We were brought before the German field of battle. was grilled with questions, intended to draw out valuable military information. Threats were made to those who refused to disclose anything. Some refused to disclose anything. Some cowards among us, especially those of non-Russian stock, gave away important facts. As the test was proceeding

Russian attack, he decided not to send us away before help arrived.

"So I am a German prisoner." I thought. "How unexpected! There is still hope that the boys on the other side will come to our rescue. Only, every minute is precious. They must hurry or we are lost. Here, my turn is coming. What will I tell them? I must deny being a soldier and invent some kind of a story."

"I am a woman and not a soldier."

"Are you of noble blood?" I was peared first on the list. Those of us

diers tell that you shot at them."
"I did it to defend myself. I was sfraid to be captured. I serve as a Red Cross nurse in the rear hospital. and came over to the fighting line for

The Russian fire was growing hotter every minute. Some of our shells wounded not only enemy soldiers but several of the captives. Noon had. several of the captives. Noon had arrived, but the Germans were too nervous to eat their lunch. The expected reserves were not forthcoming, and there was every sign of a flerce counter-attack by our troops.

At 2 o'clock our soldiers went over

Don't try to hide your face when people look at you

OVERCOMES SKIN TROUBLES

Although that unsightly skin trouble is conspicuous, it may be overcome with Resinol Ointment. Decide at once to give the healing medication of this ointment a chance to correct your trouble. Best and speedier results are obtained by the joint use of Resinol Soap and Resinol Ointment. This soap contains in a modified form the same soothing medication as is embodied in the ointment. The combined use of the ointment and soap seldom fails to relieve other annoying skin disorders on the body and limbs. Resinol. Bultimore Ma.



opposite end. Our line, because of the irregularity of the river's course, was extremely zigzagged. The Germans were very active at mine-throwing. However, the mines traveled so slowly that we could take to cover before they fell on our side. My company occupied a position close to the enemy's first line.

I had not because of the our side was a cour captors, wrested many of their rifles and bayonets and engaged in a so our men rushed through the torn wire entanglements into the trenches. The confusion was indescribable; the killing merciless. I grasped five hand grenades that lay near me and throw

fell on our side. My company occupied a position close to the enemy's first line.

I had not spent a month in the trenches when a local battle occurred which resulted in my capture by the Germans. They had conducted their mine-throwing operations for a period of about twelve days so regularly that we grew accustomed to them, expecting no attack. Besides, it was after the fighting season, and the cold was intense.

One mornig about 6 o'clock, when we had turned in for our daily sleep, we were suddenly awakened by a tremendous 'Hurrah!' We nervously seized our rifles and peeped through the loopholes. Great heavens! There, within 100 feet of us, in front and in the rear, the Germans were wading the Styr! Before we had time to organize resistance they were upon us, capturing 500 of our men. I was in the batch faken.

We were brought before the German staff for examination. Every one of us stilling merciless. I grasped five hand grenades that lay near me and threw them at a group of about ten Germans. They must have all been killed. Our entire line across the river was advancing at the same time. The first German line was occupied by our troops and both banks of the Styr were then in our hands.

Thus ended my captivity. I was fin German hands for a period of only eight hours and amply avenged even this brief stay. There was great activity among us for a couple of days. We fortified the newly won positions and prepared for another attack at the foe. Two days later we received the signal to advance. But again our artillery had failed to cut the German wire defenses. After pushing on against the withering fire and incurring heavy losses, we were compelled to retreat, leaving many of our comrades wounded and dying on the field of battle.

non-Russian stock, gave away important facts. As the test was proceeding
our artillery on the other side opened
up a violent bombardment of the German defenses. It was evident that the
German comander did not have many
reserves, as he made frantic appeals by
wire for support. It required quite a
force to keep us under guard and even
a larger force to take us to the rear.
As the enemy momentarily expected a
Russian attack, he decided not to send
us away before help arrived.

out in the open daylight to rescue the
wounded. I was allowed to proceed
by the Germans almost to their barbed
wire. Then, as I leaned over a
wounded man whose leg was split I
heard the click of a trigger and im
mediately flattened myself against the
ground. Five bullets whistled over me,
one after another, most of which
landed in the wounded soldier, killing
him outright. I continued to lie motionless, and the German sniper was

"Yes," I answered, simurtaneously deciding to claim that I was a Red Cross nurse, dressed in man's uniform, in order to pay a visit to my husband, an officer in the front line trenches.

"Have you many women fighting in the ranks?" was the next question.

"I don't know. I told you that I was not a soldier."

"What were you doing in the trenches, then?"

"I came to see my husband, who is an officer of the regiment."

"Why did you shoot, then? The soldiers tell that you shot at them."

"I don't know, I received only a medal of the third degree.

We met the year 1917 while resting three versts in the rear. There was much fun-making and merriment in the reserve billets. Although the discipline was as strict as ever, the relations between the officers and men had undergone, in the three and a half

tions between the officers and men had undergone, in the three and a half years of the war, a complete trans

formation.

The older officers, trained in prewar conditions, were now gone, having died in battle or been disabled. The new junior officers, all young men taken from civil life, many of them former students and school teachers, were lib-

The Department Store of Business Ideas!

LIAVE you heard of the place where business ideas may be n bought—like collars, or shoes, or a pound of wire nails?

Ideas that have built businesses from shoe strings,—Ideas that stop tantalizing leaks of time, -Ideas that have sold goods at greater profit, collected debts quickly, started up great floods of business good-will.

Ideas like these are the most valued possessions a man can have. That's certain. And yet within your easy reach are hundreds of them—all ready for you to use—now, here, today in the pages of SYSTEM, the Magazine of Business

At your office desk or beside your reading lamp at home, SYSTEM brings you the experiences of keen-thinking minds,—the ideas of such men as Elbert H. Gary, Chairman, U. S. Steel Corp.; Edward A. Filene, Pres. The William Filene's Sons Co.; Edward N. Hurley, Chairman U. S. Shipping Board; W. P. G. Harding, Gov. The Federal Reserve Board, and others of their type.

How to Get Started in South America

THE time to strike is now. But how to begin, where to drive the opening wedge, how to dispel the old lack of confidence in American goods are the questions we face.

What kind of a salesman should be sent? What should his preparation be? There is an immense market waiting for us in South America. But unless it is approached in the right way it will swing to foreign merchandise.

In the March issue of SYSTEM Mr. Jorge A. Mitre, Editor of La Nacion, of Buenos Aires, speaks a warning about our Latin-American commerce. Mr. Mitre is familiar with both American and South American business methods and points out just what must be done to secure these new fields of trade. Many a detail of courtesy and

custom needs adjustment to the South American

viewpoint if we would have their patronage. A timely



What Makes Men Loyal?

SHIPS and men are alike in many ways says Frank Waterhouse, President of Frank Waterhouse & Co., whose interests form a list of many of the most important undertakings in Seattle and the Northwest. And Mr. Waterhouse knows.

He has handled both ships and men with tre-mendous success. He knows his ships at first hand. He knows his men in the same way. He selects "young" ships because they will go further. He hires young men for the same reasons.

Under the title "Why My Men Are Loyel" in the March issue of SYSTEM he tells why he lets his employees share in the earnings of the firm and gives his rules and remedies in creating a loyal organization. To read his frank story is as good as a two hour conference on the most impor-tant problem in business today.

Think then of your SYSTEM not as so much paper and type, but as, indeed, a wise and experienced partner in your business. Weigh each idea. Take and apply and profit by them. That is what hundreds of thousands of business men are doing today all

Is it any wonder? Note what the March SYSTEM will bring you:

Startling Your Debtors Into Action

What shall we do about slow pays?
Is there a way of handling these delinquents who now fairly thrive on threats and line their waste-baskets with your best collection letters?

When the routine statements and reminders fall down, startle the easy going debtor and he'll reach for the check book and square things up "by return mail." So says C. E. Mann, Assistant Treasurer of the Northwestern Knitting Co., who has worked out a plan that gets amazing results. "Taking Debtors by Surprise" by Mr. Mann in the March SYSTEM tells how his method is applied.

How the Banker "Sizes You Up"

TT'S good for the health of your business to stand off and look at it now and then, from your banker's point of view. Take this mental attitude and give your affairs he once-over. There's no better way in the world the once-over. There's no better way in the world to keep your credit line open and retain your peace of mind as to your finances.

In the March SYSTEM Mr. H. L. Benson Assistant Cashier of the Union Trust Co. of Chicago presents a series of financial questions and comments for self application. They comprise a method of analyzation which he has worked out and uses himself to pass on

the standing of prospective customers. His contribution, "Do You Know How the Banker Sizes You Up,"
is something you will want
to keep in a handy drawer of your desk for frequent ref-erence. It may guide you in many a tight place this year.

How a One-Inch Ad Turned the Scale field. The inquiries from that ad cost Mr. H. G.

IT cost \$84. Between them the two partners had but \$100 all told. But they bought the fourteen lines of space and called the \$16 that was left their "capital." Two days after the

magazine came out not a word had reached them in reply to the ad. But before a week had passed inquiries began rolling in. And then began a business which today dominates its

Grosse and his partner 12 cents each, and they reach so low a cost with any of their advertising since. But the sales from their first advertisement put the business well under way toward its remarkable

success. Mr. Grosse tells in the March SYSTEM the ideas on which he built the business that now leads its line.

Should First Sales Pay a Profit? S any sale too

small? Not if it sows good will. You can make it at a loss in money if you make it at a gain in friends. Of course, not every satisfied customer sends in new prospects or comes back for more. But some -a profitable proportion come back and bring new trade until any loss on your first sale is wiped out a thousand times over. Lloyd E. Work, who opens more new accounts for his employ-

ers-Peabody, Houghteling & Co., - than any other producer in the organization has written his conclusions of 15 years in selling se-curities. Mr. Work for two and one half years had the record of not passing a working day without making at least

His article, "Making Sales That Help to Make More Sales" ap-plies as well to your business as it does to his. Read it in March SYSTEM

SYSTEM.

On Sale On Principal News-stands

If your dealer has already sold his supply, ask him to order a copy for you or write direct to the publishers—A. W. Shaw Company—at either Wabash Avenue and Madison Street, Chicago, or 299 Madison Avenue, New York, and ask to receive SYSTEM regularly. It will be billed you at 25c a copy or \$3.00 for a full year.

"Trifles" That Foster

Detail Worries Have you been "trying to do it all" yourself? Get swamped cccasionally and wish someone and one little things that your people bring up to you?

How to Shift the

There's a way to make details self-shift ing,—to make them sort themselves and deposit their weight on the shoulders provided for them. Stanley M. Ross, Vice-Pres. The Moores and Ross Milk Co. worked himself sick trying to attend to details he could have left to others. Lying flat on his back in bed he had time to devise a plan making details self-shifting. It saves his time for the big jobs.

he big jobs. He describes his method in the March SYSTEM under the title "Now I Have Time to Plan." It's an idea that will righten up the whole organi-

Is the Volume Test a Fair One?

CHALL I try for a faster turnover or for bigger volume. Here are both sides of this highly important question presented from opposite points of view. Two men of many years success-ful experience—Sol

Westerfield, former president National Retail Grocers' Association and Simon Klee of Klee Brothers for your benefit.

Good Will

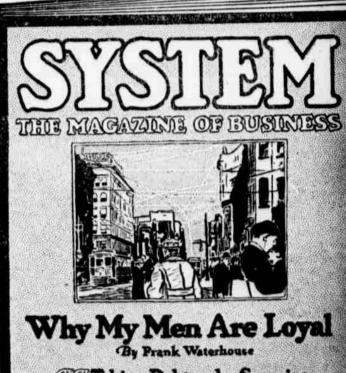
DOES it pay to bother with them -those little things that "don't make a nickel's worth of difference?" It does, indeed.
Good will itself, that item men appraise

at millions of dollars has been shown to depend upon "trifles" for its very existence. And the "trifles" of letter are perhaps the most important of all. "Everyday Letters That Build Good Will" in the March SYSTEM contains some ideas and experiences valuable to any business man. It shows how ruinous to good will is the stereotyped phrase and the case-hardened correspondent. Which of the "trifles" mentioned here "get past" in your out-going mail? A glance at March SYSTEM will be well worth your while

Wrong Methods Made Right

METHODS that waste time, cause complaints, pile up expense-transformed into smooth, easy, efficient ways. Packed into this department are 20 different plans some of them sure to answer questions that puzzle you. Every one tested and proved in

advance sure-fire ideas. And beyond that in March SYSTEM a big section devoted to improvements in business management contributed by men who have worked them out and are using them with profit. They are money-making suggestions on all sort of subjects, folders, envelopes, complaints, billboards, floor-space, shipping by motor truck, packing, letters and a dozen other things. But get a copy of March SYSTEM and see for yourself.



MM Taking Debtors by Surprise Every-Day Letters that Build Good-WIII

Is Volume the Only Test? Color in addition the methods 92 executives see using to meet changing business conditions

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