

TOMMY BIFFBY, THE AUDACIOUS.

By J. B. DUBOIS. [Copyright, 1910, by American Press Asso-ciation.]

"Success, gentlemen! Say, I'll tell you what constitutes the essential and elemental requisites of true success. It's stupendous audacity linked by an endless chain of enthusiasm to eternal activity," and Tommy Biffby banged his daintily gloved fist directly in the center of a wet spot on the cafe table. "An example, please." said Dunkin, the general manager.

"An example." roared Tommy, "an example! Me! I'm the example! Here am 1. only five feet three in height, with a slot machine weight of 135 pounds. I'm narrow chested, stoop shouldered and toe in when I walk. My complexion is of the bilious yellow hue and embraces a mole, two warts and a squint, yet look at me! Am I not a success?

"Tommy," said Dunkin, "I will confess that commercially you have framed up far beyond the most sanguine expectations of everybody connected with the Brooklane Woolen company; but, tell us, without wading into ethereal frills, how have you done it?"

"How?" replied Tommy. "I'll tell you how. First by employing the principle of stupendous audacity as exemplified in vests. Each one of my vests costs \$15. and I buy them by the dozen. Now, then, for a specific case. Last week a new western agency man came in for the first time. We became friendly. We became familiar, and after awhile he said to me:

"Tommy, that vest of yours is a bird.

"Do you like it?' I asked. 'It's a dream,' said be. 'It's yours.' said 1, taking it off and handing it to him. Say, that fellow went away my friend for life, and what's the consequence?

"He will go home and spend his time asking everybody if he knows Biffby. Biffby is all right. Biffby is Say. Biffby would give you the clothes off his back, Siffby would And I tell you. gentlemen, that if you stop to apalyze my modus operandi you will findwhat? Audacity, enthusiasm and motion. Say, take it from me, if you want a thing bad enough you can get it, but you have got to get it in your bead before you can have it in your hands."

General Manager Dunkin had tilted. his chair back against the wall during Tommy's remark, and, as a matter of fact, be deliberately winked at Schmidt, the buyer, before answering.

"Tommy," said he. "I admire your splendid enthusiasm, and I admire the way you have managed the sales department, but for unholy and unsavory egotism you paralyze all competitors.

"Do you believe that you can get

of mine," said Dunkin to Schmidt a your opiniou, is it not. Mr. Biffby?" few days later. "It was foolish, and. "Why. I think that we had better what's more. Biffby is a positive wonvote upon that matter later on, in the der There were seven of our largest regular way." replied Biffby. buyers in the office this morning-"Of course, gentlemen, I can assure

seven, mind you, including Bane of you that the twenty-eight shares of Chicago and Doskin of Boston-and stock which, by virtue of our agreethey were all waiting for Biffby to ment, will remain in my family will come in, when who should show up be voted according to the decision you but Brooklane himself. Well, he did arrive at. That will be satisfactory to the honors handsomely and had them you, will it not. Mr. Biffby?" all in his private office, where they

"Why-er-I trust that you will apwere telling him how much they preciate my position. Mr. Brooklane. thought of Biffby, and, say, when Biffbut 1 frankly confess to aspirations by came in, hanged if they didn't all for that office myself."

try to shake hands with him at once. "But, Biffby, don't you understand?" That's right, and before they left began Sehmidt. "Dunkin will have every man jack of the crowd gave him twenty-four shares, I will have twenty-four shares, and with the twenty-About 3 o'clock that same afternoon eight shares pledged by Mr. Brook-Dunkin saw Biffby stop at the door of lane you see the matter is virtually President Brooklane's private office. settled by a majority that"and, strange to relate, for once in his

"Pardon me, gentlemen." said Tomlife Tommy pesitated several times my, with great dignity, "but perhaps Mr. Brooklane will kindly inform us Fifteen minutes later everybody in who owns the twenty-eight shares of the outer office was startled to hear stock he speaks of."

their sedate president burst into roars "Certainly I will. They are in the of hearty loughter Peal after peal of possession of my daughter Edith." convulsive merriment came rolling "Well -er -excuse me. Mr. Brooklane. over the transom, and a few minutes

but-er- that is, with your permission. later Tommy came tumbling through sir. I expect to control that stock shortly." said Tommy, with immense dignity

"What!" gasped Mr Brooklane. Yes, sir that is-er-you see. Miss Edith"

"Say, young man, have I your permission to take my daughter to Eu-"Dunkin," said he at last, "the fun- rope?" asked the president, looking Biffby through and through "Oh. yes, sir; you see, it will be two

years at least before we-er-we"-"Well, what do you think of that?"

said Mr Brooklane, addressing the question apparently to himself. Then "'Why.' said be without a flinch. he looked at Dunkin and Schmidt, and Dunkin, Schmidt and myself wish to from these gentlemen he turned his gaze upon Tommy again. and. finally. "'Well,' said I, thinking to go easy turning back to Schmidt and Dunkin. with him, 'are you ready to take over he said:

"Gentlemen, if you will shake hands with your new president I will shake one can live through these great sorbands with my prospective son-in-law" Then the three gentlemen adjourned to the cafe

"Tommy." said Dunkin. "you will ad- the old woman, with emphasis, "and I mit that several almost miraculous circumstances have conspired to help your cause in this little deal, won't

you?

"I'll admit nothing of the kind." said Tommy. "Well, how about those out of town buyers who arrived the very day you had picked out to talk to Mr. Brook-The next morning Mr. Brooklane left lane?

for a three weeks' southern trip, and "Oh, bosh!" said Tommy. "You felthat afternoon, to the surprise of all lows are from the provinces. Why, the clerks, Miss Edith Brooklane, the say, man, every one of those chaps president's only daughter, called and has worn one of my vests at some sent her card in to Mr. Biffby. They time or other, and I simply wrote were closeted in the latter's office for them to come on and make good."

some time, and when they came out "I say. Tommy, what was that spiel Mr. Biffby accompanied Miss Brookyou gave us about success?" asked Schmidt. Before the wee'; was over Miss

"Success! Gentlemen, success is stu-Brooklane had catted on Mr. Biffby pendous audacity linked by an end- Kansas City Journal. three times, and each succeeding call less chain of enthusiasm to eternal had marked the earnest subject of activity!" and Tommy banged his fist ato a t so hs By the end of the next week one of ed a smail pool of liquid refreshment the cierks in the foreign department all over one of his fifteen dollar vests. Dumas' Wealth and Poverty. Alexandre Dumas' rise to wealth and luxury was almost as marvelous as that of his most celebrated hero. He built a magnificent chateau, which he named Monte Christo. There he entertained all comers, friend and stranger alike, with more than oriental magnificence and sometimes with oriental mystery. His purse was open to all who sought it, and the day came when he experienced Timon's fate without acquiring 'Timon's disposition. He could not become a misanthrope, though his fortune disappeared almost as suddenly as it came, and then he learned the ingratitude of men. His German army was closing in to besiege it and when France was feeling its deepest woe. To the last he preserved his gayety and youthful spirit. "I had but one napoleon in my pocket when I first came here," he said. "I go away with two, and yet they call me a spendthrift."

Honest Mistake. The story is told of a little New England girl the workings of whose

Puritan conscience involved her in difficulties on one occasion She was studying mental arithmetic at school and took no pleasure in it. One day she told her mother, with much depression of spirit, that she had "failed again in mental arithmetic," and on being asked what problem had proved her undoing she sorrowfully mentioned the request for the addition of "nine and four."

"And didn't you know the answer, dear?" asked her mother. "Yes'm," said the little maid; "but,

you know, we are to write the answers on our slates, and before I thought I made four marks and counted up. 'Ten. 'leven, twelve, thirteen,' and then, of course, I knew that wasn't mental, so I wrote twelve for the answer to be fair."

The Cautious Kind.

Before the customer paid his bill the hotel stenographer tore several pages out of her notebook and handed them to him. "Only the notes of his letters," she said to the next customer. "He is one of the cautious kind. There are not many like him. About once in six months somebody comes along who keeps such a watchful eye on his correspondence that he won't even let a stenographer keep his notes. Of course it is nothing to us, and we always give them up when asked to. I don't know what the cautions folk do with them. Destroy them, maybe. Anyhow, there is no record of foolish utterances left in the stenographer's books."-New York Sun.

#### Little Worries.

In Chesterton's "Tremendous Trifles" is this: A friend of mine who was vis iting a poor woman in bereavement and castine about for some phrase of consolution that should not be either insolent or weak said at last: "I think rows and even be the better. What wears one is the little worries."

"That's quite right, mum," answered ought to know, seeing I've had ten of 'em.

#### Truth.

In troubled waters you can scarce see your face or see it very little till the water be quiet and stand still. So in troubled times you can see little truth. When times are quiet and settled, then truth appears .- Selden.

Ridicule is the first and last argument of fools.-Simmons

> Paced Too Rapidly. "Waiter, ask the orchestra to play "Any particular selection, sir?"

"Something slower. I can't chew my food properly in waitz time."-

Travelers Guide.

Dry Goods.

Dry Goods

the bones and muscles to grow in the shape that nature intended.

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something different.

anything you want in life if you only want it bad enough?" asked Schmidt. "I do," said Tommy

"Then, by George, suppose that we three gentlemen wanted the Brooklane Woolen company for our own: Could we get it?"

"Tain't bad for an idea," said Tom my, his eyes on the eight he was lighting

"Bab!" said Schmidt, arising.

"Sit down." said Tommy, pulling him back into his chair "Let's see We start with an initiative thought, as follows: Dunkin, who is general manager of the Brooklane Woolen company; Schmidt, buyer for same house, and Mr. Thomas Biffby, who is manager of the sales department, collectively aspire to ownership of the said company -three men of brains and ecutive ability, three men who practically rup the business Say, this thing appeals to me. Why shouldn't the Brooklane Woolen company belong to us? I'd never thought of this before We rup it, don't we?"

"Come." said Dunkin, arising. "I've all my correspondence to attend to." "Sit down." said Tommy. "This is be-

coming interesting. Why shouldn't we own this business? Why, that's what I want to know. Why?"

"It's not worth answering." said Schmidt, "but as a quietus, Biffby, I'll tell you why. First, our president, W. C. Brooklane, owns practically every dollar of the stock; second, the corporation is capitalized at \$100,000, and we could not raise \$10.000 among us."

"Oh. very well," said Tommy.

kin.

"Oh, I don't know." "Perhaps you see yourself president of the Brooklane Woolen company." said Schmidt, with a grin.

"By thunder, sir, I do see it!" and Tommy banged the table so emphatically that the empty glasses danced.

By way of answer both Dunkin and Schmidt walked to the cashier's desk. settled their accounts and went out, leaving Tommy at the table with his head thrust forward in a most profound study

have?" asked Dunkin of Schmidt as to the position of general manager in they crossed the street to their office. "It's not a question of drink." replied Schmidt, "but one of those cases where a man succeeds up to a certain point and then goes plumb to pieces." "At any rate." observed Dunkin, "it's only a matter of time with Biffby. Sooner or later we must find some one who can fill his position, and I wish

you would quietly look your departin training for the place."

did Tommy cross the street with Dun-

their conversation. reported having seen Biffby leave the Brooklane home the evening before

as late as 10:30, and, wonder of wonders, during the third week of Mr. Brooklane's absence Mrs. Brooklane called and held a long conversation with Mr. Biffby. It was the first she

a smashing big fail order."

Hardly five minutes had elapsed

when the president opened the door

Once inside Dunkin had to wait fully

three minutes before the president

niest incident of my life has just oc-

curred. Our little friend Biffby came

in here a few minutes ago and said.

'Mr Brooklane, I have a business

"'What is it. Thomas?' I asked.

"'Can you produce the cash?' I

"'No. sir: we haven't got a cent.'

"Then now do you expect to buy

"Why, sir, you are to lend us the

money,' said he. Think of it, Dunkin

-1 am to lend you fellows the money

ness!" And for the second time the

outer office was startled with a whirl-

with which to buy out my own busi-

asked, just to keep up the game.

and beckoned to his general manager.

before entering.

the doorway.

buy you out

all of my stock?

was his answer.

me out?' I asked.

wind of merriment.

laue to her carriage

"'Yes, sir, said be

could stop laughing.

proposition to offer you.'

had visited the office in tive years. President Brooklane returned on the Monday following, and late in the afternoon Dunkin received a message to come to his office.

"Dunkin." said he. "you remember my telling you about Biffby's business proposition? Well, I told Mrs Brooklane and Edith all about it that night at dinner, and my wife enjoyed it as much as I did, but Edith, with never so much as a smile, asked. 'Why not?' and did I not consider you fellows capable of running this business. Then she wanted to know all about my income outside of this business and finally cornered me in the ad-

mission that I had actually promised for five years in succession that I would speud the winter with them in Europe. Then she wound up by asking why I should not consider Biffby's proposition seriously.

"But what's the use. Dunkin? When a man's family gets at him on a subject of this kind they usually win. Mrs. Brooklane joined forces with Edith, and while I was in the south Biffby actually convinced them that the entire thing was practical. The end of it all is that I have seen my attor-

ney, and he is to help you fellows whip "You see it, don't you?" asked Dun- the new organization into shape, and, hang it all, I'll finance it according to Biffby's plan. Anyway. the boy sur-

prised me when those out of town chaps were here. Every time I tried to talk business they said, 'Much obliged, Brooklane, but Tommy for ours."

That night Dunkin went home to do some tall thinking, as he expressed it. His time had come. Biffby's harebrained proposition by a miraculous combination of circumstances had gone through, and he, Dunkin, was as good as president of the company.

Biffby was certainly clever, and he would suggest to Mr. Brooklane in "How many drinks did Tommy the morning that Tommy be promoted

the new company. Within a few days the preliminary papers had been drawn for reorganization, and Mr. Brooklane invited the three gentlemen into his private office. "Boys," said he, "I'm off to Europe just as soon as I can fix you fellows up. What have you decided to do about officering the new company?" "Why, we-er-have not concluded ment over for a man that we can put definitely," said Schmidt. "You seeer-Biffby's been awful busy, but-er-Two weeks went by, and not once Mr. Dunkin and I have talked the mat-

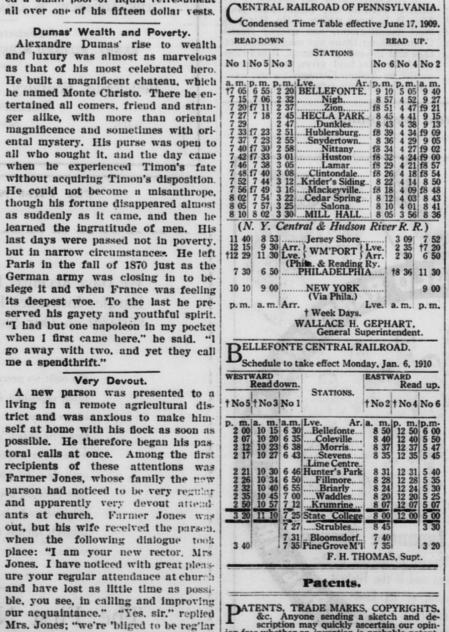
ter over, and I'm quite sure that Mr. kin and Schmidt for luncheon. "Too Biffby will concur with me when I busy." said he when they invited him. say Mr. Dunkin will make a very ca-"Cut out the 'bright young man' idea pable president, sir, and-er-that is hang them on the pegs.

#### Very Devout.

A new parson was presented to a living in a remote agricultural district and was anxious to make himself at home with his flock as soon as possible. He therefore began his pastoral calls at once. Among the first recipients of these attentions was Farmer Jones, whose family the new parson had noticed to be very regular and apparently very devout attendants at church. Farmer Jones was out, but his wife received the parson. when the following dialogue took place: "I am your new rector. Mrs Jones. I have noticed with great pleasure your regular attendance at church and have lost as little time as possible, you see, in calling and improving our acquaintance." "Yes, sir." replied Mrs. Jones; "we're 'bliged to be reg'lar at church, for if we didn't go Farmer Smith claims that new, and we're not goin' to give it up for the likes o' him. So my son Peter stands at the door half an hour before service begins to keep 'im out."-Liverpool Mercury.

### Big Hats In Colonial Days.

The question of high hats at public places was of some moment, even in colonial days. In 1769 the church at Andover, Mass., put it to vote whether "the parish disapprove of the female sex sitting with their hats on in the meeting house in time of divine service as being indecent." In the town of Abington in 1775 it was voted that it was "an indecent way with the feminine sex to sit with their hats and bonnets on in worshiping God." Still another town voted that it was the "town's mind" that the women should take their bonnets off in meeting and



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