The Colonist.

TUESDAY, OCTOBER 24, 1905.

The Colonist Printing & Publishing Company, Limited Liability.
27 Broad Street, Victoria, B.C.
A. G. SARGISON, Managing Director.

THE DAILY COLONIST

Delivered by carrier at 20 cents per week, or mailed, postpaid, to any part of Canada (except the city) United Kingdom and the United States, at the following rates:

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SEMI-WEEKLY COLONIST

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THE NEW PROVINCES AND SUBSIDIES.

The nature of the terms granted to the new provinces of the Northwest is the subject of keen discussion, not only in the election campaign which is being carried on there, but in Manitoba. The opposition, or what is known as the Provincial Rights party, claim that Saskatchewan and Alberta should have control of their own lands, the same as the older provinces, and full control of their own school systems.

It is not complained that the financial terms are not ample and generous. It is admitted that they are much more liberal than those granted to any of the other provinces. The grievance is that Sir Wilfrid Laurier has given gifts with one hand and withdrawn sacred rights with the other. He has bartered constitutional privileges for money. There are certain things that right-thinking men and women will not sell or give away in exchange. We need not specify. There are certain rights and privileges that people as a nation or as a province cannot afford to sacrifice. One of them is constitutional freedom.

The Liberals, therefore, cannot hold up generous subsidies as the justification for withholding the full control of educational matters from the new provinces, which, subject to certain provisions of the B. N. A. Act, are enjoyed by other provinces. It is not a justification for the Dominion Government retaining the control of the lands of the West, although from a financial point of view it may, in the long run, be much better for the provinces that they should get an annual allowance for their lands in perpetuity than that the lands should be handed over to them to deal with as they like. The point is that the Dominion Government retains leading strings on the provinces, which are irksome and which are not compatible with the exercise of full provincial rights, enjoyed by other members of the Canadian family. The situation is not unlike that of a father, who, in dividing up his property, which is given over absolutely to older members of the family without restrictions, allows the younger children an annuity in lieu of the lands which otherwise would have been theirs. There are certain circumstances in actual life in which a father would be justified in so dealing with his property—where some members of the family had turned out to be spendthrifts, and were likely to squander their heritage—circumstances which cannot be said to exist in the present instance. We have the testimony of Mr. Walter Scott himself that under the guiding hand of Mr. Haultain, the Northwest had, up until he was deposed by directions from Ottawa, been exceptionally well governed.

The Winnipeg Free Press, in dealing with this phase of the question, states that "when the original provinces, namely, Nova Scotia, New Brunswick, Ontario and Quebec, united to form Confederation, each retained its own lands, because each was an independent British colony in complete control of all the public lands within its bounds; as was also the case with British Columbia. But the new provinces of Saskatchewan and Alberta have never owned or controlled the lands within their limits, the whole area of which, together with Manitoba and more beside, formerly belonged to the Hudson's Bay Company under royal charter, and on being taken over by the Dominion was paid for out of the Federal treasury."

In this contention, however, the Free Press spikes its own guns. If the land in the Northwest belonged to the Dominion by virtue of purchase, paid for out of the general revenues of the country, that have been contributed by the people of the other provinces, then why should Alberta and Saskatchewan be allowed an annuity on account of lands that never had been and never could be theirs? Either they were entitled to the lands or they were not. In the latter case, the subsidy in lieu of the lands is a free gift, wholly unjustifiable. The fact that they had been allowed an annuity on account of them is evidence that they had sound legal claims to them.

But the course which has been adopted the Dominion Government has created a double grievance, one on the part of the people of the Northwest, who have been deprived of certain educational rights and of the control of the lands within their own boundaries and on the part of the other provinces, the financial terms to which are beggarly compared with the endowment of Saskatchewan and Alberta. The door has been opened, in the latter, for the pressing of claims, even if none had previously existed, which can never again be closed in Canada until there is an entire and satisfactory readjustment. Hon. Walter Scott in 1901 stood firmly by the contention that nothing but the granting of complete autonomy, as proposed by Mr. Haultain, would be satisfactory to the people of the Northwest, and nothing less, indeed, would be just. In this stand, he undoubtedly represented the general feeling of the Northwest. As to the reason for the change, there is but one of two conclusions to be arrived at, either that he regards the monetary gains to the new provinces as a sufficient compensation for the loss of rights they have suffered, or he has been willing to sacrifice his convictions in order to secure the premiership of one of them.

Manitoba, which is on all fours with Alberta and Saskatchewan, except as to size, will only receive, when it has reached the miximum of its allowance, $648,947. The new provinces, when they have reached the maximum of their allowance, according to population, will each receive $2,207,805. Manitoba did not get its public lands any more than Alberta and Saskatchewan. The disparity of treatment is, therefore, absurdly apparent. British Columbia, the problems of whose development and administration, by reason of physical conditions, are vastly greater than in any one of the three provinces referred to, can never exceed $500,000 in subsidies received from the Dominion It is much larger in area than any of them, and it is needless to say that its physical disabilities are vastly greater. It is simply necessary to refer to those figures to illustrate the anomaly that has been created in the relations of the provinces with the Dominion by the terms granted to the newer additions.

The Winnipeg Free Press is conscious of the anomaly thus presented, but justifies it in this way:

"The course taken by the Liberal Government in thus dealing more broadly and generously with the new provinces than the Conservative Government dealt with Manitoba is justified not only from the point of view of the West, but of the whole Dominion, for the welfare and progress of the country at large are bound up with the rapid development and prosperity of the West."

In this position we entirely agree with the Free Press, but are there any considerations which apply to the newer provinces that do not apply with equal, if not greater, force to Manitoba and British Columbia. They are both part of the West, with the future of which "the welfare and progress of the whole Dominion is bound up." British Columbia is essentially the West. Manitoba and British Columbia were the pioneers of the West, and had to develop under unfavorable conditions which have all been removed.

We do not say, and have never said, that the terms to Saskatchewan are too liberal. But the logic is irresistible that if they have only been fairly treated, the allowance that is being made to the other provinces, and especially to British Columbia, is totally inadequate. To argue, as the Free Press does, that the terms are very generous and that, therefore, it would be dangerous to disturb the land features of the autonomy arrangements by reference to the courts as to their constitutionality, is to argue that the provinces are receiving more than they are entitled to in strict justice. It they are not entitled to such liberal terms, they have been bought with the price of their freedom. If they are entitled to such terms, then there is an admission to the rights of all the other provinces to consideration of a similar character, only in a greater degree.

THE HERO OF TRAFALGAR.

The services of Nelson were great. That they were appreciated by his countrymen is shown by the honors that were showered upon him while living and the respect and homage shown to his memory when the battered and torn frame that once held his heroic and patriotic spirit was borne to the tomb and laid away in the crypt of St. Paul's, beside the remains of English heroes of other days. The whole nation went into mourning, and the vast column erected in the principal square of the world's greatest and richest metropolis bears the hero's statue upon its summit and records his achievements and services on its pedestal. Napoleon is often referred to as the greatest military genius of his day. Vast armies withered before his arms, and kings and emperors abandoned their palaces and fled away into safe retreats when the banners of the French legions were descried in the distant horizon. Napoleon aimed to become as great and powerful on the sea as on the land, for in no other way could they hope to hold the advantage that he had gained on the Continent and humble England. So long as Britannia ruled the waves Napoleon knew that the complete and final triumph of his arms was not assured. He formed alliances with Russia, with Denmark, with Spain and other powers, and induced them to fit out strong fleets to destroy the ships of the "common enemy" wherever they might be encountered. The ships of the French and their allies preyed on English commerce, and but for the vigilance of the British naval commanders they would have swept our country's flag from the ocean. But if Napoleon was invincible on the land, he encountered a foe on the sea who seemed fitted by Providence to win victories that disturbed the French emperor's plans, and at last sent him a captive to St. Helena. At Aboukir Bay, in 1798, where Nelson destroyed the French fleet, Napoleon received his first important check. In 1801, at Copenhagen, where Nelson, clapping his telescope to his blind eye and failing to discern the admiral's orders to "cease firing and withdraw," continued to fight until he had destroyed or captured the Danish fleet and placed the town at the mercy of his guns, Napoleon experienced his second great reverse. In 1805 at Cape Trafalgar, where Nelson closed his glorious career by capturing the combined French and Spanish fleets, he himself falling a victim to the fire of the enemy, the last vestige of French naval authority disappeared from the ocean. Several years elapsed before the full effects of that were seen, but the star of Napoleon's empire may be said to have begun to wane with his failure at Trafalgar to secure the command of the Straits of Gibraltar and obtain control of the Mediterranean. With the French, Danish and Spanish fleets out of existence, British commerce revived and expanded, while a French vessel scarcely dared to thrust its bows without a home port.

The victory at Trafalgar, though it cost us dear in the loss of Nelson, placed a brake upon French policy from which there was no recovery. The Continental kings and emperors, emboldened by the British success at sea, took courage and placed new armies in the field to oppose the French advance. The Emperor of Russia, no longer an ally, declared war against France. Then came the invasion of Russia and the retreat from Moscow, during which some 400,000 soldiers perished.

The victories of Nelson were far-reaching in their effects. They had an important influence upon the political future of Europe which is felt to this day. By his ability and sagacity Nelson maintained his country in the front rank of European nations and made Waterloo and the final overthrow of Napoleon possible. He was a strong man—the man for the emergency, as Wellington, ten years later, was the man for that day. But if Nelson was a strong man, he had his weaknesses, too. His affection for Lady Hamilton is a matter of history. No one attempts to deny or palliate it. Some of the hero's contemporaries approved of it. Wrote the poet Southey, "If there were more Emmas there would be more Nelsons," leaving it to be inferred that it was Lady Hamilton's advice and promptings that spurred Nelson on—an impudent and untenable assumption. In dying Lord Nelson bequeathed Lady Hamilton to the nation as its ward; but the nation did not respond to Southey's fulsome adulation, nor to Nelson's gift, and Emma died in seclusion and in somewhat straitened circumstances. Lord Nelson's treatment of Lady Hamilton, although it may be condoned because of the hero's greatness, cannot be pointed to as one of the brightest episodes of his life. In fact, it may be regarded as the only blemish on an otherwise glorious and worthy career.

RE JOHN HOUSTON.

Elsewhere we publish a letter from Mr. John Houston, which appeared in the Nelson Tribune, the paper until recently conducted by himself. It appears that he left the country in a fit of despondency, and that he gave up the fight in Nelson, which, in view of the amount of his indebtedness, really seemed to be a hopeless one. The Tribune editorially probably reflects a very general sentiment in that city, where he has many friends as well as enemies. It says that "John Houston has made mistakes, some of them so serious that in the case of an ordinary man they would deserve to be visited with severe censure but against those mistakes has to be set fourteen years of unremitting effort to make Nelson a city and to advance its interests. This was not always done in a way which would commend itself to the critical observer, but he succeeded, and it is no exaggeration to say that outside Kootenay, Nelson is known chiefly through its association with the erratic but original man who represented it in the local legislature." Again it states that "John Houston was his own worst enemy. He had a temperament derived from French ancestry which rendered him excitable, and his rough early life, without restraint, had tended to develop lack of self-control. If he had been able to master himself he could have mastered the country." The general public only know the worst side of a rash, impetuous, wilful man. But those who were admitted to the small circle of his acquaintance knew that three parts of his gruffness was assumed and that his natural instincts were kindly, generous and sympathetic. He has befriended those who needed help and never turned any person away whom it was in his power to assist. And in concluding a highly appreciative article, after the style of the foregoing, the Tribune concludes: "He may never return to Nelson, although we sincerely hope he will. If he does his mistakes will be forgotten and forgiven, the more readily perhaps because after all he himself is the greatest sufferer. But whether he returns or not he leaves the memory of a strong personality, a disinterested career, and a measure of public service for the city of his adoption which is not, in the minds of reasonable men appreciably clouded by the manner of his leaving."

It would be one of the "romances of real life," if John Houston should make a fortune in the hills of Nevada, or somewhere else in the American west, and return to British Columbia and resume his old place in journalism and politics. Stranger things have happened, and no one would envy him his luck.

WALTER SCOTT ON MR. HAULTAIN.

"O, that mine enemy would write a book," was said of old by a very wise man. So far as Mr. Haultain is concerned that wish on his part, had he expressed it, would in a sense have been gratified. The other day we printed an extract from the Hansard to show that Mr. Walter Scott, now premier of Saskatchewan, had in 1901, taken a position in parliament practically identical with the platform upon which Mr. Haultain now stands in regard to autonomy. He has not only changed his opinions on that subject, but he has changed his opinion of Mr. Haultain as well, for, three years ago, in the Regina Leader, he expressed himself as follows:

"We do not suppose the history of any country can show as much achieved with such inadequate means, and so few mistakes in the face of great difficulties, as have characterized the Northwest government ever since Mr. Haultain has held the helm. The premier once said that if persons wanted to know his policy they would find it in the ordinances. That is true, but it also manifests itself elsewhere. Mr. Haultain may as well tell anyone seeking his policy to look around. The schools that dot our prairies or are the pride of our towns; the public works that are everywhere visible for the use, convenience and profit of the settler; an up-to-date agricultural department; and the vigilant watch over Northwest interests that characterizes the dealings of the executive with the powers at Ottawa, all speak of a policy of which the people of this country ought to be proud. And to this policy have to be added the statesmanlike proposals by which Mr. Haultain has continually urged we should reach the provincial status."

We cannot help admiring the modesty of Mr. Scott in now regarding himself as better qualified for the premiership than the man of whom he wrote so highly.

The Victorian government has issued an estimate of the population of the Australian States on June 30 last. The figures, which are exclusive of full-blooded aboriginals, for the various states are as follows: New South Wales, 1,473,973; Victoria, 1,211,003; Queensland, 526,369; South Australia, 374,278; Western Australia, 251,126; Tasmania, 177,984, making a total for the Commonwealth of 4,014,733.

The Science of Statesmanship

Various Kinds of Salesmanship Considered—Must Know the Goods—It Is Necessary to Study Customers Carefully—Cannot Afford to Worry—Of Interest to Employer and Employee—Fifth of a Series of Articles in "Success" Written for the Colonist by Allen West.

This is not a technical article.

It applies as well to the head of the firm and the cash boy as it does to the salesman or the saleswoman.

Salesmanship is a science.

It is very simple.

It is very complex.

It depends on the kind of salesmanship you wish to study.

There Are Two Kinds of Salesmanship.

There are two kinds.

One kind is modern, successful—the honest kind.

The other is the old-fashioned kind that is going out of date.

Still, there are salespeople who still practice it.

Still tell things that are not so, and sell goods people ought not to buy.

They succeed sometimes, but they do not get a chance to succeed often with the same customers. They do not usually have the same customers twice.

Deceiving a customer is a dangerous practice. "Out it out."

You'll have to do so if you practice the science of modern salesmanship, as enforced in Toronto's most successful stores.

Modern Salesmanship is Intelligence First of All.

Modern salesmanship begins with intelligence.

It is obvious that a salesman must know his goods to explain them.

If he is selling Oriental prayer rugs he ought to be up on all the different kinds and able to describe just how the Arabs or the Persians kneel in the East daily, and thus impart to the rug the silky gloss which in a generation or two makes it priceless. This means reading Oriental books, meeting the Oriental buyer when he comes to town. "Take him out to supper if you cannot worm it out of him any other way," as Mr. Christian once said at Wanamaker's in Philadelphia.

Give Full Instructions About Oil Stoves

In selling oil stoves, be sure to explain how carefully they must be washed daily in boiling water to prevent smelling bad, and then coming back to the firm with an angry customer to be smoothed out.

Don't tell things you don't know, and don't know things you don't tell.

This latter advice will strike some people as pretty radical, for it is still a gentle sophistry of some tradespeople that refraining from telling the truth is not telling a lie. Perhaps not, but it is bad business

It is better to do as Owen Hooper's Sons' big furniture store in Portland, Maine, does in its carpet department, where placards proclaim:

"We Warrant All Our Carpets to Fade"

"That's not satire," says Mr. Hooper, "that's the actual truth. We can't risk our reputation on a carpet or rug that may lose its color."

Being intelligent as to your goods means studying the stock, reading trade publications, reading technical publications, learning how things are made, that they are made of, why they are good, or durable, or popular, learning the prices, so you will not have to consult the price tag.

Nothing exasperates a purchaser more than waiting for a clerk to look up a price, unless it is being urged to buy something you do not want. It makes you feel like staying away from that store.

Study Your Customer Carefully.

Next to studying your goods, study your customer.

Note whether he or she belongs to the class who do their own thinking, know what they want, and will resent being told, or the other class, where the salesman does all the thinking and talking and selecting, trying to do the best possible for the customer and his purse by supplying from the salesman's basis an intuitive knowledge of things in the customer's life, and borne out in the customer's appearance.

There are all grades between, and all kinds of combinations, and there are certain things that apply to all.

For instance, salesmen must never get impatient, never lose his temper, never be discourteous, never be indifferent, never be "snappy," never be disrespectful, never be "smart," never indulge in bad talk, never argue, never contradict, never be nervous.

His temper must be trained constantly. Good health, the result of good habits, helps wonderfully. It creates the magnetism that has a great deal to do with successful salesmanship.

Salesmen Cannot Afford to Worry.

A clear mind unclouded by worry, is necessary. Worry is almost always the result of lack of sleep and of wrong mental methods. Live right, and you will feel right. Feel right, and you will make your customer feel right.

Other don'ts are not less simportant.

For instance, if you have to go to extra trouble taking down goods, and then your customer does not buy, but is only looking," do not show you care. Good salesmen are just as anxious to send a customer away feeling so good he will come again as they are to sell goods

If your customer lets you keep on selling him goods while the store closes, the other sales-people go home and your supper is cold, and your engagement for the evening is in jeopardy, do not let your customer feel you are anything but overjoyed at being with him. Be glad you have a chance to train yourself in self-control, and show the firm you are glad of the chance to show your knowledge of good salesmanship.

The more you do this the nearer you will get to success.

Another thing, do not give your customer the impression you are doing the buying for him. No matter if you are, do not let him or her know it.

Be tactful.

People resent those things. Win and deserve their respect and confidence; hold their steady trade and you are a good salesman.

In summing up it seems that salesmanship of the successful kind, the kind the merchants are looking for is a combination of all the Christian virtues with special and general intelligence, good health, good clothes—not too good, for an overdressed salesman is embarrassing— and endless patience and good nature.

Odd and Interesting

It was not very long before important journals went in for leading articles, which have remained an institution ever since. In them all "we" still holds up its head as big has ever. Probably the briefest leader extant was the one written by Mr. William North during the struggle over the Liquor Laws in the State of New York. His instructions were to make it as short as possible, but at the same time powerful and to the point. How well he carried out his instructions is evidenced by the fact that the article consisted of a single sentence: "We had far better see the world get drunk of its own free will than one man kept sober by compulsion." Its author received £4, or nearly 4s. a word, for this production—probably one of the largest fees yet paid for journalistic "copy" of such brevity."—Westminster Gazette.

What is the origin of the phrase, "A tinker's damn," and where did it derive its present significance? Mr. James MacArthur throws some light on the matter in his "Books and Bookmen" department in Harper's Weekly. The common application of the term, he says, is a misuse of it. The phrase had a homely origin. A tinker's damn is not an epithet, but a wad of dough or soft clay raised around a spot which a plumber, in repairing, desires to flood with solder; as the material of this dam can be used only once, it is thrown away as useless—hence the proverb.

It was thought that when wireless telegraphy was introduced into Constantinople the Sultan would deal out honors and rewards with a lavish hand. However, when the apparatus had been explained to him, His Majesty grew quite flurried, and characterized it as an invention of the evil one. Mr. Marconi would seem to have grounds here for an action for slander.—London Globe.

In no country has the coming of the motor made greater changes than in Ireland. For one thing, it has now become the fashion with those who are entrusted with high official positions in the country to travel throughout its length and breadth and see for themselves the land whose destinies they are helping to rule for the time being. Lord Dudley has been all over Ireland, possibly not leaving a county unvisited. He has the distinction of being the first Irish Viceroy for many years who has realized that the sphere of his work lay in Ireland.—London Truth.

The custom officials on the Russian frontier at Kattowitz have arrested Herr Isaac Halten, a restaurant-keeper, of Breslau, for using his artificial leg for smuggling arms and tobacco. On his arrival at the frontier the officers, who suspected him of carrying on a systematic contraband trade, subjected Herr Halten to a searching examination, in the course of which they unscrewed his cork leg. Inside the limb were found two new revolvers, together with boxes of cartridges, besides large quantities of cigars and cigarettes. The authorities immediately confiscated the limb, forgetting the fact that Halten could not walk without it. Finally, he had to be carried in the arms of two custom house officials to the guard house.

Two New Yorkers, on a hunting expedition in the Tennessee mountains, were compelled to seek a night's shelter under the tree of a cabin they stumbled upon. After supper, their host explained that although there was only one bed, there was no occasion to worry about their resting-place. He and his wife then put two of the children in the bed; in a few moments they were asleep. The father then carefully deposited them, still sleeping, on the floor. This operation was repeated until the host's six children were fast asleep, oblivious to the hardness of their plank bed. The mountaineer then informed the travelers that the bed was at their disposal, whereupon, exhausted from the day's tramping, they retired and soon were fast asleep. In the morning, when they awoke, they found themselves on the floor, and their host and hostess fast asleep in the bed.

A French writer in a scientific magazine tells of the great ocean depths of 28,000 to 30,000 feet, the temperature tending to zero, with perpetual darkness reigning below depths of about 1,280 feet. At that level plants, deprived of light, cannot exist, and the animal life must be carnivorous. The organs of sight, not being used, have disappeared, and yet there is light even in that sightless world. A German exploring ship found a fish with enormous eyes at a depth of 6,400 feet. Phosphorescence is common in these hollows of the sea; sometimes special organs flash light.

The celebrated ruins of El-Kenissia, in Tunis, have yielded some most valuable remains of Punic archeology. There has been laid bare a Tanit sanctuary held in high repute for several centuries before the Christian era. Besides many sculptures, a cellar has been found containing, among such rubbish as bones and charred charcoal fragments, more than six thousand Punic ex-votos, three thousand Carthaginian lamps, and three hundred vases enclosing ashes, and statuettes, carved and painted with fine artistic feeling and technical skill. It is now claimed that the so-called necropolis of Tera is a Tanit sanctuary.—London Globe.

The effect on uneducated people of the recent eclipse is vividly described in the following letter which a correspondent has just received from a non-commissioned officer of the Royal Engineers, stationed at Malta: "Did you see much of the eclipse on the 30th? We had a splendid view of it here. The Maltese nearly went mad with fright, thinking the world was coming to an end. All the people in the village where I am living ran into the church, while some rang the church bells, and some even fired off large squibs (something of the fireworks tribe, I mean), but it was all over in about a quarter of an hour, and then the Maltese left the church and made their way back to their houses, looking very much scared."—London Chronicle.

There is iron in the blood, just as there is iron in the earth, and the human body can be mined as the earth is mined, and human iron, like earth iron, can be moulded into coins, medals, stoves, anything. The experiment, however, is seldom tried.

But Professor Berard, a celebrated French surgeon, used to keep on his writing desk a paper weight of human iron. In his surgical capacity the man drew continually a great deal of blood, and for a while he saved this red fluid and extracted the iron from it.

To Jules Chagrin, senior surgeon of the Hospital du Midi, of Paris, a medal of human iron was presented on his sixty-fifth birthday.

Dr. Chagrin was so beloved by the inmates of the hospital that enough of them contributed blood to allow of the casting of a handsome medal of two ounces weight.

They who have seen human iron say it is very fine and pure. There is, however, little likelihood of its ever supplanting the iron from the earth.—Minneapolis Tribune.

Mark Twain's Retort.

Boston Herald.

Mark Twain had finished his speech at a dinner party, and on seating himself a lawyer rose shoved his hands deep into his trousers pockets, as was his habit, and laughingly inquired of those present: "Doesn't it strike the company as a little unusual that a professional humorist should be funny?"

When the laugh that greeted this sally had subsided Mark Twain drawled out: "Doesn't it strike the company as a little unusual that a lawyer should have his hands in his own pockets?"

The attitude of the Liberals on the Northwest school question upon which Messrs. Haultain and Bennett are making a fight, is well illustrated in a cartoon in the Montreal Herald (Liberal). Mr. Haultain is represented as a commercial traveler introducing his samples, which are labelled "The school question," and "The separate school question." Saskatchewan and Alberta, which are man and wife counting money, exclaim: "xcuse me, but we've no time for any of those things now." We are thus led to believe that the people of the new provinces worship but one god, the god that watches over the administration at Ottawa—Money.

Saving the Capsules.

Erie Record.

An old fellow called at an Erie drug store the other day to get some quinine.

"All right," said the druggist, "and I'll put it up in capsules for you."

"You needn't bother about puttin' it in them things," replied the purchaser. "I kin kerry it wrapped in paper."

But the druggist insisted, and the old fellow finally consented to try the capsules. A few days later he was in town again, and the druggist asked him how he liked the capsules. O, the quinine keeps purity well in 'em, but it's so durned hard to get out."

Talented Captain Graham.

It is not perhaps generally known that Captain Harry Graham, whose engagement to Miss Ethel Barrymore has recently been announced, is the author of the amusing and well-known "Baby's Baedeker," "Ruthless Rhymes," and "Perverted Proverbs," written under the nom de plume of Colonel D. Streamer. Captain Graham, who is an Englishman, is a member of the Coldstream Guards, from which his pseudonym is derived. Many of Captain Graham's proverbs, such as "Uneasy lies the tooth that wears a crown," and "Still daughters run cheap," have long ago become common property.

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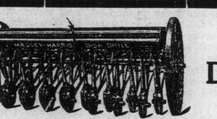
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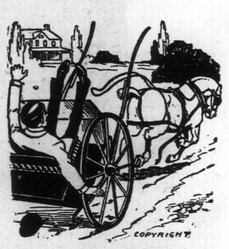

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