EVENING PUBLIC LEDGER-PHILADELPHIA, MONDAY, MARCH 3, 1919

By HOLMAN DAY ' THE RED LANE A Romance of the Border

READ THIS FIRST

Vetal Beaulleu keeps an inn on the Maine-Canadian border and caters to smugglers. His daughter, Evangeline, educated in a convent, returns home unexpectedly, rebels against the nature of his business, refuses to marry the man. David Rol, a smuggler, whom her father has chosen for her, and leaves home Rol. a smuggler, whom her father has chosen for her, and leaves home. Norman Aldrich a "Yankee" cus-toms officer, meets Evangeline, falls in love with her, and they be-come engaged. Rol finds Evangeline at Attegat, demands that she return home with him, and when she re-fuses he intrigues with Lovis R'sis an attorney of Attegat, to assist him funes, he intricues with Looks Wais an attorney of Attegat, to assist him in capturing her. Beaulieu and Roi start for Attegat, pick up Louis Blais and kidnep Evangeline. Aldrich goes to Evangeline's rescue, finds them and after a descertie britle, takes the girl back to Attegat. Next day Aldrich sets out to find Beau-lieu.

THEN READ THIS

BUT where Vetal Beaulieu had stay-ed, what house harbored him that night, urgent questioning did not elicit. The man was dogged, confused, indefinite. In vain did the officer protest that his business with Beaulieu was honest, had nothing to do with the customs, concerned a matter in which Vetal was interested. The fellow stammered evasions and became querulously angry when Aldrich tried to pin him down. To only one declaration did he stick stubbornly: Vetal Beaulieu would not come to Monarda clearing that night,

So Aldrich, muttering some uncom plinentary remarks, touched his horse with the spurs and gave vent to his impatience by galloping away. The ominous stillness of that descried house had got onto his nerves. He rode back toward the cast, along

the road by which the man had arrived. He rode aimlessly, hoping that he would fail upon some information which would lead him to the man he wanted. His desire to meet Beaulieu and settle the matters between them had been whetted by delays; circum stances and difficulties had not moder ated his determination,

At least, he pondered, he could seek shelter somewhere along the road, and he could return to Monarda in the morning.

For some miles the forest hemmed the highway. There were no clearings and no houses. Further on, he passed through a little settlement, but the houses were small and mean and promised only wretched lodgings. He had come to Monarda by one road from the north; he decided to try another thoroughfare, for it was plain that he had missed Beaulieu's trail when he was given over asking questions,

The fo est skirted this road also, and he wen' on slowly, favoring his horse. The moon, pared to gibbous threefourths, rose at last. He put his horse to the trot. It seemed silly quest, this search for Vetal Beaulieu in the middle

of the night, when undoubtedly Vetal was snoring in some farmhouse; he decided to hurry on and seek lodging

spectable."Where is the good man?" he asked solicitouslyTo the portal of a tomb.was allowed to wear his uniform exceptme moonlight makes old shadows
in a woodland road."Where is the good man?" he asked solicitouslyThey merely wished that Beaulleu
would come back and open up his
place so that a thirsty man would not
ind the Monarda road so long and
They passed into the woods at one side
of the bighway, and the glimpse he
add not hat the had
secured convinced him that he had
to the did not have that advantage."Where is the good man?" he asked solicitously
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the winch the side of him at one turn
the did not have that advantage."Winch visible indication that he solute
the solut visible indication that he solute
the solut he more furious. It
had known at whom they were firms;
he did not have that advantage."Where is the good man?" he asked solicitously
the solut hat hirsty man wo decide to hurry on and seek lodging the first house that seemed room of the big branch of

trees he saw the quick spurting of clearing in the late forenoon, the pad- 1 It was unmistakably the face of an sparks before the sounds reached him: lock still dangled outside the door, the Irishman, and Aldrich wondered what little spider had increased the size of an Irish priest could have for busithen a revolver cracked spltefully. emptying its six chambers. It was such unprovoked, cowardly reply to his web, and it was clear that Beauhis courteous pleadings that he could lieu had not come home.

not muster voice to cry protest. No The cripple snarled through a crack terest after Aldrich had greeted him. Attegat," he said. bullets reached him. It was probable in the tie-up door and corroborated builtes reached him. It was probable that they were wasted in the trunks of the trees between him and the man of the trees who had fired. But the brutal, wanton gone away, so the cripple stated. intent of the unknown behind that re- Aldrich sat down on the bench and The priest allowed the straight lines man replacing Pere Leclair, who had volver was plain. Such despicable am- waited. Men straggled past and eyed to curve for a moment. "I am Father petted their foibles, indulged their bush stirs the meekest to fury. His him with some curlosity. Of those Horrigan. I am on my way to the whims, helped them to nurse their horse began to leap in panic, and Al- who came from the east he inquired parish of Attegat. I have been transdrich swung his rifle from bis back. He fired once, twice, thrice, and Beaulicu. No, they had no news. He stated this with complacency.

the unfounded charge of enemies, my son!" After this flicker of irony the hard lines came back into his face, though

Author of "King Spruce," "The Ram-

rodders," "The Skipper and the

Skipped," etc.

he smiled grimly. "You are not a Frenchman, then," declared the priest, showing fresh in- of Horrigan has been sent north to

"I am one of the customs deputies shat I am carrying no contraband." and whose limbs were feeble. This

discipline as well as, the priest who

has rebelled against authority. There-

fore I have been sent up here. I

have enemies who declare that I am

successful in matters of discipline-

book of offices. They were at the top of the hill, and

Aldrich urged his horse on at a canter. THE PROBLEM OF THE RETURNED more work out of his employes, it must This news had shocked him. His grief was deepened by his sense of utter helplessness. He understood through what difficult avenues must appeal proceed. And yet, more than 1 inspection, feeling able to give Bruno

all, he realized what a calamity to Duke a satisfactory report. Attegat would the loss of Father Le-Hazelbrook had wisely followed Duke's clair prove in this crisis of affairs when the overwrought people needed to be coaxed back to order and peace and loyalty; when the wise prudence of the good priest would prevail in the end. Of that outcome of Pere Leclair's intercession Aldrich was

sure in his own mind. What might happen when the militant Father Horrigan arrived on the scene and began his program of autocratic us cipline Aldrich did not dare to guess. But he foresaw tumult, worse rebellion. He determined to reach Attegat

ahead of the new priest, When night came on he found lodging at one of the little taverns on the river road, and was on his way north again at dawn.

He hastened eagerly. In the afternoon he galloped into the yard of the stone house, knotted walked to the door with the aspect and the woe of a mourner who walks

(In this adventure a stranger in armor comes to the aid of Peggy when selfish birds try to upset the peace and happiness of Birdland.)

DREAMLAND AD VENTURES -- By Daddy

"THE MYSTERIOUS KNIGHT"

"So that is why a man by the name THE REVOLT OF JACK SPARROW BALMY spring has come and all the carth seemed busy and happy. Peg-

the most fun of all to gather her ripen-ed vegetables in the summer and fail. As her eager space turned over the soft soil, dozens of worms were brought

whims, helped them to nurse their griefs, and had made himself a child along with them! Aldrich was aware that the expression of his face must

A state from the vicar general hards, when the state is the taken away from his parakat.
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(Convright)

"What are they revolting about?" puzzled Peggy. "Everything has been so pleasant and prosperous in Birdland since I tamed the Giant of the Woods." "They've got kinks-brain kinks," hoot-ed Judge Owl, "What's that, some new kind of dis-

case T

"The crazicit kind of a disease," affirmed Judge Owl solemnly. "It turns folks topsyturyy and then they want turn everybody clse topsy-turvy.

"Jack Sparrow caught it listening to soap-box speechmakers on the city streets," exclaimed General Swallow. "And he has given it to the English sparrows, the cow birds, and all the shiftless, good-for-nothing, talky-talk birds, who want to live off the toil of others," declared Reddy Woodp 'r.

Author of "The Business Career of Peter Flint," etc.

you and all seem to have profited by your advice. I, therefore, write you, also seeking This is my story: I am eighteen years of age, and at pres-t employed by the War Department as fis

eventually prove a fizzle, for it breeds dissatisfaction among the workers." "The plan you worked out to solve Hazelbrook's problem is a good one there, for I never saw a more happy bunch of people."

Due to financial difficulties at home I as forced to leave high school in my cond year, leaving school shout six months to, and immediately in the atternoon en-red the employ of the government. Again that business genius puffed at his hookah. Then he said quietly:

Though I receive a substantial salary in ny present nosition. I have come to realize that there is no future in my present ca-ments. It is now my one desire to become salarman. I cannot nick a particular line salarman. I cannot nick a particular line of moods would you suggest that I pell?

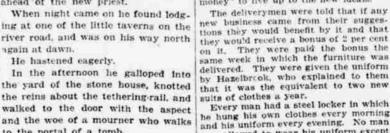
What kinds of goods would I suggest that you sell? Why shoes, tin tacks, houses, sausages—don't you see how foolish your question is? How can I possibly tell what you should sell with-out knowing something about you?

Then, again, you don't say what kind of a salesman you want to be, whether a retail salesman, wholesale or a spe-cialty salesman. cialty salesman.

Any of the schools teaching sales-manship in New York are good. If it is conducted by an experienced teacher who has actually sold goods, that is where I would suggest that you study.

THE DAILY NOVELETTE **CAPTAIN CAREWE'S CAMPAIGN** By Ramona Woodbury

CAPTAIN CAREY CAREWE, U. S. A., "Don't keep me in suspense, Betty, what was the crowning act?"



to the portal of a tomb.

to me.

it cost him to have mistakes occur, to have furniture returned or to have grods delivered in a dusty or damaged ondition Blossom' problem." Then he was to tell them the plans

FURNITURE

The End of One Problem and the Beginning of Another

LEFT Hazelbrook, after three days'

to be put into operation to prevent mis-takes and to insure better deliveries and how all these things would encourage new business Finally he was to show how, by working loyally and enthusiastically to further the new plans, he would be able to make more money. As the salesmen worked on a kind of and "Set up."

commission basis they would naturally benefit by all increased business, so In this space Mr. Whitehead will an-wer readers' business questions on buythey were given the incentive of "more money" to live up to the new ideals. ing, selling, advertising and employment.

The deliverymen were told that if any

The deliverymen were told that if any new business came from their sugges-tions they would benefit by it and that they would receive a bonus of 2 per cent on it. They were paid the bonus the same week in which the furniture was delivered. They were given the uniform by Hazebrook, who explained to them they is was the equivalent to them

that it was the equivalent to two new

he hung his own clothes every morning and his uniform every evening. No man was allowed to wear his uniform except

veys. Then you will be really valuable

How it encourages one to get a few

words of praise, especially from one whose praise is sparingly given.

Duke puffed in silence for a few min-

er must be made to articulate. The same thing must be done between em-

ployer and employe. "To do this requires an understand-

ing and sympathy of the

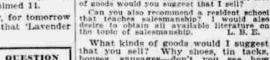
g and sympathy of the cther's view-int. The amount of satisfaction cre-

TODAY'S BUSINESS QUESTION

Business Questions Answered A number of my friends have written vous for all available literature you the topic of salesmanship-gosh that some order. However, I have sent you the names of a few good books.

Hazelbrook had wisely followed Duke's final suggestion, which was that he should first explain to his workers what He beat me two games in rapid-fire rder. Then the clock chimed 11. "Let's go to bed, Peter, for tomorrow want you to work on that Lavender

What is a middleman! Answer will appear tomorrow. ANSWER TO SATURDAY'S BUSI-NESS QUESTION or S. U. "Knocked Down"



return of the publican. Perhaps in

upon times and men of a sort the old some manner Beaulieu had learned days in Acadia had not known. He and shook his fist, in his indignation. that an unwelcone caller was waiting had been trusting too much in tradi- at the barred door, and swung himself before the barred door. It would be tion; he had not believed that assas- into the saddle. He rode first to the like Beaulieu to shirk an interview, the nature of which he suspected. If had been so placid. He decided that west and then took the long highway these were horsemen yonder they had discretion must supplement valor ed toward his post, and decided that displayed stealth. They were not the usual belated wayfarers of the coun-hot and his love is spurring him.

The Bitter Word for Attegat

rose and returned to Monarda!

try-side proceeding on legitimate business. These reflections and others hur- When he had ridden a few miles. ried through the mind of the anxious a pale light in a farmhouse signaled regarding the wedding of Evangeline. officer. Beaulieu at Monarda, with to him. He found a mother keeping open doors and surrounded by his vigil beside a sick child; and she peropen doors and surrounded by his mitted him to stable his horse, and up to those whom they meet. Acato approach for such an interview as she opened the door of the fore-room dians politely doff hats to all strangers He did not relish this outburst. Aldrich required of him. If that were to him.

Beaulieu coming on horseback, he had He went to sleep wondering whether exchange confidences and pass on and dered to go to Moosehorn plantationbelieved that the return of the buck- Vetal Beaulieu had been there among never see each other again, board would send away a disappointed those trees and had attempted that Therefore, when Aldrich overtook a his lips straighter. suitor. Yes, that would be like Beau- summary way of eliminating a pros- carriage that was slowly dragging up Heu, the officer decided. That mode of pective son-in-law.

procedure suited the pattern of the But how that chance encounter, that passenger therein. The passenger was faltered the officer. man. Alarich dauntlessly proposed to random interchange of shots, would a priest. He answered rather ginger- "I believe so. The mission is very himself to proceed on the supposition color his troubled affairs some day he by, staring at the stranger. One could remote. But it is to be made a matthat this midnight skulker was Beau- did not dream or apprehend.

lieu. That was a good place to meet a man on the matter for which he Aldrich halted his horse.

"Ho, M'ser Beaulieu!" he shouted. "It that is you, sir, I have business

with you!" He instened while his voice echoed ong the trees. He got no answer. "It is important, sir. I have things to tail you."

He waited a few moments and then rode on. He had certainly seen men on horseback! He kept on until he came to the pase where he had seen them turn from the road. The moonlight showed the fresh tracks of rses' hoofs. There was no lane by hich they could have made a detour. They must be near at hand. In his serness to fulfill his mission Aldrich id not pause to weigh consequences. M'ser Beaulteu! I have come in adly spirit! I tell you freely who an. I am Norman Aldrich."

The men were near at hand. While waited for a reply he heard the cker of a horse.

"If I have made a mistake-if this not M'ser Beaulieu, please tell me gentlemen. I will go on about my

into the gloom under

in the same language they had em- ing.

In the early afternoon he growled had been so placid. He decided that north to the great river. He journey-

nity to impress upon Vetal Beaulieu the necessity of revising certain plans On the long road folks are not supercillous or reserved or afraid to warm You are transferred to Attegat?"

and smile: men hold up and chat and

a hill he spoke courteously to the the backwoods-the lumber camps."

door?

understand that he lacked experience ter of discipline," stated the priest, in the free and easy ways of New dryly. "I see that you stare at me, Acadia. Aldrich returned his stare, my son. Well, the offense which has and saw that the priest had a straight been committed by the incumbent is had come-out under the stars, lace to face in the open; that was the place for man's talk! He would be Vetal MORNING-fresh, sparkling, sun-bright morning-brings new coun-brings new coun-

gier, the landlord of Beaulieu's Place! the night before. Evangeline's lover zontal lines, and between the lines one allowed the straight line to curve

"It is believed that the parish needs

to the mission," he said, the lines of

"But that is into the wilderness-in

He listened attentively to my report, and when I was through said: "That's splendid. Peter ; you are really

had not satisfied Aldrich in regard to Beaulieu's movements. Men had passed book the place of words! It was Beaulieu's movements. Men had passed the place while he had waited for the perun of the publican. Perhaps in the place of the passed the source in an Addrich that he had come unon times and men of a sort the old paster of his flock-living in the little could not control her voice to reply. stone house, taking the tithes at the Tears were on her cheeks. big door of the barn, slying out the He drew her to him and stroked her

HANK OR

doles to the poor folk who came hum- hair.

bly and thankfully to the little rear "One moment, sweetheart, for a

"One moment, sweethed, for the solution of the "Do you know anything about the know the errand I went on! But parish of Attegat?" asked the priest. I could not find your father. I hunted He eyed Aldrich's manifest consterna- for him diligently. I went as far as tion with considerable curiosity.

Monarda. I shall go again. Keep up good courage. You will be watched over at Madame Ouillette's after this, "I do, Father. But this is hardly credible-I mean, I am confounded! and I shall find your father and make him understand." There was time for no more then,

point. The amount of satisfaction cre-ated measures the success of a plan. But the satisfaction must not be one-sided; all concerned must be satisfied. If a The priest bowed his head stiffly. for Pere Leclair opened the door of his study. "And the present incumbent is or-(CONTINUED TOMORROW)

plan merely enables an employer to get

THE ORGAN GRINDER When an organ grinder's grinding at his hardest he will play. "Tis a blithesome round of pleasure that he grinds out every day. The handle that he's turning gally rounds out many miles, While the turner does his little turn he's breaking out in "Smiles."

There are smiles that make, et cetera-I know their every phase, For the smiles that hit me hardest are the Smiles the organ plays, Little children swiftly gather at the corner of the street. The tunes first hit their little hearts and then their little feet,

It makes them hop a little, being catchy, I suppose-Why, I feel that I must join them with my not-too-little toes! Oh, have you seen the tickle-toes? The toes are dancing fays, And the tickle's in the music that the organ-grinder plays.

10.00

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GRIF ALEXANDER.

SHOES

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the worst!

THESE WOOLEN AND ! TELL YOUR

GLOVES FOR BEAU TO WEAR THEM

WHEN HE HOLDS

"Way to New York to meet me unless you had something up your sleeve." "Carey How absurd! Nothing could have lead the form meeting you. But

By HAYWARD

HANDS

9-3

Mary

TAR

niess in the set of th have kept me from meeting you. But honestly, I'm awfully anxious to have

"Carey How absurd! Nothing could have kept me from meeting you. But bonesity, Im awfully anxious to have "All right. Tell your big brother "August the state of the second second

 I'll find this campaign mighty fitteresting.
A month later Angelica admitted to berself that she was annoved. She had danced and dined and picnicked with danced and dined and picnicked with the charming Captain Capwe, but for every attention he had shown her Nancy Groton received a double amount. The had even been 'nice' to the captain's red-headed sister, Elizabeth, whom she detested, all of which had netted her nothing but the captain's cool courters. Finally, she took Elizabeth partly into her confidence.
"Of course." sail Elizabeth, with a great show of innocence. 'Carey knows you're engaged to Roger, and Carey is a man of honor."
"Of h. Roger! exclaimed Angelica, but her eyes lightened with a new idea."
On the following Thursday evening Elizabeth came dancing into Carey's nom as he was about to leave for an engagement with Nancy. Elizabeth dats bin several times."
"Carey, you darling !" she finally cried.
"What worked?" he asked, puzzled.
"Our scheme! Angelica threw Roger over, and hes glad of it, and tonight he pronced, and "" mind. Elizabeth aroused him from his not too pleasant day-dream. "Well. Carey, there's been a bitter rivary between Nancy and Angelica. Both the girls are equally good-look-ing, but of course the Wades have piles of money and Nancy's people haven't. And usually Angelica comes out on top. Nancy never had a new dreas, back at school, without Angelica appearing in a lovelier one a few days later. It was not only dresses, but everything that Nancy got was somehow belitted by something Angelica would get. Why, even when Nancy was scheduled for rvaledictorian at graduation, the Wades influenced the board somehow to give the honor to Angelica. Everybody in town was peeved. After they returned from college Nancy wrote a series of articles on kindergartening — made enough to get hermelf a simall auto-and the next week Angelica drove back from New York in a wonderful car that made Nancy's look sick. But that's not the worst!" Elizabeth aroused him from his not

"He did !" Carey caught up his cap and was out of the house at a bound. Never before had his legs covered the distance to Nancy's house so rapidly. Nancy was on the porch, dusky white and lovely in the late evening light, and she rose to greet him.

in the late evening light, and she rose to greet him. But Carey didn't pause for an ordinary handshake. He caught the surprised Nancy in his arms and kissed her until she was quite breathless. "Nancy," he said finally, "for heaven's sake tell me it isn't true! You know I love you with all the love in my heart. Tell me quickly that you love me and that you're going to marry me." "Oh!" gasped Nancy, trembling with emotion, "Am 1?" "You are!" Of her own volition, she raised her head and kissed Carey's chin. "Then I suppose I am."

"Then I suppose I am." "And you don't love Roger, do you?" Carey persisted. "Of course not." "Why on earth, then, did you let him pronode?"

"But he didn't Carey-at least not to

"But Elizabeth told me....." "Maybe he proposed to her. She's seen in love with him for a long time." "The little imp!" Name y raised questioning eyes to arey.

"I should say." he amended fervently,

The next complete novelette, "The





Beaulieu, the father, there, instead of sel and burnishes courage if courage broken line of eyebrows. His broad that defiance." Vetal Beaulieu, the usurer, the smug- has been tarnished by the shadows of face was crossed by these three hori- He had spoken harshly; but now he

could read stubborn will and auto- once more. But when Aldrich came to the cratic obstinacy.