

"Dynamo Plus!"

By
GEORGE ELMER COBB

"Dynamo-plus"—that expresses the new man," observed the junior partner of Farrar & Co., department store, River City.

"You mean?" inquired the more conservative Mr. Robert Farrar, senior partner and founder of the business.

"That I have found a man for you who will fill your store, sell your goods and make the 'square deal' look like an old three-cent piece."

"A prodigy, eh?"

"They say so. He comes high—five thousand a year—but he's made a fortune for his old employers."

"What did he leave them for?"

"Says he wants to build up, not stand still. They got so big they couldn't go any further, so he struck out for new pastures."

"H'm!" observed Mr. Farrar. "Let it all be your doing—I don't know as I approve. And what about young Stevens? He's suited us well enough until you brought home from Chicago these grand expansive ideas of yours."

"Why—er, well, Stevens will have to be subordinate."

"He's not the man to stand it."

"I'll let him go."

Just that came about. Advised of the new plans of the house with which he had been for seven years and had helped build up, Roy Stevens courteously gave notice of his resignation.

Mr. Farrar was growing old, Mr. Robbins had put quite some capital into the business and had really done some



He Was a Model in the Way of Dress.

brilliant things. He was "a live wire" as a buyer. He bought close and his purchases always brought a profit. Mr. Farrar was forced to concede that his junior partner was proving himself a valuable adjunct to the business.

"Take your own way," said the senior, with a sigh. "Only—I don't consider this dismissal of Stevens at all fair."

Neither did Roy Stevens, but he said little and did not act at all discomposed. Pretty Lella Farrar, the petted daughter of the old merchant, scolded her father roundly. Then she went to her room and had a good cry over it. For she and Roy had become very close friends.

The marvelous "Dynamo-plus" was Guy Vandevanter and he arrived in River City with a vast flourish of trumpets. He was a model in the way of dress, suave, keen of glance, sharp and short as to converse. His first move was to secure the best suite of apartments at the principal hotel, his next to order a showy automobile, his next to go through the extensive department store and criticize most of its methods. "Front" was his specialty and he certainly impressed the community as to appearance and loftiness in that respect.

One being in what he secretly dubbed "the half-baked society of a second rate town" appealed to his refined taste as full perfection. This was Lella. No wonder of that, for she was the belle of the district and fully deserved the distinction. Again, she was an only child, the family coffers were well filled according to local repute, and as Lella was courteous to all and as Vandevanter fancied himself irresistible, it was soon hinted about that the handsome pair were just as good as engaged.

"Booming like a field gun!" was the enthusiastic announcement of Robbins to his partner. "Never so many people in our store at one time as last Saturday. Vandevanter attended to the advertising and the bands, and all that. The free dish of ice cream and cake caught the community."

"Yes, but how about the sales?" queried Mr. Farrar, none too greatly impressed by the sensational stunt indicated.

"Oh, that will come later. All we expected was to get the crowd coming our way. Wait till next week—one first popular bargain sale."

Certainly the "Dynamo-plus" made a great deal of noise, spread printer's ink out everywhere and attracted a

vast throng. It appeared that Vandevanter had induced Robbins to buy up a great job lot of cheap brooms. The price was low, but the quality of the goods was also. Everybody bought a broom, to discover that they lasted about a week, when the rotten cord securing the wisps broke, letting out the straws promiscuously.

It was Vandevanter who had purchased the brooms. In fact he had invaded the department of Robbins. They had become great chums. They went to the buying marts together, and it began to be hinted about town that they were indulging in some pretty lively doings while away from home community restraint.

Mr. Farrar was confined to the house with an injured limb during these business spurts, and Vandevanter took advantage of the fact to call frequently, avowedly solicitous for his health, but in reality to get closer to his daughter and heiress.

Roy saw little of Lella, although he constantly thought of her. He had no antagonism for his former employers, but in view of some plans he was carrying out Roy deemed it ethical to merely courteously pass the time of day with them as future competitors.

For some sudden fortune had come to Roy. An old aunt, dying, had left him several thousand dollars and Roy proceeded to invest it in a business. He was watching and analyzing Farrar and Company and the Square Deal. Both, he observed, were retrograding as to quality and utility of the merchandise they carried. When one store got up a special bargain sale, their rival put forward one better. Farrar and Company made a vast flare on tack hammers. The Square Deal came forward with a patent bread knife. The tack hammer broke very readily and the bread knife bent, and the deluded public began to weary of these bargain delusions.

Then one day Farrar and Company and the Square Deal sat up and took notice. Behold! in the same square an empty store suddenly bloomed forth into merchandise plenitude and freshly painted sign read: "Roy Stevens and Quality, Inc." Neat posters placed all about town announced the establishment of a store where, no matter how low priced an article offered might be, its quality would be always of the best of its class, with a distinct line drawn at the shoddy and useless grade.

Roy Stevens and Quality, Inc., went with a boom. The "live wire" tactics of the "Dynamo-plus" specialist went stale. Mr. Farrar, conservative old line merchant that he was, fumed and fretted in his invalidism over the prestige fast departing from business he had founded, for the new store thrived and as it won its established clientele it held it.

"Got to do something to get the crowd away from Stevens," said Vandevanter to Robbins one day, and forthwith hired a wandering circus troupe and announced free tickets for every person purchasing up to a dollar from Farrar and Company.

Vandevanter had been paying attentive court to Lella, little dreaming that her thoughts were faithfully centered on the only man she really loved. Lella was at the circus its first performance. A violent storm came up. Vandevanter, at her side, made good his own escape as a baby cyclone blew down the canvas. Roy sprang to her rescue, saved her from being crushed by a heavy pole by holding it across his shoulders until assistance came. The story of Vandevanter's base desertion of Miss Farrar in a moment of peril got out. He faded from town, for Mr. Farrar, calling his sensational partner to the carpet, insisted on a resumption of the old standard ways.

"I knew that you would win out!" declared Lella to Roy two months later, and she glanced proudly at the engagement ring on her finger and smiled loyally at the new partner in Farrar and Company.

"In God We Trust."

In 1861, when Salmon P. Chase was secretary of the treasury, he received a letter from a farmer in Maryland suggesting that a religious motto be placed on the coins. Mr. Chase referred the letter to James Pollock, director of the mint at Philadelphia, and in his next annual report Mr. Pollock approved of the suggestion. In 1864, congress authorized the coinage of a new 2-cent piece bearing the words, "In God We Trust" and in 1865 it enacted that the motto should be added to the devices of other coins "whenever practicable." It is from the "Star-Spangled Banner."

"Then conquer we must, for our cause it is just, and this be our motto, 'In God is our trust.'"

Honduras a Lumber Treasury.

It is estimated that there are in the Mosquitia territory, Honduras, 90,000,000 pine trees, more than 45,000,000 cedar and mahogany trees, and about 14,000,000 trees of miscellaneous varieties.

Valuing the pine trees at 25 cents United States gold each, or \$22,500,000; the cedar and mahogany trees at \$5 each, or \$225,000,000, and the miscellaneous trees at 10 cents each, or \$1,400,000 gives an estimate forestal value of \$248,900,000 for the territory alone.

Club Rates.

"My wife and myself are trying to get up a list of club magazines. By taking three you get a discount."

"How are you making out?"

"Well, we can get one that I don't want, and one that she doesn't want, and one that neither of us wants, for \$2.25."—Farm Life.

For Those Who Journey Southward



The modern woman may not know just where she is going but she is most earnestly on her way. She chooses to add to her natural vocation of homemaking, the pursuit of art or business, politics or charity. One might think she would have no time left to devote to clothing herself beautifully. But whatever the direction in which she is going—it is not away from lovely apparel. Specialists design styles for her, she chooses with discrimination, and fashions are made.

Above is one of the new lingerie dresses and a hat and parasol for those who will soon be journeying South. But the dress is interesting to everyone because it is good style for dinner or evening wear anywhere and it anticipates what is coming next summer. The skirt is made with a pointed tunic that is shortened at each side, displaying five flounces on the underskirt. Each flounce is edged with val lace.

The tunic is beautifully decorated with needlework in a delicate embroidery that outlines a border edged with seal lace. The same decoration appears on the bodice which is gathered over a plain net foundation. It has a round neck and long sleeves that taper to the wrist. Deep cuffs fasten with small crochet buttons on the un-

derside and are edged with lace where they fall over the hands. They are joined to the sleeves very prettily with a band of ribbon above a ruffle of lace.

A small cape collar, edged with lace, is gathered into the neck and the girde is of net bordered with ribbon. The dress is entirely in white.

Pack in Paper Bags.

In traveling you can pack the greatest quantity of things in the heavy paper envelopes used by the stores in delivering veils, ribbons, lace and so on. Save all the available ones, and when preparing for a trip pack and label these envelopes for stockings, gloves, handkerchiefs and the like. Things packed in this way can be readily found when wanted.

New Silks.

For the woman in search of an unusual silk for her gown or a distinctive lining for her handsome winter coat (and linings are important this season) there are now pussy-willow taffetas which will just serve the purpose. The designs are queer and oriental—delightfully unusual. The colorings are delightful, and as the silks are 40 inches wide they will cut to advantage.

Hats Committed to Sports Wear



Someone who knows says that the restless American never stays in one spot longer than two hours. Now how is the lady who is liable to be snatched away at any moment, in one direction or another, going to provide herself with hats suited to all climates? Day after tomorrow she may find herself in the Isle of Pines, or possibly she may be watching winter sports in Canada.

Those clever milliners who do so much thinking for the lady of fashion have seized upon the sports hat to help solve the problem. Three superb answers to the question of where-withal shall we clothe our heads are shown in the picture above. They are made of materials that are worn everywhere and are therefore noncommittal as to climate, but they leave no room for doubt as to their indorsement of sports. They were made with an eye to the southward, but you may go where you will in any of them.

There is a hat of black patent leather (or something that looks like it) in a narrow-brimmed sailor shape, with a soft top crown. It has a band of black and white checked silk about the side crown and a vivid red rose at the front. This rose can defy the frost, for its petals are protected with transparent celluloid.

A white satin hat avows its devotion to the business of being amused, for it

forms a background for two cards done in silk embroidery on the side crown. The third hat is covered with Tokyo crepe and a band of uncut velvet stops before it reaches quite around the crown to make way for little straw buttons which hint of spring.

Julia Bottanley

Serge Frocks Are Popular.

The separate frock of navy serge will not lose any of its popularity. It is to be found mostly in princess styles or made on lines that give the shoulder-to-hem effect. Jumper frocks of serge to be worn with separate blouses of Georgette crepe are very handsome. One buttons down the back with black bone buttons. It has a glimpse of terra cotta georgette crepe and stiff flaps extend outward over the hips, heavily embroidered with terra cotta silk. The corslet effect is gained by pointed yokes on these serge frocks which point upward on the blouse and downward on the full circular skirt.

Blue and Gray.

Gray chenille embroidery on midnight blue charmeuse is a fetching version of the blue-and-gray vogue.

WOUNDS OF HORSES

Lacerated and Contused Hurts, Bruises, Harness Galls.

MAY BE DESCRIBED TOGETHER

Many Animals Die From Septic Infection or Mortification as Result of These Injuries—Abscesses May Result.

(Prepared by the United States Department of Agriculture.)

Lacerated and contused wounds of horses may be described together, although there is, of course, this difference, that in contused wounds there is no break or laceration of the skin. Lacerated wounds, however, are, as a rule, also contused—the surrounding tissues are bruised to a greater or lesser extent. While at first sight such wounds may not appear to be as serious as incised wounds, they are commonly very much more so. Lacerations and contusions, when extensive, are always to be regarded as dangerous. Many horses die from septic infection or mortification as a result of these injuries. In severe contusions there is an infiltration of blood into the surrounding tissues; disorganization and mortification follow, and involve often the deeper-seated structures. Abscesses, single or multiple, may also result and call for special treatment.

In wounds that are lacerated the amount of hemorrhage generally is inconsiderable; even very large blood vessels may be torn apart without causing a fatal result. The edges of the wound are ragged and uneven. These wounds are produced by barbed wire or some blunt object, as when a horse runs against fences, board piles, the corners of buildings, or when he is struck by the pole or shafts of another team, falling on rough, irregular stones, etc.

Contused wounds are caused by blunt instruments moving with sufficient velocity to bruise and crush the tissues, as kicks, running against objects, or falling on large, hard masses.

Treatment.

In lacerated wounds great care must at first be exercised in examining or probing to the very bottom of the rent or tear, to see whether any foreign body is present. Very often splinters of wood or bits of stone or dirt are present, and unless removed prevent the wound from healing; or if it should heal, the wound soon opens again, discharging a thin, gluey matter that is characteristic of the presence of some object in the part. After a thorough exploration these wounds should be fomented carefully and patiently with warm water, to which has been added carbolic acid in the proportion of 1 part to 100 of water. Rarely, if ever, insert stitches in lacerated wounds. The surrounding tissues and skin are so weakened in vitality and structure by the contusions that stitches will not hold; they only irritate the parts. It is better to endeavor to join the edges of the wound by means of bandages, plasters, or colodion. One essential in the treatment of lacerated wounds is to provide a free exit for the pus. If the orifice of the wound is too high, or if pus is found to be burrowing in the tissues beneath the opening, make a counter opening as low as possible. This will admit of the wound being thoroughly washed out, at first with warm water, and afterwards injected with some mild astringent and antiseptic wash, as chloride of zinc, one dram to a pint of water. A dependent opening must be maintained until the wound ceases to discharge. Repeated hot fomentations over the region of lacerated wounds afford much relief and should be persisted in.

Bruises.

Bruises are nothing but contused wounds where the skin has not been ruptured. There is often considerable solution of continuity of the parts under the skin, subcutaneous hemorrhage, etc., which may result in mortification and slough of the bruised parts. If the bruise or contusion is not so severe, many cases are cured quickly by constant fomentation with hot water for from two to four hours. The water should be allowed about this time to become cool gradually and then cold. Cold fomentation must then be kept up for another hour or two. The parts should be dried thoroughly and quickly and bathed freely with camphor one ounce, sweet oil eight ounces, or with equal parts of lead water and laudanum. A dry, light bandage should then be applied, the horse allowed to rest, and if necessary the treatment may be repeated each day for two or three days. If, however, the wound is so severe that sloughing must ensue, it should be encouraged by poultices made of linseed meal, wheat bran, turnips, onions, bread and milk, or hops. Sprinkle charcoal over the surface of the poultice when the wound is bad smelling. After the slough has fallen off dress the wound with warm antiseptic washes of carbolic acid, chloride of zinc, permanganate of potash, etc. If granulating (filling up) too fast, use burnt alum or air-slaked lime. Besides this local treatment, the constitutional symptoms of fever and inflammation call for measures to prevent or control them. This is best done by placing the injured animal on soft or green feed. A physic of Barbados aloes, one ounce should be given as soon as possible after the accident. Sedatives,

such as tincture of aconite root, 15 drops, three times a day, or ounce doses of saltpeter every four hours, may also be administered. When the symptoms of fever are abated, and if the discharges from the wound are abundant, the strength of the patient must be supported by good feed and tonics. A tonic may be prepared as follows: Powdered sulphate of iron, powdered gentian, and powdered ginger, of each four ounces. Mix thoroughly and give a heaping tablespoonful twice a day, on the feed.

Harness Galls (Siftasts).

Wounds or abrasions of the skin of work horses are frequently caused by ill-fitting harness or saddles. When a horse has been resting from steady work for some time, particularly after being idle in a stable on a scanty allowance of grain, as in winter, he is soft and tender and sweats easily, and is liable to chafe under the harness, especially if it is hard and poorly fitted. This chafing is likely to cause abrasions of the skin, and thus pave the way for an abscess or for a chronic blemish, unless attended to very promptly. Besides causing the animal considerable pain, chafing, if long continued, leads to the formation of a callosity. This may be superficial, involving only the skin, or it may be deep-seated, involving the subcutaneous fibrous tissue and sometimes the muscles and even the bone. This causes a dry slough to form, which is both inconvenient and unsightly. Sloughs of this kind are commonly called "siftasts" and, while they occur in other places, are most frequently found under the saddle.

Treatment.

Chafing is best prevented by bringing the animal gradually into working shape after it has had a prolonged rest, in order that the muscles may be hard and the skin tough. The harness should be well fitted, neither too large nor too small, and it should be cleaned and oiled to remove all dirt and to make it soft and pliable. Saddles should be properly fitted so as to prevent direct pressure on the spine, and the saddle blankets should be clean and dry. Parts of the horse where chafing is likely to occur, as on the back under the saddle, should be cleaned and brushed free of dirt.

The remedies for simple harness galls are numerous. Among them may be mentioned alcohol, one pint, in which are well shaken the whites of two eggs; a solution of nitrate of silver, ten grains to the ounce of water; sugar of lead or sulphate of zinc, 20 grains to an ounce of water; carbolic acid, one part in 15 parts of glycerin. Any simple astringent wash or powder will effect a cure, provided the sores are not irritated by friction.

If a siftast has developed, the dead hornlike slough must be carefully cut out and the wound treated carefully with antiseptics. During treatment it is always best to allow the animal to rest, but if this is inconvenient, care should be taken to prevent injury to the wounded surface by padding the harness so that chafing cannot occur.

Timely Honey Don'ts

- Don't forget to leave honey enough in the hive to winter the bees through.
- Don't put your honey down cellar but keep it in the warmest room.
- Don't use sugar in cooking anything that you want kept moist, but use honey instead.
- Don't fail to keep a can of extracted honey in the house for the little folks.

GENERAL FARM NOTES

- The hen that hustles lays the eggs.
- Grow some rhubarb in the cellar this winter. It is easily done.
- A mare that fails to produce a colt is worth no more than a gelding.
- Currying the cow with a milk stool does not increase the milk flow.
- Apples picked carefully from the tree and wrapped in paper keep well.
- Potatoes prepared for exhibition should not be washed, but wiped clean.
- Nothing tends to keep a horse in better condition than proper attention to his teeth.
- Milk at 10 cents a quart is cheaper food than lean meat at 25 cents or even 20 cents a pound.
- To give us the milk and cream and butter we use in the United States, 21,000,000 cows are required.
- A quiet voice of approval and a gentle pat occasionally make the horse more tractable and serviceable.
- Watch the potato bin carefully for decaying tubers. Some fields contained a good many decaying tubers this winter.
- It is estimated that it costs the farmer more to haul a bushel of grain than it does a railroad to haul a ton of it.
- Farmers who have a good, pure type of any of the standard varieties of corn would do well to save all the first-class seed possible for sale.

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