

# Dan's Business Course.

By JAMES BRUCE.

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"But that was downright dishonest," said Dan.

"It was businesslike," corrected Phillips. "Mason should not have announced his plans. He bragged about them, and if I had jumped in and got ahead of him it simply shows my superior business ability."

"That is why you prefer Bray as a social-lawyer?" queried Dan. "You want Mabel to marry a business manager, as it were?"

"That is rather a blunt way of putting it," said Phillips uneasily. "It would be better to say that Bray's business qualifications are a point strongly in his favor."

"While my lack of them is to my discredit?"

"You do not have the knack of seizing your opportunities," said Phillips. "Now, take my case. I know that the Suetter and Exploration company pur-



"My friend," pleaded the president, "let us not argue."

poses getting concessions in Borona. I am going to take a run down there and get the railroad franchise through Camar. Camar is the coast, and the company will have to pay me well for what will cost me practically nothing. That is business. You might enlarge your fund of geographical information, but it would never occur to you to profit by what you learn."

"There's hope yet," said Dan lightly as he rose. "Meanwhile I am to understand that you will not to my marriage with Mabel is refused?"

"Withheld," corrected Phillips. He never gave a definite answer when he could help it. "Perhaps in the future"—Dan nodded. Perhaps in the future his uncle might make him his heir.

John Phillips turned to his desk, with the consciousness of an unpleasant episode cleverly closed. It was not until the next morning that his eyes were opened. Mabel had run away. "I have gone with Dan," she wrote. "I want a husband, not a valuable addition to the firm of Phillips & Kent."

Phillips shrugged his shoulders and went his way. Deep in his heart he desisted, but with several big operations pending he could not afford to waste time. He shut his eyes to the talk of his associates, but as the days went on and Dan and Mabel did not appear as expected, Phillips' mind was not so much at ease.

When the honeymoon was over they would come back. He was almost tempted to delay his trip to Camar.

But there was no one else in the firm who spoke Spanish well enough to be trusted with the negotiations, and so the Mabel, his luxuriously appointed yacht, slipped down the bay and in due course of time anchored in the landlocked harbor of Porveda.

It took him two days to gain an audience with the president of the tiny republic, and matters were slow in straightening out. Altvadora, the new president, spoke English haltingly, but English he would speak, and Phillips, tactful, but impatient, chafed inwardly at the delay. He spoke Spanish fluently, and in ten minutes he could have approached the subject had the president held to his native tongue, but this was precisely what the president would not do.

"I speak the English. Is it not so?" he cried. "Bonato not one word could he speak—he who would be president. It is to chicle, is it not?"

"Another language makes another man," quoted Phillips from an advertising card he had seen in the street cars. "I compliment your excellency."

"My thanks," said Altvadora. "You are my friend. Is it not so?"

"But about this concession," pressed Phillips. "Of course a railroad would not pay very much, but we are looking into the future, when the road shall have made Camar great."

"Ah, yes, the railway," said Altvadora dreamily. "For him you shall see my business manager."

"Your prime minister?" suggested Phillips correctly.

"Is it that I speak the English so bad?" demanded the president reproachfully. "No. It is you who do not understand."

"But a business manager is not an official of state, but of commerce," persisted Phillips.

"My friend," pleaded the president, "let us not argue. See my business manager in the morning. Look; I shall send him to you. Yes?"

"Thank you," said Phillips. "But meanwhile let me show you the advantage of such a proposition." Business matters were the business manager. He was the president. It was not well that he should interfere.

Phillips went away thoroughly disgusted, and his bad temper held the next morning as he waited at the hotel for the advent of this mysterious official, nor did his wrath cool when a card was brought to him and he read, "Daniel Carter Curtis, Business Manager, Republic of Camar."

"I have been instructed by the president that you wished to see me in the matter of some concession," said Dan as he entered resplendent in white flannel. "I presume that it has to do with the project that we discussed in your office not long ago."

# A Self Annihilated Suitor.

By Jeannette Walden.

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"A man must be willing not only to efface himself, but to blot himself out of existence if necessary, for my sake."

Jean Boyce made this statement without premeditation, driven to it by sheer emotion. It was the third time that she had been called upon to give her reason for not acquiescing in Maurice Ankeney's belief that they were made for each other, and this time she wanted it to be final.

They had just turned the corner into her home street. Jean hastened her steps as she spoke, with a little laugh of impatience.

Maurice Ankeney looked at her first with disappointment in his frank blue eyes, then speculation and at last amusement. "Could you not say that much for any one?" he asked coolly.

"Oh, no"—her tone was matter-of-fact—"I couldn't. It isn't in me."

"Oh, I see. You demand it as a complementary quality in others."

He continued his scrutiny of her face as a smart trap with a man and woman in it rounded the corner. The woman—a stonish blond with a mouthful of lavender plumes on her head—was driving.

The warm color that came to Jean's cheeks as she returned the man's recognition deepened as the trap rolled past, for she knew that Maurice was watching her, and she felt the new, strange indefiniteness in his gaze.

As for Ankeney, his expression suddenly became a mixture of calmness and stern determination. "I'll do it!" he exclaimed. And for this apparently eccentric remark he was rewarded by an electrifying look of inquiry from a pair of dark eyes.

"Do what?"

"Efface—I mean extinguish—myself by getting him for you."

The dark eyes became inscrutable.

"If you want Harold Buckley, you shall have him," he continued precipitately as they mounted the steps of

# AN EASY SOLUTION.

How the Section Boss Got the Tool House in the Right Spot.

By J. H. M. M.

About ten years before the Eastern railroad was leased by the Boston and New York, the old road between Swampscott and Salem was in charge of Section Foreman Timothy Moynahan.

His strongest point was in doing just as he was told and doing that with energy and accuracy. So when he was notified from Beverly by Roadmaster Stevens that the section between Swampscott and Salem was to be moved from its old location to a new location, he was not at all surprised.

To get this halfway point he stationed one of his men at milepost 15 and another at milepost 16, and at a signal they started to walk toward each other until they met, and to a point opposite their meeting place the shanty was moved. This method of getting the correct distance did not quite suit Moynahan, especially when he remembered that one of the walk-

ers was taller than the other and the other tripped several times on the way down.

He carried this in his mind for nearly a year, when he met the engineers measuring through for signals and asked them to tell him as they measured if his house was just halfway or

When the measurement was taken, the house was found to be sixty feet nearer milepost 16 than 15, and Moynahan, on being told, remarked that he thought he could fix things just right.

Later in the year the engineer met Moynahan in Salem and asked him if his tool house was now halfway between the mileposts.

"It is," he replied. "It's just halfway."

"No trouble at all. I just let it stay as it was and moved the milepost."—Boston Herald.

Apples as "Nightcaps."

The apple is such a common fruit that very few persons are familiar with its remarkable medicinal properties. Every one ought to know that the very best thing he can do is to eat apples just before retiring for the night.—Family Doctor.

# BOYISH DESIRE FOR WORK.

Often a Sign of Arrested Development Instead of Strength.

Parents often think that their son is especially promising because he wants to get to work young, wants to leave school and be earning. This is never a sign of strength, but always of weakness.

When a boy wants to get to work instead of getting ready to work it indicates arrested development.

There is not one probability in fifty that a boy who desires to leave school at the sixth grade and is allowed to do so will ever amount to anything. It is not the fact that he does not have as much education as the other boys, but that he does not have their purpose to get ready for the doing of things.

Teachers often greatly err in dealing with such boys and their parents by trying to show how important it is that they should know what they will learn in the seventh and eighth grades, whereas that is the least part of it. It is a case of arrested development usually, and this is what should be treated, treated as a disease.

We make a lot of talk about defective sight and hearing, and we do well, but it is vastly more important that we "get busy" in defective mental progressive development. There is a near-sightedness of parents and pupils that is criminal. It contributes to delinquency and, as I think, is within the status of and subject to court punishment.

It sometimes shows itself in diverted attention, in dissipated interest and often in over-enthusiasm or fanaticism. The college theory is that the fraternalism of the high school is a delinquency and, as I think, is within the status of and subject to court punishment.

It is entirely clear already that this is characteristic of the high school fraternity, because it almost invariably means that a set of fellows dare not trust themselves to win honors in the open contest, but seek it as a favoritism by means of a little band of social high-waysmen, as many of the high school fraternities are.—Journal of Education.

# ANCIENT ARMIES.

Italy a Little before Hannibal's time was able to send into the field nearly 1,000,000 men.

The army of Terah, king of Ethiopia, consisted of 1,000,000 men and 800 chariots of war.

Hannibal during his campaign in Italy is reported to have destroyed 400 towns and 300,000 men.

Sesostris, king of Egypt, led against his enemies 600,000 men, 24,000 armoured chariots and 200,000 cavalry.

The city of Thebes had a hundred gates and could send out at each gate 10,000 fighting men and 200 chariots—in all, 1,000,000 men and 2,000 chariots.

Hannibal went from Carthage and landed near Palermo. He had a fleet of 2,000 ships and 3,000 small vessels and a land force of 300,000 men. At the battle in which he was defeated 150,000 were slain.

From the Hawaiian East.

A small proportion of the flora is indigenous. The majority came from the east, like all the great ideas of which our culture is founded, and were developed and improved on this classic soil. Italy received the lemon and the orange from the Semites, who in turn had obtained them from India.

The olive, the fig, the vine and the palm were grown by the Semites long before their cultivation penetrated to the west. The laurel and myrtle, indeed, are indigenous in Italy, but their use for ceremonial purposes came across the Mediterranean from the east. The grape of the grapes is not in Italy, but in the Greek archipelago, northern Persia, Cilicia and Lebanon—From Strasburger's "Riviera."

How German Beats English.

"We speakers of English," said a lecturer, "are handicapped by our language. We can never hope for such success as the German's have."

"A young German lecturer once said: 'Ach, how glad I am that my dear Fritz has been appointed hauptkassen-verwaltungsassistent—assistant cashier. Now,' she went on, 'in my title of hauptkassen-verwaltungsassistentin—excise inspector's wife—'nan claim.'"

Why the Market Wobbles.

The financial balance is so extremely delicate that the slightest movement affects it and throws it out of gear. I once heard of an important "deal" being spoiled because a prominent financier had his big toe cut by a chiro-podist so badly that he was obliged to keep his room.—Maurice Mortimer in Grand Magazine.

# THE HOUSE OF LORDS.

CHECKS IT HAS RECEIVED AT THE HANDS OF THE COMMONS.

The Long Parliament Put the Peers Out of Business Altogether For a Number of Years—Hollingsbrooke's Way With the Noble Lords.

There is an idea in the minds of very many persons that the British house of lords is supreme and can do pretty well what it pleases. This, however, is a mistake. On several notable occasions their noble lordships have been paralyzed and have got very much the worst of it in stormy arguments with the gentlemen of the house of commons.

The first occasion on which this happened was when the peers ventured to differ with the long parliament, which was at the time engaged in a life and death struggle with Charles I. The commons on this occasion wasted no valuable time in talking, but promptly abolished the lords altogether and turned them, archbishops, dukes, beited earls and all the rest of the gorgeous coroneted crowd, into the street. The gilded chamber was vacant.

For half a dozen years or so the country got on without any house of lords.

All the checks the house of lords have received have not been of such a drastic nature as this, of course.

Various ministries, finding that the peers were unwilling to pass their proposed bills, have resorted to the threat to create enough new peers to swamp the house of lords. These new peers, of course, have been pledged beforehand to vote for the ministry creating them.

In 1711 the prime minister of the day, the daring and unscrupulous Viscount Bolingbroke, was anxious to terminate the desolating and ruinous war with France, which had been raging on and off for twenty years.

To effect this purpose he had drawn up the treaty of Utrecht. It was necessary at that time that lords and commons should agree to a treaty before it would become valid. The commons assented to the treaty, but the lords declared that they would have none of it and that the war must go on, whereupon Bolingbroke coolly but firmly informed them that, rather than see himself defeated by them, he would create a whole army of new peers to vote for the treaty.

The story goes that he had a regiment of the Life Guards paraded under the windows of the house of lords and threatened to make every trooper into a noble lord if driven to it. He did make twelve new peers, and then the lords gave in.

The Liberal government of 1832, with Earl Grey as prime minister, used the same threat. They wished to pass the first reform bill. The lords hated this bill bitterly.

Until then they had been practically an oligarchy, with all the real power in their hands. The franchise had been so limited that only rich men, and generally only the nominee of some great nobleman, could get into parliament.

The reform bill altered that. It gave the smaller men a chance. The lords expressed their deliberate intention of wrecking the bill.

Earl Grey retorted by extorting from King William IV—who did not like reform bills, but dared not oppose the wish of the nation for fear of a revolution—permission to call up to the house of lords as many new peers as should be necessary to carry his bill.

The mere threat was enough for the lords. They had no wish to see their order made cheap and ridiculous, as would have been the case had peers become as plentiful as blackberries.

It used to be the custom in the British army for all officers' commissions to be purchased. That is, an officer, instead of getting into the army by means of a competitive examination and rising by merit, came straight from school, without knowing anything of the new duties he was about to assume, and had a commission bought for him. After that, instead of being promoted as a reward for his services, he used to buy each promotion.

# ANIMAL EPICURES.

The Crab Eating Raccoon and Peccary—Crustacean Taste.

What made the crab eating raccoon first to be his queer diet? The question is suggested by a specimen of this strange animal which has arrived at the menagerie and will be happy to oblige any generous visitor with an illustration of the quickest way to kill, unshell and swallow a crustacean without artificial assistance of any kind.

Without the peculiarity originated in the shore frequenting habits of the species, and, being a delicate feeder, the succulence of the crab, once cracked, was an obvious inducement to renew his acquaintance on every possible occasion. Originally probably a fruit eater, the peccary is acquisitive and dainty, both strong incentives to experiments in diet. When an individual sees a small object he does not understand, his actions fall under three headings. He first puts the article to close scrutiny, both with his eyes and that supercilious upturned nose of his; then he takes it away and washes it—a very characteristic action of this water loving animal—and finally puts it to the grand test of edibility or otherwise. If it appears unpalatable, he gives it to his wife. In this way it is easy to imagine how the creek loving coon, wearying of too much fruit, made his first crab supper and, though he has never been able to add a squeeze of lemon or brown bread and butter to the repast, has become a confirmed lover of crustaceans ever since. All creatures make experiments of the sort and occasionally carry them on until they become a fixed habit, and their whole structure is modified in accordance. Nature, for instance, never intended the osprey to live on fish. It was the temptation of an old world trout in difficulties in the shallows that first led the great hawk astray. Some small Brazilian monkeys, again, live almost exclusively on birds' eggs, an Australian parrot has given up a proper vegetarian diet for an exclusive regimen of nuttion, and many other instances of the same unorthodox appetites might be cited.—London Globe.

Why Timothy Grass is so Timely.

The forage grass known to the farmers of the United States as timothy is so called because first introduced and extensively cultivated in this country by one Timothy Hanson, a farmer of Maryland. This species of grass is well known in England and all over western continental Europe, where it is grown extensively by most farmers between the Mediterranean and the North seas. The botanical name of this grass is Pileum pratense. Timothy is known in the British Isles as oat's tail grass and in several of our eastern states as large, or hard's, grass. It was grown in large quantities in Maryland and Pennsylvania long before a spear of it had ever been seen in England, the first seed of it ever seen in the last named country being imported from America.

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