THE TROOPERS.

BY CLINTON SCOLLARD. We elattered into the village street, and up to the Rose and Crown, And we roared a toast to the Tory heat as we tossed his liquor down: "Long life to General Washington! He's a gentleman, we traw! But death to a thing like a tyrant king, and his vassal, my great Lord Howe!"

Then we dofied the hat as down we sat, and bade him fatten the board, and when he whimpered and wheezed and whined we gave a clank of the sword; By his own wide hearth 'twas a matter for mirth to see him bend and cow, This cringing thing to a tyrant king, and his vassal, my great Lord Howe.

We had ridden fast, we had ridden far, and under the stars had slept; Out of the night for the foray-fight we into the dawn had crept; Long and late we had laughed at fate, we had hungered oft, and now "Twas a goodly thing to feast like a king, and his vassal, my great Lord Howe!

We had kissed our mothers and kissed our wives and kissed our sweethearts true; As a grain of sand we had held our lives in the work we had to do; We were "Rebels" all, proud name, God wot! because we would not how Our heads to a thing like a tyrant king, and his vassal, my great Lord Howe!

"To saddle, lads!" was the word we heard leap blithe from the captain's tongue. So we raised a rouse for the Tory home as out of the door we flung: "Long life to General Washington! He's a gentleman, we trow! But death to a thing like a tyrant king, and his vassal, my great Lord Howe!" —Leslie's Magazine.

The Girl With Ideas. What She Did For Richard Corwin & Co.---And Why.

W. R. ROSE. In Cleveland Plain Dealer

The gray haired man at the desk picked up the receiver. "Suddenly ill?" he said. "I'm

sorry. Not serious? I'm glad of that. You have sent a substitute? Very well. Hope you will recover soon."

He hung up the receiver a little hurriedly and a frown clouded his

"If there was a baseball game on to-day and that girl was a boy, I'd have my suspicions," he muttered. These vacation attacks grow more frequent. I fancy there must be a matrimonial cloud on the horizon."

He looked around and saw that he was not alone. A slender young woman, plainly dressed, stood at a little distance awaiting his attention. "Ah, you are here," he said. "Can you take dictation?"

The girl stepped forward.

Yes, sir," she answered. She laid aside her hat and jacket and seating herself by the desk, took up pad and noneil

The gray haired man rapidly dietated several letters, making notes from time to time on the correspondence lying before him.

"Typewrite these," he said. She brought the letters to him presently, then turned back to the typewriter and clicked off a brief

"These seem to be all right," said the man at the desk. "I think that will finish up for this afternoon. If Laura isn't down to-morrow, you may come again."

The girl bowed.

There is one more letter," she said.

He took the note she handed him, and after a quick glance at her, read it aloud.

"Sir," the note began, "I am not the girl you expected. I'm an out-oftown girl moking for employment, but not ordinary work. I want opportunities, because I'm a girl with ideas. You will find me useful if you give me a trial.'

The man at the desk dropped the note on the desk.

"That's an extraordinary communication," name?" he said. "What's your

"Ida Bruce."

He faintly smiled and looked back at the note.

Your first name is perilously close to ideas," he said. He settled back in his chair. "And you think we need ideas?" he mildly asked.

"Yes," the girl replied; "that my idea in coming here."

"Yes, and that is true of all the other professions." She drew a little closer to his deak. "I will say nothing about trespassing on your time," she said, "because I hope to make you understand that the time you give

me is an excellent investment. "Go on," said the man at the desk. "I will try to talk fast and to the

point," she responded. "What are the local conditions that confront mo? A conservative house, careful and secure, and mildly successful. The light hardware specialties it manufactures are favorable known to the trade, but should be. The house clings to old patterns, and to old methods-patterns that won favor twenty years ago, methods that are not in line with modern business progress.

She paused and looked steadily at the man.

"I offer no defense," he said. "What do you propose to recommend as a remedy?"

"Ideas," she answered promptly. "Yes. Emphatic, but indefinite. Give me one idea as a sample."

"Advertise."

He slowly shook his head.

"We have never found it necessary to advertise," he said.

"But advertising mustn't be regarded as heroic treatment. It is a steady stimulant that leaves only good effects. One moment." She turned to her table and rapidly penclied a sketch and a few lines of reading matter. The man at the desk

watched the deft fingers. "There," she said, "is a bit of copy for a display ad, of your fleur de lis pattern of door trimmings. The catch line is 'Art Trimmings.' I think it would draw attention."

The man stared at the copy. "That looks good to me," he said. But we have paid very little atten-

tion to our mail order business." The girl smiled.

"That can all be handled outside if you think best. The question is, can you furnish the goods?" "Yes," replied the man. "We can

increase our output very greatly. And we can handle the mail order business, too, if it looks worth while." He suddenly laughed. "See here, young woman, are you trying to hyp-

notize me?" "I am merely confronting you with

a fascinating idea," she answered. "But to show my good faith I will ment. give this ad, a trial at my own ex-

of five per cent, on every cash order

sound as if your old father was break-ing down.⁴ Don't believe it. He can still drive a hard bargain. The girl with ideas is coming back in a day or two—with more ideas, no doubt. I'll keep you posted.'

Two days later the girl returned. She came in briskly and took off her hat and jacket. "The advertising is placed," shean-

nounced, "and I have another idea to submit. She paused and looked at the man

inquiringly. "Take the seat there," he said.

'How is the idea tank?" "Bubbling merrily, thank you," she

answered. "Here is the latest thing that steamed over." She laid a neat pen and ink sketch

before him. He looked at it curiously.

"What's this?" he asked.

"That's a calendar frame for desk use. It has a hinged back to protect the date cards and facilitate the changes. This should be stamped out of metal and finished in bronze. The little design at the top of the frame is Time chasing the hours. It's a fanciful idea of my own."

The man stared at the drawing. "Well," he said.

"I want to find out what you will charge me for those frames in 1000 lots, and how soon the first 1000 will be ready for delivery. They must be out for the holiday trade."

it for the holiday trace. The man stared at the drawing. "Going to advertise it?"

"Yes. Right away. I have an or der for the first 1000-and you must see that the price is right."

The man continued to stare at the drawing.

"We have never done anything in the novelty line," he slowly said. "This will prove a good beginning,"

said the girl with ideas.

The man looked up. "I think it will," he said. "Come

in to-morrow morning." A little later the man wrote again to his son.

"The girl with ideas hasn't deserted is," he wrote, "She was in to-day with a design for an improved cal- this was not a semi-public letter I endar frame for desk use. It is really a pretty thing. She wants us to make them for her-and I'm going to do it. Somehow she inspires me with confidence. If anybody had come in here a month ago with the suggestion that we go into the novelty business I would have called for help. You shall have a frame as soon as they are out. And you haven't coughed for seven

weeks? Splendid!" When the girl came in the next morning the figures she wanted were ready for her. She studied them carefully.

"The price is satisfactory," she added; "my profit on the first 1000 will approximate \$300."

"They will be ready for you in just ten days," said the man.

"I am having the boxes made," the girl told him. "Here is my idea for a cover design."

The man looked at the drawing. "In very good taste," he said. "It

will attract attention. By the way, your 'Art Trimmings' ads. bore fruit to-day. They brought us twentyseven mail orders and sixty-two requests for catalogues. "I have an idea," said the girl,

that you need a new catalogue-let me prepare It."

The man made a feeble protest. "That catalogue has been in use

twenty years," he said. "It looks it," was the girl'ss com-

the typhoid germ and yet themselves The mail orders came in more and free from the disease. According to pense-you to pay me a commission more rapidly, and the invoices of the statistics, based on fifty-seven cases trade grew larger. It was evident reported by various physicians, about

The girl looked at him with a genle smile, "Then you feel friendly toward the

girl with ideas?" He nodded emphatically,

"I freely admit," he declared, "the house of Richard Corwin & Co. can't afford to lose you. We must have a contract of some sort. The girl nodded.

"I have thought of that," she said. 'You spoke of your son just now. He has an interest in the house, I believe?'

"Yes. He is in Arizona, where he went for his health. He has quite recovered and will soon be home. I've

written to him about you." "And what did he say?"

The man laughed. "He seemed to be greatly amused,

and utterly refused to take you serlounly." The girl looked thoughtful.

"I have a new idea," she said. "If you excuse me I will write a letter." She went to the typewriter.

Than view the second events Are but rehearable for ill health. He tastes no pleasant condiments, Unless, perchance, 'tis done by stealth, But e'en dyspepsia cannot make My views of life to his succumb. I'd rather have a stomach ache, Than nurse a grouch like Mr. Glumm, —Washington Star. "What is your son's first name, Mr. Corwin?" she demurely asked. BOY CORRECTED.

eral.

Mele.

-Judge,

Transcript.

nature?"

ton Transcript.

wife's biscuits."

MR. GLUMM.

Mr. GLUMM. My old friend Mr. Glumm declares That holidnys are all a sell; They interfare with our affairs And cost a lot of cash as well. And yet his words cannot provoks My envy for his hoarded sum. I'd rather find myself dead broke, Than view the world like Mr. Glumm.

Small Boy-"My father was a gen-

Small Girl-"You mean yer mar,

FOOLING THE BOY.

great American forests, pa?"

"Why do they want to preserve the

"So that they can have forest fires,

GOING THE PACE.

that you bought me a new hat."

"Edgar, I have dreamt three times

"It's fearful, you will ruin me with

your dreams,"-Fliengende Blaetter,

NO KICK COMING.

see, M. Bobinard. Have you suffered some misfortune?"

MATRIMONIAL DIFFICULTIES.

last got his daughters off his hands."

got their husbands on their feet yet."

FIGURATIVELY, OF COURSE.

Youngwed-"I always crack up my

Mr. Bachelor -- "Heavens! Are

they as hard as that?"-Boston

CHARGE REFUTED.

"Isn't Maude rather cruel in her

"Cruel! Why she wouldn't step

upon the tinlest little mouse."-Bos-

YOUTH AND MATURITY.

Make a noise for our town!"

-Kansas City Times,

'the men snore so."

Population Twenty Thousand-

Population Three Hundred Thou-

sand-"Let's have a noiseless city!"

DEMEANOR ANALYZED.

"Your chauffeur seems very re-

"That air of deferential solicitude,"

replied Mr. Chuggins, "is not respect.

It is sympathy."-Washington Even-

WHAT THEY DO.

"It makes me awfully nervous to

"No," said she, "just reading their

ride in the subway," she was saying,

Mrs. Harlem-"Mr. Bronx has at

Mr. Harlem-"Yes; but he hasn't

"You have a band on your hat, I

"Oh, no. I'm a widower."-Pele

don't yer?"-M. A. P

my son."-Puck.

The man stared at her. "His name is John," he abruptly answered,

"Thank you," she smilingly said. In a little while she brought the letter to him.

"I have been suggesting a partner-ship to young Mr. Corwin," she said.

"A partnership!" "Please read the letter."

He took the sheet hesitatingly and then read the contents half aloud. "'My dear Jack,' it began, 'your father is reading this letter and I am anxiously watching him. He has just admitted that he approves of me, and so I think it high time to take him into our confidence. I mean to tell him all about it just as soon as he gives me the opportunity. I will tell him how I was caring for my alling father when I met you. And how, later on, after you had told me about your father, I determined to see him -in my own way-when I returned to the city. I meant to try to gain his favor. I hope when he writes he will let you know I have succeeded. If would tell you, dear, how I long for your return, and how I am counting the days. IDA."" The man laid down the sheet very

gently. "If you will leave this letter with me for a moment or two I will add a

postscript," he gravely said. "Yes," she answered, and met his

gaze bravely. "You have an idea that you will marry my son," he slowly said.

"Yes," she answered again.

He suddenly put out his hand. "All right, Ida," he briskly said.

"I really think that is the best and simplest way for Richard Corwin & Co, to keep a firm hold on you."

SCIENCE & MECHANICS

Fatigue of the eyes and more or

less persistent ocular troubles are

produced by the rapid and brief ex-

citations of the retina by the cinemat-

ograph. A French physician has

given the name of cinematophthalmia

Typhoid fever carriers is the term

given to those who may be infected by

bacteria to food products, or they

were inmates of insane asylums and

In some metallurgical and chemical

operations steam is admitted to large

vats or tanks for the purpose of agi-

tating, and, in some cases, heating

their contents. In special cases, says

the Scientific American, the consump-

tion of steam for this purpose is

enormous. It is often possible to ob-

ain better results by mixing air with

the steam. This may be accomplished

by using an ordinary injector. To in-sure the proper working of the de-

vice, the steam is first turned on, then

the valve of the injector gradually

opened until the desired amount of

air is obtained. By the use of this

device, better agitation is secured, the

contents of the tank or vat suffer less

dilution, and there is a large saving

A Century Club of Newspapers.

pleased with itself for completing.

last year, a century of existence, set

about to discover what companions it

had in that experience. It has found

that eighty-two American newspapers

are a hundred years old or older, this

year: and it has gathered them in

a Century Club, and published a club

book, telling who the members are

and how old, and where they live.

The oldest surviving papers in the

country seem to be the North Ameri-

can and the Saturday Evening Post.

both of Philadelphia. Both of them began life in 1728. Next comes the

Maryland Gazette, of Annapolis,

which dates from 1745.

The St. Louis Republic being

in the amount of steam used.

to affections of this character.

He smiled again.

"We have built up a fairly comfortable business," he said, "without feeling any necessity for employing a purveyor of ideas. We are careful and conservative. Our name is a valuable asset, and our goods speak for themselves. While the concern is sound, we haven't a dollar to waste on experiments."

He paused and studied the face of the girl.

"This is the opportunity I hoped to find," she quietly said. "You can have no objection to extending your volume of trade?"

"Not the slightest objection," he replied. He was amused by her gravfty. "But, as I have said, we haven't a penny for experiments. We are slow and sure and safe."

The girl nodded.

"That's a good expression," she said. "I must make a note of it. You do not object to my using it?'

She was very amnsing. "Not in the least," he replied. "How do you propose to utilize it? Not on the stationery of the newly organized Aero Club?

She gravely shook her head.

"It would be much more appropriate on the letterheads of the superintendent of the Erie Canal."

The man suddenly laughed.

"That's very good," he said. "So good that I'm going to ask you to outline your methods of procedure. I'll admit I'm a little curious. This is the first time I've encountered a purveyor of ideas.

Again the girl gravely nodded.

"Our profession," she said, "is a good deal like all the others. We don't display our entire stock at a single sitting. This is true of the lawyer, of the doctor, of the professor. Each preserves a wise reticence regarding the full extent of his knowledge. This very proper course is followed by the idea expert, too."

The man at the desk was still amused.

"But may not this idea of reticence be taken to conceal a lamentable scarcity of stock?" She slightly smiled.

it brings in." The man laughed.

"Go ahead!" he cried. "Your terms are accepted. But don't go too deep." "Thank you," said the girl. "You may look for me again in a day or two."

"Come in any time," the man remarked.

He laughed and turned back to his desk. He laughed again as the sound of the closing door told him the girl had gone.

"That was decidedly funny," he muttered. "Smart girl, but over confident. Seems to believe in herself,

too. I'll have to write to Jack about her." He drew a sheet forward. "My dear boy," he wrote, "your last letter was still more reassuring. But you musta't be in any hurry to come

home. I don't want to hustle you back to Arizona again. I need you here, lad, but there can be no hurry

where your health is concerned. I am afraid you find my letters very dry and prosy. But we made a de-

parture here to-day that will amuse you. We are going to advertise! Think of that, boy. The musty old house of Richard Corwin & Company is going to solicit trade through the all reasonable proportions. suggestion of a bright young woman

the "Art Trimmings" ad. The man recorded are women, and with very at the desk was greatly pleased, alfew exceptions the carriers have been though he was careful to curb his engaged in some occupation, such as cook, baker or dairyman, which has feelings.

Consequently, when the young woman brought in a new design he regarded it in a reserved manner.

"This is not a new idea of mine," she explained. "I've had it for some careless in their personal habits. Carriers have in some instances had tytime. It is a colonial inkstand. The phoid fever but a short time previous to their examination, and in others framework holding the glass receptacle is a pair of antique andirons in several years before. Dr. Albert bepolished brass. I call it the 'May- lleves that many people carry typhoid germs for a time without sickness. flower."

The man looked at the drawing, holding it close, and at arm's length. Then he said a most surprising thing.

"Young woman," he demanded, what are you going to do with all your money?"

She laughed merrily.

"I have an idea that I may take an Interest in the house of Richard Corwin & Company.

"All right," said the man. "I think that would be the cheapest way to dispose of you. Perhaps you don't know it, but you are making us a great deal of trouble. Our mail order department has been enlarged out of We have medium of printers' ink. It is the doubled our force in the foundries. That advertising of yours has done who drifted in here to-day and an- the mischief. My boy won't know the nounced herself as a purveyor of business when he comes back. And ideas. And she seemed so sincere here you are conjuring up more work that I couldn't turn her out. She is for us. He stared at the drawing. "It to look after the advertising and take can't help selling. The 'Mayflower.' her pay in commissions. Does this eh? It's all right."

that a good many people had noticed three-fourths of all carriers thus far papers."-New York Press.

ing Star.

DID HE SNAP THEM?

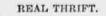
"Asleep?" asked her friend.

"I have been taking some moving pictures of life on your farm," said a photographer to an agriculturist. enabled them to transmit the typhoid "Did you catch my laborers in motion?" asked the farmer.

"I think so." "Ah, well, science is a wonderful thing."-Philadelphia Inquirer.

FROM THE STYX NEWS BUREAU. Rip Van Winkle (meeting Munchausen) - "It's a wonder, sir, that some jester of your time did not call you Baron of Truth."

Munchausen-"You were something of a prevaricator yourself, Rip. Didn't you lie in the woods for twenty years?"-Boston Transcript.



"Evangeline," said the old gentleman, as he reached for his slippers, "is that young man a good saver?" "Saver!" echoed the pretty girl, with enthusiasm. "Why, papa, should say so. Do you know, he has actually saved twelve Lincoln pennies in the last two weeks."---Chicago News.

GOOD SCHEME.

Tall Office Boy-"What's the old man giving you his good eigars to smoke for? Does he want you to cut out cigarettes?"

Short Office Boy-"Naw! His wife is coming down to make a touch before she goes shopping, and he wants News.

SOUNDED LIKE SARCASM.

"What's this?" demanded the customs officer, pointing to a package at the bottom of the trunk.

"That is a foreign book, entitled 'Politeness,' " answered the man who had just landed.

"I guess I'll have to charge you a duty on it," replied the inspector. "It competes with a small and struggling industry in this country."-Chicago Tribune.

eramics in the American the habitual attitude of the wealthy in demanding imported ware, regard-less of the merits of the domestic products."

TRIALS of the NEEDEME

MUY LEVELOPIN YOY APPONS

Manyon's Paw Paw Pain Sile cost the liver inte-scivity by sentio methods. They do not scour, sing or weaken. They are a tonic to the stomach, live and nerves, huttorate instead of weaken. They are left the blood and enable the stomach to get all the pourishment from food that is put into it. They pills contain no calonel; they are soothing, healing and stimulating. For sale by all druggies in the any you's Doctors. They will advise to the best of the billity sobulutely free of Charge. MUNYON' Gild and Jefferson Sta., Philadelphia, Pa-

Midhyon's Cold Benedy cures a cold in one day, Price 25c. Munyon's Rheumatism Remedy relieves in a few hours and cures in a few days. Price 25c.

The Chauffeur's Offense.

The Policeman-No, yer honor; I pulled 'im in fer obstructin' th' road.

He was only goin' 30 miles an hour .----

Dr. Pierce's Pleasant Pellets regulate and invigorate stomach, liver and bowels, Sugar coated, tiny granules. Easy to take as candy.

Fed by One Acre.

With our population increasing at the rate of nearly 1,000,000 a year during the last half century it is clear

that we can hardly learn too soon or too thoroughly our probably limit of

soil and erop production, and the best methods of insuring and main-

taining. Probably nothing can give

a safer measure of the maintenance

capacity of the farm and farmers of a

nation than the number of people they feed per unit area of cultivated field and it is doubtful if there is a better

place to study this problem than in China and Japan at the present time.

According to official statistics pub-lished in 1908 Japan has in its main islands, exclusive of Formosa and

Karafuto, a population of 48,542,736 and the area of its cultivated fields is

21,321 square biles. This is 2,277 people to the square mile, and besides these there are also maintained 2,600,-

000 cattle and horses, nearly all of which are laboring animals, giving a

population of 142 people and seven horses and cattle to each 40 acres of cultivated field; a condition sufficient-

ly different from our most fully occu-

pled 40-acre farm to make the busiest

man among us stop and do some think-

Ceramics and Ohio Clays.

Prof. Orton of the bureau of cera-

mics at the Ohio State University, at-

tended the meeting of the American Ceramic Society at Pittsburg this

ties of Ohio clay in fine form, and de-clared that the Ohio potters were pro-ducing porcelains of as fine quality as those of Limoges and art tile of as

rare coloring as the German product.

Both Prof. Orton and Dr. Holmes, chief

of the geological survey "blamed much of the lack of success of American art

He stood up for the possibili-

ing .- Prof. L. C. King.

week.

chauffeur for speeding?

Chicago News.

The Judge-Did you arrest this

娿

SHE QUIT But It Was a Hard Pull,

It is hard to believe that coffee will put a person in such condition as it did an Ohio woman. She tells her own story:

"I did not believe coffee caused my trouble, and frequently said I liked it so well I would not, and could not quit drinking it, but I was a miserable sufferer from heart trouble and nervous prostration for four years.

"I was scarcely able to be around, had no energy and did not care for anything. Was emaclated and had a constant pain around my heart until I thought I could not endure it. For months I never went to bed expecting to get up in the morning. I felt as though I was liable to die any time.

"Frequently I had nervous chills and the least excitement would drive sleep away, and any little noise would upset me terribly. I was gradually getting worse until finally one time it came over me and I asked myself what's the use of being sick all the time and buying medicine so that I could indulge myself in coffee?

"So I thought I would see if I could quit drinking coffee and got some Postum to help me quit. I made it strictly according to directions and I want to tell you, that change was the greatest step in my life. It was easy to quit coffee because I had the Posher to think he is out."-Chicago tum which I now like better than the old coffee.

"One by one the old troubles left, until now I am in splendid health, nerves stendy, heart all right and the pain all gone. Never have any more nervous chills, don't take any medicine, can do all my housework and have done a great deal beside."

Read "The Road to Wellville," in pkgs. "There's a Reason."

Ever read the above letter? A new one appears from time to time. They are genuine, true, and full of human interest.

East's Appeal For Speedier Justice.

VENTURE to think that one evil which has not attracted the attention of the community at large, but which is likely to grow in importance as the inequality between the poor and the rich in our civilization is studied, is the de-lay in the administration of justice between individuals.

The inequality that exists in our present administration of justice, and that, sooner or later, is certain to rise and trouble us and to call for popular condemnation and reform, is in the unequal burden which the delays and expenses of litigation under our system impose on the poor litigant.-Extract From Speech by William H. Taft Before the Vir-ginia Bar Association.