

COURTESY AND DISCOURTESY.

A lad of fifteen was looking from the window and was announcing the passage of a village character, a man who, while peculiar, was respected by all who knew him for his honorable life and Christian character.

"Do you think that a courteous way to speak of him, Mark?" his father asked. "He is not so old, as he is the only man of his name in the town he needs no distinguishing adjective. Why not call him 'Mr. Russell' when you have occasion to speak of him?"

Mark hung his head; he did not know what to say.

"I am eager to have you treat everybody with respect, Mark," continued the father. "You cannot afford to fail in courtesy to anyone you meet. Your discourteous words do not do so much harm to the person to whom they are spoken as to yourself. And courteous words have never done any harm. In fact, they frequently help those who hear them. Sometimes, too, they bring an unlooked for reward to the speaker."

"Did you ever hear the story of how one of the best-known men in Washington got his start in life? In 1871 he was an assistant door-keeper in the House of Representatives. One day, he overheard a stranger ask another door-keeper for assistance in finding one of the Senators from California. The door-keeper very surlily answered that it was none of his business where the Senators were; they could be found at the other end of the Capitol."

"But can't you help me?" the stranger urged. "I was sent over here because he was the only one who could help me. No, I can't," was the answer. "I have trouble enough looking after the Representatives."

"The stranger was about to turn away when the assistant, who had overheard the conversation, said: 'If you are from California, you have come a long way. I will try to help you.'"

"Then he asked him to take a seat, and hurried off in search of the Senator."

"The card bore the name of Collis P. Huntington, the railroad magnate. 'Soon he found his man and piloted him to the Californian, who, as he turned away, said to the courteous door-keeper:—"

"I wish you would call at my hotel this evening; I want to talk to you."

"At the interview that night he offered the assistant a position at nearly twice the salary he was receiving from the Government."

"My fortune was made from that time on," the ex-door keeper said recently as he told the story to a group of friends in his beautiful home.

"It was several years later—in 1874—that Francis Marion Cockrell, who served as Senator from Missouri for thirty years, gained his first election as a reward of a courteous act under trying circumstances. He had just concluded a canvass for the nomination to the office of Governor of Missouri. In the convention he was defeated by one-sixth of a vote. His friends felt for him. They looked to see some expressions of the keen disappointment he must have felt. But to their astonishment, immediately after the announcement of the result, Mr. Cockrell threw up his hat to the ceiling and with a ringing shout, called for three cheers for the successful candidate. This act of courtesy, it has been said, led to his selection as United States Senator."

"You have no doubt read of the reward of courtesy of the director of the Metropolitan Museum of Art in New York city to an unassuming gentleman who, for years, was in the habit of visiting the museum and asking questions as to the methods and conduct of the institution. He was particularly insistent in requesting information regarding its financial affairs. Sometimes the question seemed intrusive; they must have become quite monotonous as the same questions were asked again and again. But the director answered with unvarying courtesy. At length the curious visitor died. When his will was opened it was found that he had left the bulk of his enormous estate to the museum."

"That experience reminds me of the conductor of the Chicago and Alton Railway who once carried a passenger who asked all manner of questions about the farm lands adjacent to the railway line. The conductor answered as fully as he could. Again and again, he found the man on his train. Always, he asked questions; always he was courteously answered. Then he was seen no more. After some time a letter came for the conductor, containing a thousand dollars, a letter of thanks for valuable information given to an investor who had used the conductor to learn all he could of Illinois farm lands."

"I recently read of a man who had a similar opportunity. He was young and ambitious, and long cast his eye on a position paying twice the salary he had been receiving. If he only secured it, he would be fixed for life, he thought. But there seemed to be no prospect of gaining the coveted prize. One morning, he received a letter from a stranger which asked two questions, to which an early reply was sought. No hint was given why the questions were asked. Under ordinary circumstances, the letter would have been answered courteously. But that morning the recipient had missed a train, he had heard a bit of bad news and he had a headache. Thus he allowed himself to feel resentful to the unknown correspondent although the questions asked were perfectly proper from one stranger to another. Giving way to his feelings, he wrote and mailed a reply which two hours later he bitterly regretted. He heard nothing further from his correspondent. But, some weeks after, he was informed that the letter had been sent by a man commissioned to seek a suitable man for just such a position as he had been looking for. His name had been so favorably considered that it was decided to appoint him—provided the answer to the letter, the

purpose of which did not appear, was satisfactory. The discourtesy of the letter received in reply was too great to be borne; no further consideration was given by the writer. He was passed by for another. When he learned the result of his discourtesy, he told the story as a warning to others, and said: "I am thankful that the experience came to me at a time when I could best stand my disappointment. And I shall see to it that the mistake is never repeated."

"Now, Mark," the father concluded. "I have not repeated these stories to make you feel that we should be courteous simply because it may pay us well; or that we should avoid discourtesy because it may bring disaster to our plans or loss to our pockets. We are to be courteous—not in a coldly calculating way—but because courteous treatment is due everybody we meet. I learned my lesson when I was about your age. Won't you let me pass it on?"—Alexander Valliant. (The Canadian.)

Czarina Saved Her Royal Jewels.

The Russian royal jewels, including the gems that crusted the imperial Romanoff crown, are safe from the democratic hands of the new rulers in Petrograd. With a woman's intuitive knowledge of trouble ahead, the former Czarina had them tucked away in a safe deposit vault in her ancestral city of Darmstadt, Germany, right at the beginning of the war.

And there they will remain until Mr. and Mrs. Romanoff claim them again.

The story of the Russian royal jewels is told in the London Chronicle by a writer who says that the former Czarina was largely responsible for the war, in that she assured her German friends and relatives that Russia would not be a formidable antagonist. She proceeded to prove this antebellum prediction by pro-German intrigue which ended with the revolution and the overthrow of the Romanoff dynasty.

But the former Czarina, who, before her marriage was Princess Alexandra Alice of Hesse, had no illusions about Germany. Accordingly she packed up the family jewels in the summer of 1914, when she saw the international war clouds appear, and sent them in charge of trusted messengers to her brother, Grand Duke of Hesse, for safe keeping until peace was restored. The royal emissaries traveled by the way of Finland and Sweden. They reached their destination before the mobilization of the Russian army was complete.

The tale of the Czarina's German forehandedness in the matter of saving the family gems is said to have been revealed by members of the Russian commission, who visited New York city recently.

A New York society woman had her eye peered for bargains in royal jewelry and approached members of the commission on the subject of purchasing a string of rare pearls which she had seen the former Czarina wear at a fashionable European resort some years ago. She was told that she would have to talk to Mrs. Romanoff or her brother, the Grand Duke of Hesse.

Evse Narodny, Russian business man and writer of New York, told the New York Tribune it was impossible to place an exact value on the royal jewels, but estimated that they ought to bring close to one hundred million dollars in the market. He said they were of far greater intrinsic value than the historic jewels deposited in the Kremlin, which are safe.

The disappearance of the royal jewels became known about a month after the revolution, when the provisional government's appraisers were taking an inventory of the Hermitage, one of the structures of the Winter Palace, where the treasures were supposed to be kept, according to Mr. Narodny.

"When the vaults of the Hermitage were opened the jewel boxes were gone," said Mr. Narodny. "The imperial crown reposed on its silk cushion in one chamber of the vault, but all of its stones were found to be of paste."

"Examination of the famous paintings hung on the walls of the Hermitage and the Winter Palace revealed that many priceless canvases had been removed and replaced by cheap copies. Nobody knows what became of the originals. These discoveries so aroused the provisional government that an investigation is now under way to see how many of Russia's art treasures have been stolen. The museums of Moscow and Petrograd ought to contain wonderful collections of rubies and emeralds in existence. Some time ago I received a letter from a government officer asking me to recommend an American expert to assist in the examination."

Sousa Fourth of Family to Enter Service of U. S.

Lieutenant John Philip Sousa, now at Willow Grove, is the fourth member of his family to enter the service of the United States in the present war. Others of the family in the service are:

Ensign James Bowers, a brother-in-law, in the navy; George Sousa, of Washington, a brother, in the marine service, "somewhere on the other side," and Lieutenant Lenox Lohr, of Washington, in the engineer corps. Lieutenant Lohr was the honor man of the 1917 class at Cornell.

Since being commissioned in the naval reserve Lieutenant Sousa has been training a band of more than 250 young musicians at the naval training station, Great Lakes, Ill. Commenting on the fact that four members of the family are in active service he says, "I think we're doing fairly well."

Incidentally, Lieutenant Sousa, who is known over the entire country as a trap-shooting expert, has been made the commander-in-chief of the Shotgun League. Of it he says:

"It is an organization of the 500,000 marksmen. We believe that if the 500,000 are lined up and 2,000,000 exponents of Prussianism are given the usual thirty-yard start we'll be able to take care of them all. I know personally that I'll be able to account for four, and I know several Philadelphia trapshooters who ought to be good for seven or eight."

FOR AND ABOUT WOMEN.

DAILY THOUGHT

Do not dare to live without some clear intention toward which your living shall be bent. Mean to be something with all your might.—Phillips Brooks.

In skirts for general sport wear, the straight lines are usually employed, says the Dry Goods Economist. Pleats are noted in some models, sometimes the entire skirt is pleated, sometimes pleats are used in cluster effect. Many novel ways of introducing pleats have been brought out.

While pockets have lost a bit of their popularity, they still appear in some of the best numbers. Self belts often give a pretty finishing touch to the skirts and occasionally sashes are used.

Silk is to be the fabric of the season, according to one fashion expert of New York. Such a statement may sound prejudiced at the beginning of the winter season, she admits, but she points out the fact that since so much wool is being requisitioned by the government for the soldiers' uniforms, and so much cotton is needed for ammunition, silk is not a luxury today, but, rather, a necessity. And, except for heavy coats and suits and knockabout costumes, for which wool will be required, silk will be found an ideal substitute.

But there are silks and silks. A silk of poor quality is just a waste of money. Quality is always economy in the long run. Cheapness is waste. And, if you would heed the slogan "Eliminate waste," that is being shouted from Washington and echoed throughout the country, you will select only silks of quality, she declares.

The silk manufacturers have already anticipated this far-reaching demand for silks and are offering such a diversity of weaves that one may find the silk for every need. So widespread is this demand, that it is difficult to say just which silks are the most fashionable.

It required a woman to think of a clothes line cleaner, which is a new addition to the household conveniences just being introduced. Nobody but a woman realizes the amount of dirt which a clothes line may catch without regard to the amount of care that is bestowed upon it.

The device is a little double scrubbing brush with stiff fiber bristles set in such a manner that they close together and reach every part of the clothes line as it slips between them.

Each brush back has a flange that extends to the depth of the bristles and is rounded on the outside edge so that the two brushes, which are hinged together, open and shut easily. Two string straps keep it from slipping out of the hand.

Oatmeal made into a paste with rose water and then smeared all over the face and wiped off with a sponge of flannel dipped in tepid water and one or two drops of lemon juice may be used by those troubled with very open pores. The lemon juice has a tendency to close the pores and the friction with the oatmeal is beneficial to the skin.

Every good thing which is done to excess is harmful, and the summer shampoo is not an exception. Every time the hair and scalp are thus thoroughly washed the natural oil so necessary to the life of the hair and the healthy condition of the scalp likewise takes its exit. A certain amount of this loss will do no harm, providing if, in the meantime, a normal amount of oil has been acquired. But when shampooing is carried to excess the hair falls out. Furthermore, the hair loses its color and luster. To this we must add the absolutely ruinous effects of quick drying effected by the dry heat apparatus, which further aids in drying out the oil.

A systematic brushing of the hair every night before retiring will do much toward keeping both scalp and hair clean. The brushing stimulates the roots to pour out their oil and makes the hair lustrous.

When buying rubber sheeting for the baby's crib you can save quite a little by getting just enough for the width of the mattress; then sew pieces of cotton cloth the length of the rubber sheet and about one-half yard wide, enough to tuck under mattress, on each side. You will find your rubber sheet will wear longer and keep smooth and free from wrinkles.

"Slippers and stockings should match the evening dresses," said a Parisian dressmaker to me the other day. Where the dresses are so short in places, or so transparent, if a different colored stocking is worn the silhouette is wrong. No matter how lovely the dress may be, the effect is spoiled if this point is not covered.—New York Herald.

A Cheap Dustless Duster.—Dip a piece of cheesecloth in kerosene, hang in the air for 48 hours. A better duster could not be desired.

Keeping Up With Styles.—Another institution which has passed in Emporia is the separate cuff on men's shirts.—Emporia Gazette.

The sin of gluttony is common, and therefore much condoned, but like every other violation of nature's laws have a penalty. Fat, inefficiency, sluggish mentality, the reddened nose, the pimpled face, certain of the chronic skin eruptions and much fatigue and nervousness are due to the abuse of the digestive apparatus. Rich, indigestible foods in large quantities, highly seasoned to stimulate the jaded palate, are forced into a body already rebellious from neglect. Exercise is largely limited to walking to and from the table and bodily deterioration proceeds rapidly.

Many an overfed dyspeptic, suddenly dragged by the stern hand of circumstances from a life of physical ease and plenty and forced to work out of doors, suddenly discovers that his semi-invaldism has gone, that a chronic skin derangement of many years standing has disappeared and that a new vigor and rest of life has been given him.

Not every one can spend his whole time in the open air, but a certain amount of exercise and plain, wholesome food in an amount not exceeding the body's needs can be had by almost every one.

SELLING AS AN ART.

The Road to Success, and the Reason Some Salesmen Fail.

In a story about a wonderful salesman a writer says in the American Magazine:

"Asked for his views on salesmanship and to give suggestions that would be helpful to others, he said: 'Any person can sell to any man who wants to buy, but it takes a salesman to sell to the man who doesn't want to buy. It took me five months in one case to work my way into the confidence of a wealthy man who hated life insurance agents, and we had been acquainted a month before he discovered that I was selling insurance. He later had me write him up for a \$10,000 policy.'

"A salesman should know his goods forward and backward, know human nature like he knows the alphabet and not lie. Self confidence, which is indispensable to success, results from exact knowledge of what you are offering to sell and knowledge of your prospect."

"Salesmen sometimes fail because they have a set way of dealing with all kinds of people. That will never do. They should learn to adapt themselves to all sorts and conditions of men and women. Use an easy conversational tone. Be natural. Don't get excited or talk loud. Make strong, positive assertions about your goods. You must be absolutely certain that the article you are selling is the very best on earth. Then stop talking before you kill the sale by talking too much."

GRAVEDIGGER BEETLES.

These Queer Insects Have a Remarkable Sense of Smell.

When an animal dies in a garden or in the woods and decomposition begins carrion bugs come from far and near. A dead bird, a mouse or a harmless snake wantonly killed by some wanderer provides a banquet for hundreds of insects. Among these the "gravediggers" are found, embracing forty-three species, twelve of which are found in Europe, the rest in America.

You can identify these beetles, says the Popular Science Monthly, by the two jagged yellowish red or reddish transverse bands upon their black wing covers. Their scientific name, necrophorus, means no more than "buriers of the dead." As usual, the insects have legs especially adapted for digging.

A gravedigger beetle has a most extraordinary sense of smell. He can detect the peculiar odor of decomposition a long distance away and flies to the dead thing as straight as an arrow. His remarkably keen nose is situated in his clublike feelers.

As a rule several gravediggers are found near a dead body. They crawl under it and scratch the supporting earth away, so that the body soon lies in a hollow. Gradually the body is lowered until it sinks below the surface. Then it is covered with earth. The female lays her eggs around the interred form, thus insuring for the newly hatched larvae a plentiful food supply.

Emeralds and Beryls.

There is no decline in the vogue of the emerald, using the word not in the generic sense of the trade, but for a beryl of the accepted green emerald hue. Fine specimens always cause a flutter in the auction room, for the very good reason that those are extremely rare. Perfect stones are as costly as fine rubies and, of course, much more so relatively than diamonds.

The Duke of Devonshire owns what is believed to be the largest and nearest faultlessness in existence, and it came from Nuzo, in Colombia, the main source of modern examples. The ancient emeralds of great magnitude we read of were probably not beryls at all, and, indeed, "oriental emerald" is the designation of the green corundum.—London Chronicle.

How to Begin the Day.

Begin the morning by saying to thyself: I shall meet this day with the busybody, the ungrateful, the arrogant, deceitful, envious, unsocial. All these things happen to them by reason of their ignorance of what is good and evil. But I, who have seen the nature of the good that it is beautiful and of the bad that it is ugly, cannot be injured by any of them.—Marcus Aurelius.

Doesn't Always Work.

"Take my advice," said the man who has a great deal of litigation. "Do anything rather than go into court."

"I tried that once, and it taught me a lesson."

"I was given a stiff fine for resisting an officer."—Birmingham Age-Herald.

Asmodeus.

Asmodeus is an evil genius or demon. In the apocryphal book of Tobit he is represented as slaying the seven husbands of Sarah. In the Talmud he is described as the prince of demons and is said to have driven Solomon from his kingdom.

Delicately Put.

"I do, hope you appreciate that in marrying my daughter you marry a large hearted girl."

"I do, sir. And I hope she inherits those qualities from her father."—Passing Show.

The Bible.

The sixty-six books of the Bible were written by about forty men during a period of 1,600 years.

True merit is like a river—the deeper it is the less noise it makes.—Hazlitt.

New Fall Suits FOR YOUNG MEN

THERE'S a certain Clothes feeling within every Young Man that makes him want "The Thing."

We're showing the Smart New Fall Models for Young Men.

There's no radical departure in style of cut this season, but there are many new fabrics and colorings and many little "Tailor touches and kinks" that are new and very artistic.

We were never better prepared to give the Young Man his Ideal Suit than we are at this present writing, and we're always pleased to show.

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Allegheny St. 58-4 BELLEFONTE, PA.

LYON & COMPANY.

FALL AND WINTER OPENING OF COATS and SUITS

We extend a cordial invitation to all to come in and see our large varieties of exclusive models in Coats and Suits.

New Fall and Winter Dress Goods and Silks.

We are receiving new Woolen Dress Goods every day. Plaids, serges, poplins, garbardines, mannish effects and broad cloths in all the new fall colorings.

NEW SILKS.

Plaids and shadow effects in stripes and blocks in all the new grays, blues and Roman colorings in taffetas, satins, messaline and crepe de chines, Georgette crepes and silk voiles to match all colors.

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