

CLIMATE REGULATES MENTAL EFFICIENCY

At Least Prof. Huntington of
Yale Has Found Much To
Prove It.

WINTER NOT BEST

Educator Figures That the
Minds of Students Work
Best At 64 Degrees.

EASTON, Pa., Dec. 16.—College students have suffered a little for falling below standard in scholastic activities during the winter months. Lecturing at Lafayette College students this week Prof. Ellsworth Huntington of Yale University said that the students were bound to fall below during the cold period, because the climatic conditions prevented better work.

Fond parents, believing that the long, cold evenings brought desires for much reading and, therefore, more intellectual activity, failed to understand why their sons and daughters should relax in their studies. They blamed dances and what-not for the poor marks, but from now on these same parents are going to have a difficult task to make their sons believe decrease in grades is due to anything but climatic conditions.

Prof. Huntington's statements to the students were not the result of overnight ideas. They were the result of years of study, both in this country and abroad. He has studied the effects of climate on both intellectual and manual labor under all conditions. He has studied the class room marks of Annapolis and West Point and drawn his conclusions from these tabulations.

"In the study of climate," he said, "one of the most puzzling features is the diversity of opinion among persons of good judgment. For instance, at what season do people work fastest in the northern United States? Some will say the winter, some the spring, a considerable number the fall and a few the summer. Most will say that they are least efficient in the summer, but others believe that they are at their worst in the early spring or late winter.

Dull Days the Best.
"Again ask a dozen friends whether they work best on clear days or cloudy. The majority will probably answer that the first clear day after a storm is by all means the best. A small number will perhaps think that the matter over more carefully, and then say that after a storm the clearness of the air and the brightness of the sun are certainly inspiring, but one really accomplishes more when it rains.

"This divergence of opinion is due largely to the fact that climatic effects are of two kinds, psychological and physiological. We are always conscious of the first, but often unconscious of the second. The external conditions which we see and feel make a greater impression than those which prevail within our bodies. For example, conditions which we find in the northern United States we work fast in winter. As a matter of fact, the statistics of ten thousand people show that we work slowly. The ordinary impression is apparently psychological. In order to keep warm out of doors in winter we walk fast, and this leads us to think that we do everything rapidly.

"Again the blue sky, clear air, bright sunshine and fresh colors of the first day after a storm are unquestionably inspiring, but does that inspiration make us work any better? May it not lead to a nervous excitement which actually hinders our work by causing us to look out at the beauties of nature or be less concentrated in other ways? The actual figures show that, taking the year as a whole, on dull days, especially on rainy days, we accomplish more than on bright days, even though we grumble about the clouds and the dampness. Bright sky certainly makes us cheerful, but its chief helplessness, far as our work is concerned, is felt when it is a change from the monotony of a series of dull days. Clouds and rain prove exactly as much rejoicing when they succeed prolonged clear weather of the kind we praise so highly.

"The questions which have been asked and the possibilities that have been suggested show how inadequate our knowledge of the effect of climate. We understand its psychological effects fairly well. We know little of its physiological effects, however, except when they are in some extreme or unusual, or when people are sick or are in some other pathological condition. We need to determine how ordinary people are influenced by ordinary conditions of weather.

Government School Tests.
"It has been proven that from New England to Florida, physical strength and health vary in accordance with the seasons. Extremes seem to produce the same effect everywhere. But does mental activity vary in the same way? The general conclusion is that mental activity varies in the same way as physical, but reaches its highest efficiency at a lower temperature. Before we can accept this, however, tests are needed on a large scale. The most feasible method seems to be by means of students in such schools as West Point and Annapolis.

There the young men live an extremely regular life, with a minimum of outside distractions. Their recitations are graded with great severity and regularly, and a given subject often is taught six days in the week. The marks are handed to the heads of the departments at frequent intervals, and posted where the students can see them. No division has more than ten or twelve, so that every student has a full opportunity to show how well he is prepared.

By charting the results it can be seen that the mental activity has two main maxima, in fall and in spring. There is a rise in mental activity, or better mark, from the opening of school until shortly after the first of November. Then comes a great fall. The curve declines until the middle of January, when a gradual increase is noticed. The marks continue to become better until the second maximum is reached in the latter part of March. As spring arrives the curve again declines and continues to do so the remainder of the school term.

Best Work at 64 Degrees.
"The best temperature for greatest efficiency of mental work is when the temperature is around 64 degrees. From the above it can be seen that the curves were low in midwinter. From the middle of January on there is a gradual rise until near the end of the year. The efficiency curve begins when the average temperature has risen to about 65 degrees. On the other hand, when the temperature falls below 45 degrees the efficiency naturally turns downward.

Mental work resembles physical, but interesting differences. When the temperature falls greatly, mental work suffers more than physical, but as much as when there is no change. It receives a little stimulus from the warmth of the air, but it is adversely affected when it becomes warm rapidly. Studying to a race which has never endured sudden heat. Hence it is strongly affected by a drop of temperature. It is not so much as it appears more stimulating than it is to be the case, and a rapid drop does not seem so harmful. The amount of moisture in the air affects the mental behavior of the student. Too much moisture is the worst, for it is impossible, if the air is kept around 64 degrees, to have a large amount of moisture. But the student has its effects as a result.



SATURDAY CANDY SPECIALS—ANOTHER SALE OF CHOCOLATES.

500 boxes of our Special Assorted Chocolates on sale Saturday at Candy Counter, left of main entrance, also at the Bazaar on Second Floor. Saturday only 25c box 100 lbs. Special Christmas Mixed Fresh Creams and Jellies. Saturday 39c lb.

Christmas Stockings, full of all kinds of toys, etc., to please the kiddies; three sizes 19c, 35c, 50c each



Saturday Sales In Toytown

75 only Child's Rocking Horses. Extra special \$1.69
25 only Child's Table and Chairs, three pieces. Special \$3.50
50 pairs Roller Skates, ball bearing. Special. \$2.98
Dolls, about 75 to clear. At \$1.19
Noah Arks, six dozen to clear. Price 39c
Noah Arks, four dozen to clear. Price 49c

Specials In Ivory For Saturday



Three dozen Ivory Perfume Bottles with frosted glass stopper. Specially priced, 75c each
Three dozen each of Ivory Hair Receivers and Puff Boxes, the pretty octagon style, beautiful heavy quality. Sale price Saturday \$1.49

Six only Ivory Shaving Sets—Ivory mug with opal glass lining, extra good shaving brush with ivory handle; these are nicely boxed in saten-lined box. Specially priced for Saturday \$3.89

Twelve only Ivory Manicure Sets in nicely-padded box. Specially priced for Saturday \$1.39

TOMORROW MORNING, 9 O'CLOCK.

Sale of Silk Shirts Suggestions \$6.95 For Men About Half Price



10 dozen Beautiful Silk Shirts, without doubt the most extensive assortment we have ever shown; elegant colors. Bearing in mind that there are few gifts more acceptable than a silk shirt, you should not miss this sale. Reduced from one-third to one-half off. No phone orders. Sale price tomorrow \$6.95

Madras Shirts, \$2.69 ONE-HALF OFF.

Beautiful Woven Stripe Madras Shirts, worth nearly double this price; W., G. & R., and Forsyth. Sale price \$2.69

Tan Cape Gloves \$1.95

Splendid wearing Tan Cape Gloves, 7 1/4 to 10. Sale price \$1.95 pair

Natural Wool Combinations 1/2 Off--\$2.69

Turnbull's and Mercury Brand Natural Wool Combinations. For rapid selling tomorrow morning. Sale price \$2.69

TIES SALE PRICES, 69c, \$1.00, \$1.35, \$1.85 AND \$2.35.

A great assortment of beautiful Neckwear, all specially priced tomorrow 69c, \$1.00, \$1.35, \$1.85, \$2.35

SMALLMAN & INGRAM
LIMITED

Many Sales For Last Saturday Before Christmas

It's too late to "Shop Early," so get your pad and pencil out right now, and plan your Christmas gifts. If you check up the lists on this page, also the ads. earlier in the week, you'll find the time spent in shopping will be considerably lessened, which will mean much to those who have left so much to do in so little time. Come to the store every day. You'll find new ideas every time.

Ladies' and Misses' Coats and Fur-Trimmed Suits Half Price Saturday

Coats, half price, in Ladies' and Misses' Fur-Collared Coats, in fine bolivias, duvetynes, velours and silvertones, full silk lined; collars of squirrel, beaver, opossum and seal; colors, reindeer, grey, sand, copen; collars are very handsome and large styles. Prices \$65.00, \$57.50, \$71.25, \$50.00, \$65.63, \$82.50, \$45.00, \$75.00, \$60.00, \$48.75, \$81.62, \$92.50 and \$55.00

Coats, half price, with seal or coney collars; materials are velours and silvertones, shawl or cape collars, belted, deep pockets, some full lined or half lined; colors, navy, brown or grey. Sale price \$29.50, \$26.75, \$24.50, \$32.50, \$34.50, \$29.25, \$23.75, \$26.25, \$22.50, \$38.75

10 only Fur-Trimmed Suits at half price. Collars of seal, beaver, opossum, in colors of reindeer, taupe, brown, navy, copen; materials are velours and duvetynes, all in winter weight; cosy-fitting collars, belted styles, stitching and embroidery trimmings. Sale prices \$70.00, \$72.50, \$78.75, \$57.50, \$67.50, \$90.00, \$59.00 and \$87.50
All Girls' Coats, sizes 4 to 14 years, specially priced, one-quarter to one-third off.

Six Fur Coats On Sale Saturday

2 only, French Seal Coats (Belgian hare dyed), large shawl collar, belted, pockets; sleeve has deep cuff; sizes 38 and 40. Special \$198.00
3 only, Sable Marmot Coats, collars of seal or taupe opossum. Special \$139.00
1 only, Grey Coney Coat, belted, deep cape collar, bell sleeve, pockets. Special \$129.00

BIG SPECIAL BATH TOWEL, 98c.

Heavy 2-ply yarn, finished with pink stripe border and wide hem; these are particularly good value. A Christmas gift suggestion. Size 22x40 inches. Special 98c each

SECONDS IN HEMSTITCHED LINEN CLOTHS, ONE-THIRD OFF.

A few dozen only. All pure linen damask cloths, slightly imperfect in weave; sizes, 36, 54, 63 and 66 inches square. Some very fine qualities; in most cases imperfections are very slight. At the following prices:

36x36 inch. Sale price \$3.00 and \$3.33 each
54x54 inch. Sale price \$5.68 and \$6.33 each
58x58 inch. Sale price \$6.00 each
63x63 inch. Sale price \$7.00 each
66x66 inch. Sale price \$8.33 each



OPEN EVENINGS

This store will be open until 10 o'clock on the following evenings:
SATURDAY (tomorrow) and WEDNESDAY, THURSDAY and FRIDAY next week. Closing Monday and Tuesday at 5:30. Orchestra afternoon and evening.
SPECIAL SUPPER.
On open evenings 5 to 7:30 in Restaurant.

Special Prices In Materials For Christmas Gifts

PRINTS AND WHITE MUSLIN, 29c YARD—Another lot of nice light prints for aprons, shirts, etc., and one pattern in white stripe muslin for baby dresses or aprons. All clearing at special price 29c yard

DIMITIES, made in Belfast; easily the favorite this Christmas for dainty tea aprons, baby dresses, etc.; pretty stripes and cross-bars. Special value, 79c yd.

PILLOW CASES, boxed if desired. Here is something useful, and qualities include such as Horrockses' best numbers.

Plain hem \$1.50 pair
Hemstitched \$1.75, \$2.35 and \$2.95 pair

KIMONO VELOURS—Now is the time to buy these pretty and cosy fabrics, and just when you want to give a really good gift you have these two specials; floral and animal patterns; on sale 59c
Reversible, extra weight, for bath robes \$1.19

HEMSTITCHED SHEETS, nicely boxed, are a gift for the bride-to-be. These lovely qualities would be welcome in any home. Best English and Irish sheetings, full size sheets; extra value \$7.75, \$10.50 and \$12.00 a pair

PINK FLANNELETTE, Horrockses' best, velour finish; wears well; for gowns, babies' kimonos, etc. See this big value 79c yard

SATURDAY SALES IN BASEMENT

200 Sherbet Glasses in several different styles and patterns, including wild rose, Bertha, Rosalind, star, etc. Prices ranging from 25 per cent to one-third off regular. Special 69c each
Glass Cream and Sugars. Special 98c, \$1.19 pair
Cut Glass Butter Tubs. Special \$1.19
20 only Cut Glass Water Sets, very new and pretty design. Extra special Saturday only (no tax) \$4.98

20 only Cut Glass Water Jugs, Rose Hobb pattern. Special \$4.49
Cut Glass Tumblers, to match jug. \$4.00 half dozen
6 only Cut Glass Berry Bowls. Special price \$5.95
China Butter Tubs. Special price 98c
A few Glass Bon-Bons 59c
Salt and Pepper Shakers 69c

Georgette and Crepe de Chine Blouses Saturday, \$6.95



Manufacturer's clearing, Georgette and Crepe de Chine, in light or dark shades, full-length or abbreviated sleeves, all smartly trimmed with embroidery, beading or lace; a splendid assortment to choose from, all the season's models; sixty only in the lot; sizes 34 to 44. Price \$6.95

Sale of Men's Bathrobes \$11.95, \$15.95 1-4, 1-3 and 1-2 OFF

This is an exceptional reduction at this time of the year, just before Christmas. A wonderful collection of Wool Eiderdown Bath Robes, in patterns and colors that will delight any man on Christmas morning. Reduced 25 per cent and 50 per cent. Sale prices

\$11.95, \$15.95



Sale of Men's House Coats, \$12.95

A most comprehensive and elegant display of House Coats, from which to make gratifying selections. Reduced to an exceptionally low price tomorrow. Sale price \$12.95

GIFTS FOR BOYS

At Reduced Prices Tomorrow Boys' Bathrobes, \$6.95
Boys' Blouses 98c
Boys' Pyjamas \$2.85
Boys' Mitts, leather 65c
Beautiful Soft Eiderdown Robes, reduced for rapid selling. Sale price \$6.95

The Women Are Busy
in This Section
Now.

Tan Capeskin Gloves,
Men's Wool Hosiery,
Initial Handkerchiefs,
Men's Silk Hosiery,
Silk Handkerchiefs,
Knitted Neckwear,
Fur-Lined Gloves,
Wool Waistcoats,
Flannelette Pyjamas,
Smoking Jackets,
Lounging Robes,
Wool Mufflers,
Silk Neckwear,
Madras Shirts,
Silk Pyjamas,
Silk Mufflers,



FROM THE JAEGER DEPARTMENT.
Wool Knitted Gloves, Wool Underwear,
Wool Taffeta Pyjamas, Wool Vests,
Wool Mufflers, etc.

SMALLMAN & INGRAM
LIMITED