## HER HUMBLE **■** LOVER **=**

"Ala's yes," says the father, sadly.
"And now I have to tall you of poor "And now I have to tail you of poor Lucia. Two mornings after the duel millord received news of her from her friends. It was bad news, The agony which she had undergone had proved which she had undergone had proved too much for the poor child, and she had lost her reason. Yes, the pretty, innocent girl we had crowned queen of our simple fetes had gone mad!"

A sigh of sympathy breaks from Laura and Lady Rookwell.

"She was not violent, they wrote, but what is called meiancholy-mad."
Melancholia' is the right word, is it not? All her mind was set upon the

not? All her mind was set upon trouble she had gone through, and all her thoughts were of milord—the man who had rescued her. In her madness she had conceived the idea that what he had done on her behalf he had done from love of her, and she grew to regard herself as his betrothed. Her to regard herself as his betrothed. Her friends, who had her in charge, strove gently to disabuse her mind of this delusion, but she clung to it with the tenacity of the insane. She would sit for hours, silent and rapt, murmuring his name: then she would beg for writing materials, and write long let-ters to him. Poor girl! Milord did wha any other noble-hearted man would have done; he humored her, and while striving to dispel the hallucina

tion, wrote her kindly, brotherly letters in response to hers. It was kindly meant, but it was unwise; they but served to fan the flame and keep the idea alive, and one day she fled from Aletto on foot, and came here to seek him. He had returned to England by that time, and all that we could do short of keeping her in bonds, did not prevent her from following him. Milord's generosity had provided a suffi cient income for her, and thus, harm-less but restless, she wandered from city to city in search of him. Milord wrote to her at last, promising that, if she would return home. he would come and see her, and with this, and the writing of many letters to him she was content.

"The months passed; the child would come backward and for-ward from the great cities to Casal-taa, her home. Her father died, and left her his wealth, and we all hoped that she would recover her reason and forget milord, when Heaven ordained that a mountain torrent should compel milord to revisit this spot and meet her. What happened you all know. This is the truth, and all the

know. This is the truth, and all the truth," he adds, with simple, impressive dignity.

There is a dead silence; then Lady Rookwell bends over Lord Delamere's hand with tears in her eyes.

"Will you ever forgive us, my dear?" she murmurs.

"Yes—yes!" he says eagerly; "there is nothing to forgive. It is a miserable story, is it not? Forgive! It is I who ought to plead for forgiveness! Had ought to plead for forgiveness! Had I acted as I snould have done, and told my darling all the father has now told by daring an the lather has now told year this would not have happened. But I shrunk from it, and put it from me day by day, notil it became impossible to tell her. Mine is the blame!"

'No! no! Mine!" says a horse voice

from the shadow.

Hector turns his eyes with a sad smile, and slowly, painfully, holds out

"Blyte!" he say

his hand to him.
"Blyte!" he says, "this is hard upon you, but it was best that you
should know what really occurred.
Don't fret and worry over what has
happened. We are all human, and you
acted according to your lights. Will acted according to your lights. Will you take my hand in token that all ill-feeling between us is past and bur-

Sir Frederic comes forward slowly with his haggard face and mournful eyes, and takes the thin, wasted hand. For a moment his emotion is too strong to allow him to speak; then, with an effort, he says: "Delamere, I do not ask you to for-

give me. You have acred like a man all through this bitter business, and I have behaved like a cur!

That thought will prove sufficient That thought will-prove sufficient punishment for me. If you can forgive me, if in time you can bring yourself to think that I am worthy to be your friend, prove your forgiveness by giving me some chance of atonement. Let me be of some service to you, and I will thank you with gratitude of a remorseful man who sees some chance of retrieving himself. Delamere, is there nothing, nothing lean do?" he breaks in with dull despair.

There is silence for a moment, then the sick man says, solemnly:

the sick man says, solemnly:

"Yes, be a friend to her," and his
eyes turn lovingly to Signa. "If—it
anything should happen, be that
friend which all who are in need require. See now! I place her welfare in your hands. I leave her
worldly offeirs in your share. More worldly affairs in your charge. More —I take you at your word, you see!—will you go and look up my steward, and see that things are going on right? I leave recycling in your hands—my friend!

Gently, almost sworth, his voice drops at the last works, and Sir Fredric, with the tears running down his face, clasps the hand in both of his, and with an imploring glance at Signal with a signal with a

na. turns and silenci) goes out.

There goes one whose generous mind risen from the mist of jealousy and risen from the mist of jealousy and self love, shines out in the clear light of true repentance." says the mild voice of the father, "My son, you did well to forgive and trust n. You have won a friend who I be constant till death." I-know it," breathes Hector, feeb-

ly. "Sir Frederic has a heart of gold: he was sorely tried and tempt-ed, and was misled. Through the ole miserable business he has act ed like an honorable man, impelled by a mistaken sense of duty to himand my darling here. hard to forgive such a one, Signa.

She does not speak, but her han presses his, and he is satisfied. Then the doctor comes forward and

Then the doctor comes forward and looks at his patient rather grimly. "Humph!" he says. "This has lasted long enough, Father Sebastion." The father rises and lays his hand upon the hot forehead, and with a solemn "Good-night, my son," goes out. Lady Rookwell and Laura each press the gentle hand, and follow, but Signa

neither moves nor looks up, but remains faithfully, lovingly, at his side "Heavens! how we have misjudged that noble fellow," sobs her ladyship, as she sinks into a chair in the parlor below. He has behaved like

"Like an honest English gentleman my lady," murmured the priest, sadly my lady," murmured the priest, sadly.
"Yes, that is better, Father Sebastian," says the old lady, "and all the time we in England were villifying him! This is a cruel world."
"Have you lived so long and but just discovered that?" he says, with a said small.

sad smile.

"And now what will be the end of it?" she sobs. "He will die, and she my poor Signa will not be long after him! Laura, my heart is breaking! In all my life I have never met with such sorrow as this!"

Laura cannot answer for her tears, but Father Schesting and the laura for her her her her sheet sheet

but Father Sebastian answers for her.
"It is a bitter lesson, my daughter," he says, solemnly. "Would that the world would hear it! That sin, like a upas-tree, will grow until it throws out branches which shall It throws out branches which shall reach no man knows whither, bearing the dead fruit of sorrow and misery and even death! A hero! Yes! There have been few heroes so brave as he who lies at death's-door to-night, for he braved shame and ill-report for mercy and honor's sake! And yet he erred! There should be no concealment between man and wife! Had he followed his own instincts and told that beautiful girl, his wife, all that I have this night told you, this would not have happened."

And Lady Rookwell, the hardened woman of the world, bows her head

in reverent silence.

The servant enters with a warm basin of warm milk, the simple fare which forms the Tuscan's supper, and sets it on the table, and the father is about to invite them to partake of it when there comes a knock at the

He himself goes to answer it, and the two women, sitting close together in their sadness, hear his voice min-gled with a gruff and coarser tone. Presently he re-enters the room and then, looking up at him anxious ly, they notice that his face is very

grave and solemn. "What is it, Father Sebastian?" asks Lady Rookwell. "Has anything

happened: He stands at the table, looking lown at them.

'Yes," he says; "I have bad news! And yet—and yet terrible though it be, it is almost good news. A peasant has just come to bring me tidings of Lucia.

"That wretched girl!" murmurs The father shakes his head sadly. "Speak no ill of the dead, miladi," he says, mildly. "The dead."

"The dead!

"The dead!" echoes Lady Rookwell, with a start.

"This man has "Yes." he says. come to tell us that my poor Lucia has been found at the bottom of the ravine-dead! In her flight she took the Florence road, and in attempting to cross the stream, was caught by the torrent and whirled by its irresistible power into the valley. Poor Lucia is dead! she lies now at the inn.

I will go to her. Leave me to tell the sad news to milord." And taking up his broad, clerical

hat, he goes sadly out.
"How horrible!" exclaims Laura
Derwent. "Poor girl! Aunt, is there
nothing we can do? Think of some thing. What useless creatures we are! This good man seems everybody's friend and servant. I don't believe he has tasted food this day? Let us something, or I shall go mad!"

Lady Rookwell stares at her "What can we do?" she asks, help

"Something anything," Laura, desperately; and she snatches up her hat and cloak. Anything would be better than sitting here, helpless and useless, while that good old man goes about his duty alone." And with flushed checks, and glow-ing eyes, the professional beauty, who

2 and 5 lb. Cartons— 10, 20, 50 and 100 lb. Bags.

a few days ago would have thought it I thrust at arm's length.

a hardship to walk through Regent street, hurries out of the house, and Lady Rookwell follows her.

Stumbling, and holding each other's hands, they make their way to the inn, and into the silent chamber where the innocent cause of all this sorrow lies wrapped in the last slumber, with a peaceful smile on her face.

The good father expresses no surprise at their presence, but calmly, solemnly points to the motionless

form,
"Poor Lucia!" he says. "She has
passed beyond the vale of tears. Poor child' she has found peace at last. We will leave her now. Mine shall be the task of telling milord. Come, now," and he leads them back to the cottage

again.

As they enter the little hall, the doctor comes down the stairs. His face is as grim as usual, but there is an unwonted light in his eyes.
"Hush!" he says, gruffly; "he is

about the poor girl found drowned, but it does not interest the doctor absorbed by his case.

"Humph!" he says. "What I expected, but mind! no one is to go mear my patient—not for all the drowned girls!" Lady Rookwell murmurs something

"Oh, doctor!" gasps Lady Rookwell;

"do you mean that we may hope?"
"Hope!" he says, shading the candle with his hand. "That is a big word, even in your English tongue. I do not say that; but I do say that I have just a chance with him —just a chance but nothing more," and with a chance, but nothing more," and with shrug of the shoulders he goes up-

It is just a chance, but the little, surly, gruff-voiced surgeon clings to it, and makes much of it. All along he has fought the fight bravely—that terrible fight which the man of science fights against the King of Terrors. Even when there seemed no trace of hope, he fought for fighting's sake, but now that he sees a faint glimmer of light in the horizon, he

stands squarely up, ready to contest every inch with his foe. He has no thought of fame, this litthe doctor with the unshaven face and shabby dress; it never occurs to him that his patient is a powerful English nobleman, and that if he recovers, the man who saves him will receive a great reward, and have a chance of becoming famous; my Lord of Delamere is just an intensely interestic interestic. mere is just an intensely interesting case of stabbing, with great nervous depression in addition, and for mere love of the struggle, he has resolved to snatch him from Death's clutches, if it be possible for mortal man to do

It is a hard fight. For some days Hector lies motionless, and to all ap-pearance lifeless; then a weak delir-ium sets in, and Signa, always near him, hears him murmuring her name or Archie's. Once he fancies that he is sailing the boat to St. Clare; and mutters: "I will save her, my darling; she shall not die, and not knowing that I love her."

Then again he is at Lady Rook-

ways of Signa—"How beautiful she looks! Beautiful and pure as a lily.

And I—so black—so stained!"

Once only he mentions the name of the girl who first crossed his life's nath with such baleful consequences.

path with such baleful consequences "Poor Lucia!" he murmurs. child! Where will it end?"

Signa sits beside him, listening always with white face and dark-rimmed eyes. The surgeon and she scarcely exchange a word; she knows what he requires of her without needing to speak—a glance, a look is sufficient for her. Never was man so watched and nursed since suffering humanity began to suffer.

So the days pass, until one morning there comes a change. Very feebly he turns his eyes to her and smiles; his brain is quite clear; there is a look of life in the dark orbs; life expressed by an intense expression of love and gra-

"Hector!" she breathes, kneeling be

"Hector!" she breatnes, kneeling be-side him, her face to his, her bosom heaving. "Ah, Hector!" "My darling. My darling!" he mur-murs, "How you— have suffered! But —it is over, Signa! I feel that I shall to the sturdy figure of the doctor with

"That's no news!" says the little man, gruffly, but with a pleased, flickering smile about his lips. "I knew that days ago. I knew you'd live when you meant to! That is the best of having an Englishman for a patient. When ing an Englishman for a patient. When he means to die he means it, and when he means to live he means it, too! Ah, yes, we have turned the corner, milord. But—" and he shrugs bis milord. But shoulders significantly.
"It has been a near thing." says
"It has been a near thing." ryes, 1

Hector, with a gentle sigh. "Yes, I meant living! You see"—and his eyes dwell wistfully on the pale but still lovely face beside him -"I have some-thing to live for."

Then he falls asleep-into sound, restful sleep now.
That night it is flashed by the electric wire to Northwell that its lord has returned to the land of the living, and that death has been

"Let Redpath Sweeten it."

Made in one grade only—the highest!

## Little Son Was **APitifulSight**

Eczema. Just One Mass. Cuticura Completely Healed.

"My little son, three years old, took ringworm on his left arm, and he scratched it so that it turned to eczema. It then spread to his back, chest, arms, legs and head. It was just one mass of corruption and it made my heart ache to see him scratch; he would just tear himself. He was a pitiful sight.
"I read about Cuticura Soap and Ointment. By the time I had used the second box of Cuticura Ointment with the Cuti-

ment. By the time I had used the second box of Cuticura Ointment with the Cuticura Soap he was completely healed." (Signed) Mrs. R. R. Peachey, R. R. 1, Waldemar, Ont., December 30, 1916. Cuticura Soap daily for the toilet and Cuticura Ointment as needed prevent pimples, blackheads or other eruptions. For Free Sample Each by Mail address post-card: "Cuticura, Dept. A, Boston, U. S. A." Sold everywhere.

Not only to Northwell, but to Lon don and Paris does the telegraph flash the news, for the story of Lord Dela n ere's illness and its cause have been a fruitful topic of conversation in both cities, and the world has shown more than its usual curlosity to know the result; and many are of the opinion of the Duke of Deerford, who received the news of Lord Delamere's recover with a grunt of satisfaction, and the remark that he objects, on principle, to Englishmen being done by foreigners of any kind. he nor the world at large will ever know the true story of Casalina.

"And now, Laura," says Lady Rook weil, two days afterward, 'what had in a number of instances to such an we better do? Lord Delamere is growing well rapidly, and we are sometimes used.—Exchange.

"Rather de trop-rather in the way,"

says Laura. "No. I don't mean that at all." retorts her ladyship, whose sharpness has returned with Hector's recovery. "I'm sure Signa is only too glad to have us, dear child, but I think we had better go."
"Certainly," says Laura; "let us go

at once. I'll come home with you-"Thank you, my dear."

"--Without waiting for an invitation.
And you and I will get the Grange aired for them. Signa told me last night that she would take him back to England the moment the doctor renounced it safe for him to travel

She hates Italy." "She has not much cause to love It," snaps her ladyship. "As for me, I don't want to hear the name of this place again as long as I live, excepting you connect it with that dear, good Father Sebastian. Oh, I wish we could take him to England—and keep him

CHAPTER XXXV.

It is a bright morning in early win ter-one of those mornings which England, perhaps, alone, can boast of. The air is so clear that, standing on Northwell Cliffs, one can see for miles across land and sea, the latter glitter ing under the clear, keen sunlight like an opal set round in emeralds of the green fields. It is a morning when the blood, especially if it be young, runs freely through the veins and lifts the mind above sordid cares and petty troubles. It is winter, it is true, but winter with a smiling mask on, his voice attuned to spring roundelays. his frosty beard shining with something like a summer sunshine.

Floated into the clear, blue rises the smoke from the tall, fluted chimneys of Northwell Grange, as it has not floated for many a long year. There are fires all over the great place: there is stir, and bustle, and pleasant excitement, from cellar to attics; servants in the handsome Delamere livery are hurrying to and fro: grooms in the stables are putting the last polish to their horses; trim maids are hurrying about the bedrooms; signs of preparation are to be met with in every part of the house, for to-day my Lord and Lady Delamere are to arrive home.

Down below in the village there is already a crowd of expectant s seers grouped round the pretty umphal arch of holly leaves and ivy, with its hackneyed but heart-stirring word—"Welcome." In the belfry the ringers stand with the ropes in hands-and a huge jug of home brewed-ready at the moment of "their honors'" arrival to ring out a merry peal.

It is no ordinary, stereotyped "com It is no ordinary, stereotyped "coming home" this; and there is real and
genuine pleasure in the popular hearts,
for is not the Lord of Northwell returning from death as well as from
foreign lands? They have all read in
the local newspaper of that awful
struggle between life and death, and

all Northwell is full of sympathy for its lord and the sweet young wife, whom they saw married in their own

Up at the Grange, flitting from room to room, is Laura Derwent, incessantly calling to Archie, who cuts after her, full of frantic excitement and im-

patience.
"Do you think the train will be late (To be continued.)

THE ODOR OF SPICES.

Often Used by Writers to Stimu late Their Imagination.

are worth more than gold or silver.

"In the arctic region spices are essential to health and happiness," writes an explorer. "A dash of pepper, a pinch of ground cinnamon, a little pinch of ground cinnamon, a little nutmeg or a pinch of ginger root re-vives the jaded appetite wonderfully in the north. I have seen shipwrecked sailors fight over an ounce of spices with more flerceness than they ever did for money."

The psychological effect of spices is

of more importance than the physiological. Many writers have confessed their inability to write without the odor of spices in their rooms. One great musician composed his masterpiece under the influence of cinnamon and cloves steaming in a kettle of pre serves in a neighbor's kitchen. There

after he composed only when steamed cloves and cinnamon were on hand. The food of one man, however, very often happens to be more or less violent poison for another. In the annals of insane asylums there are many cases on record where the odor of cloves, cinnamon, pepper, allspice or ginger has driven patients into vio-

lent paroxyms.

Yet all the world loves spices. In the fear that the source of supply would eventually become exhausted chemists have sought to make spices synthetically. They have succeeded in a number of instances to such an extent that cheap adultaryations are

Helplets.

ring.

A small bag of camphor inside the piano will protect the felt from moths.

Put salt under the baking dish and the contents will not burn.

Kerosene is fine for cleaning a zinc or enameled bathtub.

or enameled bathtub.
Water bottles or vascs with narrow
tops can be casily cleaned if a handful of
rice is dropped in, after adding a little
ammonia to the wash water, and shak-

ammonia to the wash water, and shaking vigorously.

Use chalk and soap on mildew stains
and hang in the sun.
Lemon julee and salt with the aid of
the sun will remove rust stains.
Vinegar will remove fly specks from
windows, picture frames and woodwork.
A little water boiled in the saucepan before putting in milk will prevent
burning.

pan before putting in milk will prevent burning.

Ammonia brightens widow glass and mirrors.

Wash oil cloth and linoleum with tepid water and wipe with cloth dipped in equal parts cold milk and water.

Fingerprints on varnished furniture can be removed by rubbing with a cloth dampened with sweet oil, while is better for oiled wood.

Brooms and whisks are stiffened and preserved by occasionally dipping for a few minutes in boiling soapsuds.

## THE STORY OF THE STAIRS

Every time you go upstairs you can test your state of health—the condition of your blood.

Do you arrive at the top of the stairs breathless and distressed?
Does your heart palpitate violently? Do you have a pain in your side Perhaps you even have to stop hal way up, with limbs trembling and head dizzy, too exhausted to go further without resting. These are unfailing signs of anaemia. As soon as your blood becomes impoverished or impure the stair-case becomes an instrument of torture. When this is so you are unfit for work; your blood is watery and your nerves exhausted, you are losing the joy of an active life and paving the way for a further break-down and decline. In this con-dition only one thing can save you. You must put new, rich, red blood in-to your veins without further delay, and so build up your health anew. To get this new, rich blood, give Dr. Wil-liams' Pink Pills a fair trial, and they will give you new vitality, sound health, and the power to resist and throw off disease. For more than a generation this favorite medicine has been in use throughout the world and has made many thousands of weak despondent men and women bright, active and strong.

active and strong.
You can get Dr. Williams' Pink Pills through any dealer in medicine, or by mail at 50 cents a box or six boxes for \$2.50 from The Dr. Williams' Medicine Co., Brockville, Ont.

UNIONIZING THE MAID.

He printed on her lips a kiss— Her "type" and "form" were fine— And then he just "neered this "To be continued" line.

He printed on her has a kiss—She thought he could do better For lo, the criticizing miss Perceived a wrong-font letter.—Heading Man.

He printed on her lips a kiss,
But is it not surprising
That this wee bit of spooning bliss
Should need so much revising?
—Copy Holder.

When printing on her lips a kiss,
Why did he not invite her
To have a "mat" inade of the job
By some good stereotyper?

—Printer's Devil.

He printed on her lips a kiss, But, if he put no slug, 1 challenge her to find the guy Who thus defaced her mug! —Galley Boy.

He printed on her lips a kiss,
As well as he was able
And then to have and hold the miss
He used the union lubel!
He used the John Hamilton
—Typographical Journal.

Artificial flowers for millinery are Artificial lowers for mininery are being made to inclose tiny incandi-scent lamps, which can be supplied with current from storage batteries hidden inside the wearers' hats.

No man likes a get hurt. Many a fellow feels like kicking himself if he wasn't afraid of stubbing his toe.

## The Few Men Who See All

(Millaire Belloc, in Land and Water).

There is a certain small number of men in Europe whose whole function it is to calculate with their staffs the

rate of loss. To these men, whether upon the enemy's side or upon our own, the great battle lies as really moving towards its completion, as do the man-oeuvring troops upon the successive plans of a history book move to a decision before the eyes of a student' who reads. Weeks ago the Australians were pressing the outskirts of Bullecourt; many days ago they were still pressing upon either side of the ruins. To-day those ruins are in their hands. Some weeks ago the French stood just on the edge of Craonne. Many days ago they seized the ruin of the once charming vil-

ed the ruin of the once charming vil-lage on its height. Many more days may pass and they may yet be there. And the days pass, and the line still stands, hardly moving.

To one who should erroneously judge by physical movement very little has happened in these places. in most other places upon the line apparently nothing. But to the men who are in possession of all the ob-tainable figures and who, through who are in possession of all the ou-tainable figures and who, through those figures, see the real meaning of the fight. Craonne and Bullecourt and twenty other names of twenty other unhappy ruins means a certain calculable rate of approach not to a point in space, but to a point in time where exhaustion will determine a de-

It is a paradox but a truth that of these men who are watching in their rough rooms behind either line, not physical movement on maps, but figures plotted out day upon day on the colored curves, it is those behind the German line that can best appreciate the inexorable character of the affair and the way in which it advances as though by a natural force rather than the will of man. For upon either side exact knowledge is confined to one's own losses, while those of the opponents are at first at a guess, then an estimate, and only after some time reduced by an examination of pri-soners, the capture of documents, etc., to a reasonable margin of error: yet there are two dominating facts which either party possesses in com-mon, and which must be appearing to-day in the German bureaux under an even stronger light than in those of the French and the British.

These dominating facts are, first: That the Allied power or recruitment at this moment remains greater by far than the German; and secondly, that the rate of loss upon the Allied side is, and must increasingly be, less than the rate upon the enemy's. It is therefore in the last analysis the enemy's rate of casualties which will determine the battle, and because the enemy knows that rate more accurately than we do, because he does not obtain it by calculation and estimate, but can plot it down every evening accurately—it is on this account that he must know the nature of the end even better than we do. He has before him as a solid line the curve which is the master curve of in-formation, the German losses. Our people have it as a dotted line. He sees and measures to a thousandth the decreasing belt between the rising line and the horizontal Hmit of the reserves; we measure it only to a

rough estimate.

Therefore it is that he has already asked for peace. Therefore it is that he exaggerates for his public, and perhaps for his own comfort, the power—the menace—grave though the menace is of the submarine to the communications of the Allies; and there-fore it is said that he emphasizes as best he may, by vague phases and general statements, the losses he is himself inflicting.

I could have wished to have been in Metz in a certain room when the

Staff came in after the repulse the army had suffered in front of Nancy in the month of September, 1914 the first defeat for a hundred years. And I could have wished to have been at their headquarters in the late afternoon of September 9th when the final desperate prayers came in from L a Fere Champenoise and from the Ourcq and the order was reluctently sent that the armies should fall back from before the French and the English upon the Marne. But I could wish still more that one might have a vision at this moment of a little room in Mexicres. I think it would lift our hearts.

Force of Light.

Light has an actual mechanical pressure and can be measured in the laboratory. It has been found that the sure and can be measured in the laboratory. It has been found that the sun's light in itself presses against the earth with a force something like 70,000 tons. As the surface of a sphere varies as the square of the radius, and as the volume or mass varies as the cube of the radius, and as the mechanical pressure of light on the whole surface varies as that surface, and as the force of gravity varies as the mass, if a sphere is made smaller and smaller it is easily seen that the pressure of light does not decrease so smaller it is easily seen that the pres-sure of light does not decrease so fast as the force of gravity, so bodies beyond a certain minuteness could not reach the sun, but would be repelled by the mechanical force of its light.

Saving.

Some women formed a resolution to Some women formed a resolution to do something about the high cost of living. "Something," they insisted, with lofty courage, "that will count!"

Accordingly they banded together and so perfected themselves in the art of making up their minds that where it had hitherit taken a salesgir and as it had hitherto taken a salesgirl an average of two hours to sell a yard of ribbon she could now turn the trick in

twenty minutes flat.

The economic saving, of course, was in the aggregate enormous, making itself felt all down the line.

Poor tea that can be sold at a low price is most extravagant in use. A little good tea, like Salada, makes many more cups; hence it's real

