"I was on the fence, too, like Mrs.

did strike me, when Trix spoke, that

when you discover anything."

felt inclined for more air."

opened from there?"

"I examined those windows in

'No. The sash could not have been

ably active person might easily climb

Swarthmore did the shooting?

Paul made a gesture of impatience

what he thought when I led him to be

"Just a moment." Paul intercorred

"Sure," responded the chief promptly.

has he got to do with it?"

The colonel laughed.

# The Second Bullet—By Robert Orr Chipperfield

#### THIS STARTS THE STORY

A dinner party is being held at the home of Colonel and Mrs. Ledyard. Among those present are their daughter, Trixy: her friend, Bebe Cowles; Cornelius Swarthmore, Wendle Braddock and Mrs. Allison Hartshorne. Mrs. Hartshorne's past history olothed in mystery. She sudden leaves under the pretense of a sev-hendache. She is accompanied She suddenly Swarthmore, who expresses his love for her and obtains her promise of marriage. She is found dead on the marriage. She is toung by her floor in the morning by her maid. clously acting French maid, Matilde Detective Paul Harvey asks Ros Adare, a social secretary to Mrs Hartshorne and her friends, to assis him in unraveling the mystery. Brad-dock admits it was he who sent Mrs. Hartshorne the valuable pearl neck-lace which was found on her dead sody, that she had promised to be hi wife and that an autagonism exist between him and Swartlimore. Trixy Ledyard is accused by Harvey of the nurder because of jealousy. She de-nies the accusation, but admits that Mrs. Hartsborne was killed at her mother's home and that she and her servants removed the body in the mid die of the night to the woman's own home. Bebe Cowles confesses to Har-vey that she overheard a quarrel be-tween Mrs. Hartsborne and Swarth more in which she retracted her promise of marriage and threatened to expose his dishonest business deal with the government. more admits the quarrel and his dis-honesty to Harvey, but denies re-sponsibility for the woman's death he federal authorities are notified a Swarthmore's frauds. Harvey be lieves both Swarthmore and Trixy in nocent. He examines the conservatoes in the Ledward home, the roo here the murder was con

#### AND HERE IT CONTINUES.

S SHE vanished to give the order A Paul glanced again at the sealed door. If Mrs. Hartshorne had been impelled to whirl and face it, the shot which entered her beart might have come from any one of that row of windows before him.

When Hickson appeared with the ladder Paul mounted it and patiently between the windows, starting at the wasn't it?" farther end and working toward a spotprosite the orehid bed.

Watching him, Beatrice Ledyard temporarily forgot her dread, and slipping her home the next day." Paul chose least Trixy was. My wife was defend from the narrow aisle scated herself his words with care. "It is a part of ing her while Mrs. Cowles was on the

Paul had reached the tenth window of triumph. Pulling a pen-knife from height and pretty, with bluish eyes and his pocket he backed at the woodwork brown hair, and she wore a peach-nounced with Mr. Swarthmore. from the floor.

'Oh, what is it?" Miss Ledyard rose.

"What have you found?"
"This!" He ran down the ladder nd held a small, round object out upon is palm for her inspection. Miss Ledyard gave one horrified siauce and then shrank away.

A bullet !" she cried. Paul nodded.

The bullet from her pistol," he an-"Her shot went wild, you see, and it is imbedded in the woodwork; the miracle of it is that it struck this alcove, was it not? there instead of shattering one of the It was not only the result on his desk. of a murder which you came upon. Miss Ledyard, but of a duel as well!

"Excuse me, sir. You are wanted on ing the earlier hours?"
the telephone," Hickson's head apthe telephone. Hickson's head appeared in the doorway. "The gentle-

'Say, what are you doing anyway?" The Chief's exasperated voice reached "Did you hear anything from that Paul's ears over the wire. "I've tried direction?" Paul persisted. "Any noise to get you everywhere else in this town! like a cry or an explosion?" Do you know Cornelius Swarthmore has

thorities are on his trail and he can't get far; they'll attend to his case." The Chief was evi-Federa dently having difficulty with his speech

"For defrauding the government." Paul explained. 'He had nothing to do with our case, and neither had the -the person we suspected. The trouble with us, sir, is that we've been playing the favorites, but we've got to pick a dark horse now, to win.

### The Warning

EAVING the Ledyard residence I LiPaul Harvey looked in on his friend ciety! jammed to overflowing with a surging mass of showily bedizened femininity.

"Say, Harvey, you ain't got your nerve or nothing, wishin' this here Battalion of Death on me, have you?" Mr. Glaub expostulated aggrievedly. "Never in the business have I seen such a fool ad as this one that I let you put my name to without even lookin' at Gor Gawd's sake, why didn't you leave me the wording of it?" 'Recause you would never have

caught the fish I'm after with the bait Paul responded. would use. 'laughingly

torted Mr. Glaub, thumping the news paper spread out before him. "Listen parts in feature motion pictures, Must be good dresser. Experience unneces sary. Exceptional opportunity for big eareer.' Say, you don't advertise for that kind; you do a Pavlowa to side-step 'em. Did you get that bunch out step 'em. Did you get that bunch out there? I've been weedin' 'em out all morning an' still they come! The out you're after ain't showed up yet,

"Give her time." advised Paul, "You haven't forgotten what I told you about the white fox scare and the paradise in

"Time?" Mr. Glaub snorted, ignoring the question as superfluous. "I got to get nine acts for the southern circuit by 5 o'clock and a full chorus of twelve for Minck's Babydoll Burlesquers. Oser, I should got time to burn! You done me a good turn. Harvey, when you fixed it that I shouldn't get stuck with the 4000 bucks counterfeit that Reuhl crowd passed on me, an' I ain't forget it, but I ask you, is it good busi-for the office of a high class, extasive B. A. to look like a refugee tasive B. A. to look like a refugee tation? Vallery come in from across the hall just now to ask me was I open ing up a matrimonial bureau or holdin

a suffrage rally!"
"Vallory?" Paul repeated quickly.
"The jam band leader?"
"That's him. Smart feller, too. He's got all the big bugs goin' with a col-

Mississippi boat show a few years ago. point to z possible remaining clue. semething, I remember, about it being cont it beat all what the public II stand Rose Adare and the servants of the very sad and tragic for the banker to Don't it beat all what the public'll stand

ing to take up any more of your calu-the demeanor of their mistress dating victims. She could always be depended able time. Let me know if the movie back to the previous Tuesday night, just on to any the right thing." her till you get me, will you?"

once over yourself as you go out." Paul darted one swift comprehensive

glance about at the sea of eager faces which confronted him and then beat a hasty retreat to the hall. On a door 'Max Vallery, Conductor,"

He paused for a moment in thought,

A gawky, freekle faced youth was woman was tapping vigorously away closed door marked "private" came a thin, melodious whistle repeating a bar Paul Harvey was ushered in or two of a popular refrain over and over with a slow, drawling syncopation finished with us." the round little man of the second built and all that it

door opened and a slim, prettily dressed this town, by Gad! What are you after figure stood before him. The man apfigure stood before him. The man appeared young at first sight, but a closer inspection revealed nature lines about Mrs. Hartshorne, Colonel Lea about Mrs. Hartshorne, Colonel Lea annually exact. Paul responded. 'Do you reancholy expression of his dark eyes ill member the last time year saw her accorded with the careless merry whistle prior to the dance? of a moment before

As his glance rested upon Paul he and then nedded vigorously. miled pleasantly and came forward. "I do. It was on Tuesday, when so You are looking for me?" he asked dropped in for a bridge rubber or two with a slight, indefinable accent, "I'm

employed on the Hartshorne case." Paul Swarthmore took her home. You've venched, in the first place. After re-announced. "You know, of course, Mr. heard about Swarthmore, haven't real plying to your telephone call I went Vallery, that Mrs. Hartshorne was a The federal authorities guest at the Red Cross dance given by Mrs. Amasa Ledyard last Thursday night, at which you appeared with your about Tuesday evening. Do you recall orchestra.

Vallory nodded. 'I read of it in the papers the next

down the narrow sisle scated herself his words with care. It is a part of ing her white sire, to the narrow sisle scated herself his words with care. It is a part of ing her white sire, to the narrow sisle scated herself his words with care, it is a part of the narrow sisle scated herself his words with care, it is a part of the narrow sisle scated herself his words with care, it is a part of the narrow sisle scated herself his words with care, it is a part of the narrow sisle scated herself his words with care, it is a part of the narrow sisle scated herself his words with care, it is a part of the narrow sisle scated herself his words with care, it is a part of the narrow sisle scated herself his words with care, it is a part of the narrow sisle scated herself his words with care, it is a part of the narrow sisle scated herself his words with care, it is a part of the narrow sisle scated herself his words with care, it is a part of the narrow sisle scated herself his words with the narrow sisle scated his words with th the orehid bed where he gave a low cry uize a description of her costume and plored satin dance frock trimmed with

ilver and a string of pearls-Valtory laughed "Excuse me. Mr. Harvey, but that's

where we play!

of the Ledyards' ballroom. where your orchestra was stationed in The jazz leader spread the paper out

"Did you observe any one at all who went in or out of the conservatory dur-

other responded candidly after a pause, you?" Paul asked. man won't give his name, sir, and he "I'd like to help you out, but honestly I didn't notice anybody. It's some job to keep up the pace we hit ! "Did you hear anything from that

Vallory chuckled again. Say, I wouldn't hear a nite

lady wasn't shot-alive afterward. I've got to look into of irregularity and fraudulent conver-

ever came to a murder in swell so- us. the theatrical booking agent and found hear us play some time. We're going him literally harricaded in his private to give a couple of open-air concerts in hear us play some time. We're going eager look in his eyes. office, while the outer rooms were Bainbridge Park to boost the next gov- city?" ernment loan. Why don't you drop Colonel Ledyard shoot his head.

> Paul promised and took his depart. He caught himself up and slapped his ure, the plaintive, monotonous whistle desk resoundingly. "Gad, I rememfollowing him down the hall to the elevator. The impulse which had led him chap had just been liberated on a susstartling revelation, yet he felt an odd dent of the Riverboro Bank."
> sense of disappointment that the luck which had favored him so far in his "Did Mrs. Hartshorne seem interinvestigation should fail him now.

restigation should fail him now. ested in the conversation? he asked. In spite of all that he had accomplished he seemed to be back again at ever was said around her. That was river for every wall eyed pike that the starting point; his discoveries, imone of her greatest charms; any topic,
wants to break into the fillums!" reportant as they were, had led him no
from the fate of sections. the starting point; his discoveries, inthe credit manager's attitude of
lil keep in touch with you. Anyway:
The credit manager's attitude of
looking at customers as risks had cost
the face of the remissional station—now the mall near the
custodian, and that the
looking at customers as risks had cost
the fluxes—had seen purchased by
the bouse a good customer. Of course,
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the bouse and the the custodian, and the the custodian, and the desired the custodian, and the customers as risks had cost
the custodian.

The committee sent of the remission.

The committee sent of the principal and the customers as risks had cost
the custodian. Th

MISTER KNOOP IS

NOT GOIN' TO

AFRICA TO BE

AN ACTOR

But one ray of light appeared to was!" the colonel conceded. "She said

Hartshorne household had testified to have rained his career, but her sym-"It does," Paul rose. "I'm not go an abrupt and inexplicable change in pathies were naturally on the side of his r till you get me, will you?"

due to fear there could be no doubt; er," Paul observed, rising. "But what five seconds before the twing did.
"Sure Ull keep her," affirmed Mr. fear for her very life, of the doorn which was your own personal opinion. Colonel "But you might give 'em the eventually did overtake her, for from Ledyard, of the controversy your

Gaylors', gone to the Ledyards' to play been accepted too readily without cre- tenishing high "g." bridge, then suddenly pleaded an excuse dentials? and with Swarthmore's escort returned pposite he saw in imposing gilt letters to her home. The swift change had cowles-'Vallory's Jazz Orchestra," and in a come to her at the Ledyards', but it corner of the glass paneling was inconceivable that an impertment question or two from, the lips of a jealous girl should have wrought such a knocked lightly, and then without metamorphosis. What subtle alarm awaiting a response be turned the knob could have reached her, what note of warning sounded in her enry?

At 3:30 that afternoon when the seated behind the desk, a smiling young Wall street and his business of the day on a typewriter and from behind a was transacted, Colonel Ledyard was on the point of leaving his office when

exclaimed good-naturedly. "Th know implied. Before Paul could voice a query the enough never to commit a murder in "Just a little additional information

The colonel nondered for a new

"I do. It was on Tuesday, when she

"Which she did not remain to playsupplemented Paul No: had a headache or som

plying to your telephone call, I went over the ground thoroughly. The win-dows open on a narrow strip of gar-Colonel Lodyand Yes. stemmed the other's flow of words. "But den and are about ten feet from the

the subject of the conversation just be "We were discussing her." seguned each inch of the wood paneling day," he said gravely. "Bad business, the olders man with some hesitation, Wendle Braddock, Doctor Pervine and to the sealed door, "As you must be aware also from Mrs. Cowles had dired with us, and the the newspapers, Mrs. Hartsborde was ladies had their coffee in the drawing through the tradesman's gate, which I even his silly song possessed her. not seen by any one after leaving the room. When we joined them they were ascertained was left open on the night dance until her body was discovered in pulling Mrs. Hartshorne to please, at of the dance for the employes of the

"Then Teix lit into us and called from the end and directly across from knew her, but perhaps you may recog- our attention to the fact of how little we knew about Mrs. Hartshorne and of triumph. Pulling a pen-knife from general appearance. She was of medium her past. Wendle Bruddock was stand-

> "She did not at first mention her headache?"

"Oh, no! She was talking in a most lieve that she had victually confessed. animated manner with Doctor Perrine, to the murder. Then he skipped, as I too many for me! There seemed to be a unimated manner with Doctor Perrine, to the murder. Then he skipped, as I reis!" Shrill altercation from thousand geople there, and I don't have Braddock and me, when Trix came up expected him to, but I had already interrupted the current of any time to rubber around at the guests and lained in the conversation, switch notified the federal nuthorities and I've thoughts. ing it rather abruptly to the past and no doubt they'll round him up for the "I believe you." Paul smiled and asking Mrs. Hartshorne one or two dirty work he has been doing on govdrew from his pocket a folded sheet of pointed questions. Mrs. Hartshorne re-erament contracts." "I have here a rough diagram plied in an evasive sort of way and almost immediately pleaded a headache this case than when we started!" the had a little tilt, as I remember, over some more deadwood, but we don't said as much as a horse and two squir- that the salesmen would be sure to say the question of escorting her home, and know a thing about the woman or her rels and a monkey, and you can see for the customer was O. K. It meant Swarthmore won out.

What was the subject of the conversation between Mrs. Hartshorne, quietly. Do you remember the affair Mr. Braddock, Doctor Perrine and up in Riverboro about four years ago. "No. I can't say that I did," the yourself when your daughter joined when the principal bank there was

"Good Lord, man, I don't know! We sent to Atlanta? were all a bit embarrassed, you see, because we had been discussing her at the "Zenus Prall, his name was. The truth moment of her arrival and we many eame out just before the war started mourned. factured small talk to fill in the gap." and he beat it, but they caught him in Colonel Ledyard paused. "But let me New York trying to book passage for

"That's all right!" laughed Paul.
"We don't want him? The federal authorities are on his trail and he can't
get far; they'll attend to his case."
"Federal—!" The Chief was evilady wasn't shot—!"

"Say, I wouldn't hear a fifty-five
shell if it went off in front of ma when
we're playing!" Then his face grew
grave once smore. "You don't mean
interested. I didn't pay much attention, but it was something about a "I don't think it is likely." Paul banking and loan association. Bradpicked up his hat. "Still, nobody knows when she left, and as she wasn't seen alive afterward. I've got to look into

every possible contingency. Sion on the part of bank efficials. Brad dock had just cited the case of a bank any," Vallory said cordially. "You're president in a smaller city who had up against a tough proposition, all wrecked the institution by speculating I've seen more than one masty with the funds of the investors and gone scrap in my time, but this is the nearest to Atlanta for it, when Trix joined Say, I wish you'd come and Paul leaned forward with an intent,

to the one possible witness of that tragic pended sentence on the score of ill-scene in the conservatory had been an health after serving four of a twentydie one, and he had not anticipated any year term. It was Zenas Prail, presi-

Young girl for siar emotional when he had first laid eyes upon the as if you were the last authority, Deucedly clever, whatever else she

WHY NOT?

DAILY NOVELETTE

PRINCE AND THE PUPPY By Christine Hayes

"O-OH, Auntie Vic! We've got a puppy! We've got a puppy!" This greeting was shouted in singaspirant I'm after shows up and keep a week ago. That this change had been Well, I won't detain you any long- song and reached Victoria Reed a full

> "He has the cunningest little nose!" that night, too, she had armed herself, daughter had started? Did you agree As always with Zaidee when excited,
> Mrs. Hartshorne had dired at the with her that Mrs. Hartshorne had the last word came in a clear and as-As always with Znidee when excited.

> > Dorothy, sadly.

eyes still doubted; "He'll grow to fit it; were they like spiders with their long nevel suspected that there was anything actually wrong with the little you wait and see," woman; I don't know what to think even now. Her financial affairs were and petted the puppy and rescued the make sure that they were truly monkeys long switches. When the children drew straight as a string and she didn't weem skirt of her new tweed suit from his like Rollo, and not a fuzzy kind of the kind to get mixed up in a personal

I hope you'll let us know "Where's your mother?" Paul went straight to headquarters It's on the hall table. "Go get it, Zaidee." Derothy sug-sted. Victoria opened the note care-sted. Victoria opened the note careand sought on interview with his chief. gested.

yourself at home. Olic will give you Stick huddled close together among head of the saucy wild monkey and in Instead he called Billy and Rollo aside some lunch. See you soon. M. C.'s in the branches of a large tree. The wild another second his long tail was twined and whispered a warning: conservatory very carefully." he added. town. replaced recently, but the catch was comparatively simple, and a window

pole stood in a corner. In spite of the colonel's orders that the windows "What's the matter?" chorused the hould remain closed it would have been a simple matter for any of the twins.

guests to have opened one, if he or she their appallingly nutruthful aunt, "ex-chattered the wild monkeys, showing "We-ec-ck! We-ec-ck! He's going cept I'm as, hungry as a couple of their teeth. At that they began to break to kill Checky, the son of Chief Chatter-"How about the outside?" demanded the Chief, "Could they have been 'If she was so awful hungry," Zai- them at the children.

aunt had gone to change her their arms to protect themselves, and "I'll not kill him if you go away "if she was so awful hungry, seeing this some of the bolder monkeys and leave us alone," answered Billy. dee wanted to know, when the adored young aunt had gone to change her their arms to protect themselves, and Dots, why didn't she cut anything? But that, so far as Dots was con-

cerned, seemed destined to remain a

ground, with a ledge running along the entire length four feet below the level fled blue veile, busined a popular song.

Meanwhile, Victoria, donning a ruffled blue veile, busined a popular song. That didn't seem to go so very well, but from the steps at the end that lead up she had not meant to sing and stopped she eaught herself singing something abruptly. It seemed she couldn't get

Oh, well, she shrugged, his being in the same town needn't make any difference to her. She hoped, of course, together. The credit manager felt that that she wouldn't meet him, but if she the sales manager was always accept- then spoke as follows: did-well, what of that? She wouldn't ing risky business. The sales manager admit she was sorry until Mark gave fn, and she knew Mark well enough to that neither Bentrice Ledyard nor know that he never, never would give in killed a lot of desirable business Because each of them suspects the till she showed that she was sorry. So Now, of course, a concern covering other, though on her part she wouldn't there it was—a vicious circle. She the country as this one did (the conudmit it in so many words and Swarth-She the country as this one did (the con- We must divide the responsibility. more only broke down and betrayed cried a little then and there just to prove

"She does weigh more than two squir- Frequently the financial information pay. They must have less fixed salary reis!" Shrill altercation from below available about new customers was her vague. The salesmen who took the orthe customers'

Victoria hurried down.

"Don't you weigh more than two portunity it offered for future business, squirrels, Auntic Vie?" demanded Zai- The sales manager felt his salesmen should be backed up and that their re-"Then we're no nearer the finish of dee. passionately "Well," reasoned Dorothy, "we asked port should be considered. and left. Braddock and Swarthmore chief lamented. You've eliminated mother how much she weighed and she manager pooh-poohed the idea, saying

> much more business toward their sales diction over the men than at present. reself that if mother weighs-Victoria haughed helplessly at her quota and so much more commission to ump sister's subterfuge to keep the them. ntire neighborhood from knowing her

wreeked by its president and he was 'phis cessful, for the puppy was, in fact, the credit department. The salesmen the increase. This will enable the credit you see to the improvement of the bustonly yesterday,"

mourned. The chewed up my little live sales manager about the "injustice" of duck." Her aunt stared against. "Well, the credit department, so that between anyway." she qualified. "I pretended it was alive."

I am employed by an export steel concern, have little experience in this line.

Both you men shall share equally in a special hours on increased sales. Both of you men will be penalized from the sales manager's life was made perturbed by an export steel concern, have little experience in this line.

I am employed by an export steel concern, have little experience in this line.

Both you men will be penalized from the sales manager's life was made perturbed by an export steel concern, have little experience in this line.

Both you men will be penalized from the sales manager's life was made perturbed by an export steel concern, have little experience in this line.

Both you men will be penalized from the sales manager's life was made perturbed by an export steel concern. and he beat it, but they caught him in duck. some nonextradition port. But what was alive,

has he got to do with it?"

After a futile search it developed that "The following incident brought mather than the description may be on file in the process boy, had seen a small that description may be on file in the process boy, had seen a small that description may be on file in the process boy, had seen a small that description may be on file in the process boy, had seen a small that description may be on file in the process boy, had seen a small that description may be on file in the process boy, had seen a small that description indicated.

The following incident brought mathers to a head and caused an open through the process of the process boy, had seen a small that description indicated.

The following incident brought mathers to a head and caused an open through the process of the process boy, had seen a small that description in the process boy, had seen as a small that description in th

Where does he come in on the Harts He gave them an unquestionably entermined both and thusiastic reception, and as Victoria bill. When the order came to the credit

The elerk reappeared and laid a com-unication, telegraphic in its brevity, force the chief

before the chief.

"There you are." The latter glanced over the document and handed it to his subordinate.

"Age, fifty-four," Paul read. little-boy grin, taunting, complacent, but very, very happy. It was as if he laght blue eyes, slightly near-sighted. like "Ya-a-b" you had to give in!" and no glasses. Smooth face, thick gray the pair, Oniet, conservative dresser.

"In it in he shamelessly flipped it over with his mil—the photographed face with his mil—the photographed face was his own!

The sales manager could not understand this at all, and wrote the sales-man who took the order for an explanation. Back came a letter saying that the owner of the store had been hurt in an accident and was confined to a like "Ya-a-b" you had to give in!" and "I knew you couldn't get along without had very was looking after things, but with the manager was looking after things, but with the sales manager could not understand this at all, and wrote the sales-man who took the order for an explanation. Back came a letter saying that the owner of the store had been hurt in an accident and was confined to a like "Ya-a-b" you had to give in!" and "I knew you couldn't get along without had a like "Ya-a-b" you had to give in!" and "I knew you couldn't get along without had a like "Ya-a-b" you had to give in!" and "I knew you couldn't get along without had a like "Ya-a-b" you had to give in!" and who took the order for an explanation. Back came a letter saying that the owner of the store had been hurt in an accident and was confined to a look of the owner of the store had been hurt in an explanation. Back came a letter saying that the owner of the store had been hurt in an explanation. Back came a letter saying that the owner of the store had been hurt in an explanation. Back came a letter saying that the owner of the store had been hurt in an explanation. Back came a letter saying that the owner of the store had been hurt in an explanation. Back came a letter saying that the owner of the store had been hurt in an explanation. Back cam bair. Quiet, conservative dresser me. Smarty! Which, had Victoria Well, chief, I guess that's all I need, loved him less, would have been suffiin leaving town for a few days; don't clent kindling for a supplementary ew how long I shall be away, but quarrel.

The next complete novelette-Clothes. (right.

### DREAMLANDADVENTURES--By Daddy "MONKEY-LAND"

Rollo, the Wandering Monkey .. with a Dream Stick, turns Peggy. Billy, Smiling Teacher and Peggy's schoolmates into monkeys. They jump through a circle on the blackboard and find themselves in Monkey land. There they are surrounded by real, wild monkeys.

Captured by Wild Monkeys

SHRIEKING and chattering, the wild monkeys swept through the treetops "But his skin's too loose," confided and about Smiling Teacher and the children. They were as numerous as a "Oh, that's all fight," laughed rice and they were as scary looking as flock of blackbirds in a field of wild we had all been pretty easy, but I Auntie Vic. adding, as Dorothy's dark scores of large spiders. Indeed so much arms and legs and tails, that Peggy When Victoria had kissed the twins had to look at them a second time to indiscriminating teeth, she inquired; grand-daddy-long-legs.

"We-ec-ek! We-ec-ek! Here's a Gone to a party. She left a note for strange band of monkeys on our hunting and gave Peggy a sharp cut with his grounds. Drive them into the river!

Peggy, Billy, Rolla, Smiling Teacher sly, which read:
"Sorry I can't be here, dear. Make turned into monkeys by Rollo's Dream He gave a leap to a vine above the Teacher, did not join in these urgings town."

Nictoria gave a little breathless, involuntary "Oh!" and her face grew

monkeys gathered all around and above
tightly around the neck of the surprised
you can before Chief Chatter-Chee hears
the center of a big, living globe of monmonkey back and forth, making believe that there is a fair young lady monkey as white as a healthy cost of tan would keys, without a chance of escape in that he was going to dash his brains with you. He is looking for a new any direction.

come into our hunting grounds seeking harder aind harder until he squeezed Before they could pass on the warn"Not a thing, sugar angels," replied our food! We-ee-ek! We-ee-ek!" all the breath out of him.
"We-ee-ek! We-ee-ek! We-ee-ek!

CUSTOMERS ARE OPPORTUNI-

THES, NOT RISKS

TIME credit man and the sales man-

mous business with small retailers.

their order be canceled.

The sales manager could not under-

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The sales manager felt his salesmen ager.



crept nearer, and lashed at them with and let him go.

"We ee-ek! My father will pay you reck," chattered in their legs, the wild monkeys laughed for squeezing my neck." with glee.

switch

That was too much for Billy to stand, out against the trunk of a tree. All mate, and will be sure to choose her. "We ee ek! We ee ek! They have the time he squeezed the monkey's neck That would be a sad, sad fate."

off sticks from the trees and to hurl Chee!" screeched the monkeys, and they promptly scrambled back to a safe dis

The general manager heard both men,

"You are both to blame, and I an

as well. The sales manager has re-

redits. The credit manager is respon-

sible for bad debts, but not for sales.

salesmen assistants to the credit man-

"How?" both questioned.

THE BUSINESS DOCTOR

By HAROLD WHITEHEAD

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

nger did not get along very well against each other.

The credit

Solver of Business Problems"

"We-ec-ck! You've come to our hunting grounds to take our food, received the monkeys. 'We-ce-ck! We are only friends passing through your hunting grounds, We intend you no harm. We are peaceful spider monkeys like yourselves," answered Rollo. This answer seemed to satisfy the monkeys, for their augry chatter died

"Ouch!" screamed Peggy

away and they grew quiet as one old

Cheeky, but all the other monkeys just grinned in the friendliest sort of a way. Their anger turned to kindness and in stead of urging the children to go away, they begged them to stay and visit

while

But Clinging Tail, looking at Smiling

"Father! Here comes father! on'll get it for squeezing my neck.'

monkey spoke for them. . "We-ce-ck! If you are friends, set

free the son of our chief, and go in peace. I. Clinging Tail, promise that

answered Rollo, and Billy, not waiting

to hear more, swung young Cheeky

"You speak well, Clinging Tail,"

(Tomorrose will be told hose the monkey chieftain woos Smiling

are not risks to guard against, but

## from which to make

Readers' Ouestions Answered Mr. Whitehead will answer in this column questions on marketing, buying. selling, advertising, letter-writing, busi-The whole question of credit policy ness education, and on matters pertain was brought before the general man- ing to the choice of a rocation. All quesager, both credit and sales managers, tions will be answered in the order of making charges and counter-charges receipt. No anonymous correspondence against each other. only will be published. It will take from four to fifteen days for a reply to appear.

sponsibility for sales, but none on

"We must readjust the salesmen's and larger commissions. The commission will be paid quarterly as now, but from commissions must be deductder generally gave glowing accounts of ed a percentage of the losses incurred standing, and the op- from their trade. This will make all the

The school which you mention is an "Wait!" he exclaimed as the sales lished resident schools in your town are

manager was about to protest. "This worth-while. does not interfere with your authority. Whether a purchasing agent advances The credit manager has no more juris- or not depends upon the kind of concern he works for. In some concerns "Now for the credit department. We the purchasing agent is about the bigwill work out a ratio of orders to ac- gest man in the place. The advance-As the credit manager had the final ceptance and of losses to both. As the ment, however, will depend not so much say on the acceptance of orders, there number of accepted orders increases on your ability to be a purchasing agent.

Where's the puppy?" she asked, was quickly created a sort of armed above the present figure, we will allow but on your ability to grasp bigger

> wrote pathetically or wrathfully, according to their temperament, to the nature. the bonus for any percentage of loss

A good customer located in North last one of the boys to in the direction indicated.

They came upon the puppy sitting in Dakota had usually discounted his bills in ten days. For some reason his acceptable to the attack.

"What are you driving at, anyway? The salesman sent in the usual order, where does he came in on the Harts.

A good customer located in North Dakota had usually discounted his bills in ten days. For some reason his account had remained unpaid for sixty days.

"What are you driving at, anyway? The salesman sent in the usual order, the came in on the Harts.

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"What are you driving at, anyway? The salesman sent in the usual order, the came is a salesman sent in the usual order, the came is a salesman sent in the usual order.

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The salesman sent in the usual order.

diversion proved more than suc- neutrality between the salesmen and a larger percentage for bad debts on things and to make such suggestions as

hork had just cited the case of a bank resident in a smaller city who had recked the institution by speculating with the funds of the investors and going of Alanta for it, when Trix joined at successing the funds of the investors and going of the account. The case of a bank resident in a smaller city who had admitted frankly. "It's just a chance that the funds of the investors and going of the account. The class in the past it may open up a new the swash's ager look in his eyes.

There you have me. I don't here you have me. I don't her case of a bank resident in a smaller city who had admitted frankly. "It's just a chance than the sweard and laid g communication. The clerk reappeared and laid g communication. The clerk reappear The sales manager could not understand this at all, and wrote the salesread who teel the salesread this at all, and wrote the salesread who teel the salesread this at all, and wrote the salesread who teel the salesread this at all, and wrote the salesread this sales at all the sale man who took the order for an explana- was narrated with much appreciation by for the razing of the old station was tion. Back came a letter saying that a congressman who didn't appreciate it brought up,

> thing appertaining to payments until a new union station—the present fine stood," his return. the house a good customer. Of course, the government, and it was purposed the salesman should have explained the circumstances when he sent in the orbits of the salesman should have explained the circumstances when he sent in the orbits of the salesman should have explained the salesman should h But two wrongs never make a sion, and the members were anxious to get home, so it was decided to chairman, red in the free,

> > By Chas. McManus

the owner of the store had been hurt in so much when it occurred. It ran as "Why, gentlemen," declared an ashospital, but expected to be well again in a week or so. In the meantime, the manager was looking after things, but the proprietor told him to leave everytonished representative, "there is noth-

The committee sent post-haste for

"By whose order?" queried the "By order of President Roosevelt,

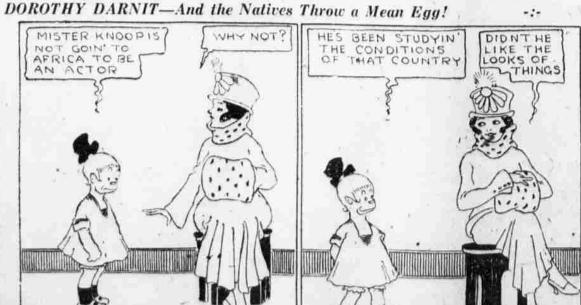
"Where in --- did he get any autherity to butt into our business exploded the chairman. 'Well, sir." said the major, "it is

not for me to question the authority or the orders of my commander-in chief, but to obey them. And I did.

And Congress decided to consider it fact accomplished, and let it go at that.—Easton Daily Free Press.

Autocrat of the Air The miller at the old windmill of a village in Buckinghamshire one year found such difficulty in getting his sails

to work through want of wind that he was continually behind with his work. The delay annoyed the farmers, who deided to call a meeting to consider the advisability of getting up another windmill. Uninvited, the miller also attended the meeting, and in the midst of the discussion rose and said: "Ye want to get up another windmill, do ye? Well, it takes all the wind in the parish. to keep my old mill agoin', so you'll have to fish elsewhere for yer that's sartin!" This novel argument gave matters the turn, and to this day the miller has had no opposition. - Esp Francisco Argonaut.



took his departure.







(CONTINUED TOMORROW)