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"BLUFFERS" WHO MAKE GOOD

Not infrequently it is essential to
Gain the Neighbors' Confidence
By Any Means.

There is an oil man out west—and if his name were printed every one would know it—who on one occasion was so near the rocks that when he walked his back hair dragged on the ground. He had about as much money as a chipmunk has diamond necklaces, and his debts would sound like a statement of Europe's financial relations with the United States. But he had a good prospect. So he got together a group of investing possibilities and gave them the best dinner they had ever tasted, says a writer in an exchange.

"But how did you do it?" I asked. "You're after telling me that you had been living on rubber heels and old clothes for weeks and yet you gave them a dinner?"

"I bluffed," said the oil man. "I fooled 'em all, hotel man, waiters, cabmen, florist, every one else. If I had not put that proposition over I would have walked out of town that night if I had been lucky enough to get out of town. But I fooled 'em. And we all got rich out of it."

The theory on which he worked might be stated differently. The confidence of one's neighbors is essential to success in life, and sometimes it seems advisable to bluff in order to get it. It never pays to lop the under lip down on the breastbone and tell the world that you're a gone goshing. After all, only the man with real courage is able to bluff successfully, and such a man is worth backing—so that one might unwisely argue it is safe to back bluffers. Best say that some bluffers are worth backing.

Which recalls the story of George Graham Vest, for years one of the senators from Missouri. At the convention which later nominated him his rivals had promised what they would do if elected. In his turn Vest arose.

"I will only promise you," said he, "that if I am elected I will draw the salary with clock-like regularity and spend it like a gentleman."

That bluff won. But the bluffer who can make a bluff like that is no bluffer at all.

One Too Many.

A literary family in which a seventh child had just come was at a country house, and for a time a good deal of the care of the other six children devolved upon the father, who had Spartan ideas as to the upbringing of his sons. One morning he carried his two-year-old to the creek near his home to give him a cold plunge. The child objected lustily to this proceeding, but was firmly held and ducked, notwithstanding.

At the instant of the ducking, however, a brawny hand seized the Spartan father by the shoulder and flung him back, while the angry voice of the farmer, who was his nearest neighbor, roared in his ears:

"Here! None of that! I'll have the law on you for this."

For some time the father endeavored to convince the farmer that he was not trying to drown the child. Even then he wasn't wholly convinced. To the very last minute he kept shaking his head skeptically and saying:

"Well, I dunno about that, I dunno. You got six besides this."—Harper's Magazine.

Census Reveals Odd Names.

What will be the strangest name on the British census paper? asks the London Morning Post. Last time the palm went to a Yorkshireman, who had been saddled with the name of Mahershalalhashbaz. The longest name was that of a Derby child whose parents had inflicted upon her Christian names beginning with every letter of the alphabet. Of punning and other curious names there will be no end. Some of those revealed by previous enumerations have been Arch Bishop, Arch Deacon, Rose Bidd, Pina Rose, Righteous Williams, Temperance Sober Lane, Sudden Death, Pine Coffin, and Alfred Gott Baretegs. Another factor is the astonishing frequency with which such high-sounding names as Lord George Smith, Lady Mary Brown, Marcus Cicero are found in the poorer quarters of our cities. Such names are usually selected from the cheap novels which form the chief reading of the parents.

Fowls' Peculiar Appetite.

In a village in Hants, England, a man had a pen of fowls, enclosed in a wire run of 1-inch mesh. Sparrows used to get in the run under the sides and the rooster one day killed and ate a young one. After that woe betide the sparrow that entered that pen, for the old hen acquired a liking for sparrow meat and they would chase a sparrow about until they caught and killed it. In the fall the fowls were moved to another farm and shortly after a wheat stack which was infested with mice was threshed. The rooster and hens were soon on the job and had a merry time catching mice which they made short work of swallowing, after giving them a few raps on the ground.

Vote Against Bobbing.

"Well," announced the fair young thing at the dinner table. "I'm not going to get my hair bobbed after all."

"Praise be," said her father. "But why?"

"You see, it's like this," she dimpled in reply. "I didn't know whether the boys would be sure to like it, so I sent around a questionnaire. They all answered and the result was that six of them said not to bob it, while only two were in favor, so I can't do it, really."

CENTRAL ARMENIA IN GRIP OF HUNGER

Dis-ease stalks in trail of poverty. Some resort to human flesh diet. New York, April 2.—The ravages of hunger among the inhabitants of mountain villages in central Armenia were described as appalling in a cable report from Near East Relief investigators, given out today by Charles V. Vicery, general secretary of the organization.

With the break of winter, the dispatch said, K. A. Downer, of Kingston, N. Y., made a five days' visit by horseback to 20 villages having a population of 25,000 and found that 49 out of every 50 persons were afflicted with disease due to malnutrition. Food-stuffs throughout the area were exhausted.

"Several cases were so desperate that the people resorted to eating of human flesh," the report said, "which practice was sharply punished by the authorities. Officials said that they are doing all they can to prevent it, but the people lose their senses from hunger."

In many of the villages visited, Mr. Dewey reported that the children had lost their hair during the winter. Bread was being made from all kinds of substitutes including flax, chae and sawdust, and children were being fed with indigestible materials extracted from refuse.

Jamaica, "Country of Springs." The name Jamaica is a corruption of xaymaco, a West Indian expression meaning "the country abounding in springs."

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Druggists refund money if PAZO OINTMENT fails to cure Itching, Blind, Bleeding or Protruding Piles. Instantly relieves Itching Piles, and you can get restful sleep after first application. 60c.

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Sit down and figure up every cent you owe. The total may surprise you. Can you pay it?

It is easy to spend money, it is easy to go into debt, but there's always a day of reckoning—of vain regrets for money squandered.

Make up your mind today to get straight with yourself and the world. Don't waste time in vain regrets. What's gone is gone—you've learned your lesson, now make it worth the price. Start a saving account today.

Add to it every pay day and you will soon be out of debt. Before long you will have a surplus, and then you will acquire a new confidence, a sense of independence that only money in the bank can give.

Thousands of people have learned their lesson and many of them are making it worth the price through a savings account at this strong National Bank. You can do it. Make a start today.

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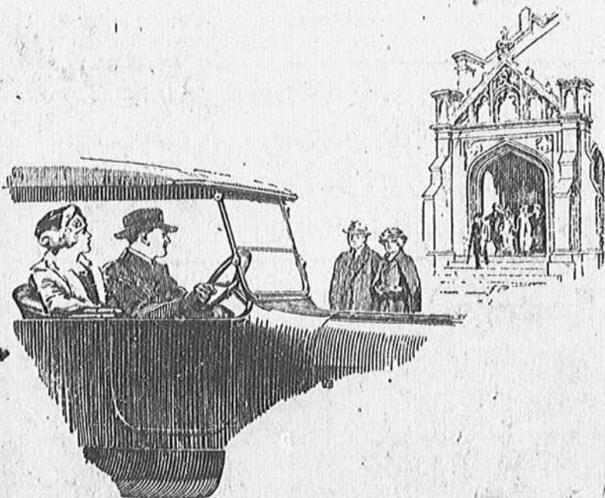
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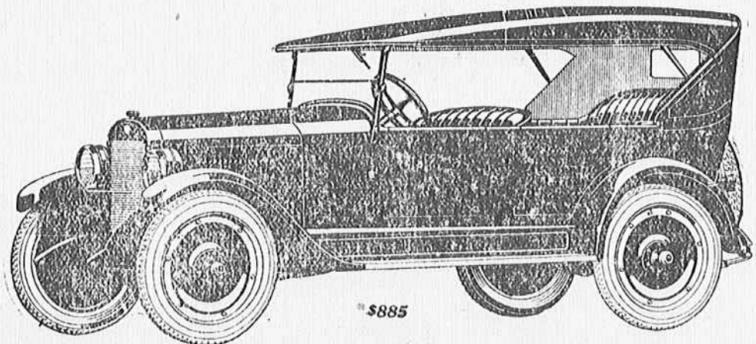
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