



Reading for Women and all the Family



TIME IS A MOST VALUABLE THING

Beatrice Fairfax Writes on Making Your Job Pay by "Doing It Now"

By BEATRICE FAIRFAX

Time is the most valuable thing in the world. But it is as free to the dollar and a half a day ditch digger as it is to the million-dollar and a half a year payer of income tax.

Have you ever stopped to face this interesting fact? What you do with one hour of your business day is fairly indicative of what you are going to do with the whole day—all your days—of your life!

Howard came to the Essenden offices with everything in the world in his favor. He had been highly recommended. No one liked his predecessor. Howard was neat, pleasant looking, a boy with quiet, good manners and with agreeable voice. There never was an office boy who started off under kinder auspices.

And Howard seemed to justify the hopes of the office. He was neat, efficient, willing and agreeable. He did what he was told—that could be counted on. What could not be counted on was when he would do it. His attitude might have been translated from an old world proverb: "If I don't come to-day, expect me to-morrow."

There's all the time in the world—haven't you said that on a great many occasions? And don't you find yourself doing your work on a basis of "I'll come to-morrow" there are all the things in the world to do in that time; the ex-

perience of the ages past can be studied in that time, and growth toward a worthwhile future can also be managed.

"I'll come in a minute," says Emily when mother calls. Suppose Emily grows up, goes into an office and takes the "I'll come in a minute" attitude when the chief's bell rings and she is summoned to take dictation? She frazzles the temper of her superior officer by making him wait, proves herself an inefficient young woman, and in wasting a mere minute or two she may actually throw away her chances for promotion.

Who hasn't walked out of a shop because a slow moving clerk suggested indifference to her wants? Who does not know of the great forfeits which contracting companies pay when buildings are not finished on the day and date promised? Who hasn't had a cake burned to a crisp while finishing a telephone conversation and thinking to herself: "I must go in a minute and watch the oven."

The easiest thing in the world to do is to explain to yourself that a minute doesn't matter; but half a minute gone wrong would dash a trapeze performer to death at the feet of his audience—half a minute—half a second. It takes the most perfect calculation for the swing from one moment of swaying ropes to another; properly calculated, the daring, breath-taking performance is simple and safe—half a second goes wrong and it means death.

Life is full of calculations as nice, as exact, as the swing of the trapeze performer. Remember that.

The successful man or business woman arranges his or her day so that it won't be full of wasted minutes, half hours gone wrong, broken appointments, delayed efforts at the office.

There is no more important rule for success than this simple one: Do it now.

Official in a big company who discovers an underlying postponing the very slightest bit of business routine with a lazy attitude that it can be done just as well later on, is going to lose faith in that individual.

Giving orders and having them carried out are part of the routine of any efficiently managed organization—from a National Army to an office whose whole force consists of one clerk and one stenographer.

The only way to get things done is to do them properly. Waiting for something to turn up and save you the responsibility of making a big sale or sharpening a pencil is likely to walk hand in hand with natural shiftness and to cause you always to postpone the things which need prompt doing.

Yield out if you are in the habit of postponing things till to-morrow and get in the habit of doing things with the snap and vigor of the man who crouches on the line waiting for the pistol shot which will free him to start on a hundred-yard dash. A quick start means victory.

You are not always swinging from one trapeze to another, with your life dependent on perfect timing of your movements. But unless you cultivate in yourself a real respect for seconds and half seconds, some day you'll come to a place where quick decision and instantaneous action are needed—and you won't be able to time your movements. Result? Well, think about the trapeze performer!

SPREAD POSLAM TO TEST ON PIMPLY SKIN

Try this! Spread Poslam over that itching skin affection at night. Then dismiss the trouble from your mind, sleep soundly and, next morning, examine the skin and see just what one application of Poslam has done. You will rejoice to know of one remedy possessed of real healing energy which can bring about results so quick.

Eczema, Pimples, all broken-out, itching surfaces, respond to Poslam as to nothing else.

Sold everywhere. For free sample write to Emergency Laboratories, 243 West 47th St., New York City.

And Poslam Soap, being medicated with Poslam, will benefit your skin while used daily for toilet and bath-Advertisement.

COMB SAGE TEA INTO GRAY HAIR

Darkens Beautifully and Restores Its Natural Color and Lustre at Once.

Common garden sage brewed into a heavy tea, with sulphur and alcohol added, will turn gray, streaked and faded hair beautifully dark and luxuriant. Mixing the Sage Tea and Sulphur recipe at home, though, is troublesome. An easier way is to get the ready-to-use preparation improved by the addition of other ingredients, a large bottle at little cost, at drug stores, known as "Weyth's Sage and Sulphur Compound," thus avoiding a lot of fuss.

While gray, faded hair is not so full, we all desire to retain our youthful appearance and attractiveness. By darkening your hair with Weyth's Sage and Sulphur Compound, no one can tell, because it does it so naturally, so evenly. You just dampen a sponge or soft brush with it and draw this through your hair, taking one small strand at a time; by morning all gray hairs have disappeared. After another application or two your hair becomes beautifully dark, glossy, soft and luxuriant and you appear years younger. Weyth's Sage and Sulphur Compound is a delightful toilet requisite. It is not intended for the cure, mitigation or prevention of disease.

To Our Patrons:

We wish to announce that the price of our new 3-35 and 3-25 Twin Six models will be advanced \$200 and \$250 respectively on March 1st.

Packard Motor Car Co. of Phila.



Bringing Up Father



THEIR MARRIED LIFE

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Helen looked at her watch hurriedly and found to her dismay that her shopping downtown had taken her much longer than she had expected. She knew that Mary would never wait lunch so long after time, and making up her mind hurriedly she determined to go up to Croft & Ordway's for lunch. Helen did not do this often. So up to Croft & Ordway's for lunch, Helen did not do this often. So up to Croft & Ordway's for lunch, Helen did not do this often. So up to Croft & Ordway's for lunch, Helen did not do this often.

THE FOUR OF HEARTS

Copyright by International News Service

By VIRGINIA VAN DE WATER

CHAPTER VII

Silence followed Dora's assertion. Cynthia did not know just what to say. Perhaps she was too romantic or sentimental herself, but she was sure that were she engaged to a man she would want to hear from him and to write to him oftener than once a week. Yet Dora seemed perfectly satisfied with this arrangement between her betrothed and herself.

A tap at the door made any comment unnecessary. A maid entered, followed by a man carrying one of Cynthia's trunks. This she deposited on the floor, then went away, returning a few minutes later with a second trunk.

"If you please, Miss Long," Marie announced, "Mrs. Livingstone says I am to help you unpack."

"Oh, that will not be necessary," Cynthia protested. "I can do it perfectly well without any assistance."

"You'd best let Marie help you," Dora advised. "Mother evidently has made up her mind that she wishes you to be helped, and when she does that, one may as well submit gracefully to the inevitable."

"Well, I will try to," Cynthia laughed. "She is very kind; but I have never been in the habit of having a maid unpack for me."

Marie regarded her with the cold, appraising manner peculiar to her class. Here was a young woman who had never had her own maid wait on her. She had doubtless had servants to attend to various household duties; but if she had not had a regular lady's-maid she certainly could not be one of the really "smart" people!

Yet when Cynthia had unlocked her trunks and Marie drew forth the dainty clothes, her manner underwent a subtle change. People who were not "smart" seldom wore such exquisite lingerie, nor had dresses in such perfect style. While Miss Long was in mourning and, therefore, did not use the colors the maid most admired, yet surely her black was of handsome texture and correct make. Perhaps, after all, she was in better circumstances than her speech about having no maid would have led one to suppose.

By the time the trunks were unpacked and the contents put away in

ALIENS TO REGISTER

THROUGH POST OFFICE

Postmaster Sites has ordered that all alien enemies not in the limits of Harrisburg, but receiving their mail from the Harrisburg post office, must appear at the post office Thursday, Friday and Saturday of this week for registration under the enemy alien regulations. All persons of German extraction who are not citizens, and who are not in possession of rural routes one, two, three, four and five will register at the post office. The registrants must take four photographs, not over three inches square, to the post office when they register.

SUBMIT LOVE LETTERS

The District Appeal Board is in possession of seventeen love letters, submitted by a draft registrant as proof that his marriage, contracted since May 15, was the result of force, fraud and an effort to evade the draft. The man wants deferred classification on the grounds of having dependents.

Fashions of To-Day - By May Manton

One could hardly find a prettier, more attractive dancing frock for a young girl than this one. Here, it is made of sheet pink taffeta with a little trimming of white iridescent beads arranged over the neck and sleeves. It is a very charming dress, very girl-like and withal it is so simple that it can be made at home without any difficulty. The skirt is draped at the back to give the bustle suggestion and the little kimono bodice can be made with the short sleeves and square neck illustrated, or with elbow sleeves and V-shaped neck. Treated in the latter way it can be used for afternoon occasions. Taffeta is especially pretty for the bustle drapery, but you could copy the dress in satin if you prefer or in poplin or in any material of the sort.

Are Advertised Medicines Worthless?

There is no more reason to condemn all advertised medicines than there is to condemn the work of all druggists. Fakes there are in every profession and in every trade, but they do not last long. Take a medicine like Lydia E. Pinkham's Vegetable Compound, the true test of its merit is the fact that for forty years it has been relieving women there is no condensation of the forms of female ailments, constantly growing in popularity and favor, until it is now recognized from ocean to ocean as the standard remedy for female ills.

DULL, SPLITTING, SICK HEADACHE

Dr. James' Headache Powders relieve at once—10 cents a package.

You take a Dr. James' Headache Powder and in just a few moments your head clears and all neuralgia and pain fades away. It's the quickest and surest relief for headache, whether dull throbbing, splitting or nerve racking. Send someone to the drug store and get a dime package now. Quit suffering—it's so needless. Be sure you get Dr. James' Headache Powders—then there will be no disappointment.—Adv.

To Relieve Catarrhal Deafness and Head Noises

If you have Catarrhal Deafness or head noises go to your druggist and get 1 ounce of Peppermint (double strength), and add to it hot water and just a little sugar as directed in each package. Take 1 tablespoonful four times a day. This will often bring quick relief from the distressing head noises. Clogged nostrils should be open, breathing become easy and the mucus stop dropping into the throat. It is easy to prepare, costs little and is pleasant to take. Any one who has Catarrhal Deafness or head noises should give this prescription a trial.

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STORE OPENS 8:30 A. M.—CLOSES 5:30 P. M.

KAUFMAN'S

MARKET SQUARE

UNDERSSELLING STORE

Another Remarkable Suit Sale

Friday Morning at 8:30 A. M.

Your Unrestricted Choice of 53 SUITS

For Women & Misses \$7.50

Former Selling Prices From \$12.90 to \$29.50

Take Your Pick Friday at

See The Vast Array of These Suits Now on Display in Our Show Windows

Positively None Sold before Friday Morning

See Complete Description of Suits in This Paper To-morrow

COATS! COATS! COATS!

Another Extraordinary Sale of Women's and Misses' Winter Coats

[Including Extra Large Sizes For Stout Women]

Will Take Place Friday Morning

Read This Paper Tomorrow For Complete Description and Prices

STORE OPENS 8:30 A. M.—CLOSES 5:30 P. M.



9617 Bustle Dress, sizes 16 and 18 years. Price 15 cents.