

a good many baskets full of such potatoes, but I'm none the poorer for it, and somebody is a little better off and a little happier because I try to do the fair thing."

Uncle William was right, and I wish we all had his faculty of "turning things around." There really is nothing gained by selling poor articles for good ones. People who buy do not long patronize the man who hides away in the middle of his basket inferior apples or fruit of any kind. Did you ever notice how almost invariably the experienced grocer when buying such fruit begins to dig deep down toward the bottom to see if the best is on the outside.

I remember once hearing what was to me the finest kind of a compliment paid by a lady to her husband. They were from the country and were offering for sale some crates of beautiful apples. The grocer who had it in mind to take some of them at once began to pull aside the apples on the top in search of poorer fruit below. Then this lady said:

"You'll find them all alike clear to the bottom. My husband put them up himself."

When once a person builds up a reputation for doing work that is "all alike, clear to the bottom," there is not much doubt that he will succeed.

I know a young man who went from the country a few years ago to engage in the lumber business. The city was already seemingly well supplied with dealers in lumber; but, this young man worked away steadily and I noticed that he grew busier and busier as time went on, until at last his feet was firmly planted upon the rock of success. I was speaking with him one day about his getting on so well when others either failed or eked out an uncertain existence.

"I have simply done my best to sell just the best lumber I could for the money. People have come to know that they get honest goods at my yard. That is the only secret I ever have discovered about the lumber business."

Our young people do well to remember that it is not simply making a sale which counts: it is making an honest sale. The work which tells in the long run is conscientious work.

A RARE ACCOMPLISHMENT.

If you had asked her about her accomplishments she would have told you that she had none, and would have been quite sincere in her answer. She did not know how to play the piano, and she had never tried her hand at water colors, or crayon sketching. She had never found time for embroidery. She got off the key when she tried to sing. In fact, one might run through the list of what are called accomplishments without naming one at which she was an expert.

Yet this sunny face, a sweet-voiced girl, had one accomplishment which outweighed all those she lacked: wherever she went gloomy faces grew cheerful.

She was a happiness maker. Children stopped fretting when she came near. Old people came back from dreams of the past and found the present sweet. Without being wise or witty or beautiful there was an atmosphere of peace about her like the fragrance of a flower. Her smile had the comforting warmth of

sunshine. The tones of her glad young voice stirred the heart like a song.

You girls who are fitting yourselves for life, and to adorn life, will do well to take into account this rare and valuable accomplishment. You have missed part of your preparation, unless you have mastered the art of making happiness.

PUSS AND THE FISHES.

Two small boys were seen dancing wildly and screaming in front of a shop. Some people hurried to see what was the cause of their excitement. It was Sunday, and the shop was closed. A large glass globe, in which were several gold-fish, stood in the centre of the shop window, and on either side were piles of canned goods. On the top of one of the piles was a cat reaching over as far as she could towards the fish. This it was that excited the small boys; they found that Pussy was trying to fish. Pussy at last tumbled the pile of cans over. She seemed frightened, but in a short time she climbed to the pile on the other side. From there she could just touch the edge of the globe, but she could not get back. She tried to spring over the opening, but she fell in. Puss was as frightened as the fish. She was so frightened that she never thought of the fish. Puss swam and swam, trying to catch her claws in the smooth sides of the globe.

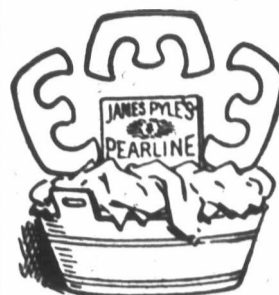
At last pussy was seen lying in the bottom of the globe, while the fish were swimming about as if nothing had happened. The two little boys went sadly down the street.

Some people are sharp and clever and cruel and selfish. They make their fine plans for catching the stupid. But sometimes they are just a little too clever, and are caught in the trap they laid for others. Like the puss that wanted to eat the fishes, they are drowned in the attempt to devour others.

A SERVICE OF CHEERY TALK.

"Well, Auntie, you seem to be showing your loyalty to your country with that little flag pinned on your dress," said Mrs. Upson to the old lady who sat in the wheeled chair. The lady in the "silvery livery of age" smiled as her visitor said this, and went on to explain:

"Delsie Brown came in an hour ago and pinned the flag on me, and said, 'Auntie, you must wear the flag of our country with the rest of us, just as if I were a girl again! Nobody knows what a comfort that Delsie Brown is to me. Young girls, you know, don't usually care to turn aside to wait on old folks who are no kin to them. Life gets monotonous



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when one has to spend it in a wheel chair as I do. I get sort of down, sometimes, especially when the days are dark and the wind blows, or the rain beats against the window. But Delsie is quite apt to 'run in' during such states of the weather, and she always brings the sunshine with her, and there's a clearing then, I can tell you.

"She is full of cheery talk, tells me all about the doings in town, funny things that go on in school, or some good joke she has read, or heard of, to make me laugh. She is sure to bring me a few flowers, or a bit of candy, or a choice piece of something appetizing. To-day she brought me this little flag. It is exhilarating to see young folks who are full of life and enthusiasm, when

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