

# Reading for Men and all the Family

## HOW TO MAKE YOUR JOB PAY

Recently a "successful" business man took stock of himself. For years he had been inventing his stock. Suddenly it occurred to him to look over the most important part of his stock in trade—himself. Here is his accounting:

Twenty years in the business world. Making \$10,000 a year. Feel old at thirty-five. Have indigestion, insomnia—and a speaking acquaintance with my family. Have a lot of business pals—but no home friends. Never have time to do a thing really worth doing. My college has stopped sending me announcements of its reunions.

"Miss Fairfax, I decided when I got that far that I was failure. And I decided to find out why. It seemed to me to come to this: I wasn't bringing the right methods to my work. I was burning up energy in the wrong way—trading on my personality.

"I thought a man would not buy goods if he did not like me. I didn't see that a man who bought my goods whether he liked them or not wasn't the kind of customer who would do me much good.

"I was trading on personality. I had no ideas of the value of time. I always tried to jam in some odd job between appointments, and so when it came to big appointments I was always five or ten minutes late and wearing myself out in apologizing and explaining. I was gaining and holding my big customers, not through business ability and my power to convince them that it paid them to trade with me, but by my social relations with them.

"I used myself up going to dances and dinner and theater parties in order to make friends and keep customers.

"I was wearing myself out to achieve my effects. I was spending too much energy—burning the candle at both ends. I wasn't systematic. I wasn't a good salesman. I was a popular society man—who translated his social success into terms of business. Now I'm going to see that my goods are O. K. and to sell them on their merits. I'm going to get five good nights a week sleep from now on, make my appointments to the second, get the tired feeling out of my system, and let it hold the business I've got and land a lot more.

"I had been thinking a man wouldn't buy my goods if he didn't like me. Now I think men who respect me and trust me, who rely on my business judgment, will be better customers than the fellows I could bribe with a funny story into giving me the orders my goods didn't warrant."

Personality with nothing real and genuine back of it is the balloon element of the business world. One prick from the working end of a sharp pin—and where is the balloon?

A woman may be a popular member of a bridge club, but her sister players won't let her decorate their homes because she knows how to play "no trumper"—Oh, no! They will patronize a "little woman" they would not think of including in their social life, but who knows how to get wonderful effects with cretonne or velvet and who is equally at home manipulating cream enamel Adam furniture or wicker.

You may count on personality to win your friends in the business world. Personality is your letter of introduction. To keep friends it runs for you; you must live up to the promises of your credentials. You must show business ability as great as your charming personality itself.

## Bringing Up Father

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By McManus



## Using Up Sour Milk and Buttermilk

Sour milk and buttermilk are no less valuable as food for the body than sweet milk. They can be used in any receipt in place of sweet milk. If ½ teaspoon of soda is added to neutralize the acid in each cup of sour milk or buttermilk, and one remembers that 1 teaspoon of soda has the "raising power" of 4 teaspoons of baking powder, and reduces the baking powder accordingly.

### Examine this receipt for corn meal bread:

- 1 cup cornmeal,
- ½ cup flour,
- 3 teaspoon baking powder,
- 2 tablespoons syrup,
- 1 cup milk,
- 2 tablespoons melted fat,
- 1 teaspoon salt.

### Compare it with this one, also for cornmeal bread:

- 1 cup cornmeal,
- ½ cup flour,
- ½ teaspoon soda,
- 1 teaspoon baking powder,
- 1 teaspoon salt,
- 2 tablespoons syrup,
- 1 cup sour milk,
- 2 tablespoons melted fat.

### Directions For Either

Mix the ingredients in the order in which they are given. Pour the mixture into a shallow pan and bake it in a moderately hot oven.

### Cottage Cheese From Sour Milk

Heat 1 quart sour milk to 100 degrees F. or until quite warm, but not scalding. As soon as the milk separates from the whey, strain the milk through a cloth. Let drain until free from whey. Season with ½ teaspoon salt, and 1 teaspoon butter substitute or 2 tablespoons of top milk.

### Buttermilk Cheese From Buttermilk

Heat buttermilk gradually to about 120 degrees or 140 degrees F. Chill, strain through draining cloth and press between weights. This cheese has a very smooth consistency and combines nicely with olives, pimientos, caraway seed, chopped nuts or parsley.

## Daily Fashion Hint

Prepared Especially For This Newspaper

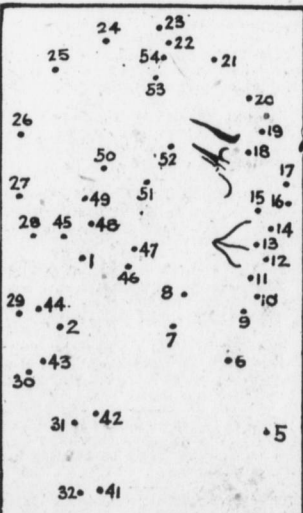


7565

### THE LAST WORD IN NIGHTGIES.

If you are looking for something different in a nightgown, choose this dainty model in pink silk crepe de chine trimmed with pink and white embroidery. Pockets and a waist with side-extensions caught with fancy buckles strike novel decorative notes. The tops of the pockets, armholes and neck are finished with buttoned scallops. Medium size requires 5 yards 36-inch material. Pictorial Review Nightgown No. 7565. Sizes, small, medium and large. Price, 20c.

### Daily Dot Puzzle



A Chinaman who does great tricks You'll find by tracing thirty-six. Draw from one to two and so on to the end.

## Advice to the Lovelorn

By BEATRICE FAIRFAX

RIGHT OF THE INDIVIDUAL  
DEAR MISS FAIRFAX: Is it not possible for a man and a woman to be sweethearts even though both are legally separated—she from her husband and he from his wife? Both are seeking a divorce. Both parties are clean-living—by "clean-living" I mean "straight." Do you not think it their right to see each other, with the understanding that after both are free they will legally become man and wife?

M. C.  
This is a question difficult to answer. While a mature man and woman, with well-developed senses of values and knowledge of what they want from life, may, indeed, be justified in modifying certain conventions and ignoring gossip. Still, if I tell them to do so, some boys and girls are going to misinterpret and apply to their own case the advice I can give only to maturity. When a man and woman who have suffered, who have been disappointed in their ideals of love and happiness find each other, Nature herself draws them close. Through the strength of their reaction from unhappiness and through their happiness in the affection for each other, if this man and woman conduct themselves with dignity and make their friendship self-respecting and minded it will eventually compel respect. I think, after all, that the whole thing depends on the attitude toward each other and on the calm dignity and bravery with which they face adversity. If they are to be successful in the world must be gained through the sacrifice of something else. To each other this man and woman must not sacrifice their own self-respect and their own honest principles for her to accept such gifts on such short acquaintance, and from a man so old, she only shrugs her shoulders and tells him to get on with it. To find their happiness with her, she must sacrifice acquaintance with cheap scandal-mongers and people in thinking evil and reporting evil.

### It Is All Wrong

DEAR MISS FAIRFAX: My sister is going about with a man older than herself. She does not care for him, but accepts his attentions because he gives her all kinds of costly presents on her. When I remonstrate with her and say it is a breach of social etiquette and not compatible with straight dealing and honest principles for her to accept such gifts on such short acquaintance, and from a man so old, she only shrugs her shoulders and tells me to get on with it. To find their happiness with her, she must sacrifice acquaintance with cheap scandal-mongers and people in thinking evil and reporting evil.

### SISTER!

"Social etiquette" is not the thing which is at stake. Your sister's own dignity and self-respect and good principles are the real issue. When a girl lets a man, for whom she does not care, lavish gifts on her, she is neglecting her own dignity and good principles. This gives her a cold-blooded, mercenary attitude which is going to shut her off from an appreciation of all the warm joy and happiness to be had in the world. The man himself will soon wake to a sneering consciousness that your sister's society can be bought, or perhaps he will be so selfish as to wish me to have her. He will get on with it, and a man like that cannot possibly give a girl any real happiness. Tell her that love and joy and friendship are free gifts, and that they are not to be bought with money. Meritless friendships bring nothing in the end and your sister is going to sell her birthright for a mess of pottage.

### Too Personal!

DEAR MISS FAIRFAX: My friend is a soldier at Camp Wadsworth. I love him dearly. He is coming home in May or thereabouts and wishes me to marry him. Now, Miss Fairfax the question is my father thinks it would be better to wait until the war is over, but to love him, and would like to marry him. He said he would feel much happier if I would marry him before he went to the other side to fight for his country. My father has asked me to write to you.

### AN ANXIOUS GIRL

Neither your father nor I has any right to advise you and to expect you to follow our suggestions. Your position is that of hundreds and even thousands of girls the nation over. Each must make her individual decision. The things to weigh in the balance are the loyalty and lasting qualities of your feelings for your soldier boy. Are you willing to forego gayety and admirers for the sake of your soldier husband when he is far away? Will you meet him gladly and with real devotion if he comes back crippled? Do you feel reasonably certain that your love is "for all time" and that in sickness and health you will be happy to abide by your choice? If you can honestly answer "Yes" to all these questions, you may safely go ahead with your marriage.

### BE FRIENDS

DEAR MISS FAIRFAX: About a month ago I met a very nice young woman whom I like very much. I've taken her out several times and each time liked her more than ever.

Now I have found out that she is fond of a certain young man now attending college. They correspond regularly, but are not engaged.

Would it be improper or unfair for me to try to win her? F. E. G.

Since the girl is not engaged she has a right to her friendship with you. Give her that and if out of this friendship love grows it is better for both you and the other man that she should give her hand where her heart is.

## Writes Home of Camp Life in Big Cantonment

W. R. ("DUTZ") HELFRICK

"Dutz" Helfrick writes many interesting letters from the training camp at San Antonio, Texas, where he is stationed with the 613th Aero Squadron at Kelly Field, No. 2. He enlisted along with the big rush in December and was sent first to Columbus, Ohio barracks and then to San Antonio.

He tells many interesting stories of the training at camp and says that all are very well satisfied with the conditions. He says they get all the food they can eat, and his picture testifies to that fact for it looks as though he has gained about fifty pounds.

Helfrick was a barber of the West End before enlisting, being with his brother, Charles Helfrick, at 1517 North Third street.

## Wanbaugh Brothers Win Promotions in France

Linwood W. and Edward L. Wanbaugh, whose enlistments in the medical department of the army are credited to Wormleysburg, and who are now stationed at a supply depot in France, have written to their parents, Mr. and Mrs. Linwood W. Wanbaugh, 119 North Seventeenth street, that they both have been advanced to sergeant. These young men both enlisted in the army on the same day, were advanced to first class private at the same time, and both advanced to sergeant within the same month. They also send the interesting information that Paul Montell, of Wormleysburg, a former schoolmate, had arrived in their camp, and describe a trip in celebration of his arrival.

## WIRES DOOMED, FORECAST

Engineer Predicts All Will Disappear in Conduits

Allwires electric lighting, telephone and telegraph will disappear from the streets in the near future. This will occur when the underground wiring system, which is growing in popularity, has succeeded the present system of stringing wires from poles, trees, house and store roofs and fronts. This was the prophecy made at a meeting of the Illuminating Engineers' Society at the Engineers' Club, 1327 Spruce street, Philadelphia, Friday night.

"The" Aesthetics of Street Lighting was the subject of your discussion. The principal speaker was M. Luckiesh, of the Nela Research Laboratory, Cleveland, Ohio. Mr. Luckiesh advocated the use of ornamental poles and favored the use of concrete poles as cheaper in the long run and more adaptable to aesthetic treatment than straight cedar shafts, or specimens from the pine forests. Incidentally he made a plea for the recognition of American art.

"I do not believe in copying the art of Europe and ancient Greece," said Mr. Luckiesh. "Let us Americanize art and get a happy medium in that way. This is possible in connection with the aesthetic lighting of our public streets."

## COMMUNION SERVICES SUNDAY

Blain, Pa., March 23.—Miss Maude L. Smith went to Harrisburg on Tuesday. Communion services will be held on Sunday morning at 10:30 o'clock in the Zion Lutheran Church and at 2 o'clock in the Lutheran Church at New Germantown.—Bruce Miller moved into C. H. Wentzel's tenement house, near the railroad station, formerly occupied by William Snyder.—W. H. Sheaffer is building a new blacksmith shop, 22x32 feet, on the foundation of the old one.—Jacob Loy moved to the house on the corner of North Main street, bought by Mrs. Loy.—Sunday evening the Rev. E. E. Weaver, of Lancaster, gave an illustrated lecture in the Zion Reformed Church in the interest of the educational institutions of the Reformed Church of the United States.

## \$400 Worth of Thrift Stamps Sold at Newville

Newville, Pa., March 23.—A house to house canvass was made by the War Savings Committee of the Women's National Defense, representing the Newville district, over part of the town, and the result was the sale of \$400 worth of the War Savings Stamps.—On April 4 the third annual production of the Shakespeare Literary Society of the Newville High School will be given in the high school auditorium.—The subject of the sermon at St. Paul's Lutheran Church to-morrow morning will be "The Camouflage of Life," and "Human Driftwood" will be the subject of the evening sermon. The Rev. Daniel Ketterman tendered his resignation to the above named congregation on Sunday, March 17, to take effect on Sunday, March 21. The monthly meeting of the W. C. T. U. was held at the home of Miss Lena Koser on Monday evening.—Mr. and Mrs. J. Lynn Elliott and daughter Mary spent several days with friends at Harrisburg.—Prof. W. K. Glauser was a Harrisburg visitor on Saturday.—Harper Beattie, of Harrisburg, spent over Sunday with his parents, Mr. and Mrs. D. N. Beattie.—Mr. and Mrs. John Over, of Lemaster, visited the former's parents, Mr. and Mrs. W. B. Over, over Sunday.—Miss Mary McCracken is visiting friends at Brooklyn, N. Y.—Dr. and Mrs. E. W. Remsburg and two children spent several days with the former's parents, Mr. and Mrs. Henry C. Remsburg, at Middletown, Md., helping to celebrate the seventy-seventh birthday of the doctor's father.

## Thieves Steal Chickens at Union Deposit Home

Union Deposit, Pa., March 23.—Thieves entered the chicken house of Jacob Espenshade on Tuesday night and stole some of his chickens.—Mr. and Mrs. George Seibert spent Sunday at Palmyra visiting Mr. and Mrs. John Clemens.—David Long, of Camp Meade, Md., visited his parents, Mr. and Mrs. W. S. Long, on Sunday.—Miss Sarah Euter spent Sunday at Annville.—A Hammaker, who had his hand caught in a machine in the Hershey Chocolate Factory, had it examined at the Harrisburg Hospital by the X-ray on Saturday.—Mrs. Lucretia Snavely and grandchildren, Harry and Albert Snavely, of Grantville, visited her mother, Mrs. John M. Baker, on Tuesday.—Mrs. Elias Kaufman spent a day at Harrisburg.—Revel services are still in progress in the United Brethren Church in the evening at 7:30 o'clock by the pastor, the Rev. J. R. McDonald.—Mrs. Kate Lodge spent Sunday at Harrisburg visiting her daughter Mrs. James Bailes.—Mrs. Sarah Herschberger and daughter, Mrs. Henry Smith and Mrs. John Zell, of Palmyra were the guests of Mr. and Mrs. Henry Peiffer on Sunday.—Mr. and Mrs. John M. Baker, spent Wednesday at Harrisburg.—Preaching services will be held in the Reformed Church to-morrow morning at 10:30 o'clock, by the pastor, the Rev. Arthur R. King.—Amos M. Kuhns and Emanuel Kline spent Monday at Neffsville, Pa. and Mrs. Edward Keeney of Palmyra were the guests of Mrs. Samuel Gipe, on Sunday.—John Long, had been called for examination on Monday, at Harrisburg and passed. On Tuesday, Paul Yingst, was examined, but was rejected.—Mrs. J. R. McDonald, of Harrisburg and daughter, Kathryn, spent Sunday at Palmyra, visiting Mrs. Keiffer's parents, Mr. and Mrs. Henry Deitz.—Mr. and Mrs. Levi Hershey, of Elizabethtown, and Mrs. Edward Stover, of Stoverdale, Mr. and Mrs. Neal Miller, of Palmyra, and Miss Lizzie Landis of Harrisburg, were en route Sunday, by Mr. and Mrs. C. A. Landis.

## REVENUE COLLECTOR TO MOVE

The office of the internal revenue tax collector, which has been in the Spooner building, 9 North Second street, will be transferred to the second floor of the Post Office building Monday. It closed in the Spooner building at noon to-day, and will reopen in the new location Monday morning.

## HAIR COMING OUT?

Dandruff causes a feverish irritation of the scalp, the hair roots shrink, loosen and then the hair comes out fast. To stop falling hair at once and rid the scalp of every particle of dandruff, get a small bottle of Danderine at any drug store, for a few cents, pour a little in your hand and rub it into the scalp. After several applications the hair stops coming out and you can't find any dandruff.

## EAT LESS MEAT AND TAKE SALTS IF KIDNEYS HURT

Says a tablespoonful of Salts flushes Kidneys, stopping Backache.

## Meat forms Uric Acid, which excites Kidneys and Weakens Bladder

Eating meat regularly eventually produces kidney trouble in some form or other, says a well-known authority, because the uric acid in meat excites the kidneys, they become overworked; get sluggish; clog up and cause all sorts of distress, particularly backache and misery in the kidney region; rheumatic twinges, severe headaches, acid stomach, constipation, torpid liver, sleeplessness, bladder and urinary irritation.

## Historic Landmark Badly Damaged by Blaze

The fire which partially destroyed the historic stonehouse of Dr. C. F. Kuffman, Twenty-sixth and Woodlawn streets, late yesterday afternoon, was started from a huge fire place in the small wooden out-kitchen immediately adjoining the house. Delay in sending in the alarm, and further delay caused by an unidentified man who misdirected the fire companies, accounted for the spread of the blaze throughout the entire house, and a two-story stone smokehouse adjoining. The loss is probably \$5,000.

## DR. JOHN F. CULP

Has again resumed the Practice of Medicine OFFICE 410 N. THIRD ST.

## Constant Reading, Writing or Sewing

TIRES THE EYES  
Thousands of people thus abuse their eyes—unintentionally. Nature resists such abuse. Our glasses assist nature by restoring feverish and weakened eyes. We Are Competent Optometrists

## Fruit

THE free use of fruit as a staple article of food, apples especially, has been accompanied by a higher standard of living.

## SOAPS and Ointment

Quickly soothe and heal eczemas, rashes, itchings and burnings of the skin.

## CATARRH

For headthrot Catarrh try the vapor treatment VICK'S VAPORUB

## Beautiful Bust and Shoulders

are possible if you will wear a scientifically constructed Ben Jolie Brasiere.

## BE FRIENDS

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## BAKER'S BREAKFAST COCOA

The food drink without a fault

Made of high grade cocoa beans, skilfully blended and manufactured by a perfect mechanical process, without the use of chemicals. It is absolutely pure and wholesome, and its flavor is delicious, the natural flavor of the cocoa bean.

The genuine bears this trade-mark and is made only by

**Walter Baker & Co. Ltd.**  
DORCHESTER, MASS.  
Established 1780

## Beautiful Bust and Shoulders

are possible if you will wear a scientifically constructed Ben Jolie Brasiere.

The dragging weight of an unconfined bust so stretches the supporting muscles that the contour of the figure is spoiled. Ben Jolie Brasieres, prevent the full bust from having the appearance of flabbiness, eliminate the danger of dragging muscles and confine the graceful line to the entire upper body.

They are the daintiest and most serviceable garments imaginable—come in all materials and styles: Cross Back, Hook Front, Surplice, Bandeau, and Bonded with "Washin," the rustless boning—permitting washing without removal.

Have your dealer show you Ben Jolie Brasieres. If not stocked, we will gladly send him, prepaid, samples to show you.

BENJAMIN & JOHNS, 81 Warren Street, Newark, N. J.

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## CUTICURA SOAP and Ointment

Quickly soothe and heal eczemas, rashes, itchings and burnings of the skin.

Sample Each Free by Mail. Address post: Rm. 1, Cuticura Dept., Boston. Sold everywhere. Soap 25c. Ointment 25 and 50c.

## School of Commerce

Harrisburg Business College

Troup Building, 15 S. Market St.

Bookkeeping, Shorthand, Stenography, Typewriting, Civil Service.

If you want to secure a good position get the B. B. C. get thorough training in a standard school of established reputation. Day and Night School. Enter any Monday. Fully accredited by the National Association.