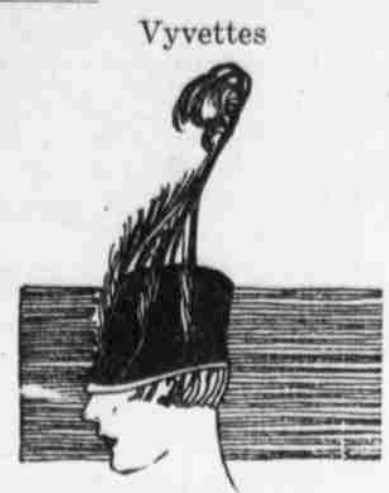


WHAT MAKES A CONVERSATIONALIST?—THINGS THE HOUSEWIFE OUGHT TO KNOW—FASHIONS

CONVERSATION MUST BE BUILT ON THOUGHTS AND NOT ON WORDS

Important Thing Is What You Say, Not How You Say It—Reading Brings Fluency in Talk if You Don't Hunt for New Phrases!

IN A letter to the Woman's Page a little girl of sixteen unearths a ghost that often haunts men, women and little girls of sixteen—the fear of not knowing "what to say next."



Yvetttes Five slender feathers brace themselves up, one against the other, the better to withstand the sweep of the autumn wind.

Probably totally unaware that the answer to her question is tucked down at the bottom of her own letter, the young writer adds in a postscript: "Please name a few books that would be helpful for me to read."

READ! This is the answer to all of us who want to learn how to talk so that people will care to listen, and of course if we don't talk that way it's better to keep still.

Read, but read the right way. Don't take a book into the corner with the firm resolution that when you get through the hour you will have learned, do or die, twenty new four-syllable words. Books aren't made of words; they're made of thoughts, and it's thoughts we need to be filled with to make us worth-while talkers.

SEE how it works? The book you are reading may be about better baseball or how to make pin-money or almost anything under the sun. If you get under the skin of it you will have learned to live more fully by the time you close the cover. And if we want to talk we must live fully.

Fiction stories aren't the best sort of literature to develop conversational abilities. They serve admirably for recreation, but they are too easy on the mind. Articles about current events that the better magazines publish are splendid; so are half-humorous essays. All of these are to be obtained in public libraries.

ONE of the best books of all I have not spoken of. It is the book of everyday life waiting for you to come and read it. Maybe you think you have, but most of us haven't. In the right way. In the book of everyday life are hand concerts in public squares, pictures on free day at the art gallery, little children next door to be talked to, leaves falling in autumn and a man who would like to talk about fishing if you would only give him half a chance. That's not half, of course.

ALL I have said doesn't mean the little girl of sixteen hasn't lots of good thoughts in her head. She had one very big one when she wrote to try to get some more.

Here are some books I think will help our young friend: "Essays in Miniature," by Agnes Repplier; "Reveries of a Bachelor," by Ike Marvel; "My Creed," by Mary Roberts Rinehart, in October's American Magazine; "Charm and Courtesy in Conversation," by F. B. Callaway, and "How to Live on Twenty-four Hours a Day," by Arnold Bennett. In reading the last-named book it would be well to follow out the systematic reading plan described.

For "story books" I would recommend "Seventeen" and the "Penrod" stories by Booth Tarkington; "The Wonderful Year," by Locke; the "Sub-" stories by Mary Roberts Rinehart; "David Copperfield" and "The Tale of Two Cities," by Dickens, and "Huckleberry Finn," by Mark Twain.

THE WOMAN'S EXCHANGE

Letters and questions submitted to this department must be written on one side of the paper only and signed with the name of the writer. Special queries like those given below are understood that the editor does not necessarily endorse the sentiment expressed. All communications for this department should be addressed as follows: THE WOMAN'S EXCHANGE, Evening Ledger, Philadelphia, Pa.

- TODAY'S INQUIRIES
1. What will remove an iodine stain from white goods?
2. How much these-bulldog food matter does macaroni contain?
3. How should chamois skins be washed in order to keep them soft and pliable?

- ANSWERS TO YESTERDAY'S INQUIRIES
1. Instead of actually boiling eggs over the fire, pour boiling hot water over them and let stand in the water for ten minutes. Prepare in this way, the whites of boiled eggs never become hard. This is called "coddling."
2. The whites of eggs sometimes fail to beat into a light white foam because there is moisture in the bowl in which they are beaten. The bowl should be perfectly dry.
3. To revive wilted roses cut off the tips of their stems under water so that no air may get to them. Put the vase in which the roses are into a vessel that will completely hold it. Cover the vessel tightly and leave undisturbed for twenty-four hours.

Stretching Shrunken Underwear
Dear Madam—Do you know any way to stretch part woolen underwear? Three union suits new last winter, are so badly shrunken from poor washing that they cannot be worn. They are like new in condition, I should be very glad for any suggestion, as I don't feel like buying new ones again this year. (Mrs.) L. A. D.

A Puzzling Young Man
Dear Madam—I am a girl eighteen years old and have been going with a young man the same age for one year. During this time I have fallen in love and was left lame and had to go on crutches. This young man treated me kindly while I was sick until I went on crutches. Now he stays away from me three weeks at a time and never sends word why he stays away. Please give me some advice as I am a constant reader of the Woman's Exchange. BLUE EYES.

Was Betsy Ross Married?
Dear Madam—Will you please tell me through your column if the Everette Landon Betsy Ross was a married woman? CURIOUS.

Give Photograph to Young Man
Dear Madam—Is it proper for a girl to give a picture to a man unless she is engaged to him? I have a friend who is going west for several months. We are not in love with each other, but I have been giving her for two years, and last week she asked me if I would not give him my picture. What do you think? MAIZE.

Wash Cloth or Brush for Face?
To the Editor of Woman's Page:
Dear Madam—Will you please tell me which is better to use on the face, a wash cloth or a brush? Also what kind of soap to use to improve the complexion? NOW A BEAUTY.

To Give Pink Lustre to White Pearls
To the Editor of Woman's Page:
Dear Madam—Will you please tell me how to give a pink lustre to a pair of white pearls? I have a young lady.

PATSY KILDARE THE OUTLAW

By JUDD MORTIMER LEWIS

The Wood Nymph
FROST has made the leaves on our tree the most beautiful color. They are all golden now, I pulled down a branch and took enough of the leaves to make me a crown this morning after I brushed my hair. It certainly did look fine on me, so I was very proud as I went on my way tagging Rowdy to school.

When I got to Bell Smith's house I hollered till she stuck her head out of the window and said she would be in in a minute, but I told her she need not mind as I was not going swimming. When she said, "Why not?" I said, "Because you did not go yesterday, that's why not. You need not think you can disappoint me and not have the get back at you." She said, "I am sorry if you are angry at me, but I am not angry at you. I want to tell you that you look like a wood nymph this morning." I said, "Oh, is that so?" If I looked half as much like a wood nymph as you do I would go and drown myself." She said, "You do not understand me. A wood nymph is a very beautiful little girl that lives in the woods."

Then Bell said, "Just stand where you are. I want to get your pitcher." So she got a little black box and held it in front of her and snapped something and said, "All right," I said, "Yes, all right." She said, "That is all." I said, "Where is the pitcher?" She said, "That will not do till day after tomorrow." I said, "You are crazy in the head if you think I can stand here until then." She laughed and Lunny Smith came around the house and said, "What are you giving my friend Patsy now?" She said, "I have been taking her pitcher." He made a face and said, "Poor Patsy! What has Patsy ever done to you?" Then he said to me, "She took my pitcher once, Patsy, and I have never felt the same since that time." But Bell just laughed and went away.

When Rowdy and I got to school the old maid teacher met me in the hall and would have kissed me only I pushed her face away. She called me a darling child, which she was right about, and said she thought my father was a perfectly splendid man. I told her that he was and then I went in and took my seat and Rowdy lay down on the floor as he always does. All at once I began wondering what Patsy's pitcher had up his sleeve, because I looked so innocent and good that a person would have felt like kissing him if it had not been for his face. Then I found out that it was a live mouse in my desk. When I opened the lid the mouse jumped out and Rowdy caught it right in front of the teacher's desk. Then the teacher came down off her desk and told the children to stop laughing. She has got cat fur around the tops of her shoes.

Rowdy and I went out to the bathroom at Jim's after school. At Jim's house I got a broom and some blankets and the man who was there boiled at me kind of funny. I asked him if anything was hurting him and he said he guessed not, for he had said to let me do anything I felt like doing, but he did not know whether that meant that I might carry all the bed clothes away. I told him it did and he said, "No, no, no, I put the blankets in the bunk at the bathroom and carried dry wood till it got dark. Then I made a nice little fire in front of the door and went back to Jim's and ate some bread and milk. When I went back to the bathroom there was a man with whiskers and raggedy clothes lying in the bunk, but he came out of it with his hat off when Rowdy and I got after him.

I put some more wood on the fire and knelt down and prayed. "Dear Mother, I ain't been home since morning. I am a wood nymph tonight. There are back two more days of school and then Rowdy and I are going somewhere and I'll bet you and God don't know where. Neither do I. Ask God to bless you and my father and bring Jim and Margie home all right. Never mind about my twenty dollars if Jim has spent it on his wedding trip. Amen."

"Roadside Romance," another Patsy Kildare adventure, appears in tomorrow's Evening Ledger.

IN THE MOMENT'S MODES

Afternoon Frock of Gray Charmeuse



A frock that emphasizes the bouffant effect of the familiar below-the-hip drapery is produced in this model by gathering a gray charmeuse into a broad band of mink fur about the bottom. A self-colored georgette forms the sleeve of the lower arm, which is embroidered in gold thread, as is the vest. A deep collar of mink fur, with wide elbow cuffs of the same, puts the upper part of the gown in tune with mink bottom. The depending belt is embroidered to suit the scheme of vest and lower-arm sleeve. The whole makes a charming model for an afternoon gown.

YOUR FACE

can be cleared of all Freckles, Wrinkles, Pimples, Warts, Moles, Birthmarks, Scars, Superfluous Hair, etc., by the MONTGOMERY METHOD. No knife, pain, nor scar. 907 Flanders Bldg., Walnut at 15th St.

HIGH COST OF LIVING HIT BY CURB MARKET

Housewives in Haddington Deliver Stunning Blow by Buying From Jersey Farmers

Old Man High Cost of Living is to be dealt a terrible blow in West Philadelphia on Saturday. At least, his profits are to be reduced 25 per cent in the cost of vegetables and fresh farm products, and housewives in the vicinity of Haddington are preparing for the assault.

It will take place on Saturday at 2:30 p. m., on a lot in the rear of the Hope Presbyterian Church, near Sixty-first street and Haverford avenue, and will continue as long as the farmers who plan to conduct the market hold out.

The experiment was tried last Saturday by three Paulboro (N. J.) farmers, who distributed circulars in the vicinity, announcing that the Haddington Public Market would open and undersell dealers at least 25 per cent and possibly more. The circular guaranteed "fresh from the farm" produce, and asked the housewives to turn out for the benefit of their health and pocketbooks. A few did, and they told others, and in a few hours the three wagons which had been loaded with produce were empty and on their way back to New Jersey.

Potatoes which sold ordinarily at \$1.10 per basket were sold from the wagons for ninety cents. Cantaloupes, which are selling in the vicinity for two for fifteen cents, were purchased from the farmers for five cents each, and in many instances cheaper. Other vegetables, cabbage, turnips, beets, etc., were sold at correspondingly reduced prices.

"Everything was just as the men said it would be," said one pleased housekeeper today, "and I saved more than \$1 in my purchases. The potatoes were fresh and mealy and we hope the market has come to stay."

When it was learned that the housewives took up the idea with such vim, the three farmers who conducted the experiment promised to have several more join them, and at least six or eight wagons are expected to be on the lot this week.

Dealers in the vicinity said they had not been materially affected by the "curb market," which, they admitted, eliminated the middleman's profit, but declared they would know more about it after this week's sale. The market will be conducted every Saturday, from 2:30 p. m. until 8 o'clock, it was stated by the farmers, and housewives generally declare that they will buy from the wagons again so as to reduce the living cost.

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Mi-KITA Superfluous Hair Remover The only treatment which will remove permanently all superfluous hair from the face, neck, arms, legs, etc. No pain, no irritation, no redness, no itching, no burning, no stinging, no odor, no danger, and used exclusively by me.

Safe Milk for Infants and Invalids HORLICK'S THE ORIGINAL MALTED MILK Rich milk, malted grain, in powder form. For infants, invalids and growing children. Pure nutrition, upbuilding the whole body. Investigate nursing mothers and the aged. More nutritious than tea, coffee, etc. Instantly prepared. Requires no cooking. Substitutes Cost YOU Same Price

GOOD HEALTH QUESTION BOX

By JOHN HARVEY KELLOGG, M. D., LL. D.

In answer to health questions, Doctor Kellogg in this space will daily give advice on preserving health, but in no case will he take the risk of making diagnoses or prescribing for ailments requiring surgical treatment or drugs. Health questions will be answered by personal letters to inquirers who enclose stamped envelopes for reply.

Mineral Salts
THERE enter into the structure of the body tissues a large number of inorganic mineral substances called mineral salts. In the bones, muscles, nerve tissues, skin, certain glands, blood, lymph, etc., these substances exist in relative quantities that scarcely change.

A German physiologist, who deprived experimental subjects of mineral salts, found that as the salts gradually diminished in the system the animals became weaker, with stupidity, trembling, muscular weakness, sluggishness and finally convulsions, with digestive difficulties and vomiting. Death occurred at the end of twenty-six to thirty-six days.

The salts which the body requires are not ordinary chemical compounds of iron, phosphorus, lime, etc. They are organic or vitalized compounds which differ altogether from the simple substances of the chemist's laboratory. It is only when these inorganic compounds have been acted upon by plant life under the influence of the sunlight that they become useful to the animal body.

The most valuable sources of "salts" are fruits, fresh vegetables and milk. Iron is found in largest proportion in green leaves, onions and other fresh vegetables. Lime is most abundant in greens, bran and cow's milk.

Stammering
Can stammering be cured? Generally, yes. The only trouble is to keep it cured. A person learns how to speak at a school for stammering and gets along very comfortably; but as soon as he begins to get out in the world and gets a little excited he usually relapses. Stammering is a mental or nervous affection. The trouble is not in the tongue or in the throat or the organs of speech.

Hardening of the Arteries
Is there any cure for hardening of the arteries? When the process first begins the disease may usually be arrested and sometimes a great advance in the direction of an actual cure may be accomplished by careful training.

Tapeworm
Can tapeworm be cured by natural methods? Yes, but the natural method is to kill the worm. It cannot be removed by poultices or wet hand rubs. We will have to give the worm something to kill it or make it sick, then it will let go and be expelled.

Erysipelas
What is good for erysipelas? A patient with erysipelas should stay in bed, drink at least a gallon of water a day—two gallons would be better—and apply in the early stages of the disease cloths dipped out of cold water every five or ten minutes. After a day or two, when the bright red blush has given place to a dusky hue, then hot applications should be applied instead. In the transition period hot and cold applications may be used. Call a physician.

Tomorrow's War Menu
BREAKFAST
Cantaloupe
Poached Eggs on Toast
Coffee
LUNCHEON
Cream of Tomato Soup
Peanut Butter
Corn Meal Muffins
DINNER
Braised Mutton
Browned Potatoes
Stewed Corn
Sour Beet Salad
Canada War Cake
(without butter, eggs or milk)

The recipe for the war cake follows: Mix one cupful of brown sugar, one-quarter cupful of shortening, cupful of boiling water, two cupfuls of seeded raisins and half teaspoonful of salt. Boil these five minutes. Cool and add one teaspoonful of cinnamon, a half teaspoonful of mace, one-quarter teaspoonful of clove, one teaspoonful of soda and two cupfuls of flour, which have all been sifted together. Beat well and put into greased, paper-lined bread pan. Bake in a slow oven one hour.—Mary Green.

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TODAY and Remainder of Week
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SUITS COATS WRAPS
For street and country, very smartly tailored and represented in a wide variety of desirable fabrics, many beautifully trimmed with fur.

MILLINERY
Exclusive Copies of latest Paris Hats and Distinctive Models designed by our own artists.

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A remarkable display of rich fur garments as well as rare and beautiful skins for special orders.

THE ORDER DEPARTMENT
Is prepared to execute orders for specially designed Gowns, Waists, Suits and Coats.

Heppe Victrola Service

Heppe's have a Victrola at a price to suit you, and on terms to suit you. In addition, we have the largest stock of Victor Records in the East, and can give you prompt and efficient service. Mail or phone orders will receive the same prompt attention.

Table with 2 columns: VICTROLA IV, VICTROLA V, VICTROLA VI, VICTROLA VII, VICTROLA VIII, VICTROLA IX, VICTROLA X, VICTROLA XI, VICTROLA XII, VICTROLA XIII, VICTROLA XIV, VICTROLA XV, VICTROLA XVI, VICTROLA XVII. Each row lists records and prices.

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