

The Man From the Clouds : By J. STORER CLOUSTON

THIS STARTS THE STORY Roger Merton, descending in a parachute from a runaway balloon...



AND HERE IT CONTINUES On the Drifter House that served as his cabin when he was aboard...

We both went out on deck and saw at the head of the bay before us houses and lights on shore

He filled his pipe thoughtfully. "I may as well tell you," he said in a low, confidential tone...

Your appearance, without a cap and in a buttoned-up oilskin on a fine day, was reassuring?

"You had only the sound to go by." "That's all," I admitted.

"I was rather too preoccupied to notice whether there was any duck there when he began," said I.

"I believe that you believe every word of it. But I know you're an imaginative fellow and I can see how easily already that at least three-quarters of your yarn can be explained away very easily."

THE SAD CASE OF WEARY TIM Oh, said the fate of weary Tim! And his weary days...

Think of the agony he feels! Where breezes float about, As languidly he pulls in eels...

At sunset one evening shortly before it was time to return to the city, they were sitting on the veranda of the hotel, when suddenly Ted exclaimed:

"Then they find your parachute—?" "Who found it?" "I haven't asked that yet; but I shall of course. anyhow it was found, and as evidently you had hid it...

"I don't honestly think you have left myself with any grounds whatever for suspecting the Rendalls of anything?"

Now to-day, I had oysters, tomato soup black bass, plank steak smothered with mushrooms and onions.

THEN I HAD CELERY, CORN ASPARAGUS, PEAS, PLUM PUDDING, COFFEE AND CHAMPAGNE.

DAILY NOVELETTE THE CALL OF THE MOUNTAINS

By Mary W. Ford

"Now this is peculiar," thought Gladys Dorman. "I have traveled over this very trail year after year, and I now am at a loss as to how to proceed from here."

"Hello, what have I here?" exclaimed the invisible some one, which sounded very much like a masculine voice to Gladys.

"Please don't stare at me in that fashion—you look as though you were a hungry bear and wanted to eat me."

"I'm almost starving for something to eat—what say you?"

"I'm sure, Mr. Duke, that you already have a plan whereby we can reduce our high cost of hiring men."

"What's the idea of that?" growled Feather.

"I can't afford to get preconceived ideas of a problem from a business head, so by doing a little preliminary skimming I avoid that—besides, I am able to follow more intelligently ideas that may be given to me."

"I'm a forty years old, railroad clerk and wish to take over a store as I have much time to spare."

THE PROBLEM OF GETTING COMMISSION SALESMEN TO STICK Feather Gazed Ruffled AS SOON AS I met Martin Brainerd, the general manager of the Gillette Automobile Company...

DREAMLAND ADVENTURES--ByDaddy "RAINBOW GOLD"

(Peggy and Billy find a pot of gold at the end of a rainbow. A farmer boy runs away with the gold, and while his family quarrel over it, an escaped convict fires the tool house so he can steal the treasure.)



A fender knocked the convict flat

THE tool house was a mass of flames from the farmer's family ran from the house, and they had all they could do to drag the tools and farm machinery from it before the roof crashed in, sending sparks high into the heavens.

"How can we get it away from him?" whispered Billy.

"I'll go in there and fight him. You grab the gold and run," suggested General Swallow.

"I'm sure, Mr. Duke, that you already have a plan whereby we can reduce our high cost of hiring men."

"That's splendid. Will you tell us what it is?" responded Brainerd.

"I must warn you," Duke smiled, "that while the plan is simple, its execution is not so simple; but I'm sure Mr. Feather can do it."

"The managers look upon hiring men as incidental to their work, and more or less of a bother."

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But Peggy and Billy did not believe the gold would harm them, and they felt they ought to have it because they had found it.

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godd away from him or he will do a job of harm," she whispered to Billy.

"Now I must get a new suit of clothes and flee far away so I'll not be put back into prison," muttered the convict.

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BRUNO DUKE, Solver of Business Problems

By HAROLD WHITEHEAD, Author of "The Business Career of Peter Flint," etc.

"If, Mr. Brainerd, you have a sales employment manager, you can systematize your method of hiring and training men."

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Another good way in going about getting a store is to call on the larger jobbing houses which sell the class of goods you purpose selling.

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DOROTHY DARNIT--He Might Be Both

