

"Put Yourself in His Place."

By RUTH CAMERON.



Sympathy is a virtue. Everyone knows that and to state it is a truism, but did it ever occur to you that sympathy is much more than that, that it is in fact an invaluable success asset in a great many relations of life?

Sympathy is the fine art of putting one's self in another one's place, and he who possesses that ability has a key to unlock innumerable doors.

A highly successful business woman who is a buyer in a large department store, was asked what quality in herself she considered had had the most to do with her success. She thought a few moments and then said, "My ability to put myself in the other fellow's place. It's been a habit of mine ever since I was a child to try to do that, and has helped me more than I can say. When I was behind the counter I always tried to put myself in the customer's place and see what would get at me best if I were a customer. When I was made a forelady I had to put myself in the shop girl's place. Of course that wasn't so hard, because I had just been there myself. When I began to do the buying I had to put myself in several people's places; the merchants I bought for, the firm I was working for, and, of course, the customer for whom I was ultimately buying. You've just got to keep doing that all the time if you want to succeed. The moment you begin to think

too much of your own point of view, and forget to put yourself in the other fellow's place, you are lost."

You may be interested to know that this is the testimony of one of the highest salaried women in this country.

Of course the ability to put himself in the other fellow's place is the first stock-in-trade of the story writer. Without it he writes from the outside and is sure to be conventional and artificial.

The advertising man's chief aim is to put himself in the reader's place and find out what there is about the advertised article that will appeal to him most strongly and therefore ought to be played up.

Once in a while you get a thoroughly interesting letter. Sometimes these letters come from clever people, sometimes they are from everyday folks who do not lay claim to any unusual amount of brains, but in either case I think you will find that the writer possessed the ability to put himself in your place, and write the particular news and play up the particular kind of incident that would interest you.

We all desire to possess tact. Now what, after all, is tact but the ability to so identify yourself with the person you are with that you will not say or do anything to wound or grate or offend.

These are a few of the relations of life in which the ability to put one's self in another's place is a valuable asset. I have no space to write more but you can find them for yourself.

Have you this valuable ability? Can you put yourself in his place?

Ruth Cameron

Housework Drudgery!

Housework is drudgery for the weak woman. She brushes, dusts and scrubs, or is on her feet all day attending to the many details of the household, her back aching, her temples throbbing, nerves quivering under the stress of pain, possibly dizzy feelings. Sometimes rest in bed is not refreshing, because the poor tired nerves do not permit of refreshing sleep. The real need of weak, nervous women is satisfied by Dr. Pierce's Favorite Prescription, as Mrs. Briggs and others testify:

It Makes Weak Women Strong and Sick Women Well.
This "Prescription" removes the cause of women's weaknesses, heals inflammation and ulceration. It tranquilizes the nerves, encourages the appetite and induces restful sleep.

Dr. Pierce is perfectly willing to let every one know what his "Favorite Prescription" contains, a complete list of ingredients on the bottle-wrapper. Do not let any druggist persuade you that his unknown composition is "just as good" in order that he may make a bigger profit.

Mrs. BRAZILL BRIGGS, of 529 N. Washington St., Delphos, Ohio, writes: "Having taken your 'Favorite Prescription' for a bad case of intestinal disease and constipation with woman's tils, for which I was almost unable to do anything, I think I am safe in saying that there are no remedies in the world like Dr. Pierce's Favorite Prescription and 'Purifying Lotion Tablets.' I am now enjoying the best of health, and thank Dr. Pierce for his wonderful medicines which have done me a world of good."

Dr. Pierce's Pleasant Pellets regulate liver and bowels.

Household Notes.

A heavy meal should never be eaten when one is exhausted.

If a glass jar will not open, set it down in an inch or two of hot water.

When you cannot have an egg beaten, try using three forks instead of one.

A coat of clear varnish is a good thing to give straw matting before it is laid.

When cooking beef in a fireless cooker, do not put salt on until the beef is done.

A small quantity of salt or alum sprinkled on the carpet will keep insects away.

When cutting new cake dip your knife in cold water before cutting each slice.

If fruits are canned as soon as they are picked there will be less loss by fermenting.

Let the white woodwork have plenty of sunshine. Too much shade makes it yellow.

Dampness will tarnish brass articles. They should be kept in a dry, cool atmosphere.

A good flavoring for syrups, jellies and preserves is made with orange and lemon peel.

If grease is well rubbed on the stove before polishing the polish will not burn off so quickly.

Two tablespoonfuls of granulated sugar to one white of egg will make excellent meringues.

Sifted wood ashes put on a damp cloth will remove stains from tinware, agate or crockery.

An apron made with a bill of table oilcloth is a great saver to wear when washing dishes.

Blankets after being washed and dried thoroughly, should be well beaten with a carpet beater.

Wood alcohol will take vaseline stains from wash goods. Soak them a few minutes in the alcohol.

Kerosene is not so explosive as it is inflammable, but it should never be brought in contact with fire.

When the lamp wick is short and the oil is burned low, put water into the lamp bowl; it will raise the oil.

A tablespoonful of vinegar put into the water in which meat is boiled will make it deliciously tender.

If oatmeal is put to soak overnight in cold water it will only take half the time to cook it in the morning.

Pack glass or china in hay which is slightly damp. This will prevent the articles from slipping about.

It is a good idea to put a heavy turkish towel on the bottom of the dishpan when washing fine china or glass.

Pocket handkerchiefs and laces can be whitened by soaking them overnight in a bath of toilet carbolic soap.

The juice of a lemon added to a pan of water will freshen wilted vegetables. Let them stand in it for an hour.

When you have no old padding for the ironing board, try a pad made of old newspapers under the ironing sheet.

Roast pork should never be eaten by any one with a delicate digestion. Salmon and herrings are also very hard to digest.

Try rubbing the silver every day with a dry flannel rag; it will not have to be cleaned with silver polish nearly so often.

Ammonia will remove grease stains from white goods. Soak the spot and let it dry then wash it with hot soap-suds.

CHILBLAINS SO BAD HE COULDN'T WEAR BOOTS

Douglas' Egyptian Liniment Cured Him

Though thousands suffer from chilblains every winter, few are laid up with them as was Mr. J. A. McFarlane, of Napanee, Ont. What cured him will surely cure anything in the way of chilblains.

Mr. McFarlane writes: "Douglas' Egyptian Liniment cured me of chilblains. My case was so bad that at times I was confined to the house, the affected parts being so sore and festering that I was unable to wear boots. Many remedies were tried without benefit, until I procured Egyptian Liniment, which gave immediate relief. Whenever I feel symptoms of this trouble returning, one application of the liniment is sufficient to check it."

It's wise to keep a bottle of Egyptian Liniment always on hand, ready for immediate use when needed. In the case of frost bites, burns or scalds, it gives instant relief.

25c. at all Druggists. Free sample on request. Douglas & Co., Napanee, Ont.

MINARD'S LINIMENT CURES DIPHTHERIA.

Soper & Moore.

500 brls Dry as Meal Potatoes at \$2.00 brl Price is rising, buy to-day.

100 bags Turnips. 40 bags Parsnips. 40 bags Carrots. 10 bags Beets.

25 brls. Partridge Berries. 20 brls. Choice Herring. 700 boxes Digby Chicken.

100 brls. all No. 1 large, fancy King, Wagner, Baldwin APPLES.

SOPER & MOORE

Daylight Bill.

Editor Evening Telegram.
Dear Sir,—I read with great interest Hon. John Anderson's illuminating and instructive letter on the Daylight question, which appeared in Friday's Telegram.

I think in face of the array of brilliant names, he quotes in support of his contention, that no reasonable man can stigmatize his efforts as "freak."

The advantages are innumerable, the disadvantages infinitesimal.

For workers, especially in offices and stores two extra hours of daylight in the evening, to recoup with their families after the day's work, would make such an alteration for the better, in their lives, that once they experienced it, they would never willingly go back to the old system.

I agree with Lux in the Daily News, that the Importers' Association ought to take the initiative, falling that, we ought use all our influence in getting a Daylight Bill through the House, the coming session.

Now that Hon. John Anderson has set the ball rolling, I hope those interested will take it up, and agitate till they succeed in securing us this great boon.

Yours, etc., CLERK.

Jan. 21, 1913.

Bullet on Way Twenty Years.

Shot from Jilted Girl's Brother, long Buried in tree, Slay's Texan When tree is cut.

Fort Worth, Texas, Jan. 8.—Fate, after following Henry Ziegland for twenty years, wrecked vengeance today in a remarkable manner.

Twenty years ago, near Honey Grove, Ziegland, who was a wealthy young farmer, won the hand of Magdala Tichnor, but jilted her a few days before the day set for the marriage. The girl, a celebrated beauty, became despondent and killed herself. Then her brother, Phil, went to Ziegland's home, and after denouncing him, fired at him, the bullet grazing Ziegland's cheek and burying itself in a tree.

Young Tichnor, supposing he had killed the man who jilted his sister, put a bullet into his own head, dying instantly.

Ziegland married a wealthy widow, and accumulated a fortune. To-day the planter and one of his sons cut down the tree in which Tichnor's bullet had lodged twenty years ago. The tree proved too tough for splitting up so a small charge of dynamite was used. The explosion discharged the long forgotten bullet with such force that it pierced Ziegland's head and he fell, mortally wounded, dying an hour later.

He explained the mysterious bullet to his son as he lay on his death bed.

If women really want the ballot they should cry for it. Broadly speaking, a woman can have anything for which she is willing to shed tears.

Money talks, but its vocabulary is limited. About all it can say is "good-bye."

Hockey Player Fined.

\$100 and Suspended for Striking at Referee.

Montreal, Jan. 14.—President Emmett Quinn, of the N.H.A., this morning handed down his decision on the episode in the game between the Canadians and Quebec at Quebec Saturday, when Joe Hall was alleged to have struck referee, Melville. Mr. Quinn finds that though Hall did not actually strike the official he swung at him with his stick. Hall will therefore be fined \$50 and suspended for two weeks. In addition the Quebec hockey club says Mr. Quinn has fined Hall \$100.

Another "Hope."

Duluth, Minn., Jan. 15.—Claiming to possess a greater reach than Jack Johnson, weighing 218 pounds, and standing six feet three inches in height, Jess Westergard, the wrestler announced here to-day that he was going after the heavyweight boxing championship of the world.

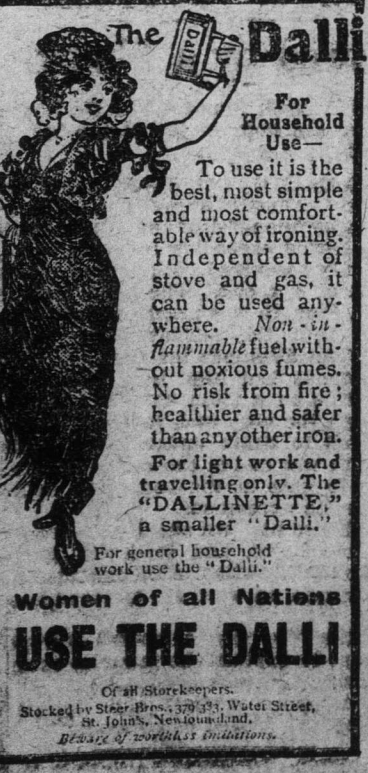
25 Cent "Danderine" for Falling Hair and Dandruff—Grows Hair

DON'T PAY 50 CENTS FOR WORTHLESS HAIR TONICS — USE OLD, RELIABLE, HARMLESS "DANDERINE"— GET RESULTS.

Thin, brittle, colorless and scraggy hair is mute evidence of a neglected scalp; of dandruff—that awful scurf.

There is nothing so destructive to the hair as dandruff. It robs the hair of its lustre, its strength and its very life; eventually producing a feverishness and itching of the scalp, which if not remedied causes the hair roots to shrink, loosen and die—then the hair falls out fast.

A little Danderine to-night—now—anytime—will surely save your hair. Get a 25 cent bottle of Knowlton's



What I Saw at Devine's Great Change of Business Sale.

(By a Spectator.)
January month is not generally supposed to be a busy month along Water Street —nor is it now if we make one or two exceptions.
For all that, last week was certainly an interesting time at Devine's. Walking down town in the early part of the week I was surprised to notice crowds of people flocking at express rate to Devine's Great Change of Business Sale, and it awakened my curiosity so much I had to go in and see what it was all about.

WHAT I SAW.

The first sight that greets the shopper as he or she enters is a large sign which says that a "Genuine Sale is now in force." Piled high, piece upon piece, on a side counter, is an enormous bulk of Flannelette, perhaps in all some three or four hundred pieces—in Pink, Cream, White and Striped effects—splendid quality goods at from 7c. per yard up; and no doubt for anyone who wants Flannelette it is a great time to get it cheap.

On a large table in the centre of the store, around which an eager army of lady shoppers clustered, some marvellous bargains of Dress Goods Ends were being offered, and were going at what seemed to me very low prices indeed.

But the great attraction was the Whitewear section, where hundreds of dainty Children's Dresses, Corset Covers, 50c. Blouses, Princess Skirts, Embroideries, etc., were displayed.

Moving a little farther on towards the centre of the store, Boys' Suits and Overcoats are on sale, and are reduced down to cost in price to clear all out. These goods are great value, and whoever gets them no doubt will get a bargain. They seem to be going fast.

Of course, as a man, what interested me most was men's apparel, for I wanted a good suit at a low price. In these days, when the cost of living is so high, I find that it is too much of a grind to be giving \$20.00 to \$25.00 for tailor-made suits, so I thought of an American Cut Readymade. I was not disappointed, for here to my heart's delight were dozens of up-to-date Readymade American Cut Suits at half price. My purchase at \$10.00 filled the bill and fitted me in every respect as well as suits I had been in the habit of paying \$20.00 for.

Another great bargain is the Blankets, and no doubt shrewd housekeepers are not slow in taking advantage of the good value offering.

THE HELP.

This feature struck me very forcibly. As I entered it was not difficult to see that this well trained staff are ever on the alert to give courtesy and attention to every customer, whether he is a man with a million or a man with a dollar. They spare no pains in showing one through the whole stock and pointing out the bargains in every department. One feels at home and no way embarrassed when looking for any article.

THE STORE.

Particularly pleasing is the fact that all the goods are displayed on the first floor. There are no steep stairways to mount, consequently there is no getting out of breath following sales' help around. Everything is completely ordered for the customer's convenience.

THE CROWD.

All the week immense crowds thronged this busy centre, and as the days went on the numbers seemed to swell, until Saturday night it was almost impossible to gain admittance. Every inch of space in the rear of the store was covered with busy buyers, and in front the congestion was so great that the doors could scarcely be opened. Before leaving I asked the Manager a few questions, as follows:—
Did you expect such a crowd there is no use in a Genuine Sale.
How long do you expect to continue this sale? All January, he replied, until every article is sold right out.
What do you intend doing? I asked. My plans are all laid for a change of business, he said, but I prefer waiting a short time before giving details to the public.
Before closing let me say that the bargains are the best I've ever seen, and anybody who has a dollar to spend in Dry Goods, they cannot do better than go to the
The Right House, J. M. DEVINE, Water St, Eas
N. B.—The forenoon is the best time, before the crowd gets in.

A Thunder-Storm.

Hark! o'er my head loud thunders roll
See forked lightnings fly?
'Tis God that speaks: be calm, my soul.
Tho' tempests cleave the sky.
Tho' awful as the scene appears,
'I'll wait His sov'reign will,—
Chase from my soul my coward fears,—
And, worshipping, stand still.
'Tis His own voice that rends the sky,
He pours the liquid fire,
When once He speaks, his armies fly
To accomplish His desire.
Upon His mighty throne above,
He sways His iron rod,
Sometimes for purposes of love,
To draw us near to God.
O'erawed with such sublime reviews,
Of majesty and power:
Can I, a worm of earth refuse
To worship and adore?
Far be my heart from doubting more,
When stormy clouds appear:
I am as safe when thunders roar
As when the sky is clear.
How various are death's shafts, that fly
Round each unconscious head!
A pebble stone, as thunders night,
May stretch us with the dead.
But this I'll own with thoughts divine—
That though His ways are deep
Though storms may rage or suns may shine,
His mercy does not sleep.

\$12,000 of Large Estate.

New York, Jan. 8.—A friend and a servant to each of whom was intrusted the care of a pet dog receive \$10,000 and \$2,000 respectively, under the will of Magdalena Herrmann, who died on January 3. Her estate is estimated at more than \$10,000 in realty and a similar amount in personally, but bequests are made which approximate \$200,000.

Adam Stein, a friend, receives the care of Prince, and \$10,000; Barbara Heck, a servant, is to care for Bordin during his life and receives \$2,000. Two nephews, of Michigan City, Ind., are the only immediate relatives of the testator.

