DAILY NOVELETTE

THE HANDSOME MAN

By Stella L. Cole

# **By VARICK VANARDY** The Lady of the Night Wind

THIS STARTS THE STORY house party is being given at the try home of Katherine and Bingne Conrad Belknap. Katherine dishim cheating at cards. Coned that he is concealing his real entity and that he is there for some terior purpose. Katherine deterares to ferret out the mystery. She cepts a telephone call of Belmap's to a woman confederate named Realizing that he is sus rta: sected by Katherine, Belknap prestens to accuse of a crime her ather, Roderick Maxwilton, who is eved to be dead, if Katherine akes any move against him. Har and becomes suspicious of Belknap Katherine's attitude toward him berta arrives on the scene under name of Senorita Cervantez elknap accuses Roberta of deceiving She admits the secret present of Roderick and her love for Roderick

is revealed. Roberta confesses to Harvard that is the divorced wife of Belknap and that he has compelled her to be-come a participant with him in his career of crime. She admits that he in reality one Cranshaw Belding. as has been suspected by the authori-ties. She confesses her love for a stranger Carruthers, a man with a scar on his face, who has come to the use in the guise of a secret service erative. Carruthers is thought by others to be Brainard. Roberta refuses to divulge his real She says h5 has been fals DRMC. pected of crime. Belknap is hidden by Katherine in a secluded lodge called the Nest, from which he is unable to make his escape. Kath-erine makes a secret visit to him.

AND HERE IT CONTINUES

GUTHERE is nothing to prevent you from attempting it. Mr. Belknap. These is something to keep you from ccomplishing it. If you doubt me, try 1 am here: you are there-at a listance of about three yards. Spring. if you like; seize me, if you can. If you, succeed-if you can get close enough to me to touch me with the adign to the to tourn may promise to make of your two hours of liberty. You let you out of this house whenever you nave the desire to go, day or night. Try it." she repeated, mockingly he exclaimed, "I have "By Jove!"

the will to try it. "Do so; only, he warned. You will

sincerely regret the act." oment he regarded her stead-, and she realized that he was acturupted ally on the point of making the attempt but he hesitated; and hesitating, sur-

"You win." he said, and grinned, as

you are bluffing or not. If you are, the champion bluffer of the con tinent. Anyhow, I won't call you this

"Thank you," she replied. "Now. will you be so good as to seat yourself in the armchair behind you? When you a slow smile. have done that I will pass around to chair at the opposite side of the

"Huh!" he exclaimed, half jestingly. "Hew do I know that it isn't a trickchair, and that it will fly through the ceiling or disappear through the floor

the minute I touch it?" You don't know ; that is the crux of all the mysteries of this house. You don't know them. I do. him

"Mrs. Harvard," he said. "you're a wonder !" and he dropped upon the

Katherine passed quickly to the opposite side of the table. pulled open a drawer in it. and

"Pt is a ruby of the size and share Would you also keep the other one of a pigeon's egg." he went on as if he

to return here within two hours?" had not heard her, only she was pres-"I will do that, save in one event. only to know that he did. dded You see, I am quite frank with you." in the center of it is an emerald of "You appear to be so." in the center of it is claimed that

"If that event occurs-and I believe nature could not have put it there ; that very likely that it will-I will not the two jewels are too foreign to each return; I will go elsewhere; disappear; other for such a thing to have resulted will have ceased to annoy you by my from natural causes: that the art of presence at Myquest. Surely that would some ancient and skilled lapidary must please you more than to have me back have accomplished it. But the fact ere, a burden on your names." mains that it is there. Very well." He caught his breath sharply and was very here. ent on : "You say that you have seen

"If we agree to this bargain-if I it?" tomorrow night or the one outside "Then, in that case, you know that following, and have not returned by 4 it is here, at Myquest, now, don't o'clock, you will know that I will not you?" some, and that you are well rid of

"No," she replied. "In fact, I am almost sure that it is not. Katherine shook her head negatively. "You know that it is the property Mme. Savage, don't you?" 'I don't think that I can agree to of that, Mr. Belknap, even at the tempt "Yes ; but I also know that she keep ing price you offer-information about it in one of her safe depositbrother," she said. "You are mistaken, Mrs. Harvard.

Why not?" She does not. It is never out of her "There are several reasons. For one possession. She carries it with her ing. I am beginning to suspect that wherever she goes-just as she carries our knowledge of him doesn't amount always with her that other rare gem o much: I have begun to doubt if there that she owns which has so often been s anything that you can tell me about described in the newspapers. But for him that is worth while. Still, I might that, barring its value in cash, I would nevertheless bargain with you, and hear not give a flip of a coin." what you might tell me, if it were not | He got up from the chair and hegan you

another consideration." to pace the floor at the opposite side "Tell me what that one is," he of the table from Katherine. "But first, let me out of "Let me tell you, Lady Kate, that I

sked her. this chair." would barter my soul-if I have one-

last question.

Well

and how she again worked the mechan-ism of the Nuremberg chair. But the steel arm that held him fast was released; it flew back to its former posi- at least one and sometimes three women forced Roberta-that is her given name tion as if it were one of the braces at in her home, as maids, to spy out the the back of the chair, and as he got upon his fect, Katherine returned They quickly to the opposite side of the been been able to convince me that she takes coven to play a part in them at times. table. From there she replied to his that it is never far out of her reach. the

So I knew, when I discovered that "The other consideration-and I have decided that I cannot believe any prom- bring it with her. was coming down here, that she would . ise that you might make in the negative "Very well. I came to Myques

about it-is this: The use you would primarily to get the Eye of Nadia. believed that because of the threat might seek my father and mother, and could hold over you I could compe betray to them the fact that my brother you to aid me in securing it, but I lives-although I do not really think speedily changed my mind about that. you would do that; you would have no But I came here also to keep an eye good reason for doing it. You might on the madame-to be close help yourself to all the jewels of my guests while I waited here and passively permitted it. You mightobservation what her method and means "One moment, please," he inter-

been a life study. If a man who car-"If I will tell you exactly what ries a large sum of money in one of rought me to Myquest at this time, ex- his pockets is under my observation ten threatened in Roberta's case, and whose to win, he said, and group to him actly why 1 am here at all—if I tell minutes I can tell you in which pocket liberty I threatened in yours, is the bested. "I don't know whether you precisely what my errand outside he carries it. It is a science that I same. His name is Roderick Maxwilwill be-will you give me your word have mastered.

(I know that you will keep it if you "I know now, therefore-I am con make the promise; that you will not vinced that I know-where to find the speak or write or otherwise convey any warning whatsoever of my intention?" Savage docs with it when she stavs "I will consider it." she replied with at a place like Myquest. I am sure Savage does with it when she stays "You had better act upon that I can get my hands on it and get that much of a promise from me, for away with it within two hours after otherwise you cannot get out until 1 you let me out of this place tomorrow Belknap responded coolly

choose to let you out. night or the following one. "There you have it, Lady Kate-"All right," he answered instantly, "I'll tell you." and I have your promise that you will impart no warning whatever of my pur-

## Belknap Shows His Hand

"CHALL I tell you about your "Will you tell me," Katherine asked him. S brother first?" Belknap began, coolly, "why you have waited until or shall 1 \_\_\_\_\_\_ for shall 1-'Yes, please." Katherine interrupted so sure of how to take it?"

With pronounced deliberation he it. In a mocking tone he said :

"But, no. That will keep. I per-She pulled open a drawer in it, and closed it again. She moved some of the ceive that you are more concerned with that subject than by the fear that some research with that subject than by the fear that some research with that subject than by the fear that some research with that subject than by the fear that some research with that subject than by the fear that some research with that subject than by the fear that some research with that subject than by the fear that some research with that subject than by the fear that some research with that subject that some research with that some research with the research that some research with the research that some research with the research that some research with that some research with that some research with the research that the research the research that the She dropped her handkerchief to the of your guests might be robbed. It is imprisoned by you that I was able to the limb between me and the tree if I aduce the truth or and stooped to regain it, and as she quite natural, I agree. But it is good Mme. Savage. "Are you satisfied now that you know

Author of "The Two-Faced Man," "Alias the Night Wind," etc

"She is-no, she was once-my wife. "Your-wife?" It was Katherine's turn to be star- night. My ccusin James from Brown,

who is coming\_down for a day or two will be there and I do want you to meet "Yes," he replied. "We were married ten years ago, when she was sev- him. He is just the dearest, handsomest

enteen and I was twenty-four. She man within two years-when she Helen shrugged her shoulders found out that I was a crook-and se- "Humph ; a handsome man, is ne? Say, cured a divorce. I am telling you the if there is any one thing in this world literal truth, Lady Kate. It is my one for which I haven't the slightest use, weakness that she is the only woman it is a handsome man! I have ever-er-cared for. I succeeded It was a jolly crowd of girls who

in finding her again something less than entered the pavilion that evening to three years ago. She had learned to which nothing but the lure of a dance love another man in the meantime- would have brought them that hot July chiefly, I suppose, because she had night. never loved me really. She had not

"Well, isn't it about time for your married the other man, notwithstanding her divorce from me, because she be-lieved that I would have procured his Helen crossed the room to speak to a death if she did so-as I unquestionably friend, but glancing toward the door, would have done as, without much her gaze was suddenly riveted.\* There her own doll family. The clothes were doubt. I would have done anyshow, if he stood, the handsome man! As her certainly from her doll's trunk, but the I had been able, ever, to find him; to be sure of his identity. I have only known of him; I have never knowingly claimed for him. And very much more! wasn't shaped like any of her dolls, and the angle that I know about him seen him. All that I know about him Tall and straight he stood, superb in and the ears that stuck from beneath

does not use." "But \_\_\_\_\_ Katherine hesitated and almost ceased to throb "No, Sadie Peggy's music ended with a crash. then went on: "but she returned to wasn't bluffing." she thought, "but I At that the creature whirled around

have no desire to meet a man us hand-"She returned with me-not to me, some as he is ; he is altogether too much "She returned with me-not to me, some as he is; he is altogether too much Mrs. Harvard, A moment ago I men- for me! I will make some sort of an Billy get back Mrs. Holt's diationed my one weakness. I was not no- excuse to Sadie tomorrow," and she accurate. I have another which I have complished a hasty exit by a rear door. She nodded, and passed around be hind him. Although he turned his head Outside she turned toward the sea. and tried his best to observe her every had her home in the city searched by my mother's side. I carry about with As she neared the shore, a large sharp and tried his best to observe her every and and may pay and under my direc- me always a compelling respect and rock suddenly dislodged itself and fell

A young man suddenly emerged from

-to become a part of my life, but it behind a nearby cliff. "Beg parlon, hiding place of the wonderful jewel. was always an extrinsic part. I have hady, but are you hurt?" "My foot," she faltered. have seen it, but they have never made her condone my criminalities-He was at her side in an instant.

it with her wherever she goes and But she is as good and pure as I am "Oh, you really must let me assist opposite. you. he begged.

"Thanks, but I wouldn't like to bother you," she replied. "My home "But---"I have controlled her up to a ceris near, and I am sure I can manage all tain point by holding a threat over her ; is near and she has dreaded its fulfillment more vight.

than she has feared anything else in insisted, and as they moved onward she the world. "A threat ! You coerced her by the the support of his strong right are:. same method that you used to try to

"Precisely; and my threat against her you are not at the pavilion?" he asked in the right direction by the aid of the work your will with me."

where I could watch her-to study her had to do with the same person as presently. "I mig "Why, what can you mean by that

of concealing the jewel might be. I am statement, Mr. Belknap?" Katherine an expert at that sort of thing. It has demanded, puzzled. handsome man. "Lady Kate," Belknap said, evenly, 'the name of the man whose life I

minutes I can tell you in which pocket liberty I threatened in yours, is the

#### The Jinee on Guard

ATHERINE started to her feet. K white to the lips.

"My brother !" she cried out, almost with a gasp. Yes, Mcs. Harvard, your brother.

Where is he now?" she demanded. "I don't know "You have admitted that you do not

even know him by sight? that you would not recognize him if you should see that! Don't you think so?"

"I would not."

"Then your threats in regard to him and at the door they stopped. "I waited because I had to wait- were idle ones."

because I was stupid-because if was "In part-yes. I could have ward. Smilingly he seated himself upon me fast in this chalet of yours, where have been in absolute solitude, that it I would have killed him or have had terest you, I have had the sense and the wit to him killed. I tell you that frankly.

"OH. HELEN, I want you to come (In last week's story Billy and Peggy met Rollo, the wondering to the dance at the pavilion to-

monkey. This time Rollo leads them up the side of a tower where they find a new adventure.)

The Castle on the Hill DEGGY had spent a long hour at her pigno practice. Now after a short rest, she was amusing herself trying to play a tinkling tune she had heard

ground out by a passing hand-organ man the day before. As she played suddenly she became

aware of the fact that some one was dancing to her music, keeping time

pinno. At first it looked like one of is his name-his real name, which he his physical strength, and with the the toy hat were furty and not smooth features of a young god, Helen's heart like doll ears.

> and faced her. It was Rollo, the wanmond brooch from the black robber. "My, what a fright you gave me," laughed Peggy.

"And what a fright you gave me," "When I heard your she? grinned Rollo. music I thought you were a hand-organ

man. I used to be a hand-organ mon-

## THE BUSINESS DOCTOR By HAROLD WHITEHEAD

Author of "The Business Career of Peter Flint" and "Bruno Duke-Solver of Business Froblems"

### The Business Compass

Ask

"But you really need my help." he IF YOU were a ship captain you would never think of starting a voy- about the advertising business. And know? Could you pass the C. P: A. examinations? If not, I urge you to found that she was very grateful for age without having a definite port to go you must thoroughly know the goods study hard and take (and pass) the to. After knowing exactly where you you advertise, "But how often does it happen that were going, you would steeg-the ship

compass. "I might ask you the same question." Pick out a hundred small retail store she replied, "but instead, I'll answer proprietors at random and you will find yours. The fact is, I left the hall a 95 per cent of them with no objective

few moments ago to avoid meeting a at all Ask them what they are planning to "Indeed !" he exclaimed. "How in. do this next year and they'll look blank teresting ! Would you tell me about it?" and say : "Do? Why. I don't know do this next year and they'll look blank "Surely. He is a cousin of a friend what you mean. I hope to do better better if it is clean and well painted, need a good knowledge of English, of mine, and she wanted me to meet him than last year of course, if that's what This is especially true as regards the You should have a practical under-

tonight, so to please her I came. But you mean." after I got there, he came and stood in Ask them to tell you how much profit the door, and he was so terribly handsome that he-well, he simply frightened me, and so I ran away!" Well, it must be unfortunate to be

so handsome as to scare a girl awaybe it. Ask them from what territory rather more so than being homely they plan to draw the most business. enough to scare one away, I should think. Would you mind telling me the name of the poor fellow?" They'll tell you :\* "From as large a yourself. territory as we can, of course." them how much is their per customer Well, it seems to me, he

ought to be handsome as a recompense sales. They haven't any idea. The average retail merchant has no definite objective. In a general kind of way he tries to do as much trade as he

They had reached her home now. can-that's all. "You No business is progressing along have done me a great service." she sound constructive lines unless it has

said, "and I don't know how to thank a definite aim in regard to sales, profits you! But won't you tell me your turnover, policy, markets and such like. Without this it is merely drifting on

"Why, I am afraid it wouldn't in the sea of commerce " he said, as he looked at her After having a definite aim, the compass of a "business must be watched to see whether development is in the right

direction. And the compass of a busifriend, Mine is Helen Benner, Now neer is its hookkeeping records

be acknowledged.

you advertise. What is the best procedure in selling a small two-story house. assessed at \$18007 Is it best to have been home empty in order to do necessary veniming, mainting, ence will be most helpful and the ac-qualitance you will make will be most house oneself, by ada, in the paper, etc. bas house oneself, by ada, in the paper, etc. bas house oneself, by ada, in the paper, etc. bas house oneself, by ada, in the paper, etc. bas house oneself, by ada, in the paper, etc. bas house oneself, by ada, in the paper, etc. bas house oneself, by ada, in the paper, etc. bas house ontering to and scaling fraud, what is of the safest method of settlement, in case one of the purchase price in hand before deed is to unchase of the public accounting is sufficient. You need a good knowledge of English. better if it is clean and well painted, examinations. Then, I suggest that

outside of the building. You can eas- standing of economics, and you should ily have the front painted even if the be a good mixer--a man whom people they plan to make in every department tenant is in it. The wise course is to like. You can help that ability by

of the business. They don't know. Ask let a reliable agent handle it for you. studying salesmanship. them which department shows most Selling real estate is the job of a spe-The school of accounting you attende profit. They think this or that may cialist, and unless you are a real estate can help you to locate with a public specialist you will probably get your accountant, or with a business fingers burned if you try to handle it for that matter.

Read the "Journal of Accounting." Advertise in it for a job and you should

I am thirty-two, married and a graduate of the \_\_\_\_\_\_school, having taken the latin and German course with honor. I wished to enter \_\_\_\_\_\_University, but my mother ob-jected, so after passing the examinations I id not take a course. If you, prefer corporation accounting write to (or if your time will permit d not take a course. The first two years after school. 1905-7. was a salesman in New York for the \_\_\_\_\_\_ mpany. Then I returned to this city and oured a position with my present employ-s as an assistant bookkeeper. I learned okkeeping by actual experience, and in yo years became the head lugookkeeper. call on) a number of the more progressive concerns for an opportunity to demonstrate your ability.

(CONTINUED TOMORROW)

house

Boys Mbandon Play Trenches, Girls Their Nursing Gowns.

ping along toward the country. "All I know is that not far from the borders of Birdland is a castle on a hill. At one corner of the castle is a high tower. Away up at the top of this tower is a room. In this room is a beautiful but sad-faced maiden. We are going to set her free. See! Billy Belgium awaits us at the edge of the town." Sure enough, there was Billy under a tree, working away at pieces of rops. "You're just in time," cried Billy "I'm tying the last knot in my rope ladder. "What are you going to do with the rope ladder?" asked Peggy. " "First we will scale the wall sur-

DREAMLAND ADVENTURES--ByDaddy

**"THE GIRL IN THE TOWER"** 

1 ounding the castle park," said Billy. Then we will use it to mount, the A stately castle, standing on top of a hill tower to the room where the beautiful but sad-faced maiden is imprisoned.

key and I didn't like it."

Away raced the three until they came "Where did you get my doll's dress?" bluff overlooking a rippling river. demanded Peggy. On the far side of the river was a great Where some careless little girl left stone wall built around a tangled wo out on the lawn for any one to pick covering many broad acres. Rising high

up." chattered Rollo, winking so mis-chievously Peggy had to laugh. above the trees of the wood was a stately castle, standing on the top of "But I'd rather have a boy scout a hill. At one corner of the castle uniform." declared Rollo, and quick as a tower, and away up in this tower scat he darted out of the window. When

they could see a room Peggy got to the lawn he had stripped "There is where the beautiful maiden her boy doll bare and was getting into is a sorrowful prisoner." chattered Rollo. "To the rescue.!" a boy scout suit. He looked so fine in Peggy didn't mind in the least the It seemed easy as he said it, but cheeky way in which he had taken it. "Now, we're ready to rescue the girl

in the tower," said Rollo, putting on the doll's boy scout hat. dered how they could overcome all these "What girl in the tower?" demanded difficulties. Peggy, all interest at once. "Who is

(Tomorrow will be told how they "I don't know who she is," answered reach the room of the imprisoned Rollo, taking her by the hand and hop- maiden.)

Come !'

This position I have filled ever since, and have also been the cashier for the past seven years. I am throughly familiar with payrolis, bankins, and roughly familiar with cost accounting, but the company being a smail one. I have now company being a smail one. I have now company being a smail one. I have now company being a moniton in all ways as I conhed as but a position in all ways as i for side, and an thinking of Subnish, What I to side, and to secure a position with more of a future than my present one, and It appears to me that a position with a large company would offer more opportunity, but I am at a long how to start. E. C. S.

straightened again she heard a sharp bargaining when one holds back the and angry expletive from Belknap; it highest price for the last bid. Nas not really an oath, although very Katherine shrugged and did ply

ear to one. Katherine was smiling when her eyes encountered Balknap's angry gaze. doesn't pinch too closely, does it? You Katherine made no response, even in gesture.

"History will tell you of others. wariety of them amazes me. I am a ises, "History will tell you of others.

newhat like it. although this one is without compassion, without morals and an improvement.

Katherine, in one of her motions at (I assume that I did) a passion for or behind the table, had loosened the precious stones. As I grew older I bemechanism of the Nuremberg chair. A gan to make a collection of rare and steel arm which ordinarily looked to be priceless gems. I became, literally, a serely a part of its back, had been re. collector-in other words, a madman and had swung around to the on that subject. front, a foot above Belknap's waist, and s''I made one rule for myself when I had locked itself fast, with the result began the collection, which, by the way, now contains the pick and choice of the arms and hands and legs and feet. could not rise from the chair, or get out of it; and he had already made that I coveted."

had tried. When you wish to be free, tell me." 'You should have lived in the middle value in your eyes?' he said, half crossly, half ad-

miringly. aid of electricity and hydraulics. Well, anyhow -----

"There is something that I want to ask you about, Mr. Belknap. Perhaps I had better keep you where you are antil I do that. You may be more

"Possibly. What is it?" 'I want you to tell me everything you know about my brother Rod-k. That is why I have come to you srick. Otherwise I should have left entirely to yourself until tomor 700

"H-m !" he said.

'Are you willing to tell me all you tell me?'' she asked. 'I don't know, Mrs. Harvard, Poswe can bargain about it." Bargain about it?" she asked. tly that," he rejoined.

bat is it that you would want in return for such information can give me about my brother?" inp hesitated a moment, in deep Then he replied :

day is Tuesday. I will want you. rrow night or the night following I I will decide that point when I tomorrow-te come here to me here to me, I will want you, then, to let me taide. I will he prepared and ly to go as soon as you arrive. I want you to remain here, waiting ar, until I return-which will be ar: possibly two hours. If you anitely agree to all of those stipu-I will, right now, tell you all If you nw about your brother." der." she replied, musingly re in the habit of keeping rou ed, musingly

trankly salma ad. "I and

how and where to find the ruby?" Katherine shrugged and did not re-'I am sure of it."

"Now, listen, plense," he went on, "for what I will tell you is the truth-You are not uncomfortable, are and I have the feeling that you will beshe asked. "That steel arm lieve me-in part, if not in whole."

ne the model of that chair in the an. "I am a man of strange complexi-ties." he continued. "Frequently the will keep the promise.' "I place little value upon your prom-'I will keep that one.' without physical fear. Also I inherited

"Does Mme. Savage conceal the jewel on her person?" "No.

succeed?"

does that: nor in the room where she I am so certain about that sleeps. that I am willing to agree not to to her room when you set me at lib-

now contains the pick and choice of the project of conveying some sort of mes-world. That rule was that I would sage to her about it."

never pay one dollar for a gem or jewel as to that. Mr. Belknap--in case I conof it; and he had already made covery that he could not, for he ed. ien you wish to be free, tell me."

"Precisely, Mrs. Harvard," He bent

No: I would not then have had the upon hers. "Have you ever heard of a certain wonderful stone-two jewels, in one, in fact-that is called 'Nadja's suggestions of blackmail?" Eye?" he asked her with an intensity of utterance that assured her of his en-

tire carnestness. he could see that she gave an involue-

tary shudder. "I have seen it. It is a question and showed it, but he replied baleful thing."

If I had injured him Roberta did so would have killed me-and she pos- yours,

ficing hersolf to me in order to secure blame me. If I should consent to grant you the needed opportunity had it become Alexander Jefferson." the two hours liberty you desire, would necessary, the theft of the Eye of Nadja be all doing it a

Yes. 1 will promise that-and I upon my promise to abandon my man- from whom you were rupning away.

to me again. ises. Mr. Belknap; you have assured me that they are of little value." recently, in her room, here at Myquest,

I don't think that she ever night. She met him outside-

(CONTINUED TOMORROW)

You Can Fall in Love Again erty, unless you are considering the on Wednesday with Penny of Top Hill Trail f you begin reading on this page a New Novel

which raises the EVENING PUBLIC LEDGER standard just one step higher

That is, you can fall in love if you are human, for Penny is irresistible ideed.

Do you remember

Amarilly of Clothes-Line Alley. y Belle K. Maniates? Well, this the latest and best story which has ever come from her pen.

please !! The accounting records must be would have killed me-and she pos-seesed the means to do it. She might even have gone to the length of sacri-ficing herself to me in order to secure blame me. My full name is James on hand, etc., at a stated time, but in

comparison with previous figures. I have determined upon For a moment Helen stood as if par-We can judge what we are doing only doing it a thousand times, and as often alyzed, but when she came to herself by comparison. The difference between that you would attempt-whether you changed my mind. Ishave hoped against the man was laughing. "Some joke, present and past results indicates ten-succeed in securing it or should not hope that Roderick Maxwilton might certainly." he exclaimed. "Ran into die a natural death, for, in that case, the arms, as it were, of the very man direction in which the business is going.

Readers' Questions Answered ner of life, Roberta might have turned But as for me, no offense, and no apologies needed. I am delighted to know "Since an interview I had with her that there is at least one girl who cently, in her room, here at Myquest, thinks I am handsome, even if it is only column questions on marketing, buy: ing, selling, advertising, letter-writing, usiness education, and on matters per-I have given up even that thought. He my cousin, and also that there is one

was here-your brother-that same girl sensible enough not to be senti mental over a handsome man. It is like a breath of fresh air, I assure you !! The following day, Sadie called on her ence can

friend in a somewhat agitated state of take from four to fifteen days for a reply mind. "Awfully sorry about your foot." she said. "but I don't know but what to appear. served you right, for running away

Whatever, became of you like that. anyway?' "Oh, I was enjoying myself all right.

But tell me, who was the Greek god English, have a vivid imagination, who came and stood in the door as I possess sales sense, know economics, aside from the ordinary games of tophat? Oh, that was Tommy Wat-Rather a nice looking boy, isn't salesmanship-in fact, if you know the old-timers? "That? Oh, that was Tommy Wat-

e?" fundamentals of business, have a Of course, school time is near and James Alexander called that night to broad general knowledge and are a that will take up much of the energy ROTE.

inquire about the injured foot. And the gentleman you would make a good ad- of the youngsters. But not that much next evening he called. And he convertising man. If you want to follow agency work, ways to amuse themselves. tinued to call during his stay, which

mysteriously became prolonged, and connect with a good agency. If you when he finally left it was with Helen's aspise to become an advertising mana-

promise that she would become Mrs. ger, why not work up with the people boys and girls who know only bricked James Alexander Jefferson: you now work for? There is no limit to the earning ber of excellent games are taught. In some cases the childish instinct for the

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Candy.

Read the advertising journals and dramatic is appealed to with little plays

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of youngsters in this city and they are a basis for games. And Sanserit is as now restlessly seeking substitutes. clear to most children as Shantung, Every one recalls, when the world Yap and the league of nations. And to war was at its height, how little squads some of their elders as well, it might be

added. and companies of boys fought mock bat-The high cost of living and strikes Whitehead will answer in this ties and struggled for shallow pits that and the rumors of strikes hold out a served as trenches. little promise from the childish stand-Even the girls had the war fever.

They played at being nurses and bound point of make-believe, and even a may oralty campaign has possibilities. But taining to the choice of a vocation. All hundreds of make-believe wounds-when the chances are that pirates will bequestions will be answered in the order the boys would let them. Some of the come the youthful vogue once more, of receipt. No anonymous correspond - girls initiated the Amazons without ever And if the imitation Blackbeards or Reader's having heard of them and routed more Captain Kidus or Morgans take a muchinitials only will be published. It will than one group of their boy playmates.

used word and call themselves profiteers But the war spirit is dead among they won't be far wrong. this city's juveniles now. Out in suburban sections can be seen the remain

Do you think the advertising business a sood one for a young man? How should to for abandoncd "trene sood money", started in it? Does it nay good money", for a bandoned "trene o, T. D. If you are mentally alert, good at by with never a book. of abandoned "trenches" and breast-SCHOOL INSTITUTES OPEN works, but the youngsters pass them

By Chas. McManus

OH YES IT 15.

THAT'S WHAT

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YOU CALL

A POLICE MAN

Teachers' Instructions Precede Ses-What will the children take up next sions in Montgomery County methods of distribution, understand spinning, kite-flying, bean, bag,

As a preliminary to the 1D19-1920 school term in Montgomery county, in-structors will attend institute confer-caces to be held in different parts of the county and cover the period of a week, starting today, Actual school sessions will start Tuesday; September 2, in those districts which have no direct that they won't spend time devising new

affiliation with the institutes, and affiliation with the institutes. The two most important institutes are the Cheltenham-Abington institute, at the Abington High School and the El-kins Fark High School, and the Mont-gomery county institute, at the Norris-ristown High School. In crowded sections, where the settlement houses gather in hundreds of sidewalks and cobbled streets, a num-

Tistown High School. Under recent school teglislation, dis-tricts which have atttained a certain status may divorce themselves from par-ticipation in the county conference and conduct their own institute. Cheiten-ham township and Abington township are two districts to take advantage of are two districts to take advantage of this legislation. All other districts will participate directly in the county in-stitute at Norristown, under the direction of the county superintendent of schools. J. Horace Landis.

FRENCH CHILDREN SUFFER

Dr. Alice W. Tallant Tells of Devus-

#### tation Germans Wrought

The poorest baby in Philadelphia has a better chance for health than had the Frenck children in the wake of devastation left by the invading Gen mans, according to Dr. Alice Weld Tallant, of the Woman's Medical College of Pennsylvania. Dostor Tallant, with Dr. Maude Kelly, also of the college, has returned from France. Both were awarded the Croix de Guerre.

"Every haby here can have fresh milk, shelter and medical attention, but this was far from true in the vastated districts in France," said Doc-tor Tallant. "The destitution and sick-

ness were appalling." Education, said Doctor Tallant, is the only solution of the problem not only in the reconstruction of Frence

WHATS THE AMAN WHAT DID HE TOOK A THATS NOT MATTER GOT HE DO? HANDFULL SERIOUS ARRESTED OF PEANUTS OFF A STAND 121

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Well, then?' "Is your covetousness of Nadja's Eye forward in the chair and fixed his eyes your only object in being at Myquest?" Yes "What about card-chenting and you

DOROTHY DARNIT-At That Rate He Could Be Arrested for Sleeping

"Merely by-products, Lady Kate Pastime.

"I can believe that. What is Senorita "Yes," she replied calmly, although Cervantez to you?" Belknap was startled by the sudder