

FLOWER OF THE NORTH

By JAMES OLIVER CURWOOD

THE STORY THIS FAR
Philipp Whittier, working partner of a company...

see that it was a relief to her when they were at last in Pierre's canoe...

With a sudden exclamation Philipp turned upon Pierre.

a room fully twenty feet square, furnished in a manner that drew from him an audible gasp of astonishment.

DREAMLAND ADVENTURES-ByDaddy

"The Flying Ogre"

In this adventure Peggy meets the King of the Wild Geese and his bride, the beautiful Blue Goose.



"I'm Princess Peggy! Please stop!"

CHAPTER I
The Spring Flight

HIGH in the evening sky wavy black lines swept up from the south. At first in the distance they appeared as thin threads.

"The King and Queen of the Wild Geese, the King of the Wild Geese, the King of the Wild Geese..."

CHAPTER XV-(Continued)

"PIERRE has told you what happened," she said. "It was a miracle, and I owe you my life. I have had my punishment for being so careless."

"It was terrible," interrupted Philipp, remembering Pierre's words, and eager to put her at ease.



THE DAILY NOVELETTE

OVER THE WIRE
By Elizabeth Barker Day

MARY LOVERING was one of ten stenographers employed by the firm of X... & D... Inc.

Business Career of Peter Flint
A Story of Salesmanship by Harold Whitehead

(Copyright)

Mr. Whitehead will answer your business questions on buying, selling, advertising and investing. All questions will be answered in full.

way of conveying low-price ideas, and the use of the word 'junk' added to the impression of remarkably low price.

see that his confidence in you and your house will not be misplaced.

"Philipp began to feel that he had foolishly overestimated his strength.

"You must not exert yourself," she said, watching the pallor in his face.

"He obeyed the pressure of her hand. Pierre followed into the tent, and for a moment he was compelled to lean heavily upon the half-breed.

The canoe stopped. Jeanne and Pierre both moved toward the great rock.

Then Jeanne, who was in the bow, turned her face to Philipp, and the glow of the rock itself suffused her cheeks.

"It is the reaction, M'sieur," said Pierre. "You are weak after the fever. If you could sleep—"

"I can," murmured Philipp, dreading, dropping into his brazier. But Pierre—"

"Yes, M'sieur."

"I have something to say to you, no questions—"

Philipp heard the rustling of the flap, and Pierre was gone. He felt more comfortable lying down.

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"This was a massive structure of logs, two stories high, a half of it almost completely hidden in the impenetrable shadow of a great wall of rock.

Habits and cedar and swamp hazel had them. Overhead the tall cedars interlaced and hid the pale light of the sky.

And then, suddenly, there came a wonderful change. They shot out of the darkness, as if from a tunnel, but so quietly that one's down feet away could not have heard the ripple of Pierre's paddle.

Almost in their faces rose a huge black bluff, and in that blackness three or four yellow lights glowed like molten stars.

He rose up to meet her, and her face was so close to his that she could feel the warmth of his skin.

"I have not even alarmed the dogs, M'sieur," Philipp said, whispering. "Is so that splendid? I am going to surprise father, and you will see with Pierre, I will see you a little later and—"

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"Bless the man," broke in Mrs. Seymour (Francis was telling us all about it last night), "tell us how he did it."

"I beg your pardon," he said, "but I'm so tickled to get rid of it that I forgot to tell the story of how it happened."

"Well, I asked Duke to help me get rid of my automobile like he's helping Peter here get rid of some business worries he has."

"That's easy, how much does she weigh?" was Duke's first comment.

"I told him about a thousand pounds."

"What do you expect for it?" was his second and only question.

"I expect to get a garage bill every month until I die, but I hope—in vain, I fear—to get \$100 for her."

"So? Then forget your trouble, I'll have her sold before the week is out and all it will cost you is the price of two-week advertisements in a newspaper."

"Yesterday he gave me ninety-odd dollars and said, 'Here's the money for your car, less the charge for the advertisement.'"

"I was so surprised, man, naturally, and asked him how he performed the feat."

"With this ad," he said with a twinkle in his eye. This is what he passed me:

TEN CENTS A POUND! An automobile of unknown make is offered to the first applicant for the price of junk.

EVERYDUFF THE PEANUT STAND The whistle on the peanut stand...

MOVING PICTURE FUNNIES TH DOGS MASTER...

By HAYWARD

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"I believe I possess originality, imagination and diplomacy, and the ability to express my thoughts in writing with an idea that is both original and well developed."

"Francis only got it a few months ago to square up a bad debt."

"Nevertheless, I spent twenty years over the problem," he answered gravely.

"I don't know what he was driving at. He makes these queer comments at times, and if I ask him what he means he says: 'If you don't know, can't I help you?'"

Last Tuesday I wrote to Philipp Rogers and Margaret and told them of my engagement to Mary Gillette.

"This morning I received a dandy letter from Margaret saying how glad she was. She's a fine girl, is Margaret, and Philip is lucky to have her."

"Penny thing how near I came to falling head over heels in love with her. Guess I must have been half in love or I'd never have rushed to Rosie like I did when Margaret turned me down."

"Another talk of yours folks being in love with love—perhaps that was the trouble with me."

Anyhow, I'm not in love with love now. Mary is real enough, and I'll be there whenever I look at her, and that's all the time I get to see her.

Good will must be built on confidence. What does this mean to you?

Business Questions Answered

For the last two years I have been in the selling line. Recently I started a course in our field and showed him samples of merchandise...

After I had overcome this objection he insisted that he was slow and did not need a course, but would he call on me.

Now, I know that this man will buy my goods, but will he call on me? Can I visit this man prior to the time he told me he would not buy my goods?

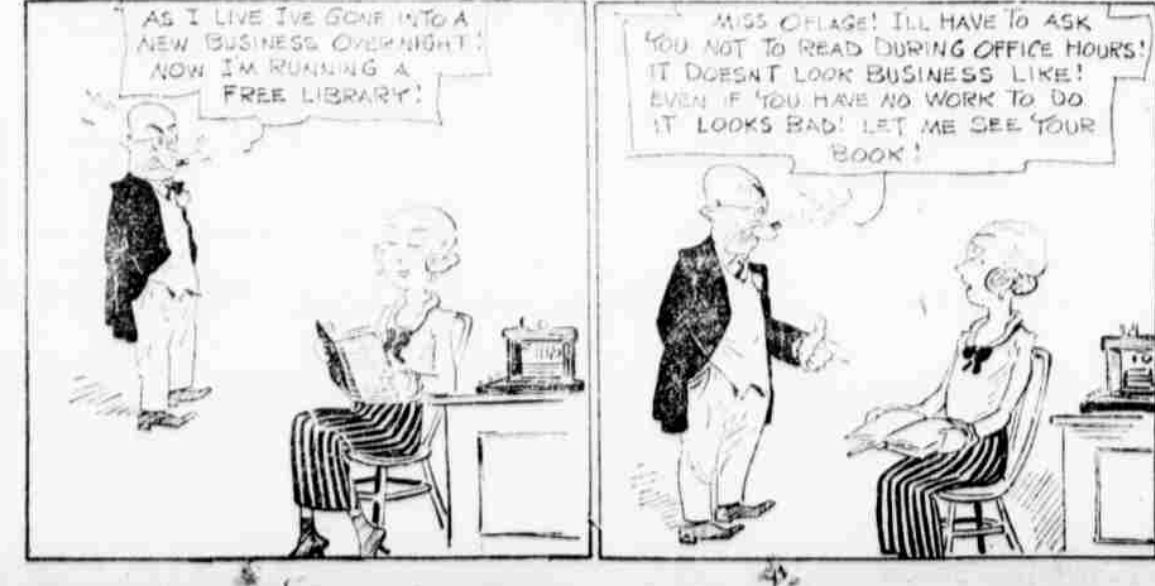
I would first of all write him a letter thanking him for the courtesy of your last interview and expressing satisfaction that although you did not get an order from him, you have managed to establish friendly relations between him and your house, and that you intend to make it your personal duty to...

Will you kindly advise me through your Peter Flint column that in your opinion is "right" an advertiser who is looking for a large territory to sell his goods through your office of advertising department?

I should be glad to give you a list of books on English the reading of which will help you.

I cannot say which college is best for your purpose. Write your secretary and he will take the names which best fit your particular needs.

"SOMEBODY'S STENOGR" - It Doesn't Look Well in Business Hours



TRASH TOO! ABSOLUTE TRASH!



MISTER SMITHERS, ITS QUARTER TO SIX I'M GOING HOME NOW.



By HAYWARD

