

What Have You Got For What You Paid?

BY BRUCE BARTON

A man who was formerly an official of one of the big typewriter companies told me this story recently: "The schools that teach girls to be stenographers use a great many typewriters and have always purchased them at a lower price," he said. "I decided to make an investigation to determine whether the schools were rendering a real service which would justify us in continuing to deal with them on this basis. Accordingly I invited the principals of a dozen of the schools to lunch with me, and put the thing up to them bluntly."

"What right have your school to exist?" I demanded. "The public schools give girls precisely the same training that you offer; what is your excuse for being, anyway?"

"There was a moment of silence, and then a gray-haired man spoke."

"I'll answer that," he said. "Our excuse for existing is that we charge the girls twelve dollars a month. You are right in saying that they could get the same training in the public schools, but they don't get it, and they won't. Why? Because it's free, that's why. But after they have graduated they come to us and we charge them twelve dollars a month. And they get something because they pay something."

There is almost a complete system of philosophy in that story. I have thought about it a good many times, and particularly in relation to the period of deflation and distress from which we are just emerging. We have paid a pretty heavy price during that period; what have we got for what we paid?

I may not be able to answer that question for you, but I can answer it for myself and for quite a good many people whom I have met in the business world.

In the first place, we are back on a safer, more wholesome basis of living. The president of one corporation said recently:

"We have abolished mad stock activities that were costing us in the neighborhood of a million dollars a year."

Another business man remarked: "I did twenty per cent. less business this January than last, and made thirty per cent. more profit. I have trained our organization down like an athlete."

The rich, easy way years made us careless and fat. We let useless expenses fasten themselves on us, and useless activities sap our resources and strength. The deflation was like a fever; it left us weak but potentially much healthier.

And what is true of material things is true equally of spiritual. A celebrated economist recently made a study of church membership and attendance in relation to periods of prosperity and depression. He found that church membership declines in prosperous times and increases during periods of depression. With trouble upon us, with the quickly gotten gains of easy years gone, we turn back to first principles—back to our homes, our families, and the church.

Years ago Ralph Waldo Emerson set forth the great law which operates so silently but so surely through the universe—the law of compensation.

"Clarity, or action and reaction, meet in every part of nature," he wrote. "In darkness and light; in heat and cold; in the ebb and flow of waters; in male and female; in the inspiration and expiration of plants and animals; in the systole and diastole of the heart. Superinduced magnetism at one end of a needle, the opposite magnetism takes place at the other end. If the south attracts, the north repels."

This law writes the laws of cities and nations. It will not be balked of its end in the smallest iota. . . . If the government is cruel, the government's life is not safe. If you make the criminal code sanguinary, juries will not convict.

"For everything you have missed, you have gained something else; and for everything you gain you lose something."

Whether you accept this doctrine in full or not, none of us can deny that action and reaction do tend to equalize each other; that every good thing has its price, and every seeming affliction some recompense.

"The gods," said Emerson in another place, "sell everything to men at a fair price."

The thing which is offered to us free we fail to profit from, as in the case of the girls at the typewriter schools. The thing for which we have paid dearly—whether it be the success of our own work, or the happiness of our children, or our own spiritual victory—is more precious than rubies.

And no experience in life can be really assayed except as we ask ourselves: "What did it give us of lasting value, and what was the price?"

Jealousy is the fear of your own inferiority.

The "pomp and circumstance" of the British law courts will make no concessions to the woman barrister. She is directed to present herself in "an ordinary barrister's wig" large enough "completely to cover and conceal the hair"; she must also don the barrister's gown and under it wear a dress "plain, black or very dark, high to the neck, with long sleeves, and not shorter than the gown, with high ruffled collar and barrister's bands."

THERE IS DANGER IN WATERY BLOOD

If Not Corrected Serious Results May Follow.

In no trouble is delay or neglect more dangerous than anemia, a poverty of the blood. It is very common in young girls and in persons who are overworked or unquiescent within doors. It makes its approach in so stealthy a manner that it is often well developed before its presence is recognized.

But taken in time there is a tonic medicine which increases the number of red blood corpuscles, thus enabling the blood to carry the life-giving oxygen to all the tissues of the body. Dr. Williams' Pink Pills have had much success in the treatment of this stubborn trouble because of this wonderful property.

The correction of anemic conditions by Dr. Williams' Pink Pills is as certain as anything can be. Take as an example the case of Miss Mary D. Kelly, Charlottetown, P.E.I., who says:—"My blood was thin and watery and my system very much run down. I could not do any work or walk up stairs without resting. I suffered greatly from headaches, my appetite was poor and I was also troubled with indigestion. I began taking Dr. Williams' Pink Pills and in a short time the results showed they were just the medicine I needed. I only used six boxes but am now feeling stronger and better than I have done for several years. From my personal experience I can strongly recommend Dr. Williams' Pink Pills."

These pills are sold by all medicine dealers or will be sent by mail at 50 cents a box or six boxes for \$2.50 by The Dr. Williams' Medicine Co., Brockville, Ont.

Piano Leather Costly.
The most costly leather in the world is known as piano leather.

"Wasps are really quite gentle," says a naturalist; "they make no attempt to sting you if you are quiet in your movements."

Surnames and Their Origin

SHANLEY.
Variations—Shanley, MacShanley, MacShanley.

Racial Origin—Irish.
Source—A given name.

Like the vast majority of Irish and Scottish family names, those in this group are variations of a clan name based upon the given name of the leader who founded the clan.

The foregoing, of course, are but free translations of the clan name into English, the Gaelic form of the name being "O'Seanlaioich." It is not an unusual thing to see substituted a prefixed "Mac" for an "O," or vice versa, in translating a Gaelic tribal name into English.

As a matter of fact, the substitution frequently is made by one branch or sept of the clan even in Gaelic. And this holds good for the Scottish Highlands as well as for Ireland, for, though not many people in this country realize it, the prefixed "O" is quite frequently found among the Scots.

It is not, however, so common there as in Ireland. The O'Shanley clan (for the Gael pronounces the name almost exactly this way) was for centuries strongly established in County Leitrim. It was founded by a chieftain named "Seanaioich," this given name being compounded of the Gaelic words for "old" and "hero."

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A Clever Fox.

Among the numerous tales, says a correspondent, that my uncle, a fox hunter of more than forty years' experience, used to tell me when I was a boy this one always seemed to me the most remarkable:

One fall a particularly wary old fox had been exasperatingly successful in eluding my uncle's good dogs, of which he had a pair that were unexcelled for tracking; they were repeatedly brought to a standstill in a cleared field some twenty acres in area. They always failed either to drive the game to den or to pick up the lost trail. Again and again my uncle carefully examined every foot of the inclosure and of the ground round the walls without finding any trace of a burrow or of other refuge.

When the first snow came he hoped to solve the mystery, but his hunting that day followed the usual course; though he could find in the snow the shy fellow's tracks leading into the field, he could discover no sign of his having left it. Nor in following the track of the fox round the field could he see any place where the creature might have hidden.

While he searched, the puzzled dogs, baying their disappointment, continued to run uncertainly over the snow. The equally puzzled hunter noticed that they frequently paused near a big boulder that with a nearby group of tall hemlock trees broke the clear surface of the field. As he drew near the rock and the trees the dogs, sniffing the air, circled round the boulder and among the tree trunks. Then my uncle observed for the first time that one of the trees had partly fallen and had lodged against two of its neighbors. As he glanced along the inclined trunk he caught a glimpse of a blotch of red among the interlocking branches. He fired at it, and the fox fell dead from the tree.

My uncle was now able to see that the cunning fellow, after first circling round the top of the boulder, which the wind had swept bare of snow; then he had made a second spring to the inclined trunk, up which he had run to his snug hiding place among the branches.

Minard's Liniment for sale everywhere

A Garden Prayer.

In one familiar garden let me grow Amid the sweetness of remembered things.

White lilies and a climbing rose that clings To some old rustic arbor brown and low;

Still let me linger where the larkspur blow Like blue sea water that the storm wind flings

Upon white rain swept beaches; my heart sings With happiness here 'mid these blooms I know.

Transplant me not, O Gardener, but let be My intertwined roots in this one spot

Where the glad earth receives me, here for me Are all my joys, my loves, transplant me not.

Least sight of warmer soil and sunnier sky In my great loneliness I pine and die.

—Elizabeth Scollard.

The Moonbeam.

I sat in my garden And nothing did I see But a milky moonbeam Tangled in a tree.

Tangled in an oak tree And trailing on the grass— And there came a lover And caught it for his lass.

He caught it and bound it And twined it in her hair, And oh! but he was tender! And oh! but she was fair!

So crowned with the moonbeam She sat as on a throne— Until they tired of dallying And I was left alone.

So I sat in my garden And nothing did I see But a milky moonbeam Tangled in a tree.

Tangled in an oak tree And trailing on the grass— And is there not a lover Can keep it for his lass?

—Gorton Veeder Carruth.

WOULD NOT BE WITHOUT BABY'S OWN TABLETS

Once a mother has used Baby's Own Tablets for her little ones she would not be without them. They are the ideal home remedy for the baby, being guaranteed to be absolutely free from opiates or other harmful drugs. They are a gentle but thorough laxative and have been proved of the greatest aid in cases of constipation, indigestion, colds, and simple fevers. Concerning them Mrs. Ernest Gagne, Beausjour, Que., writes: "I have used Baby's Own Tablets for constipation and colic and have found them so successful that I would not be without them. I would strongly recommend every mother to keep a box in the house." The Tablets are sold by medicine dealers or by mail at 25 cents a box from The Dr. Williams' Medicine Co., Brockville, Ont.

A Day.

It may be sunny—it may be grey— Whatever it is, it is God's own day! A bit of His time He has lent to me, To learn some lesson—some task to do.

It may be bright with a sunlit track; It may be shadowed with storm clouds black; But take it pluckily! Make it fair! Show you are worthy to walk just there!

There may be song—or there may be none! The world may praise you for work well done!

Or, maybe, only Omnipotent Sight Shall see and shall judge your journeying right!

But, whether the road be rough, or end With moss for footing its path, my friend,

Remember this, as you tread its way, You must make it grand—it is God's own day!

—Lillian Gard.

Peach Perfume.

The fragrance of a peach is surely one of the most delicate and delicious in the world. Where a quantity of the fruit fully ripe, is heaped together, the "bouquet" intoxicates the nostrils.

Chemists have recently made a study of the odorous constituents of ripe peach pulp and have found that they are a rather complex compound of acids, esters, etc. By distillation of the pulp, they obtained small quantities of an essential oil, limpid, pale yellow, and with a very fragrant and intense peach-like odor. On cooling, it formed a transparent solid.

If means were found for utilizing this essential oil of peach in the manufacture of perfumes and pomades, it might furnish a welcome contribution to toilet luxury.

Mud Rim Prevents Skidding on Slippery Roads.

Slippery dirt roads, the bane of motorists, have been safeguarded against by the production of a metal mud rim, which is fastened to the tire in a manner somewhat similar to that used with the common chains. With this accessory, which can be attached in two minutes, the driver can travel safely over muddy roads, turn in and out of deep ruts at will, and always have the car under complete control, since skidding is practically impossible.

Music's Influence Growing.

The influence of music in our Canadian communities is growing, and music's importance is being raised in the eyes of the public. Greater interest in music leads to more calls for the services of good musicians.

The growing familiarity with music which people are getting through the phonograph and player-piano in their homes gives rise to a keener desire to hear the musician in the flesh. And an increasing attention to music and the realization of the large part it plays in the life of the people leads to a desire on the part of parents to prepare their children to take their share in this development.

Our duty as citizens of this Dominion should be to see that the rising generation absorbs a real love for good music. We should urge our children to learn it whenever possible, and still more to take part in it, for in the making of music lies its greatest joy.

The world war taught us much of what we did not realize music could do. It certainly woke us up. Its power to stimulate and to comfort, to steady the nerves and to maintain morale both at the front and at home was a revelation.

Music is just as much needed today—possibly more needed than during the war. These times of peace and reconstruction have their acute and nerve-racking problems. One of these is the unrest abroad in the land. The maintenance of social harmony is the great need today. It is the morale of peace-time, and music is just as powerful an aid in securing it as it was in war-time.

Since music has a great public function to perform besides its aid to the individual, its use should be promoted in the community. The time is coming when city governments throughout the land will lose no opportunity to show a friendly interest in the musical activities of their cities, for they will realize that beyond the tremendous vote-getting possibilities, municipal authorities owe a great debt to the men and women who are making and enjoying the music of the day.

Gems of Truth.

Telling people you believe them capable of doing wonders is the best way to make them attempt it.

Those not accustomed to suffering easily imagine that they are heroic. Certain substances are in themselves harmless; mixed with others they become dangerous. So with certain people.

Devotion to a mirage is more tenacious than devotion to a reality. Getting drunk on champagne is no cleaner than getting drunk on cheap whisky.

They who lack nothing know not what they might be capable of if they lacked everything.

All who can not have children would like to have twelve.

When I think of the hidden sufferings in life I feel less pity for the visible ones.

An audience is never so uniform that the orator does not wound some by his severity and exaggeration, and leave others indifferent because of his indulgence and lack of force.

We may die of shame; but shame sometimes makes us live.

There are times when we weep out of all proportion. We are releasing an accumulation of tears forcibly dammed up on other occasions.

Sons of the Vikings.

There are two types of people in Norway—the tall, hardy hiead and a short, dark race. The hieads are descended from a people who originally came from the Caucasian Mountains. The dark race inhabited the Peninsula at an early period and the darker types are descendants from these people.

Honesty, simplicity and kindness are three virtues for which the Norwegians are especially noted. From their brave Viking ancestors they inherit their fearlessness and love of the sea.

Norwegian society bears the reputation of being the most democratic in the whole of Europe. There are no privileged classes and no orders of nobility. Almost three-fourths of the people live in rural communities along the coast and fjerne.

There are very few in the interior, and many of the high, bare mountains are wholly uninhabited. The people are very religious, and Norway is considered the most Christian and most Protestant country in the world.

MONEY ORDERS.

Pay your out-of-town accounts by Dominion Express Money Order. Five Dollars costs three cents.

How She Got Even.

A young woman was commissioned by her father to buy some neckties. She thought she knew exactly what he wanted. She was sure she knew what he wanted him to have, and in any event she did not need the assistance of the clerk. But the clerk had a great deal of advice to give, and he gave it in a flippant, aggressive manner which was most obnoxious to the young woman. Finally she was shown a line of gorgeous purples.

"There," said the clerk, with an imperiously knowing smile, "I'm sure he'll like one of those. All the young men like them."

The girl glanced at them indifferently, and then at the young man, as if she saw him for the first time. "Oh, he's not as young as you are," she said. "He's a full-grown man."

Minard's Liniment Relieves Neuralgia

ISSUE No. 27—22

MILNE SAYS HE FEELS GOOD AS ANY MAN IN CITY

After Effects of 'Flu' Overcome and He is Brimful of New Life and Energy Since Taking Tanlac, Declares Halifax Citizen.

"Tanlac built me up right from the start and I don't believe there is a man in Halifax who feels better than I do," said William Milne, expert motor mechanic, 65½ Birmingham St., Halifax, N.S.

"I had the 'flu' a year ago and it left me so weak I could hardly get about. My appetite was so poor I barely ate enough to keep from starving. When I tried to work I would give out and couldn't even do the smallest job. Some days I was so weak I couldn't crank a car. As time passed and I saw no improvement I felt like giving up."

"Tanlac brought back my health and I am now full of life and energy. The man who told me about this medicine did me a good turn and I want to pass the good word along."

Tanlac is sold by all good druggists.

An Impossible Boy.

Angus MacTavish was the only grocer in the little Scottish village, and he was going about his business when a woman entered his shop.

"Did ye no' dismiss my lad this morning, after he had served you for a week as errand-boy?" she asked.

"Yes," said the grocer; "I did. I am sorry to say that he was far too slow and lazy."

"Weel," said the woman, "it's like this. He's to be pitied. He's white they ca' a somnambulist—walks in his sleep, ye ken."

"Yes, yes," interrupted the grocer. "That's all right. I could get on quite well with a lad who walked in his sleep; but I can't put up with one who sleeps in his walk!"

PETRIE'S MACHINERY TORONTO



Cuticura Is Wonderful For Your Hair

On retiring rub spots of dandruff and itching with Cuticura Ointment. Next morning shampoo with Cuticura Soap and hot water. This cleanses the scalp of dandruff and promotes hair health. Soap 25c, Ointment 25c and 50c. Taken 25c. Sold throughout the Dominion, Canadian Depot: Lyness, Limited, 341 St. Paul St., W., Montreal. Cuticura Soap shaves without razor.

Classified Advertisements

WEEKLY NEWSWORTHY WANTED. WE HAVE A CASH CHANCEMAN for a weekly newspaper in Ontario. Price must be attractive. Send full information to Wilson Publishing Co., Ltd., 73 Adelaide St. W., Toronto.

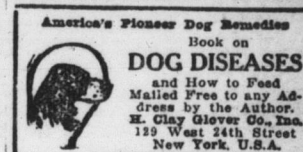
BELTING FOR SALE

THIRSHIRE BELTS AND SUGGESTION hose, new and used, shipped subject to approval at lowest prices in Canada. York Belting Co., 115 York St., Toronto, Ont.

Amethysts Soothe Nerves.
Amethysts have the reputation of calming and soothing the nerves.

Stop pitying yourself with "O dear me!" And learn how much more cheerful life can be.

In making your living, try to make yourself agreeable to others, and thus help to make the world go round more harmoniously.



COARSE SALT LAND SALT

Bulk Carlots TORONTO SALT WORKS C. J. CLIFF - TORONTO

Yarmouth, N.S., March 24, 1921.

The Secretary of the Yarmouth Athletic Association, who were the champions for 1920 of the South Shore League and Western Nova Scotia Base Ball, states that during the summer the boys used MINARD'S LINIMENT with very beneficial results, for sore muscles, bruises and sprains. It is considered by the players the best white liniment on the market. Every team should be supplied with this celebrated remedy.

(Signed) JOSEPH L. LEBLANC, Sec'y Y. A. A. A.

Champions N. S. South Shore League, 1920.

WOMAN TAKES EVERY CHANCE

To Recommend Lydia E. Pinkham's Vegetable Compound, for It Helped Her So Much

Frederickton, N. B.—"I was weak and had some troubles women often have, and usually I was unfit for my work. I saw your advertisement and decided to try Lydia E. Pinkham's Vegetable Compound. I am very much pleased with the result and recommend your Vegetable Compound whenever I have a chance. You may use this letter for the benefit of others."—Mrs. W. A. Wadsworth, 360 Church St., Fredericton, N. B.

Mrs. Wandless, like many, many other women who have found relief by taking Lydia E. Pinkham's Vegetable Compound, is anxious to let other women know of this splendid medicine. So by word of mouth and by letter, one woman to another, its virtues are made known.

Women suffering from female ailments, indicated by such symptoms as backache, nervous troubles, hot flashes, pain in the side and a general run-down condition of the whole system, should take Lydia E. Pinkham's Vegetable Compound.

For nearly fifty years it has been helping women. Let it help you. Lydia E. Pinkham's Text Book upon "Ailments Peculiar to Women" will be sent you free upon request. Write to Lydia E. Pinkham Medicine Co., Lynn, Mass.

ASPIRIN

UNLESS you see the name "Bayer" on tablets, you are not getting Aspirin at all



Accept only an "unbroken package" of "Bayer Tablets of Aspirin," which contains directions and dose worked out by physicians during 22 years and proved safe by millions for

Colds Headache Rheumatism
Toothache Neuralgia Neuritis
Earache Lumbago Pain, Pain

Handy "Bayer" boxes of 12 tablets—Also bottles of 24 and 100—Druggists. Aspirin is the trade mark (registered in Canada) of Bayer Manufacture of Monoaceticacid of Salicylicacid. While it is well known that Aspirin means Bayer Manufacture, to assist the public against imitations, the Tablets of Bayer Company will be stamped with their general trade mark, the "Bayer Cross."