"I know exactly what is the matter with you, Jack. You have lost confidence.

"YOU were getting along fine until you had that nervous breakdown, but since then you have been worried and anxious.

"Now you have got discouraged and down-hearted, and it is no wonder you cannot make sales.

"The salesman must have lots of energy and vigor as well as confidence in himself and what he has to sell.

"But you cannot have confidence in anything so long as your nerves are weak and you spend the nights worrying instead of getting good, refreshing sleep.

"Take my advice, boy, and go straight to the drug store and get half a dozen boxes of Dr. Chase's Nerve Food. Then make up your mind that while you are using this you will get out into the fresh air all you can and forget to worry.

"Now, you may feel pessimistic after all the treatments you have been taking, but I know what I am talking about.

"My nerves were in a worse condition than yours ever were. I could scarcely get a wink of sleep, and did not care whether I got anything to eat or not.

"Besides, I got so irritable and down-hearted that nothing seemed to go right.

"The experience that I had enables me to sympathize with you now, and also to say that I am certain that Dr. Chase's Nerve Food will help you.

"It is entirely different to most medicines used for the nerves, because instead of merely stimulating the tired nerves to over-exertion, it nourishes them back to health and vigor.

Now, Jack, you must give the Nerve Food a trial, and I know you will consider me your best friend for telling you about it."

Here is an interesting letter from another business man who had a similar experience with Dr. Chase's Nerve Food:

Mr. W. J. Wilson, Grocer, Perth, Ont., writes: "In fitting up this building for a grocery business I worked very hard, and after putting in my stock I continued plugging away, good and hard, too. I commenced to feel myself going down—my weight went from 180 pounds down to 154 pounds. My appetite began to fail, and, of course, upon retiring I could not get a good night's rest. Sometimes after going to sleep my nerves would twitch, and I would waken up with a start, and then lie awake for hours. I remembered having used Dr. Chase's Nerve Food before, so I started in again, and took a good treatment, using about half a dozen boxes. I soon felt my appetite returning, I could sleep well, and commenced gaining in weight, until I felt like a new man. From the benefits I have received from the use of Dr. Chase's Nerve Food I cannot speak too highly of it."

Dr. Chase's Nerve Food, 60c a box, all dealers or The Dr. A. W. Chase Medicine Co., Limited, Toronto, Canada. Look for the portrait and signature of A. W. Chase, M.D., the famous Receipt Book author, on the box you buy.

GERALD S. DOYLE,
Soe Agent for Newfoundland.

Not Naturally Bad Children

Children are not bad by nature, declares Dr. Edgar A. Doll, an authority on child phychology, who discusses child conduct in Hygeia, a popular health magazine published by the American Medical Association (Chicago). A child's conduct, he says, is called good or bad as it makes life easier for adults or puts us to inconveniences. It is difficult for parents or teachers to apply a standard of conduct based on the child's intent or the child's welfare rather than their own convenience, comfort or pleasure. When, therefore, the conduct of children conflicts with our own immediate happiness, we are prone to ascribe some malicious intent and to look for anti-social motives. Dr. Doll goes on;

"Children commonly fail to do what we consider the right thing, because they fail to understand what is desired of them. They have not been adequately instructed, they have misunderstood, or they have lacked intelligence to understand or to judge well. We must not forget that example is stronger than precept, and that many of the undesirable activities of children are the result of imitation of other children whose social training has been neglected or unsuccessful.

"But the study of intelligence does not explain all the difficulties of child behavior. More recently we are beginning to understand that the emotions of children play a much more powerful part in determining conduct than has previously been supposed. We have been inclined to look on children's emotions as consequences of their actions. We are beginning to understand that these emotional disturbances may be the most important determiners of child behaviour. Emotional instability is now seen to be both the cause and the effect of misconduct, thus creating a vicious circle of ever-widening scope."

Four types of emotional disturbances are found in children, according to Dr. Doll. These are:

"1. Those that are normal to the growing child and reflect the natural influences of the development of his personality.

"2. Those caused by some abnormal physical condition, usually subject to remedial treatment or correction.

"3. Those arising from strictly social causes.

"4. Those due to unfortunate mental organization such as conflicts, attitudes, faulty habits, uncontrolled instincts."

In these days when parents have more time to observe their children, and have fewer children to observe, unusual attention is being given, Dr. Doll notes, to the natural activities of children. This leads to alarm on the part of those who may not be sufficiently informed as to what is normal child conduct. He goes on:

"We must not forget that children are naturally restless, active, flighty, volatile in their interests, and with but little sense of responsibility. We forget that both in judgment and in acquired information they do not have the ability of adults. We are, therefore, more inclined to be impatient than just. We are too prone to praise or to blame without much effort at trying to understand. We forget that the child is happier when he does well than when he does poorly, and that his most natural tendency is the desire to please, since this brings him happiness.

"While we know that such things as erupting teeth and the physiological changes of adolescence are accompanied by emotional disturbances, we are all too careless in failing to give due weight to them. On the other hand, too much regard for physical factors may result in the child's taking advantage of a too sentimental sympathy. In adult life, we must all control our emotions as best we can, regardless of our physical condition.

"When we remember that the majority of these emotional disturbances are natural and normal, are incidental to the child's social adjustments and are of comparatively brief duration, we can save ourselves time, energy and worry by more or less temporizing with the condition until it is outgrown."

TROUBLED WITH ECZEMA 3 YEARS

Scalp Inflamed. Hair Fell Out. Cuticura Heals.

"My daughter was troubled with eczema for three years. It broke out on the back of her head and her hair all fell out. The eczema scaled over and her scalp was red and inflamed. It was very painful and the irritation at night kept my daughter awake.

"A friend told me about Cuticura Soap and Ointment so I purchased some and within a week there was a decided improvement. I purchased more and after using two boxes of Cuticura Ointment, together with the Cuticura Soap, she was completely healed." (Signed) Mrs. John Donovan, Lewiston, Minn., June 11, 1924.

Use Cuticura for all skin troubles.

Sample Each Free by Mail. Address: Cuticura Dept. 'X,' Malden, Mass. Price, Soap 25c. Ointment 25 and 50c. Talcum 25c. ☞ Cuticura Shaving Stick 25c.

Robert's Ruses

CATCHING CROOKS WITH COTTON

When two men were charged recently with having entered premises near the Tower Bridge, a constable stated that he discovered them there owing to his finding broken some black cotton that he had stretched across a gate. This is unknown as a "mark," and is one of many devices the policeman has for trapping nocturnal prowlers.

Cotton or thread fastened across doorways has frequently led to important captures. Not long ago a London policeman on night duty noticed that such a "mark," which he had placed on a jeweller's shop, had been disturbed. With another officer he entered the place and caught two thieves who were crouched in the corner of a dark attic. On one of them was a piece of paper bearing the name and address of a man suspected of receiving stolen property.

A Big Haul

The constable went to the address, arrested the "fence," who had a shop in which he carried on business as a "general dealer," and then returned to the shop, where he took off his coat and acted as the proprietor's assistant.

In three hours five men came in singly with stolen property that they wished to sell, and one by one they were taken to the police station. Thus the total bag was eight—all through a bit of cotton!

An ingenious idea was hit upon by a constable stationed in a Lancashire village where there were many poachers. He fastened a bobbin of fine weaver's silk across the entrance to the house of a poacher, securing it in such a way that when the man came out he carried the thread with him for some distance. This indicated the direction he had taken, and his whereabouts could then be guessed.

"Marked" Padlocks

Sometimes a complete departure is made, because wily thieves know the suspended thread dodge. One has been known to remove that "mark," pass through a gate, and then leave things exactly as he found them, with the result that a robbery has been carried out without arousing the suspicion of the constable on the beat. So some policemen put a bit of stick, a scrap of paper, a stone, or anything else that is handy between gates or in the jamb of a door.

Windows and padlocks are similarly "marked." In this way three notorious thieves were caught in a provincial jeweller's shop last year, the policeman on the beat noticing, owing to the absence of his "mark," that somebody had tampered with the padlock.

Devices of this kind are particularly common in rural districts, partly because policemen have to cover a good deal of ground, and partly because they learn a lot from gamekeepers, who are experts in "marking."

What the Policeman Heard.

One country constable, who had two large halls on his round, had an elaborate system for discovering whether gates had been opened or whether anybody had passed through gaps in hedges. As a further precaution, he used to cover his trail in certain places when the ground was muddy or covered with snow by walking backwards for several hundred yards, so that anybody on plunder bent might think he had gone towards the halls and had not returned.

While engaged in this operation one night he heard the sound of footsteps. Darting into the hedge, he looked down the road in the direction of the village, and presently saw approaching a man whom he recognised as a convicted thief.

"Well," muttered the thief, as he examined the officer's tracks, "——'s gone up there twice to-night, and hasn't come back yet."

Shaking his head, he retreated, and that night nothing was stolen.

A pleasing combination for the jumper frock is a long Russian blouse of green crepe with a skirt of darker green velvet.

Safety First—and Last

TESTING A BRIDGE'S STRENGTH.

Some years ago, when a new floor was made for a big bazaar in the Albert Hall, a battalion of Guards was employed to test it after completion. Five hundred men were led into the building and marched round the 24,000 square feet of timber flooring. The test was successful and the floor lasted from 1904 until the new dancing floor was made two or three years ago.

The weight of a crowd is far greater than was formerly supposed. The old idea was that the greatest pressure per square foot of floor was between 80 and 100 pounds, but it is known now that a pressure of 180 pounds is possible if a crowd is packed tightly. So when a new football grand stand is put up it is tested by packing men as tightly as possible upon it.

Sand-Bags as Passengers

Galleries are sometimes tested in similar fashion. When the Princes Theatre, London, was reconstructed four hundred unemployed workmen were paid to mass themselves in the gallery in order to test its safety.

When a new railway bridge is built it is tested not merely by running full trains over it, but by driving a number of immensely heavy locomotives on to it and allowing them to stand there for some time in order to see if there is any settlement.

New omnibuses are tested in a peculiar fashion. When a new design of bus is being tried it is loaded with sand-bags. As many as thirty-eight were used in a recent test to see that the springs were all right.

Next come skidding tests, the bus being run at high speed on a slippery surface and brought to a sudden stop by application of the brakes.

Atishoo! by John Henry

THE RADIO HUMORIST IS INOCULATED.

It was Blossom's idea in the first place. I came home the other evening and sneezed seventeen times in succession. Blossom said, "John Henry, winter is coming. I suppose," she said, "that you will go around half the time with your eyes watering and your nose a deep shade of carmine as usual. You'd better do something about it."

Now I don't know why it is, but I'm a martyr to colds. If I go out and there is a slight breeze, all the germs in the vicinity are wafted into my system, and for the next couple of weeks I alternately shiver and burn, and I get headaches, and my nose swells up and becomes an object of reproach.

Home-made, but Ends Coughs In a Hurry

A family supply of dependable cough medicine. Easily made and saves about $2

If you have a severe cough or chest cold accompanied with soreness, throat tickle, hoarseness, or difficult breathing, or if your child wakes up during the night with croup and you want quick help try this reliable old home-made cough remedy. Any druggist can supply you with 2½ ounces of Pinex. Pour this into a 16-oz. bottle and fill the bottle with plain granulated sugar syrup. Or you can use clarified molasses, honey, or corn syrup, instead of sugar syrup, if desired. This recipe makes 16 ounces of really remarkable cough remedy. It tastes good, and in spite of its low cost, it can be depended upon to give quick and lasting relief.

You can feel this take hold of a cough in a way that means business. It loosens and raises the phlegm, stops throat tickle and soothes and heals the irritated membranes that line the throat and bronchial tubes with such promptness, ease and certainty that it is really astonishing.

Pinex is a special and highly concentrated compound of genuine Norway pine extract, and is probably the best known means of overcoming severe coughs, throat and chest colds.

There are many worthless imitations of this mixture. To avoid disappointment, ask for "2½ ounces of Pinex" with full directions and don't accept anything else. Guaranteed to give absolute satisfaction or money promptly refunded. The Pinex Co., Toronto, Ont.

Week-End Change at The Popular Star

This is the greatest stage play of all times, and a picture no movie fan should miss.

Ruth Roland
— IN —
RUTH OF THE RANGE

Coming:—The picture with the thrill a second—
"THE FAST STEPPERS."

To-morrow our usual big Matinee, with the usual "Star" comedies for the children. Saturday is the Children's Holiday. It is not a real holiday if they do not attend the Matinee at the popular STAR.

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INFLUENZE MIXTURE.
Stop that cold with one bottle of Southall's Influenze Mixture.
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PINE TREE LOZENGES.
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Full Cream Caramels	70c. lb.
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Milk Choc. Creams	90c. "
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Nestle's Sweet Milk Choc.	75c. "

OUR EXTRA SPECIAL.

Peanut Waffles	50c. "
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We have also a choice selection of dainty Gifts suitable for Party and Bridge Prizes.

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The Doctor's Friend

When you have a cold, someone once told me, every time you breathe millions of germs are released, and these germs give other people colds. I think doctors ought to raise their hats when my name is mentioned, because during an ordinary winter I must release billions of germs and provide a lot of work for the medicos.

Blossom says that while my colds may be a great benefit to the medical profession, they are no good to her. As all my friends know, I'm a very good singer, and while I don't exactly sing for my supper, I do sing in order to earn enough to buy hats and other luxuries for Blossom. Well, when I've got a bad cold I can't sing, and when I can't sing I don't get paid, and without money Blossom can't buy new hats and things, and that's why she was so anxious that I shouldn't suffer this winter.

So I said, "Blossom, I'll take a dose of quinine and try to shake it off." Blossom said, "John Henry, you'll do nothing of the sort. This morning," she said, "the news-agent's boy left a copy of the 'Medical Post' by mistake, and I've been looking through it before sending it back, and there's a very interesting article about colds in it. It seems," she said, "that you can be inoculated against colds, so you go to the doctor and be inoculated."

Well, it was easy for Blossom to talk, but I pointed out to her that I knew something about inoculation. When I was in the Army I had needles stuck into me nearly every week for nothing, and I didn't see why I should go and pay money for any unpleasant pastime of that kind now.

A Way They Have in the Army.

"Blossom," I said, "you wouldn't talk so glibly about such a serious matter if you'd had medical assassins grabbing handfuls of quivering flesh and joyfully jabbing huge needles into you. And half the time," I said, "they'd forget to make the necessary entry in your pay-book, and you'd have to have it all done over again."

Blossom said she was pained and disappointed. She also said men were all alike, afraid of being hurt. "You'll come with me," she said. "I'll take you to the doctor myself. Just to shame you, I'll be inoculated as well."

So we went to the doctor's, and Blossom boldly bared her arm and was inoculated first. While the doctor was getting another needle ready for me, I heard a little squeak from Blossom, and was just in time to catch her as she collapsed.

I don't know whether this inoculation will really prevent colds, but I do know the doctor says we must have another injection in four days' time, and I'm curious to know whether Blossom will turn up for the second dose.

We are booking orders now for Kennedy Automobile Covers due to arrive in a few days. Make sure of one of these covers NOW to protect your car during WINTER storage. Telephone 1308. MARSHALL'S GARAGE.
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Gray fur trims a frock of rust-colored velvet embroidered in rust-colored silk.

will see you through blizzard and biting cold, and land you home at the end of the day with head, forehead and ears cosy and warm.

It is the best head and ear protector ever made. Snug-fitting and made of staunch materials attractively patterned.

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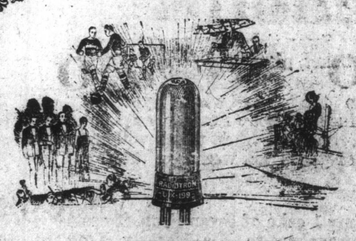

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