

How BIG EARS Make DEAFNESS

If you have ever seen a horse race you may have noticed that the horse always runs with its ears pressed back close to its head. A dog running does the same thing. This is because no horse or dog is ever stupid enough to make its ears a scoop for the wind, or better, a funnel through which the wind enters the ear to cause perhaps congestion of the delicate membranes, with possible deafness as a result.

Medical men have long noticed that persons with large outstanding ears are more susceptible to deafness and ear troubles than those with small, closely set ones. Dr. Robert T. Morris, professor of surgery at the New York Post-Graduate Medical School and Hospital, believes that this is due to the fact that such ears deflect currents of cold air against the delicate drum membrane and the equally delicately lined approaches to it.

The trouble is that our ears are really passages into the brain. Their outer shape is that best adapted to catch the air vibrations which we call sounds. These vibrations are carried through the passage of the ear and strike against the tightly stretched membrane called the drum. By the drum the vibrations are transferred to the brain by the auditory nerve, and become what we call hearing. Manifestly a passage that must admit sound cannot keep out wind, and so when cold currents of air rush through the channel we have been describing and beat up against the drum congestion is liable to follow.

Congestion is an overfilling of blood vessels, and one of its causes is the sudden contact of cold air with one of the warm surfaces of our body. What we call cold in the

head is really congestion of the delicate linings of the nasal passages. Something like this happens inside our ears when the outstanding shells have deflected cold currents of air into the warm hearing passage. Continued congestion causes thickening of the drum and deafness results.

If we had the same control of our ear muscles as we had many ages ago, we too could lay our ears back against our heads like the dog and the horse and so escape the drafts. But we have lost that control, and the only thing left for us is a small operation, by which the cutting out of an oval piece of skin from the back of the outer ear where it joins the scalp, and the sewing of the two edges together, ties the ear further back and makes it less exposed to the wind.

Unfortunately, most skilled surgeons have their usefulness narrowed by silly fears of the importance and dignity of "professional etiquette."

Dr. Morris in speaking of this in the current number of the Medical Record, says:

"Discomfort and even danger from this source of irritation on windy days make it desirable to change the set of certain ears. The subject has not received as much attention as it seems to deserve, because surgeons of standing do not like to operate for the purpose of beautifying effects only. It is somewhat beyond their dignity to assume the responsibility of subjecting their patient to operation except in matters relating to 'life or utility of the individual.'"

"But the danger from deflection of currents of cold air into the ear should make us give serious consideration to the matter of resetting prominent external ears, even though we might be averse to doing the work on cosmetic grounds alone, or for the mental relief of people who found their ears an object of attention by children in the street car."

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a model for every figure and you are not bothered with troublesome alterations. In 9 cases out of 10 they need no alterations, but in case they do our expert bushmen are at your service.

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Geo. A. Mansfield & Co.

MILLS BLDG. "Not an expensive shop"

YOU MIGHT TRY--

Finishing Heavy Cloth.

To give a heavy cloth garment the fine finish which is so desirable, baste the material firmly and press before stitching, then stitch and press again very thoroughly.

Improving the Lawn.

To rid a lawn of dandelions, put a drop of sulphuric acid into the heart of each dandelion plant, being careful not to touch the surrounding grass with the acid. One drop will suffice to kill the roots of small plants, when they may be pulled out. Large plants may need a second application.

Right Way to Sweep Matting.

In sweeping a matted floor, it is a good plan to cover the broom with a piece of cotton flannel. This takes the dust up readily and will be found to save the matting much wear. A bare broom splinters the straw badly and soon makes it rough.

Cheap Vacuum Cleaner.

A BICYCLE pump is a good substitute for a vacuum cleaner in getting dust from nooks and crannies in marble statuary, plaster casts, carved furniture or any crevices where it may lurk in spite of dust cloth and brush. Run the open end of the rubber tubing over the surface to be dusted, while working the pump vigorously with the foot. A soft dust cloth will do the rest.

A Rapid Glove Cleaner.

A QUICK way to clean gloves is to take a piece of soft cloth, rub it on the under side of some good soap which has softened somewhat by lying on the dish, and then rub the gloves vigorously with this cloth. The gloves should be worn while being cleaned, and no water should be used. This same method of cleaning can be applied with good results to baby's white kid shoes, and, with a little water added, white canvas shoes can be thoroughly cleaned. The canvas shoes should be stuffed with paper or cotton so they will keep their shape while drying after being cleaned in this way.

Removing Blood Stains.

To remove blood stains from linen put a drop of water on each stain and cover it with a layer of common laundry starch finely powdered. Then brush off the starch, and the stain will not be seen.

ler of France, by the Lake Champlain Association and the tercentenary commission of New York and Vermont. Nearly 250 persons attended the function and addresses were delivered by attorney general Wickham, ambassador Jusserand, Gabriel Hanotaux and others.

Dr. Jamieson, genito-urinary, skin and rectal diseases, 618 Mills Bldg.

"Finest that can be produced," Richard Ferndell Bauxier, Grocers sell them.

Commemorating Victory of Manila Washington, D. C., May 2.—In commemoration of the victory of the American fleet in the battle of Manila Bay, 14 years ago yesterday, 39 surviving officers with admiral Dewey, the hero of the occasion as guest of honor, gathered at a banquet here last night.

Dr. Kleis, physician, internal medicine, special attention given to tuberculosis, Office, Roberts-Banner Bldg.

Dr. R. M. Rosliff, dentist, successor to Drs. Paret & Halliff, 201-5-6 Caples Bldg.

Curtains Catch Fire. Curtains in the front room of the residence at 819 North Kansas street, caught fire from two lighted candles placed near them, at 8:30 Wednesday night, and resulted in the sounding of a fire alarm. The only damage done was the burning of the curtains.

Mexican Herald on Sale at Ward's Pharmacy, in El Paso. Complete and reliable news of what happens in Mexico.

Brothers Gally of Murder. Corvallis, Ore., May 2.—George and Charles Humphreys, middle aged brothers, were found guilty of murder in the first degree here yesterday at the end of their trial on charges of killing Mrs. Eliza Griffith, one of their neighbors. Sentence will be pronounced Friday.

Have your electrical work done by the old reliable Texas Electrical Supply Co., 115 N. Stanton St. Both phones.

Civil Service Examinations. Civil service examinations for railway mail service clerks will be held Saturday, May 4, at the federal building, J. E. Farnsworth, of the custom service, will be in charge of the examinations.

J. L. Hoyt, World's Professional Typist, will give free demonstration of our office on Friday and Saturday of this week from 12 to 1 p. m. and 7 to 8:30 p. m. Come and see him write. Underwood Typewriter Company, 309 N. Oregon St.

To Erect Packing Branch. Bids are being asked for the \$40,000 branch of Sulzberger & Sons' Packing

company, which will be built on Mills street adjoining the Morris & Co. branch house. The building will be of concrete and will be used for the storage of meats and meat supplies for local distribution. The building will be erected by the El Paso & Southwestern system and will be leased to the packing company.

Dr. N. E. Satterlee, Osteopath, 609 American Bank Bldg., phone 141.

Hero Gets Medal. Washington, D. C., May 2.—A medal of honor was awarded by the treasury department to Lieut. S. S. Vandell of the revenue cutter service for heroism in rescuing two men from drowning in

SECRETS OF SUCCESS--

By THOMAS W. HOTCHKISS, Vocational Counsellor.

TWENTY years ago the work of the saleswoman was discouraging. With the zeal of youth and health to begin with, she would feel the hopelessness of her efforts after about three years of struggle to win promotion into the exceptional number of those who earned over \$10 a week. Close confinement, bad air, drafts, standing for hours at a time and the hurried mentality of the place were a serious menace to health.

Wages are still a matter of economics and trade agreement, and belong to the ethics of the business world; but the conditions of this employment have been materially improved by the "welfare" work of the social agencies employed by the department stores of the largest cities, and the law now requires that seats shall be provided for saleswomen and girls. In former years a salesgirl was sometimes glad to leave this work for almost any other occupation, and even found domestic service a desirable substitute. She still must meet ill-mannered and unreasonable customers, but today she knows better than formerly how to meet the improved conditions. She is a trained worker, and can work with hope of advancement and better pay.

Salesmanship is taught as a science and an art in some of the stores. It involves a study of both the goods and the tastes and needs of customers. The manufacture, quality and value of goods; how to take care of stock; the value of courtesy and the rules and forms of business as applicable to the retail store where she is employed are studied; and the saleswoman is able to proceed with a good working knowledge of the store's whole business system, in-

--The Shopgirl--

cluding the duties of employes in their various occupations.

The positions for girls in a big department store are errand girls, cash girls, or check girls; cashiers and bundle wrappers, markers, stock girls, saleswomen, heads of stock and assistant buyers and buyers. The errand girl receives from \$3 to \$4 per week; the buyers from \$1,000 to \$10,000 a year. The saleswomen are the most numerous. Their pay is from \$5 to \$12 per week, with an increase to \$15, \$20, or even \$30 in certain departments, such as costumes, suits and furs, where good stature and executive ability are the exceptional qualities required.

Many women try salesmanship on the theory that it is easy, unskilled work, but they find it calls for fairly good education, correct use of English, legible writing, knowledge of business arithmetic, as well as good appearance, neatness, promptness and accuracy. Concentrated devotion to the employer's interests, sincerity, tact, enthusiasm and fidelity to detail in serving the public are important requisites of success, and the work calls for avoidance of the "slough of despond," that apathy of indifference which marks the beginning of loss of interest and the inevitable loss of customers.

The saleswoman makes her worth known to her employer by skill in making sales and retaining her customers as permanent patrons of the store. Recognition and advancement depend on courage, patience, initiative, self-confidence, cheerfulness, friendliness, fidelity and loyalty. It is the lack of these qualities, combined often with inattention to the customer's needs, because of chit-chat with the neighboring salesgirl, or the lack of technical knowledge of the trade and of human nature, or the lack of executive ability that are the handicaps to be overcome.



Just Arrived



We have just received a large shipment of Colonials in White Buck and Canvas. This additional shipment now gives us the most complete stock of Colonials in El Paso

Prices \$2.50 to \$4.00

Our Windows Are Well Worth Watching.



204 San Antonio St.

DYNAMITE IN A DEMING SMASHUP

Team Runs Away With a Wagon Load of Explosive; Wagon Smashed.

The Deming office of The El Paso Herald is room 11, Mahoney block. Roy Bedelock is agent and correspondent.

The Herald's distributor in Deming is the Leffler & Field Cigar and News Store. The Herald will be delivered to all parts of the city same night of publication, at 60 cents per month.

Deming, N. M., May 2.—A team belonging to J. M. Onstat, of Cooks, took fright on Gold avenue and dashed into the corner of Nordhaus's store, smashing up the wagon and tearing the harness to pieces.

The weather record at the S. P. station for the month of April shows .68 inch rainfall, occurring from 6 a. m. to 2 p. m. April 7. This is the largest precipitation recorded for April since 1908.

and is considerable above the average rainfall for April stretching over a period of 30 years, which is .47 inch. April is the month of least precipitation in the Deming district. The minimum temperature for the month was 15 degrees, occurring April 1st, and the maximum temperature was 82, occurring on the 25th.

Porch Settees Greatly Underpriced

We have just received a lot of handsome settees for porch and lawn—and put them on sale for one week only at prices you can not possibly equal in El Paso.

These settees are well constructed, handsomely painted and are made to withstand the hardest usage.

5 foot size.....\$4.00  
6 foot size.....\$4.50

Mail Orders Will Be Promptly Filled. Sale Lasts One Week Only.

The Cut Rate Furniture Store WECTEDN FURNITURE CO. Our Slogan: "The Western for Saving" 308 South El Paso St., Near Overland

Advertisement for Waterloo Boy Gasoline Engine. Features include: 70 Years of Knowing How, P&O logo, The Price is 25% Lower than other high grade engines, Guaranteed for five years, Sold on thirty days' free trial, Satisfactory terms given, Write for catalog. Dealer: Parlin & Orendorff Implement Co., Valley Implement & Vehicle Co., Agts. El Paso, Tex.

There were but three cloudy days during the entire month.

R. F. Hamilton has just parted with a typewriter which he bought in 1896 in a second hand store in Milwaukee. This typewriter was once owned by Rabbi Hirsch. A patent on the space bar is dated 1877. The machine has been in constant use and is yet in good condition.

G. E. Martegny, of Las Cruces, is in Deming on business.

M. Flippin, of Mt. Airy, N. C., is here looking for a location.

Miss Anna L. Chase has left for her home in LaPorte, Ind. She has been visiting her aunt, Mrs. V. S. Hillis, for several months.

Victor Deiondome has left Deming for a visit of two months with relatives in Woodland, Calif.

H. C. Mundy, of Farral, Mexico, brought four magnificent Percheron horses to Deming, having sold them to Brock Bros. for use on their farm.

J. A. Martin and wife, Louis Zinsner and wife, Edw. Williamson and wife, all of Lexington, Ky., are visiting G. W. O. Martin, and are investing in property in the Mimbre valley.

Edw. H. Bell, of Kingman, Kan., is here visiting his brother, Prof. Geo. Bell. J. G. Papp, of Albuquerque, N. M., is here on business.

David S. Butler, of Pecos, Tex., is here looking for a location. G. L. Hodges, of Guyton, Okla., is

looking over the valley with a view to making investments.

Fred Foote, jr., of Turneraville, Tex., is prospecting in the valley. D. F. Smith, of Ritz, Tex., is here for the purpose of locating.

C. B. Cabeen, of Yuma, Colo., is here for the purpose of investing in real estate.

NEARLY 4000 HEAD OF CATTLE IMPORTED Nogales, Ariz., May 2.—A new high record for the custom house at this port for one day's collections on cattle was made when 3379 head of cattle were passed through the custom house, netting the government \$13,038.95 in customs duties.

How's This? We offer one Hundred Dollars Reward for any case of Catarrh that cannot be cured by Hall's Catarrh Cure.

F. J. CHENEY & CO., Toledo, O. We, the undersigned, have known F. J. Cheney for the last 15 years, and believe him perfectly honorable in all business transactions, and financially able to carry out any obligations made by his firm.

WALDING KINNAN & MARVIN, Wholesale Druggists, Toledo, O. Hall's Catarrh Cure is taken internally, acting directly upon the blood and mucous surfaces of the system. Testimonials sent free. Price, 75c per bottle. Sold by all Druggists.

Take Hall's Family Pills for constipation.

Advertisement for Studebaker Hub Bands and Wagons. Text: No Loose or Broken Hub Bands on Studebaker wheels. Studebaker hub bands are made of a specially refined iron perfectly adapted for this use. Hub bands are welded by electricity and then shrunk on by hydraulic pressure. There is not the slightest possibility of Studebaker hubs weakening from usage or from weather conditions. No strain or climate severe enough to injure them. Studebaker Wagons. Every part—iron or wood—is made in the same careful way as the hub and banding. That's why Studebaker wagons run easier and last longer. Come in and see the Studebaker. THE MYERS COMPANY, EL PASO, TEXAS.