understood about the motor marvelous! I wonder when I'll her again——" a sudden thought smote him. He had not gotten her address!

Vainly he watched for her in the crowd that left the train at Grand Central, but there was no sign of her. And as he sought his hotel bed that night his thoughts were more concerned with the charming person he had met and lost than with the problem of how to sell Lane Incorporated on the morrow.

But next morning his thoughts were back on business. He had an appointment with the directors of the company at ten. At nine-fifty-nine he handed in his card, and as the clock struck the hour he was shown into the directors' room. And he had hardly said "Good morning, gentlemen," when he stood in stunned surprise. At the head of the table sat the girl of the train!

One of the men was speaking. He heard him as in a daze.

"Mr. Connors, we have decided to accept your motor. Our secretary and treasurer, Miss Guernsey, tells us that she talked with you on the way down and that you have convinced her that this company needs the product of Grimes & Hannaford in its business. If you will give us the specifications for a complete installation——"

As in a dream John Connors found himself giving facts and figures. As in a dream he shook hands with the directors of Lane, Inc., and very much as in a dream he found himself face to face with the secretary and treasurer, Miss Isabel Guernsey.

"I'm afraid I deceived you a little last night," she laughed. "I saw your initials and your firm name on your sample case and I knew that you must be the man who was to see us this morning. So I introduced myself to get you to tell me about your motor as though you weren't selling it to any one. And you sold it to me then and there!"

"Well, there's nothing for me to say except thank you, and—will you let me take you to lunch?"

"Oh, I am going to take you to lunch. I owe you a meal, anyway. That's fair, isn't it?"

"Very well—on one condition, that you'll take dinner with me some time very soon."

There was a pause. Finally she said in a low voice, "Any time you wish, John Connors."

Many Own Their Homes.

More than 6,000,000 families have come through nation-wide economic depression and widespread unemployment still owning their homes, preliminary census returns indicate. More home owners now live in the United States than in any other country, says a Washington dispatch to the New York Herald. An aggregate investment of approximately $30,000,000,000 is represented by the owned homes of the United States, assuming that the average home value is $5,000. At 5 per cent, American home owners, therefore, are paying out about $1,500,000,000 a year for the privilege of possessing their titles. This means that approximately 30,000,000 persons in the United States—five to a family—are getting shelter for $50 a year each, plus taxes and repairs. More than 15,000,000 families live in rented homes, but the number is decreasing continually.

Why He Sauntered.

Senator Pittman of Nevada walks briskly, but he says there was a time when he didn't dare do so. In the days when he was a miner and lawyer up in the Alaska gold fields no one walked rapidly; they just sauntered casually, because it was unwise to walk as if headed toward any particular destination.

"If a man was seen walking fast," says Pittman, "every one would jump to the conclusion that he had either discovered a new place where gold could be found or else a storekeeper who had just received a consignment of plug tobacco."

In either case he would be followed and his plans thwarted.

The People and Government.

I am not one of those who think the people are never in the wrong. They have been so, frequently and outrageously, both in other countries and in this. But I do say, that in all disputes between them and their rulers, the presumption is at least upon a par in favor of the people. Experience may perhaps justify me in going further. When popular discontents have been very prevalent, it may well be affirmed and supported, that there has been generally something found amiss in the constitution, or in the conduct of government.—"Thoughts of the Cause of the Present Discontents," Edmund Burke.

Fair Warning.

"Are you a competent bookkeeper?"

"I've had twenty years' experience, sir."

"I think you'll do, but we have a questionnaire for you to fill out, just as a matter of form."

"All right, sir, but I'll have to tell you in advance that I don't know where we get most of our sponges."—Birmingham Age-Herald.

GGS MUST MATCH IN COLOR

t City Restaurants Will Pay Good Prices for Those Which Conform to Requirements.

Eggs in the winter time are likely have pale yolks. A popular impres- n prevails that they indicate poor ding of the hens. This is denied by government bureau of animal hus- dry, which declares that lack of en feed is the cause.

Most people think that eggs with le yolks have less flavor than eggs th richly colored yolks. This is prob- ly true; but the housewife's notion t they impart less richness to kes and custards is contradicted by experts—though, of course, they contribute less color.

Egg whites are often slightly yellow- or greenish. But high-class restau- nts and hotels demand eggs whose ness shall be when cooked as pure as possible. Furthermore, it ticularly important that two or with an order shall

good business for the poultry raiser who caters to the fancy market to meet these requirements.

Boiled eggs should match in color of shell. No first-class restaurant or fashionable club would think of serving a brown egg and a white one together. Even in shade they should match. In New York only pure white eggs fetch the highest price. In Boston, on the other hand, brown eggs bring five cents more per dozen than white ones.

Many people are firmly convinced that brown eggs have a richer flavor than white ones, and nobody can persuade them that they are mistaken; but the experts say that the notion has no basis whatever in fact. In Massachusetts chickens have been bred to lay brown eggs—and the darker they are in color the more acceptable they are in the market.

We Should Worry.

There are six footmen in attendance at the main entrance to Buckingham palace throughout the day until 7 o'clock, when the number is reduced to four.

MOST PRIZED OF ALL GOWNS, MOST DIVERSIFIED IN STYLE

MOST highly prized of all gowns, the afternoon gown is also the most diversified in styles. It is especially accommodating this season, with much disparity in silhouettes and long range of many materials to choose from—you may have it as you like it. If slim lines and soft, clingy stuffs have won your heart, they are yours for the asking, if bouffant skirts and crisp materials have captivated your fancy—they await your selection. You may almost forget there is such a thing as a waistline or you may insist upon emphasizing yours with a close-fitting bodice and a conspicuous girdle.

Any one indifferent to the beauty of white with black, will be won over to enthusiastic support of it, by the lovely afternoon frock illustrated here. It employs familiar things—white georgette crepe and black soutache—for building a gown of such charm that it pleases everyone who has an eye for fine lines, elegance, enduring style. The skirt has a plaited front panel, sides and back banded with double rows of braid and is joined to a bodice of georgette covered with an all-over pattern traced with the braid. The bodice opens at the front, where it is extended below the waist line and on to the panel of the skirt joining it with a band embroidered in black and white. The elbow sleeves are finished also with this embroidery.

A girdle of black and white narrow faille ribbon has long hanging loops and ends, the hat is all in white with ostrich feather trimming and the feet are clad in white pumps and silk hose. This ensemble of white and black is set off by a gay silk parasol.

The slim silhouette has the support of many great names in the world of fashion, the white and black vogue is sponsored by all of them.

CONTRIBUTIONS FROM PARIS THAT WILL APPEAL TO MILADY

AMERICANS claim credit for the introduction of specially designed clothes for sport wear and their development, through the past few years, into a distinct kind of apparel for all "outdooring." Whether the glory of originating this idea belongs to them or not, under their approval it has grown into great importance. Women soon perceived the virtues and advantages of a garb expressive of pastimes—its smartness, its flavor of youth and, above all, its becomingness; and now we have regulation sport clothes of many kinds, each kind designed for specific uses.

The French will borrow an idea from any quarter of the globe and experiment with it, in the designing of women's clothes—the chances are they will improve upon it. They are too keen not to undertake to give Americans what they want and above are pictured two contributions of Paris for sport or outdooring wear. The very conservative model at the left has a plain short skirt and a long sleeved middy blouse, made of blue cloth. But no Frenchman could be reconciled to anything undecorated, so two groups of three narrow folds each, in white, are placed across the front, and two wider folds finish the bottom of the middy.

The handsome suit in white is embellished with applique and embroidered trimming in colors, which is restricted to the coat, leaving the skirt plain. The coat is a straight-line, belted model, with long sleeves and an effective turned back collar, repeating the decoration on the coat. One can hardly imagine a summer background that is unsuited to this smart affair. There is a considerable choice in materials for making these snappy suits—they include wool, silk, cotton and linen fabrics.

Julia Bottomley

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Tartan in Millinery.

The last word in millinery is tartan straw ribbon. Sometimes it trims a hat, especially a sailor, and sometimes the entire hat is made of the ribbon, and then no trimming is required but two large hat pins.

For Lining.

The smart lining for tailleurs is ivory-colored crepe. There is a marked tendency in everything of woman's wear to become softer as the season progresses.

Satin for Coats.

The satin coat is one of New York's fashion fancies. There is much quilting on it in fancy designs, it is collared, even for summer, with caracul, monkey, squirrel or lynx, and lined with crepe de chine or other lining silk.

Soft Materials.

Soft materials will lead in fall coat fabrics. Velmirage—the name is self-explanatory—will be one of the strong numbers.

NEW AT THE GAME.

"Was your second-hand truck repaired by an expert?" said Farmer Chessman.

"I'm a little suspicious that it wasn't," replied Farmer Brookfield "The young feller who did the work took the machine all apart, put it together again so it runs as easy as a gold watch, an' charged me only $10."

Mad, Anyhow.

"One of our prominent professors gave an interview to one of the reporters with the understanding that his name must not appear in print."

"Then it evidently got into the paper."

"Yes, and now he is mad because it was spelled wrong."—Kansas Brown Bull.

Tactful.

"He's tactful."

"Think so?"

"When I gave him my excuse for being late he said it was better than none."

"Where is the tact?"

"That was his easy way of letting me know that I had a poor excuse."

EFFICIENCY

Bobbie: Which of yer two fellers y' gonna marry, sis?

Sister: Why do you want to know?

Bobbie: Well, I don't wanna watse my valuable time bothering with the wrong one.

Hasn't Returned Yet.

We're beating back to normalcy,
That much you can't deny;
And maybe some day we shall see
A nickel slice of pie. —Awgwan.

Speaks Feelingly.

Speaker—Is there any one here who does not believe in the basic principle that the more hands there are the less work there will be for each worker?

Woman—Yes, I don't believe it.

"And may I ask, madam, what you know about it?"

"I am a manicurist."

Time to Keep Cool.

"As I was coming home tonight," said Mr. Dubwaite, "I was held up—"

"Mercy!" exclaimed Mrs. Dubwaite. "By a highwayman?"

"No, by a traffic policeman."

"Then you didn't lose anything."

"Yes, I did. I lost my temper and I'm now under bond."

Two Strings.

Social Stude (frowning in perplexity on hearing once more that she is not at home)—I wonder, Jimmy, if your sister realizes that I have treated her to three taxi rides and four concerts this month?

"You bet she realizes it. That's why she's keeping her engagement to Bill Henderson a secret."—Judge.

Appropriate.

It was their wooden wedding.

"And, now, darling," said the wife, who was in one of her sweet moods, "what are you going to give me?"

"I give you myself," said the husband.

"Yourself?"

"Yes; don't you remember calling me a blockhead last night?"

Ought to Burn Candles.

"People who ride hobbies are often inconsistent."

"That's true."

"There's Jibway, for instance. His house is full of candlesticks gathered from every part of the globe, yet he's always complaining about the size of his electric light bill."

Can't Prove It.

Yeast—It is said if the heat and muscular effort expended by the average man in a day could be converted into electrical energy it would be sufficient to run a sewing machine motor for 100 hours.

Crimsonbeak—Then why in thunder can't the average man crank a flivver more speedily?

None Too Good.

"We have a royal chance."

"Royal chances are very poor these days."

Mail Courses.

"What's Gribble doing now?"

"Teaching people how to write motion picture scenarios by mail."

"He used to run a correspondence school of astronomy. He must be a versatile chap."

"Not at all. He knows as little about one as the other."

It Sure Does.

Guest—Say, I've waited half an hour for you.

Jolly Waiter—Well it certainly is surprising how time flies.

DARLING BABY BRIGHTENS HOME

Children's Laughter a Pleasing Sound

Altoona, Pa.—"I am writing to tell you what Lydia E. Pinkham's Vegetable Compound has done for me. We had six children die almost at birth. From one hour to nineteen days is all they have lived. Before my next one was born I took a dozen bottles of your Vegetable Compound, and I can say that it is the greatest medicine on earth, for this baby is now four months old, and a healthier baby you would not want. I am sending you a picture of her. Everybody says 'That is a very healthy looking baby.' You have my consent to show these few lines to anybody."—Mrs. C. W. BENZ, 131 3rd Avenue, Altoona, Pa.

Mrs. Janssen's experience of interest to childless wives.

Millston, Wis.—"I want to give you a word of praise for your wonderful medicine. We are fond of children, and for a considerable time after we were married I feared I would not have any. I began taking Lydia E. Pinkham's Vegetable Compound, and it strengthened me so I now have a nice, strong, healthy baby girl. I suffered very little at childbirth, and I give all the credit to your medicine, and shall always recommend it highly."—Mrs. H. H. JANSSEN, Millston, Wis.

Mrs. Held of Marinette, Wis., adds her testimonial for Lydia E. Pinkham's Vegetable Compound. She says:

Marinette, Wis.—"I was in a nervous condition and very irregular. My doctor advised an operation. My husband brought me one of your booklets and asked me to try Lydia E. Pinkham's Vegetable Compound. It overcame my weakness so that I now have a healthy baby girl after having been married nine years. I am glad to recommend your medicine, and you may use my letter as a testimonial."—Mrs. H. B. HELD, 330 Jefferson St., Marinette, Wis.

There are many, many such homes that were once childless, and are now blessed with healthy, happy children because Lydia E. Pinkham's Vegetable Compound has restored the mother to a strong and healthy condition, as it acts as a natural restorative for ailments as indicated by backache, irregularities, displacements, weakness and nervousness.

Women everywhere should remember that most of the commoner ailments of women are not the surgical ones—they are not caused by serious displacements or growths, although the symptoms may be the same, and that is why so many apparently serious ailments readily yield to Lydia E. Pinkham's Vegetable Compound, as it acts as a natural restorative. It can be taken with perfect safety and often prevents serious troubles.

Therefore if you know of any woman who is suffering and has been unable to secure relief and is regretfully looking forward to a childless old age, ask her to try Lydia E. Pinkham's Vegetable Compound, as it has brought health and happiness into so many homes once darkened by illness and despair.

Lydia E. Pinkham's Private Text-Book upon "Ailments Peculiar to Women" will be sent to you free upon request. Write to The Lydia E. Pinkham Medicine Co., Lynn, Massachusetts. This book contains valuable information.

STANDARD FOR 50 YEARS

WINTERSMITH'S CHILL TONIC

Not Only For Chills and Fever But a Fine General Tonic

Wards Off Malaria and Restores Strength. Try It

If not sold by your druggist, write Arthur Peter & Co., Louisville, Ky.

Alumni of the school of experience have been known to take postgraduate courses.

"O Happy Day" sang the laundress as she hung the snowy wash on the line. It was a "happy day" because she used Red Cross Ball Blue.

It isn't much consolation to the homely woman to know that every mirror has a silver lining.

Cuticura Comforts Baby's Skin

When red, rough and itching with hot baths of Cuticura Soap and touches of Cuticura Ointment. Also make use now and then of that exquisitely scented dusting powder, Cuticura Talcum, one of the indispensable Cuticura Toilet Trio.

HAD SOMETHING IN COMMON

Lawyer's Sharp Questioning Finally Drew Material Answer From Old Lady on Witness Stand.

Philander C. Knox used to tell the story of a Pennsylvania lawyer, known throughout the state for his sharpness, who once met his match in a very unexpected quarter.

An old woman was being cross-examined by him as to how the testator had looked when he made a remark to her about some relative.

"I don't remember. He's been dead three years," she answered, testily.

"Do you mean to tell me that your memory is so bad that you cannot go back three years?" demanded the attorney.

The witness was silent.

"Did he look anything like me?" the lawyer finally ventured.

"Seems to me he did have the same sort of vacant look," responded the old lady.

Ancient Almanacs.

The clog almanac, once in common use in parts of England, is a square stick, on the four edges of which are cut notches to represent the days of the week and various symbols to indicate different festivals and holidays. More ancient than clog almanacs are the Scandinavian runic calendars, made of wood, or sometimes of horn or bone, and inscribed with runic letters.

Not Altogether Useless.

"Young man, you couldn't even buy my daughter's clothes."

"I could help."—Life.

FARMERS ARE WORKING HARDER

And using their feet more than ever before. For all these workers the frequent use of Allen's Foot-Ease, the antiseptic, healing powder to be shaken into the shoes and sprinkled in the foot-bath, increases their efficiency and insures needed physical comfort. Allen's Foot-Ease takes the Friction from the Shoe, keeps the shoe from rubbing and the stockings from wearing, freshens the feet, and prevents tired, aching and blistered feet. Women everywhere are constant users of Allen's Foot-Ease. Don't get foot sore, get Allen's Foot-Ease.

More than One Million five hundred thousand pounds of Powder for the Feet were used by our Army and Navy during the war. Sold everywhere.

PROTECTS POLE FROM DECAY

New Preservative Said to Be the Most Effective That Has Been Put on the Market.

A new preservative which is expected to surpass other compounds used for similar purposes, and which it is claimed the life of wooden poles into which it is introduced will be prolonged by anywhere from seven to twelve years, is being used. The fluid is composed of three constituents, one of high penetrating quality, such as zinc, magnesium or calcium-chloride solution or a sugar solution, and a second of high antiseptic value, such as sublimate, plenol or cresol. The third and most important element is one of long-continued effect, consisting of a slowly soluble antiseptic or slowly decomposing metal powder. This constituent in combination with a granular substance, such as powdered glass, is used to protect the wood in the vicinity of the puncture through which the other preservatives are introduced.—Popular Mechanics Magazine.

There Are Cases and "Cases."

Two lawyers had been talking in front of the courthouse for some time. Finally one said: "I must be going now, I have a case to finish—"

But the other stopped him saying: "Oh, come on, taks me with you. I'm awfully dry."—Chicago American.

A Gift from Nature's Storehouse

The delicious, crisp granules of the wheat and barley food

Grape-Nuts

contain all the natural up-building values of the grains, including mineral salts so essential to health.

A food equally well suited to the requirements of young and old.

"There's a Reason" for Grape-Nuts

Sold by grocers everywhere