

Women AND THEIR INTERESTS

By ELLA WHEELER WILCOX

WORTH WHILE

It is easy enough to be pleasant
When life flows by like a song.
But the man worth while is the one who will smile
When everything goes "dead wrong."
For the test of the heart is trouble,
And it always comes with the years,
And the smile that is worth the praise of earth
Is the smile that shines through tears.

It is easy enough to be prudent
When nothing tempts you to stray,
When, without or within, no voice of sin
Is luring your soul away.
But it's only a negative virtue,
Until it is tried by fire,
And the life that is worth the honor of earth
Is the one that resists desire!

By the cynic, the sad, the fallen,
Who had no strength for the strife,
And whose life is a lumbered to-day—
They make up the items of life.
But the virtue that conquers passion
And the sorrow that hides in a smile—
It is these that are worth the homage of earth,
For we find them but once in a while!

The Telegraph reprints this poem by Ella Wheeler Wilcox to-day because of the following interesting incident:
King George of England, who takes a deep interest in everything that makes for the general welfare of his people, recently visited the headquarters of the Young Men's Christian Association in Tottenham Court road. He was accompanied by the Queen and Prince Albert.
The King wanted to see the vast establishment in ordinary working routine, and the visit of the royal party was a surprise to the Y. M. C. A. officials.
The first thing that caught the King's eye as he entered the secretary's room was the opening verse of Ella Wheeler Wilcox's famous poem. The first four lines were taken as a motto, and, neatly framed, were hung on the wall.
King George read them with great interest and there was a smile on his face. Turning to his son, he said: "It reminds me of rule No. 1 in the navy."
"What's that?" asked Prince Albert. "Always keep your hair on," replied the King.
This is British vernacular. It means about the same as the Yankee expression, "Don't lose your head," or "Keep cool."

EXCEEDINGLY SMART

GOAT FOR SPRING

Kimono Sleeves and Belt Give Just the Necessary Touches of Style



8172 Coat in Kimono Style, 34 to 40 bust. WITH THREE-QUARTER OR LONG SLEEVES.

Here is a coat that combines the Russian belted idea with the Japanese sleeves and the combination makes one of the smartest garments to be found. Incidentally, it also is one of the easiest to make. There are few seams and there is no fitting, for such garment are loose and it is only necessary to keep the lines correct to assure success. The blouse is made all in one piece and the separate peplum is joined to it beneath the belt. Such a coat will be extremely smart throughout the entire spring and appropriately can be made to match the skirt or of contrasting material, for combination costumes will be greatly in vogue. Plaid will be worn over plain, plain will be worn over striped fabrics and many similar effects will be noted.
For the medium size, the coat will require 5 yds. of material 27, 2 3/4 yds. 44 or 52 in. wide, with 3/4 yd. 27 in. wide for collar and cuffs.
The pattern 8172 is cut in sizes from 34 to 40 bust measure. It will be mailed to any address by the Fashion Department of this paper, on receipt of ten cents.

Bowman's sell May Manton Patterns.
43 YEARS KEEPER OF WAMPUM
Special to The Telegraph
Waynesboro, Pa., March 30.—W. A. Haustine, of South Church street, holds the record in Southern Pennsylvania as an officer in the Improved Order of Red Men. Mr. Haustine was elected Saturday evening for the forty-third term as keeper of wampum.

Madame Ise'bell

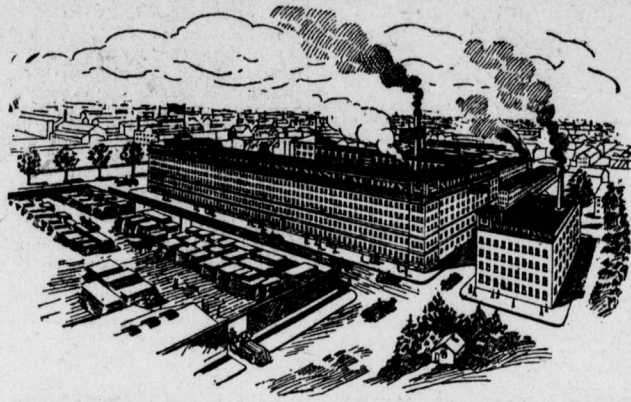
Explains Properties of Hair Tonic



THE HAIR AND SCALP—PART VII.
As we have explained previously the blood vessels that feed the hair roots provide all that is required for hair growth; oil is obtained from the oil glands, and a normal, healthy scalp needs no tonic or other application save those necessary for cleanliness. But an absolutely normal, healthy scalp is rare, so rare that it need hardly be taken into consideration in this connection.
Many people have an over-dry scalp; in some cases the oil glands secrete hardly at all, and it is necessary that the scalp should have some application to make up for this deficiency. The oils most commonly used for a dry scalp are vaseline and preparations containing castor oil. Remember that a hair tonic has no virtue put on the hair; it should be applied to the scalp. In the case of oily preparations it is particularly necessary that the scalp alone should be treated for oil on the hair is not pleasant, while the scalp needs it. A medicine dropper provides an economical and convenient method of applying hair tonics.
An oily scalp is often improved by the application of a tonic that will act as an astringent, reducing the supply of the oil glands and mitigating the effect of too much oil on the scalp. Most tonics designed for this trouble have a good proportion of alcohol.
For dandruff there are many specifics. While cleanliness is the first requisite in removing this trouble, it should be remembered that dandruff is really a disease, a form of bacteria, and is often very stubborn of cure. This condition can often be helped by some scalp application.
A torpid scalp that is pushing scanty, weak hair needs invigorating. Tonics for this purpose contain capicum, aloes, and cathartics, and certain preparations of petroleum have proved most beneficial in assisting hair growth. Camphor, another favorite ingredient in a stimulating tonic, will sometimes tend to making the hair curly on account of its resinous qualities.
Choose the tonic that your hair needs and use it with the scalp massage movements given in an earlier portion of this lesson, and the benefit will be twofold.

Making of Chas. M. Stieff Pianos Controlled by Famous Baltimore Family For Almost a Quarter-Century

From Modest Beginning in "Monumental City" Firm Has Grown to Maintenance of Representation in Twenty-three Leading American Cities—Orchestral Grand and Stieff Player-Piano Find Universal Favor—Big Factory to Meet Demand.



Baltimore, Md., March 19.—From a modest beginning almost three-quarters of a century ago, the well-known firm of Chas. M. Stieff, of this city, has grown to the stage of the maintenance of representation in twenty-three of the leading cities of the East, Middle West and South and in sixteen of these cities branch stores are operated and controlled directly by the home office in this city.

The business at present is owned and controlled by Frederick P. Stieff, the son of the late Charles M. Stieff, founder of the house, who has with him in business his two sons, George Waters Stieff and Frederick Phillip Stieff, Jr. Other positions of importance are held by the following: Charles J. Gross, as factory superintendent; S. P. Walker, as general manager, and J. G. Schnepfe, as general auditor. The firm also owns and controls the Shaw piano, formerly made in Erie, Pa., and moved to Baltimore, by the present owner in 1901, as well as the Bennett-Brets piano, which was manufactured in Harrisburg, Pa., until bought out by the present makers.

The big Stieff factory in Baltimore is located on the block bounded by East Lafayette avenue and Alken, Hope and Lanvale streets. The garage, dry kiln, stable electric plant and repair annex are connected through an underground passage, and the lumber yards are located in the adjoining block. The firm carries one of the largest supplies of lumber in the city, having nearly always between 1,500,000 and 2,000,000 feet of lumber on hand. The lumber is kept on hand for such a period of time, until it is thoroughly well-seasoned and dried, through a special hot air process. When the lumber is ready for use it has been so well treated and seasoned that there is practically no chance for contraction or expansion. This greatly aids in the durability and strength of the instrument.

The factory consists of five floors, basement and tower, comprising more than 110,000 square feet of manufacturing floor space. The strictest system is adhered to throughout the plant, every department having its foreman. There is a superintendent over the entire plant. The electricity in use throughout the factories is generated on the place. The plant is equipped with its own up-to-date fire service. In three minutes time, 3 one-and-one-eighth inch nozzle streams of water can be employed, with a capacity of seven hundred and fifty gallons per minute, drawn from a tank of twenty-five thousand gallons on the roof and from an underground reservoir of one hundred and thirty thousand gallons. This is entirely independent of the city fire department, several houses of which are located at a very short distance from the plant. All floors, ceilings and doors are asbestos lined. The doors separating the various sections of the plant are double doors, asbestos lined and metal cased.

Two principles which the firm of Charles M. Stieff endeavors to employ are the individuality and up-to-dateness of their instruments. The former is secured, to a very large extent, by the length of time in which the majority of workmen in the plant have remained with the firm. In looking over the payroll, it is an easy matter to pick out a score of men who have been with the

firm anywhere from twenty-five to forty years. One of the employees in the varnish department will have been with the firm fifty years this coming August. Until recently, it was possible to find three generations working side by side in the factory.

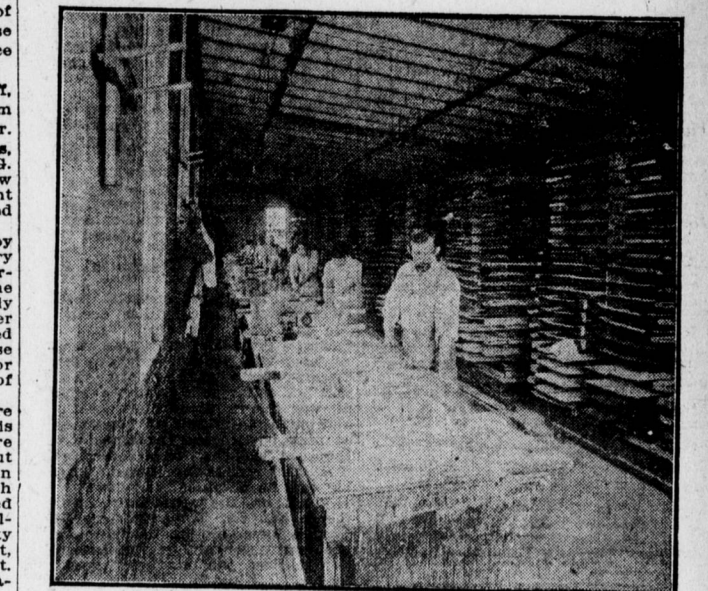
In this way it has been possible to hand down the individuality from generation to generation, and to instruct the new comers into the ways of the old. There is probably no manufacturing house south of the Mason and Dixon line which can boast of having as many men in their employ for as long a time as the firm of Charles M. Stieff.

The home warerooms are located at No. 9 North Liberty street, Baltimore, where they have been located steadily for the last sixty-four years, a record of which not many business houses can boast. After the Baltimore fire, in 1904, the firm acquired the three upper floors of No. 7 North Liberty street, which together with No. 9 they are occupying at the present time.

LATEST PRODUCT NEW ORCHESTRAL GRAND

Among the most up-to-date products of the firm is the new Stieff orchestral grand—length 8 feet 1 3/4 inches; width, 5 feet 1 1/4 inches. This grand has been in use only for the last eighteen months, and took but a very short time to win its way into the favor of those artists and musicians who have come in contact with it.

During the last winter the Stieff piano has been used at many of the Friday afternoon recitals of the Peabody Conservatory of Music of Baltimore, noted for the prominence of best known artists, and will be used in several of those to come. A Baltimore paper lately published the following appreciation of the Stieff orchestral grand used in one of the Friday afternoon recitals at the Peabody Conservatory of Music, the artist on the occasion being the well-



CORNER OF POLISHING DEPARTMENT known English pianist, Arthur Newstead, who is at present taking Mr. Hutchinson's place at the Peabody.

"He was particularly fortunate in the piano he played. Possessing great power, delicacy and tonal scheme, this particular instrument was the most musical piano heard in a long time and most worthy the name of concert grand."

The small five-foot petite grand, which the firm has put on the market in the last six years, has won its way into the homes of many music lovers. It is noted for the power and tone quality attainable from so small an instrument. It has proved itself to be a very practical one for those who appreciate the superiority of a grand over an upright, and yet who have not the room to accommodate a full size artist grand.

The Stieff player-piano is well-known as being a real achievement in the art of player-piano construction. It is now being used in many schools and colleges, as a means of demonstrating works of the great masters, in classes of musical analysis and theory of composition.

STIEFF PIANOS IN DEMAND FOR COLLEGES

The latest offering of the firm is a solid mahogany upright, Style 104, for use in schools, colleges, conservatories and educational institutions. This style is built especially to withstand continuous and vigorous practicing, year after year, and is believed to be the only solid mahogany case manufactured.

As a full line, the Stieff House offers three sizes of grands, player-pianos and a full and complete stock of various styles of uprights, ranging in all degrees from the most elaborate to the plainest, and from the largest upright to the smallest.

The Shaw factory, of which W. H. McLaughlin is the superintendent, is located at 1540-4 Gorach avenue, Baltimore, and carried an up-to-date line of upright pianos as well as player-pianos.

The House of Stieff has always been controlled exclusively by members of the same family, and never has the firm discontinued the manufacture of its products at any time during the seventy-two years of its existence.

Following is a list of the branches maintained in sixteen cities and the managers of each:

Boston, Mass., E. C. Carr; Pittsburgh, Pa., W. O. Bacon; Scranton, Pa., A. J. Nieberlein; Harrisburg, Pa., L. F. Bass; Lancaster, Pa., H. H. Heckman; York, Pa., William T. Ong; Wilmington, Del., J. Ivey Jessup; Hagerstown, Md., S. E. Minium; Cumberland, Md., S. E. Minium; Washington, D. C., J. C. Conliff; Clarksburg, W. Va., C. H. Atrodt; Lynchburg, Va., G. D. Howell; Richmond, Va., E. G. Rike; Norfolk, Va., L. C. Steele; Wilmington, N. C., L. C. Steele; Charlotte, N. C., M. D. Manning.—Advertisement.

Their Married Life

By MABEL HERBERT URNER

HELEN HAS AN INTIMATE GLIMPSE INTO THE LIFE OF A WOMAN SHE HAS NEVER MET.

"What a dear little beauty!" enthused Helen, glancing around the dainty blue and white room.
"And look," Evelyn opened the door of a large closet fitted up as a kitchenette. "You see she's left everything. It's good," Helen exclaimed, examining the mark on the bottom of a teacup.
"Wait till you see these," taking some silver from a box on the shelf. "Look at that old Monogram—I'm sure they're family pieces. Feel the weight to that spoon!"
"I should think she'd have put those away," exclaimed Helen.
"She didn't put anything away. She just walked out and left the apartment as you see it. The only things she took were her clothes."
"And you didn't see her at all?"
"No, only the agents. She'd left the city hurriedly, and wrote them to get it. Wasn't I fortunate to get it?"
"You certainly were," agreed Helen.
"Two rooms and bath, furnished, in this neighborhood, for \$70—that's awfully cheap!"
"That's just the rent of the apartment; she's not charging for the furniture. But I can't help feeling there's something queer about her leaving so suddenly. Everything showed she hadn't intended to leave. Why, there were even eggs and grapefruit in there."

"How long had she been gone when you rented it?"
"Just three days. There were still some faded roses on her desk. I can't get away from the feeling that there's a tragedy under it all."
"It does sound curious," admitted Helen. "I never heard of any one renting an apartment and leaving everything in it. Is this her picture?" taking up a silver frame from the dressing table.
"I think it must be, for there's one like it on the piano."
The photograph on the piano had been taken at the same time, for the gown was the same, only the pose was different. It was a charming picture of an attractive young woman of about twenty-five.

"Is all this music hers?" Helen asked as she put back the picture.
"Yes, all here—just the way she left it." She must have studied in Berlin, opening one of the books in which was written: "Irene L. Matthews, 118 Koenigsstrasse, Berlin."
"Are these hers, too?"
"Yes, and there are some unusual things on that lower shelf."

There were a few good editions and an expensive set of Browning in the bookcase. "Are these hers, too?"
"Yes, and there are some unusual things on that lower shelf."

A Call
While they were looking through these the phone rang. "Hello! Who?" called Evelyn. "Oh, say I'll see her down there. It's Mrs. O'Neill," turning to Helen. "The woman I'm trying to get work for. She'll stay for ever if I ask her up. I'll not be a moment!"
Helen was now absorbed in the books. In a copy of Keats was written, "J. K. Griswold, Berlin, June, 1912." Out of this fell a couple of kodak pictures taken on board a steamer. There was a girl standing by the rail, her features the same as those in the picture on the piano. The other print was of a man, tall, good-looking, in a shaggy steamer coat.

Already Helen's vivid imagination was piecing together a romance. They had met in Germany while she was studying music. They had returned on the same steamer.
Then, as she examined closely the man in the kodak picture, she turned to a larger photograph on the mantel. Yes, they were the same. It was a strong face, but the face of a man of the world.

She was still studying these when the phone rang. It was the one on the desk, not the house phone by the door.
"Hello," a man's voice, deep and vibrant. "I want \$824 plaza."
Helen glanced at the number on the phone. "Yes, this is 824 Plaza."
"I would like to speak to Miss Matthews."
"Miss Matthews is not here. She's left town, I believe."
"Left town?" echoed the deep voice.
"When will she be back?"
"I really don't know anything about it," explained Helen. "A friend of mine, Miss Ford, has rented this apartment."

"Rented the apartment? I don't understand. You say some one has rented Miss Matthews' apartment?"
"Yes; she'll be back in a moment. Wait here she is now."
With her hand over the phone, Helen whispered to Evelyn.
"Some one's calling up Miss Matthews. You speak to him."
Evelyn explained briefly that she

knew nothing of Miss Matthews, that she had taken the apartment from an agent only two days before.
"No, I don't know her address," she assured him, "I don't think they know here, for they're forwarding the mail to her bank. * * * Why, yes, if you wish. But there's really nothing I can tell you."
"He's not coming here?" demanded Helen tensely.
"Yes, but only for a moment—he says he must see me. What do you suppose it means?"
"Did he give his name?"
"No, but he'll be here in half an hour. Perhaps I shouldn't have let him come."

The Solution
"That's the man!" Helen pointed excitedly to the picture on the mantel. "I'm sure it is! His name is J. K. Griswold. I've had some quarrel—and she's gone away. Here," turning to the volume of Keats, "these are some pictures taken on a steamer. Oh, I've pieced together the whole story."
Evelyn was impressed. It did seem plausible, though it sounded like a story from a popular magazine. They spent the next half hour conjecturing the various possible phases of the romance.

Madame Ise'bell

Explains Properties of Hair Tonic



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Telegraphic Briefs

Boston and Maine asks permission to advance its passenger rates in New Hampshire.
New York State Chamber of Commerce appeals to Congress to delay anti-trust legislation until another session.
Chicago banker predicts loans will be cut under new Federal system, with effect on the 1st of April.
Citizens of Oregon are circulating petitions demanding the abolition of the State Senate.
Alton, Ill., vice crusaders terrorized by further arson threats, following burning of Young Men's Christian Association building.
Jurors sign petition to Governor Oglynn for reprieve of condemned men until after second Becker trial.
The debate on the repeal of the Panama Canal tolls bill will be resumed in the House of Representatives to-day.
Lieutenant-Governor Theodore G. Bilbo, of Mississippi, faces trial this week, charged with accepting bribes.
Mississippi authorizes bond issue of \$1,000,000 to repair river levees.
Carlians citizens are skeptical of the confession made by Clerk Nori, of the Indian School.
Jean Jantini held on circumstantial evidence for murder of Miss Lydia Beecher, his former teacher.
Prince Great Tokugawa, of the Japanese Emperor offers Premiership to Prince Iyasu.
Nicaraguan attempts to murder ex-President Zelaya in Spain.

Do you give your baby proper food?

Your baby will keep well and happy if you give him proper food. A well-nourished baby is seldom sick. Every baby should have his mother's milk if possible. But if you can't nurse your baby, don't experiment with this and that and every food recommended to you. And don't give your baby cow's milk, which nature intended only for calves, and not for tender little baby stomachs. Even were it possible to get absolutely pure cow's milk, your baby couldn't digest it. When mother's milk fails, use

Nestlé's Food

Nearer to mother's milk than any other food you can give your baby. In Nestlé's the curd of the milk is rendered soft and fleecy as in mother's milk. The best cow's milk is the basis of Nestlé's Food, milk from clean, healthy cows in sanitary dairies, carefully inspected. To it are added the food elements that cows' milk does not contain, and that baby needs—the things that put roses in your baby's cheeks and make his little body strong and healthy.



Send the Coupon today for 12 free feedings of Nestlé's Food. Do not delay. Your baby's future health may depend on it. With this large sample can we will send you our helpful Book for Mothers and the "Better Babies" Chart. It tells just what your baby should weigh, how tall he should be, what texture skin he should have, what his correct measurements should be, when he should begin to teeth, walk and talk. Send today.

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At the Great "Paquin" Paris Model Exhibition

held at the Ritz-Carlton Hotel, New York City, from March third to eighth, the one great fashion novelty shown on almost every dress and blouse was THE JAPANESE COLLAR.

This smart fashion innovation was first described and illustrated by Pictorial Review in the March number, issued February 15th, and continued in the April number.

Once again, as usual, Pictorial Review was the first American publication to present the new style.

Before you decide on your Spring and Summer dresses, visit our pattern department and ask to see the following patterns illustrating the Japanese Collar:

FOR LADIES	FOR MISSES
5553	5542
5531	5588
5609	5596
5598	5604
	5599
	5582

FOR GIRLS—5614

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