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Eastbound—6:30 p. m., 8:30 p. m. and 10:16 p. m. For Ypsilanti only, 12:51 a. m.  
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Cars connect at Ypsilanti for Saline and at Wayne for Plymouth and Northville.

### FINE PROGRAM FOR FARMERS' INSTITUTE

Three Sessions Will Be Held in Town Hall, February 10,

A one day farmers' institute will be held in the Sylvan town hall, Chelsea, on Saturday, February 10th, including morning, afternoon and evening sessions. P. M. Broesamle is the conductor. The program follows:

Morning session—10:00 a. m.  
Introductory remarks—E. Prochnow, president institute.  
The Need of Spraying—E. M. Moore, state speaker.  
Discussion—Fred Notten.  
Recitation—G. W. Preston.  
How to Make Poultry Pay—Mrs. C. E. Foster.  
Discussion—N. W. Laird.

Afternoon session—1:00 p. m.  
Question box.  
Piano duet—Mrs. P. M. Broesamle and Miss Taylor.  
Cooperation for the Farmer—E. M. Moore.

Discussion—G. W. Preston.  
Song by Fourth Grade of Chelsea school, directed by Miss Spear.  
Cooperation Between Parent and School—Miss Flora Buell of Ann Arbor.

Vocal solo—Mrs. Emerson Lesser.  
Recitation—G. W. Preston.  
Evening session—7:30 p. m.  
Violin solo—Mrs. P. M. Broesamle, piano accompaniment by Miss Taylor.

The Great Rural Problem—E. M. Moore.  
Discussion—W. L. Walling, Supt. Chelsea schools.  
Music by C. H. S. Glee club, directed by Miss Spear.  
The Measure of An Education—Prof. Webster Pierce of Ypsilanti.  
Music—Male Quartette.

#### GREGORY

Irving Pickell has purchased a new Ford.  
Mr. and Mrs. Frank Zeilman spent Thursday in Hamburg.

Mrs. W. B. Collins has been ill with the gripe the past week.

Miss Ruth Daniels of Stockbridge spent the week-end with friends here.

Lynn Parish has assisted George Arnold with his work for the past two weeks.

Archie and Vancie Arnold spent last week visiting relatives near Williamston.

Miss Lucile Mosher of Detroit spent the week-end with Miss Lillian Buhl.  
Dr. E. V. Howlett and family of Pontiac visited with relatives here Sunday.

Mr. and Mrs. G. D. Bland of Pinckney spent Friday with Mr. and Mrs. Will Buhl.

Ed. Brotherton, who has been ill for the past two weeks, is slowly getting better.

Miss Minnie Bradshaw of Pontiac visited part of last week with Mr. and Mrs. W. H. Marsh.

Oliver Hammond, Grand Trunk agent here, has purchased one the Lawrence McClear residences.

Mr. and Mrs. Clifford Foster of Lansing visited several days of last week at the home of Mr. and Mrs. R. G. Chipman.

Mrs. L. A. Woodlock was called to Detroit last Wednesday by the serious illness of her father.

Howard Howlett will attend the Stockbridge school for the next few months, making his home with his grandparents, Mr. and Mrs. Jackson.

Mrs. F. A. Worden was called to Jackson, Monday of last week, by the serious illness of her son, Vere. He had several very bad days, but his attending physician reported him better last Saturday.

#### SOUTH SYLVAN

Harold Smith of Jackson spent part of last week at the home of his brother, John Smith.

Last Monday a number of the neighbors of W. C. Pritchard assisted him in getting out logs for a new barn, which he intends building in the spring.

Mr. and Mrs. Geo. Isbell of Ann Arbor are visiting the latter's parents, Mr. and Mrs. Conrad Heselcewerdt.

Paul Sager is helping George English with his farm work.

Mr. and Mrs. Ben Daykin attended the funeral of a relative at Somerset, Sunday.

Some from this vicinity attended a surprise party on Miss Martha Hensley, Monday night. The occasion was the anniversary of her birth.

#### Hunters Rouse Countryside.

Many of the good people in the country south of Chelsea, in the vicinity of Vermont cemetery, were up in arms late Tuesday night as the result of the stealthy operations of a bunch of sparrow hunters.

The method followed by the hunters is to cover a straw stack with a net and then beat the stack with clubs. The sparrows are aroused and in trying to escape from the stack are enmeshed in the net.

As the hour was late, the hunters did not arouse the farmers to ask permission to hunt the sparrows, and when one family was awakened by the operations on their stack they assumed that thieves were about their barns and spread the alarm by telephone.

Plans were made to catch the thieves and Deputy Sheriff Howard Brooks was called upon to assist in the roundup, but before he could get ready and start, the identity of the thieves was discovered and the man-hunt was called off.

#### M. C. Builds New Freight Dock.

A gang of carpenters are building a new freight dock at the east end of the Michigan Central freight house, replacing an old dock which has done service for years. Many of the Hollier cars are loaded from this dock and the old dock was beginning to fail under such heavy service. The work of tearing out the old dock started Wednesday.

#### Chelsea Juniors Defeat Hollier.

The Chelsea Junior bowling team defeated the Hollier team, Tuesday evening. Total pins 2445 to 2329. The scores follow:

JUNIORS		
Leach	158	170
Freeman	191	168
Todaro	163	146
Hauser	142	189
Kaercher	126	178
	780	851

High score—Freeman, 191; high average—Leach, 170.

HOLLIER		
Meserva	158	155
Lafferty	130	150
Wackenhut	137	182
Lautenslager	148	170
Mead	141	155
	714	812

High score—Lafferty, 191; high average—Meserva, 163.

#### Smooth Forger Again Jailed.

T. Dewitt Henning, forger and confidence man, is back in the county jail in Ann Arbor after a four months' "vacation" which he won by sawing his way out of the county bastille on the night of October 17.

Henning's arrest resulted from a letter written to the sheriff's office by a Cincinnati newspaper man who offered to produce the jailbreaker for \$350. The man did not get his \$350, but Lindenschmidt got the prisoner. Henning had been posing in Ohio cities as a prizefighter, fighting under the name of "Kid" Benson. According to the officers here his manager was sport writer for the Cincinnati Tribune.

#### Organize Hollier Orchestra.

The first rehearsal of what is to be known as the "Hollier Dance Orchestra" was held in the Welfare building, Tuesday evening.

From all indications this organization, with a little practice, will develop into one of the finest in the state. The combination of instruments and the talent displayed are of the best and point to a successful future. The following instruments were rehearsed Tuesday: Piano, violin, cornet, trombone, cello, clarinet, drums.

Under the direction of Mr. A. La Fe Sincer it is hoped to place this orchestra among the foremost in this vicinity. While Delbridge's orchestra of Jackson, will play for the next Hollier dance on February 16, it is expected that the local organization will furnish the music for following dances.

#### LIMA CENTER

Mr. and Mrs. William Coe, granddaughter Doris, and Lorina Coe spent Sunday at the home of Mr. and Mrs. George Roberts of Sylvan.

John Steinbach has been on the sick list.

Mr. and Mrs. Archie Coe and sons, Gerald and Herbert, spent Sunday afternoon with Mr. and Mrs. John Steinbach and family.

Mrs. Mary Hammond has been ill for a few days.

Mr. and Mrs. Theodore Wolff and daughter Velma called on Mr. and Mrs. Addison Webb, Sunday.

Mr. and Mrs. Theodore Wolff were in Ann Arbor, Thursday.

#### O. E. S. BANQUET

Wednesday Was Very Busy Day for Olive Chapter.

The Order of the Eastern Star observed Masonic Home day, Wednesday, with a thimble party in the afternoon, followed by a scrub lunch supper and a regular meeting in the evening.

The supper was in the nature of a banquet at which Mrs. G. A. Stimpson was toastmistress and the program was as follows:

Piano duet—Misses Jessie Clark and Izora Foster.

The Stars—Warren Boyd.

The Masons—Miss Elizabeth Depew.

Brotherly Love—Miss Olive Taylor.

Reading—Mrs. Rose Gregg.

Vocal duet—Misses Gertrude Mapes and Marie Whitmer with piano accompaniment by Miss Nina Belle Wurster.

A collection was taken for the relief fund for the "Stars" in the Masonic home in Alma.

The regular meeting opening at seven o'clock, included the obligation ceremony.

#### North Sylvan Grange.

North Sylvan grange will meet at the home of Mr. and Mrs. Irven Weiss, Wednesday, February 7th. A pot-luck dinner will be served at noon. The program follows:

Song—Grange.

Reading.

Music—Orchestra.

Farm Loan Association—C. E. Foster.

Discussion.

Music—Orchestra.

Song—Grange.

#### W. C. T. U. Worker's Experience.

Mrs. F. B. Perkins of Ann Arbor, county president of the W. C. T. U., gave an interesting talk last Wednesday before the local union, on her experience in the "dry" campaign. Her territory was especially in the upper peninsula in the vicinity of Munising, among the lumber camps, where she spent about three months. Everywhere she went she found people friendly to the cause. One lumberjack assured her that "she was the first girl that had ever been in there to talk temperance."

One saloonkeeper shook his head and said, "guessed it was coming," and dropped a half-dollar into the collection. She found the Finnish people almost solidly for temperance.

#### Van Vorce Plead Guilty.

Merle Van Vorce, former Salem township farmer and instigator of the recent Jackson state prison scandal which resulted in Chaplain Lougher's resignation, pleaded guilty to the theft of \$25 worth of high speed drills from the Dodge Motor company before Justice Michael Kluczynski, Hamtramck, Wednesday. Van Vorce's aged mother, and his wife, who figured in the prison case, were in the court room.

Chief Officer R. J. Grant of the Dodge company said Van Vorce would not have been prosecuted if he hadn't lied. Van Vorce when arraigned, said he had taken the articles found in his home from a junk heap. Wednesday he admitted taking them from the company.

#### ROGERS CORNERS

Mrs. Arnold Kuhl is on the sick list.

Mrs. John Wenk visited relatives in Saline last week.

Mr. and Mrs. Frank Feldkamp spent Saturday in Ann Arbor.

Barney Bertke was in Ann Arbor, on business, Saturday.

Mrs. Julia Trinkle is suffering from an attack of pneumonia.

Mr. and Mrs. Mason Whipple spent Wednesday in Ann Arbor.

#### Kuhn-Clinton.

A quiet wedding took place Tuesday, January 30, 1917, when Miss Genevieve Kuhn of Gregory and Mr. Louis Clinton of Detroit were united in marriage by Rev. Fr. Coyle at St. Mary's church in Pinckney. They were attended by Miss Margaret Kuhn, sister of the bride, and Walter Clinton, brother of the groom.

Mrs. Clinton is a sister of Mrs. Vincent Young of this place and the latter was in Pinckney, Tuesday, to witness the ceremony.

#### Chatham Concert Company.

The Chatham Concert company will give an entertainment Tuesday evening, February 6th, under the auspices of the C. H. S. junior class, in the Sylvan town hall. Admission 25 and 15 cents. Reserved seats five cents extra.—Adv.

#### Sylvan Tax Notice.

Beginning Saturday, December 23d, and until further notice, I will be at the Kempf Commercial & Savings bank Saturdays all day and Saturday evenings to receive taxes.

THEODORE H. BAHNMILLER, Township Treasurer.

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GIRL WANTED—At the Boyd hotel. Inquire J. H. Boyd, phone 241, Chelsea, Mich.

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LOANS OF \$1,000 TO \$6,000.  
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## Detroit Theatres

### DETROIT OPERA HOUSE.

John Drew, fresh from an engagement at the Criterion theater in New York and an unusually successful one at the Blackstone theater, Chicago, comes to the Detroit opera house next week. This most popular of American players will be seen in the comedy, "Major Pendennis," made by Langdon Mitchell from the Thackeray novel. A company including several favorite players supports Mr. Drew.

### GARRICK.

The Lew Fields of the frivolous days of Weber and Fields' music hall will decidedly not be among those present when "Bosom Friends," a comedy with heart interests, comes to the Garrick next week. Instead, the real Lew Fields—the dramatic actor and not the burlesque comedian—will be in evidence. The occasion will mark his first appearance in this city in a semi-serious role.

### GAYETY.

A most welcome attraction at the Gayety theatre will be the arrival of the "20th Century Maid." Mirth provoking propensities of the piece depend upon several unique character interpretations, at the head of which is Jim Barton, as a tramp. Mr. Barton offers a clean droll comedy character conceived along original lines that keeps his audience in an uproar. Singing honors are claimed by Drena Mack.

The production has elaborate stage settings and is magnificently costumed, with the same original cast that played at the Columbia theatre, New York.

The show will open with a matinee Sunday and continue for one week only.

### GANG-SPALDING CONCERT AT DETROIT ARCADE.

Rudolph Ganz, the eminent Swiss piano virtuoso, who will be heard joint recital with Albert Spalding, the great American violinist, at Arcadia Auditorium, February 1st, under the Devote-Detroit Management, has unquestionably made clear his right to a place among the first pianists of the time.

Ganz is unique in that his personality has no trace of the atmosphere, a sense who are inclined to mislead words—affection—that seems inseparable from virtuosity.

He comes upon the platform, sits down at his instrument naturally, lets his fashionably trimmed hair alone, throws no dreamy glances into space, but goes about his business, which is to do justice to his composer.

### HAROLD BAUER AND CINCINNATI ORCHESTRA AT DETROIT ARCADE.

It is a nevent in any city when Harold Bauer, the "master pianist," comes for a recital, but it is doubly important when he appears in a great piano concerto with an orchestra like the great Cincinnati Orchestra of eighty-five players with Dr. Ernest Kunwald as conductor. This orchestra has just given a concert in New York City, and in spite of the many orchestras in that great center, Dr. Kunwald aroused thunders of applause and the papers teemed with enthusiastic notices. A concert will be given in Detroit at Arcadia, on Tuesday evening, February 6th, at which Beethoven's great "Seventh Symphony," will be played and Richard Strauss wonderful "Death and Transfiguration," one of the most remarkable compositions of all time, the program also including Mozart's lightly tripping "Marriage of Figaro" overture.

Harold Bauer's standing in the world of music is described by the phrase "Master Pianist." It suggests the pianists overwhelming victory over technical difficulties, his fine poetic insight, his musicianship, and his powers of interpretation. Master Pianist is Bauer in every sense, a fact which America as well as Europe long since has recognized and appreciated. To hear this combination is well worth a trip to Detroit on the 6th of February. Mail orders for seats may be addressed to Grinnell Bros., 245 Woodward avenue, Detroit.

#### Never Out of Date.

We are inclined to smile at the quaint costumes that our grandparents wore, and at their rather stilted, formal manners. We dispense with a great many things which were considered important a hundred years ago. But patient, plodding perseverance, sticking to a thing till you finish it, is held in as high esteem in the twentieth century as it was in the eighteenth. Industry and patience are never out of date.

#### Greek Dolls.

As one might expect, the little Greek girls had beautiful dolls. They were made of clay and wax and decorated with bright colors. They had beautiful garments which could be put on and taken off at will, and some of them were made to represent the gods and heroes so much revered by the people. They were not stiff creatures, but had movable limbs.

#### Question of Appetite.

Probably no difference of opinion on a comparatively minor subject is more striking than that which exists between a man and his doctor on what constitutes overeating.

#### Common-Sense Method.

"What did you do, sah, when big Brudder Tump called you a lub?" "Well, sah," replied small Brother Slink, "as de gentleman am six feet high and weighs mighty nigh a ton, what could I do but move dat we make it noonan mous?"—Judge.

# K

A thrilling mystery story about a man who lost his courage and the girl who helped him to find it again

By MARY ROBERTS RINEHART

IF A GIRL discovered on the day of her wedding that the young man about to become her husband was a rake and that he had despoiled one girl and broken her heart, would she be wise if she refused to marry him, no matter how deep her love?

#### The Trend of the Story.

Mr. K. LeMoine becomes a roomer at the Page home, where Sidney, her mother, Anna, and her old maid aunt, Harriet, a dressmaker, reside. Through the influence of Dr. Max Wilson, a successful young surgeon, Sidney becomes a probationary nurse at the hospital. Aunt Harriet opens a fashionable shop downtown and prospers. Christine Lorenz and Palmer Howe are about to be married, and they are going to take rooms at the Pages'. Sidney is loved by K., by Joe Drummond, a beau attentive from high school days, and by Doctor Max, who fascinates her. At the hospital she begins to see the underside of the world. She meets Carlotta Harrison, who is very "thick" with Doctor Max. K. LeMoine is a mystery. He works at the gas office as a clerk, but his past is hidden, and Doctor Max knows something about him which he keeps secret. Sidney goes to Christine's home to prepare for the wedding and finds the bride-to-be in a queer mood.

#### CHAPTER X—Continued.

She got up quickly, and, trailing her long satin train across the floor, bolted the door. Then from inside her corsage she brought out and held to Sidney a letter. "Special delivery. Read it."

It was very short; Sidney read it at a glance:

Ask your future husband if he knows a girl at 213 — avenue.

Three months before, the Avenue would have meant nothing to Sidney. Now she knew. Christine, more sophisticated, had always known.

"You see," she said. "That's what I'm up against."

Quite suddenly Sidney knew who the girl at 213 — Avenue was. The paper she held in her hand was hospital paper with the heading torn off. The whole sordid story lay before her: Grace Irving, with her thin face and cropped hair, and the newspaper on the floor of the ward beside her!

She picked up her veil and set the coronet on her head. Sidney stood with the letter in her hands. One of K.'s answers to her hot question had been this: "There is no sense in looking back unless it helps us to look ahead. What your little girl of the ward has been is not so important as what she is going to be."

"Even granting this to be true," she said to Christine slowly—"and it may only be malicious, after all, Christine—it's surely over and done with. It's not Palmer's past that concerns you now—it's his future with you, isn't it?"

Christine had finally adjusted her veil. She rose and put her hands on Sidney's shoulders.

"The simple truth is," she said quietly.



Sidney Read It at a Glance.

ety, "that I might hold Palmer if I cared—terribly. I don't. And I'm afraid he knows it. It's my pride that's hurt, nothing else."

And thus did Christine Lorenz go down to her wedding.

Sidney stood for a moment, her eyes on the letter she held. Already, in her new philosophy, she had learned many strange things. One of them was this—that women like Grace Irving did not betray their lovers; that the code of the underworld was "death to the squealer"; that one played the game, and won or lost, and if he lost, took his medicine. If not Grace, then who? Somebody else in the hospital who knew her story, of course. But who? And again—why?

Before going downstairs, Sidney placed the letter in a saucer and set fire to it with a match. Some of the radiance had died out of her eyes.

To K., sitting in the back of the church between Harriet and Anna, the wedding was Sidney—Sidney only. Afterward he could not remember the wedding party at all. The service for him was Sidney, rather awed and very serious, beside the altar. It was Sidney who came down the aisle to the triumphant strains of the wedding march, Sidney with Max beside her!

On his right sat Harriet, having reached the first pinnacle of her new career. The wedding gowns were successful. They were more than that—they were triumphant. Sitting there, she cast comprehensive eyes over the church, filled with potential brides. But to Anna, watching the ceremony with blurred eyes and ineffectual bluish lips, was coming her hour. Sitting back in the pew, with her hands folded over her prayerbook, she said a little prayer for her straight young daughter, facing out from the altar with clear, unafraid eyes.

As Sidney and Max drew near the door, Joe Drummond, who had been standing at the back of the church, turned quickly and went out. He stumbled, rather, as if he could not see.

#### CHAPTER XI.

The supper at the White Springs hotel had not been the last supper Carlotta Harrison and Max Wilson had taken together. Carlotta had selected for her vacation a small town within easy motoring distance of the city, and two or three times during her two weeks of duty Wilson had gone out to see her. He liked being with her. She stimulated him. For once that he could see Sidney, he saw Carlotta twice.

She had kept the affair well in hand. She was playing for high stakes. She knew quite well the kind of man with whom she was dealing—that he would pay as little as possible. But she knew, too, that let him want a thing enough, he would pay any price for it, even marriage.

She was very skillful. The very ardor in her face was in her favor. Behind her eyes lurked cold calculation. She would put the thing through, and show those puling nurses, with their pious eyes and evening prayers, a thing or two.

During that entire vacation he never saw her in anything more elaborate than the simplest of white dresses modestly open at the throat, sleeves rolled up to show her satiny arms. There were no other borders at the little farmhouse. She sat for hours in the summer evenings in the square yard filled with apple trees that bordered the highway, carefully posed over a book, but with her keen eyes always on the road. She read Browning, Emerson, Swinburne. Once he found her with a book that she hastily concealed. He insisted on seeing it, and secured it. It was a book on brain surgery. Confronted with it, she blushed and dropped her eyes. His delighted vanity found in it the most insidious of compliments, as she had intended.

"I feel such an idiot when I am with you," she said. "I wanted to know a little more about the things you do."

That put their relationship on a new and advanced basis. Thereafter he occasionally talked surgery instead of sentiment. He found her responsive, intelligent. His work, a sealed book to his women before, lay open to her. Now and then their professional discussions ended in something different. The two lines of their interest converged.

"Gad!" he said one day. "I look forward to these evenings. I can talk shop with you without either shocking or nauseating you. You are the most intelligent woman I know—and one of the prettiest."

The one element Carlotta had left out of her calculations was herself. She had known the man, had taken the situation at its proper value. But into her calculating ambition had come a new and destroying element. She who, like K., in his little room on the Street, had put aside love and the things thereof, found that it would not put

her aside. By the end of her short vacation Carlotta Harrison was wildly in love with the younger Wilson.

They continued to meet, not as often as before, but once a week, perhaps. The meetings were full of danger now; and if for the girl they lost by this quality, they gained attraction for the man. She was shrewd enough to realize her own situation. The thing had gone wrong. She cared, and he did not. It was his game now, not hers.

All women are intuitive; women in love are dangerously so. As well as she knew that his passion for her was not the real thing, so also she realized that there was growing up in his heart something akin to the real thing for Sidney Page. Suspicion became certainty after a talk they had over the supper table at a country roadhouse the day after Christine's wedding.

"How was the wedding—blessed?"

"Thrilling! There's always something thrilling to me in a man tying himself up for life to one woman. It's—it's so reckless."

Her eyes narrowed. "That's not exactly the Law and the Prophets, is it?"

"It's the truth. To think of selecting out of all the world one woman, and electing to spend the rest of one's days with her! Alas—"

His eyes looked past Carlotta into distance.

"Sidney Page was one of the bridesmaids," he said irrelevantly. "She was lovelier than the bride."

"Pretty, but stupid," said Carlotta. "I like her. I've really tried to teach her things, but—your know—"

She shrugged her shoulders. Doctor Max was learning wisdom. If there was a twinkle in his eye, he veiled it discreetly. But, once again in the machine, he bent over and put his cheek against hers.

"You little cat! You're jealous," he said exultantly.

Nevertheless, although he might smile, the image of Sidney lay very close to his heart those autumn days. And Carlotta knew it.

Sidney came off night duty the middle of November. The night duty had been a time of comparative peace to Carlotta. There were no evenings when Doctor Max could bring Sidney back to the hospital in his car.

Sidney's half-days at home were occasions for agonies of jealousy on Carlotta's part. On such an occasion, a month after the wedding, she could not contain herself. She pleaded her old excuse of headache, and took the trolley to a point near the end of the Street. After twilight fell, she slowly walked the length of the Street. Christine and Palmer had not returned from their wedding journey. The November evening was not cold. Sidney was not in sight, or Wilson. But standing on the wooden doorstep of the house was Le Moine. The allanthus trees were bare at that time, throwing gaunt arms upward to the November sky. The street lamp, which in the summer left the doorstep in the shadow, now shone through the branches and threw into strong relief Le Moine's tall figure and set face. Carlotta saw him too late to retreat. But he did not see her. She went on, startled, her busy brain scheming anew. Another element had entered into her plotting. It was the first time she had known that K. lived in the Page house. It gave her a sense of uncertainty and deadly fear.

She made her first friendly overture of many days to Sidney the following day. They met in the locker room in the basement where the street clothing for the ward patients was kept. Here, rolled in bundles and ticketed, side by side lay the heterogeneous garments in which the patients had met accident or illness. Rags and tidiness, filth and cleanliness, lay almost touching.

Far away on the other side of the whitewashed basement, men were unloading gleaming cans of milk. Floods of sunlight came down the cellarway, touching their white coats and turning the cans to silver. Everywhere was the religion of the hospital, which is order.

Sidney, harking back from recent slights to the staircase conversations of her night duty, smiled at Carlotta cheerfully.

"A miracle is happening," she said. "Grace Irving is going out today. When one remembers how ill she was and how we thought she could not live, it's rather a triumph, isn't it?"

"Are those her clothes?"

Sidney examined with some dismay the elaborate negligee garments in her hand.

"She can't go out in those; I shall have to lend her something." A little of the light died out of her face. "She's had a hard fight, and she has won," she said. "But when I think of what she's probably going back to—"

Carlotta shrugged her shoulders. "It's all in the day's work," she observed indifferently. "You can take them up into the kitchen and give them steady work paring potatoes, or put them in the laundry ironing. In the end it's the same thing. They all go back."

She turned, on her way out of the locker room, and shot a quick glance at Sidney.

"I happened to be on your street the other night," she said. "You live across the street from Wilson's, don't you?"

"Yes."

"I thought so; I had heard you speak of the house. Your—your brother was standing on the steps."

Sidney laughed.

"I have no brother. That's a roomer, a Mr. Le Moine. It isn't really right to call him a roomer; he's one of the family now."

"Le Moine?"

He had even taken another name. It had hit him hard, for sure.

K.'s name had struck an always responsive chord in Sidney. The two girls went toward the elevator to



"Pretty, but Stupid," Said Carlotta.

gether. With a very little encouragement, Sidney talked of K. She was pleased at Miss Harrison's friendly tone, glad that things were all right between them again. At her floor she put a timid hand on the girl's arm. "I was afraid I had offended you or displeased you," she said. "I'm so glad it isn't so."

Carlotta shivered under her hand.

"Things were not going any too well with K. True, he had received his promotion at the office, and with this present allowance of \$22 a week he was able to do several things. Mrs. Rosenberg now washed and ironed one day a week at the little house, so that Katie might have more time to look after Anna. He had increased also the amount of money that he periodically sent east."

So far, well enough. The thing that rankled and filled him with a sense of failure was Max Wilson's attitude. It was not unfriendly; it was, indeed, consistently respectful, almost reverential. But he clearly considered Le Moine's position absurd.

There was no true comradeship between the two men; but there was beginning to be constant association, and lately a certain amount of friction. They thought differently about almost everything.

Wilson began to bring all his problems to Le Moine. There were long consultations in that small upper room. Perhaps more than one man or woman who did not know of K.'s existence owed his life to him that fall.

Under K.'s direction, Max did marvelous. Cases began to come in to him from the surrounding towns. To his own daring was added a new and remarkable technique. But Le Moine, who had found resignation if not content, was once again in touch with the work he loved. There were times when, having thrashed a case out together and outlined the next day's work for Max, he would walk for hours into the night out over the hills, fighting his battle. The longing was on him to be in the thick of things again. The thought of the gas office and its deadly round sickened him.

What more do you think Christine has learned about her new husband? Did she do wrong to go through the marriage?

(TO BE CONTINUED.)

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## LATEST COIFFURES SHOW NEW TOUCHES

Ingenuous Disposition Made of Hair Which Is Abundant but Not Particularly Long Strip of Malines Used Effectually—Riding Habit Which Is About the Last Word in Such Togs.

Here is one of those new coiffures that dispose of the ends of the hair in some mysterious way without coil or braid or twist or any other visible means, except two soft curls at the nape of the neck. We look at it to admire and to ponder the ingenuity that made so beautiful a disposition

ears, spread over the back of the head, and the ends turned under at the nape of the neck. It is held in place with invisible wire pins. A single strand above the left temple is left free, however, until a larger shell comb has been thrust in at the crown. It is brought back over the comb and its ends are



New Departure in Coiffures.

of hair which is abundant but not long. The secret of dressing the hair in this way appears to be in parting it off in the right way. The front hair for this coiffure is parted off and combed forward as for a pompadour. The remainder of the hair is combed to the back of the neck and tied, and the ends are separated into two strands and curled. The front hair is parted at each side above the temples, and waved. At the top of the head the hair is brought back in a small pompadour, the ends loosely twisted and pinned to the crown. The side hair is combed down over the concealed by pinning them under the top of the comb. In this coiffure there is a short finger of hair across the forehead, which is slightly curled. The shell comb is brightened with two rows of rhinestones. Coiffures of this character are in evidence at the theater, and there is a pretty fashion of covering them with a strip of the finest malines as like the hair in color as possible. This is almost invisible, like a hair net, and just where it begins or ends keeps one guessing. But it keeps the hair neat and supports the coiffure.



Riding Togs for 1917.

A model to which you can pin your faith, if you are contemplating a new riding habit, is pictured here. It is made in one of the new weaves that have been so much promoted for sports wear, but probably as good a choice as can be made for practical service is covert cloth. A dark tan color in this material, cut on the same lines as those of the habit shown here, will furnish its owner with the best of style. She can wear it with the assurance that it is correct.

The coat is cut on the trimmest of lines and is as severe as the art of the tailor can make it. In some of the new habits coats are a very little longer than in this conservative model. But this is a matter of personal taste, and a difference of an inch and a half perhaps covers the latitude of choice. The waistlines are very long and the skirt moderately full.

The hat is less stiff than the regulation hat for riding, but has not displaced its rigid predecessors. Like the material in the habit it is a new

A Dainty Pillow.

Boudoir pillow covers do not necessarily have to be embroidered to be dainty. Good-looking ones are simply lace-trimmed. One seen recently had two three-inch bands of fine cluny insertion set in diagonally across either corner, and the effect, it must be conceded, was excellent.

## A Warning to the Public

Every firm and every individual in the United States, who is dealing in wool and woollen products—everyone who has anything to do with the making and selling of Men's Clothes, knows

### This Country If Depleted of Wool

—to the extent, according to a late Government Report, that today, figured on a per capita basis, there is only 52 per cent of the wool in the United States that was available in 1910, 1911 or 1912.

Now, as we all know, every good suit of clothes has its beginning in raw wool. The cost of raw wool has advanced at least 50 per cent.

The cost of spinning the wool into yard and weaving the yarn into cloth has advanced from 25 per cent to 40 per cent.

This does not include the cost of dyestuffs, the prices of which have gone up to an almost unbelievable figure, and in many cases cannot be supplied at any price.

Every man who has to do with the making of a suit has had his wages increased at least 20 per cent—and with good cause—for the cost of living has gone apace.

There has been a sharp advance in linings, trimmings, buttons, etc., to a point where they now cost nearly 50 per cent more than they did twelve months ago.

The advance in prices and cost of making has been sufficient to make the present.

### Stock Up Now at the Old Price

We earnestly urge you to stock up now. Because Bond's styles are always in advance of those shown generally by ordinary retailers, you can SAFELY BUY THREE OR FOUR SUITS AND OVERCOATS—and still be in style when the time comes to wear them. INVEST in Bond's \$15 Clothes at once. SUPPLY YOURSELF FOR FUTURE NEEDS. You will find such an investment will pay big dividends in downright satisfaction, besides the very apparent SAVINGS IN ACTUAL CASH.

For the Present, Bond's Price Remains the Same

**\$15**

Everything else may change over night; prices may skyrocket to the highest levels—but human nature does not change as rapidly. We know it is within reason to believe that many of our patrons might expect as much for \$15 six months from now as they can get today. It is possible that we will, in a few

months, be forced to raise our price to maintain our quality. We are protected for the present, but what the future holds in store for us, no one knows. This announcement, then, is made to bring home to everyone the exact situation.

**BOND'S**  
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With a market for it (6,000,000 farms in the United States alone. With the men who know how to build and sell it, there is no question about the tremendous success a tractor of this kind will be, as one Motor plow man said: "You will have a factory a mile long inside of a year and you will not be able to fill your orders."

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## LOCAL BREVITIES

Our Phone No. 190-W

Mrs. H. E. Defendorf was in Jackson yesterday.

Rev. W. P. Considine was an Ann Arbor visitor Tuesday.

Miss Margaret Miller was in Detroit, Wednesday, on business.

Rev. Albert A. Schoen was an Ann Arbor visitor Wednesday.

William Kiether of Fenton is visiting Chelsea friends for a few days.

Ernest Dancer made a brief trip to Ann Arbor yesterday afternoon.

Dr. S. G. Bush has been confined to his home by illness the past week.

Mrs. H. L. Wood visited her son, Dr. Henry Wood, in Detroit, Wednesday.

Mr. and Mrs. Ed. Vogel have been spending a few days in Chicago, on business.

Mr. and Mrs. Gottlieb Zahn of Dexter visited Rev. and Mrs. Dierberger, Monday.

L. G. Palmer, John and Ed. Frymuth were in Detroit yesterday after Ford cars.

The Catholic Social Club will give a dance in Maccabee hall next Friday evening, January 9th.

The High Five club was entertained last evening at the home of Mr. and Mrs. O. C. Burkhardt.

Dr. Eric Zinke of Bucyrus, Ohio, has been visiting his father, Emil Zinke, for a few days.

This Bay View Reading club will meet Monday evening, February 5, with Mrs. D. C. McLaren.

Mr. and Mrs. M. C. Updike of Detroit, formerly of Sylvan, are spending some time in Biloxi, Miss.

Mrs. George Millsbaugh of Ann Arbor is the guest of Chelsea friends and relatives for a few days.

Miss Emma Hoffstetter and Clara Canzie of Ann Arbor, were the guests of Miss Laura Hieber, Sunday.

Mrs. B. Steinbach returned from Jackson, Wednesday, where she was called by the illness of her mother.

Dr. Justin Tuomey of Benedict, Minnesota, visited his aunt, Mrs. C. E. Whitaker, Wednesday and Thursday.

Hazen Leach reduced the fish crop in Sugar Lake by ten pounds, Sunday, when he pulled out a ten pound pickerel.

Ed. Weiss is taking a few days "off" from his duties as carrier on rural route No. 2. William Broesamble is the substitute carrier.

Mrs. Ben Isham was called to Ann Arbor, Wednesday, by the serious illness of her mother, Mrs. Lucy Wood, who suffered a stroke of apoplexy.

A. B. Clark is eligible to join the vehicle painter's union. If you don't believe it take a look at his "Henry" in its new dress of red and green paint.

Mr. and Mrs. James Cooke were called to Detroit, Tuesday, by the illness of their daughter, Mrs. Myron Lighthall, who is suffering from muscular rheumatism.

About 75 Detroit Masons are expected in Chelsea, Saturday evening, as guests of Olive lodge. Supper will be served at six o'clock, followed by work in the M. M. degree.

Peter Wirkner is in Valley City, Ohio, to attend the funeral of Mrs. Barney Wirkner, who died very suddenly, leaving her husband and four small children to mourn their loss.

Messrs. H. J. Dancer, John Walz, Bert Gray, Emmett Dancer, Willis Benton, Herbert Harvey and C. F. Smith attended the Woodmen banquet in Ann Arbor, Monday evening.

Miss Ella Davis has been home from her school at Union City, for the past week, on account of a severe attack of inflammatory rheumatism. She expects to return to Union City tomorrow.

## Deafness Cannot be Cured

by local applications, as they cannot reach the diseased portion of the ear. There is only one way to cure deafness, and that is by constitutional remedies. Deafness is caused by an inflamed condition of the mucous lining of the Eustachian Tube. When this tube is inflamed you have a rumbling sound or imperfect hearing, and when it is entirely closed, deafness is the result, and unless the inflammation can be taken out and this tube restored to its normal condition, hearing will be destroyed forever; nine cases out of ten are caused by Catarrh, which is nothing but an inflamed condition of the mucous surfaces. We will give One Hundred Dollars for any case of Deafness (caused by catarrh) that cannot be cured by Hall's Catarrh Cure. Send for circulars, free.

F. J. CHENEY & CO., Toledo, Ohio. Sold by druggists, 75c.

Take Hall's Family Pills for constipation.—Adv.

Mrs. S. A. Mapes was in Jackson, Tuesday.

Herbert Schenk was home from Olivet college for the week-end.

Mrs. J. E. Stewart of Birmingham visited her sister, Mrs. J. T. Maier, Saturday.

Miss Esther Schenk has been the guest of her aunt, Mrs. Edward Pickell of Detroit, this week.

Harmony chapter of the Congregational church will meet with Mrs. Mark Lowry, Wednesday, February 7th. Scrub lunch.

Mrs. Henry Schoenhals of Howell and Mrs. William Beardsley of Boulder, Montana, have been the guests of Mr. and Mrs. H. R. Schoenhals for a few days.

Miss Grace Bacon, who has been teaching in the public schools in Virginia, Minn., for some time past, has secured a position in the Highland Park schools.

Rev. G. H. Whitney expects to leave Monday for Sebring, Florida, where he will spend about three weeks and will assist at the Methodist camp meetings in that place.

Forget-me-not chapter of the Congregational church will meet with Mrs. H. D. Witherell, Tuesday afternoon, February 6th. All members are invited. Scrub lunch. Bring dishes and a friend.

Mrs. S. S. Gallagher returned last evening from Perry, New York, where she has been visiting her mother, Mrs. Wellman, for the past two weeks. Mr. Gallagher met her in Ann Arbor.

Temperatures slightly above zero were registered by local thermometers this morning in sharp contrast to the warm, springlike weather which prevailed Tuesday when the streets were awash with melted ice and snow.

James McCarthy has been spending the week in Ohio, hurrying coal shipments to the Michigan Portland Cement plant here. The plant has been operating at half capacity for the past two months on account of coal shortage.

Dr. and Mrs. R. S. Armstrong returned to their home in Ann Arbor, yesterday afternoon, after visiting at the home of their daughter, Mrs. E. K. Dancer, for a few days. Their little granddaughter, Jean, accompanied them home for a few days.

B. B. Turnbull, sales manager of the Michigan Portland Cement company, went to South Bend yesterday, where he addressed a meeting of the Third Dist. Builders' Supply association last evening on "Quotations and Sales of Portland Cement."

## IN THE CHURCHES

## ST. PAUL'S

A. A. SCHÖEN, Pastor.  
English service at 9:30 a. m. Lincoln Memorial.  
Sunday school at 10:30 a. m.

## BAPTIST

J. G. STALEY, Pastor.  
Church service at 10:00 o'clock.  
Sunday school at 11.

Rev. W. P. Roberts of Lansing will speak Sunday morning. The attendance of all members is especially desired. Thursday evening, 6:45 cottage prayer meeting every week. Phone Mrs. R. P. Chase for the place of meeting.

## METHODIST EPISCOPAL

G. H. WHITNEY, Pastor.

Quarterly meeting and reception of new members next Sunday, February 4th. Love feast at 9 o'clock and sacrament of Lord's Supper immediately following the morning sermon. Epworth League 6:30 p. m. Evening service at 7 o'clock. Prayer meeting Thursday 7:30 p. m. A cordial invitation to all.

## SALEM GERMAN M. E. CHURCH

NEAR FRANCISCO.

GEO. C. NOTHURFT, Pastor.  
Sunday school at 9:30 a. m.  
German worship at 10:30 a. m.  
Epworth League at 7:30 p. m.  
English service at 8:30 p. m.  
Everybody most cordially invited.

## ST. JOHN'S, FRANCISCO

A. BEUTENMULLER, Pastor.

German preaching service, Sunday at 1:45 p. m.  
Sunday school 2:45 p. m.

Now that automobiles are being sold on the installment plan, no harried household knows when he will stumble over a new river in the dim hallway of his humble home.

## When You Have a Cold.

It is when you have a severe cold that you appreciate the good qualities of Chamberlain's Cough Remedy. Mrs. Frank Crocker, Panama, Ill., writes: "Our five-year-old son Paul caught a severe cold last winter that settled on his lungs and he had terrible coughing spells. We were greatly worried about him as the medicine did not help him in the least. A neighbor spoke so highly of Chamberlain's Cough Remedy that I got a bottle of it. The first dose benefited him so much that I continued giving it to him until he was cured.—Adv.

The Big Store

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Jackson Mich.

## Great Yearly Sale of Notions Now Busily Going On

**T**IMELY with the commencement of the spring sewing season, this important sale offers now in widest variety and at lowest possible prices the great list of items which have made this annual event of such widespread interest. The housewife, the dressmaker have come to look forward to this as the time to reap a harvest of bargains in household necessities, domestic conveniences and sewing needs. Extra salespeople will facilitate service.

The Little Fashion Openings have brought a Touch of Newness to nearly Every Part of the Store—Advance Showings of Spring Styles in Suits, Millinery and Footwear are of Particular Interest.

## CORAL REEFS.

Nature's Methods in Building These Seashell Monuments.

Coral reefs surround many of the islands in the Pacific. They protect the lowlands from the washing of the waves, and the still waters enclosed by them are the only harbors of refuge for ships. The reefs themselves furnish the greatest peril to navigation, and if there were no inlet through which a vessel could enter their protected circle they would be a danger and nothing else.

But almost every reef has such an inlet. It is a necessary result of the laws under which the forces of nature work. To understand this we must see how these reefs are formed.

Chemically the reef corals are almost pure carbonate of lime, the substance of ordinary limestone and marble. The reef grows as the shell of the oryster or any other shellfish grows. It is itself the common and undivided shell of innumerable polyp, or minute insects, which are being produced and are dying in successive generations.

These tiny beings get all their living from the waters of the sea. It is from this source also that they derive the salts of lime from which they secrete the bony structure that remains after the animal is dead.

The coral polyp cannot live in fresh water. Their food supply is brought to them by the waves and currents of the sea. As a result it is found that directly opposite the mouth of the stream from the island the reef does not grow. There will be the inlet to the inclosed waters.—Los Angeles Times.

## BOONE'S PLACE IN HISTORY.

A Figure That Stands For All That Is Typical of Pioneer Days.

Kentucky's rich country had originally been a neutral zone, threaded with Indian trails, a territory where none might dwell, but through which all were at liberty to move in hunt or war. The shade of its forests was so dense, the story of its white settlement so full of tragedy, that it was known as the "dark and bloody ground."

The great character of its pioneer period had been Daniel Boone, whose picturesque, half legendary figure stands for all that is typical in that vanished phase of our national life.

Born in Pennsylvania, he had grown to manhood on the banks of the Yadkin in North Carolina, had built his hut and married early, after the fashion of the locality. But he found tilling the ground dull work when the forest called. Expeditions into it to hunt game or to make salt at the salt licks, where animals and men alike went to satisfy their cravings, only fastened its dominion more firmly upon him, and when a wandering Indian trader strayed across his pathway and told him of the rich country to the west called Kentucky, which, in the language of the red men, meant "at the head of the river," or "Long river," he gave him self up to it with a fervor that was little short of fanaticism, believing himself "ordained of God to settle the wilderness."—Helen Nicolay, in Century Magazine.

## Birds of a Feather.

Frederick Leveson-Gower in his reminiscences relates that when he visited Moscow in 1856 for the coronation of Alexander II. "opposite our house during the procession was drawn up a regiment called Paulovski, formed by the Emperor Paul, all the men having turned up noses and therefore resembling him. It seems it was the fashion to compose regiments of men all having the same features. The late emperor had recruits sent to him and told them off according to their looks. There is one regiment of men all marked with the smallpox."

## Inspiration Miscellany

## How One Family Saved

In the American Magazine a writer tells how he and his wife managed to save money and get ahead:

"On March 1, 1905, my wife persuaded me to take out five shares of building and loan stock, which necessitated my paying \$5 every month. I kept at it faithfully and regularly, never missing a single payment, and many a month I could hardly see where the \$5 was coming from, for at that time my salary was not very large. But I considered that I owed it just the same as I owed my rent."

"I kept at it with a determination that I would not let anything interfere, and after paying in for ten years and eight months the secretary told me that the series I was in had matured and that I need not pay any more. So he gave me a check for \$1,000. You can easily figure that at \$5 per month I had paid just \$600."

"The profit represented the interest on my money for the ten years and premium on my money which the association had sold, and when the amount which I had paid then plus interest and premium reached \$1,000 my obligation to them ceased, and I got the amount mentioned above, or \$1,000. I have often said to my wife that we were just that much ahead, for I feel certain we would not have saved the \$5 each month if we had not made the start and felt that we should stick to it until the stock matured."

"With that \$1,000 I bought a \$1,000 bond that pays 5 per cent, and instead of paying out \$20 a year we get \$50 interest each year. This permits us to save the \$20 each year and in addition the \$50 interest, which is almost double the amount we originally started with."

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## WEEK END MENU.

## SATURDAY—BREAKFAST.

Concord Grapes. Cooked Cereal.  
Fish Timbales. Watercress.

## LUNCHEON.

Baked Beans. Boston Brown Bread.  
Sweet Pickle.

## DINNER.

Cream of Corn Soup.  
Breaded Breast of Lamb.

Baked Potatoes. String Beans.  
Vegetable Salad.  
Cafe Bisque.

## Vegetables For Dinner.

**POTATO PUFFS.**—Eight medium sized potatoes, one teaspoonful of salt, a dash of white pepper, two teaspoonfuls of finely cut parsley and two teaspoonfuls of butter. Wash and boil the potatoes twenty minutes. Drain when cool, skin and mash; add the salt, pepper, parsley and one teaspoonful of butter; mix well and beat until light. The other teaspoonful of butter we will use to brush the small pans in which the puffs are baked, or you may brush a bake pan and bake all in one large puff. This amount makes six large individual puffs or one small bake pan.

**Cauliflower.**—Remove the leaves from one head of cauliflower, place in saucepan stem end down, cover with boiling water, add one teaspoonful of salt and boil, uncovered, thirty-five minutes. Drain, place in tureen and cover with sauce.

**Sauce.**—Put one tablespoonful of butter into saucepan; when melted add one tablespoonful of flour; mix well and add a cup of cold milk slowly, stirring until smooth and creamy; then add the juice of half a lemon.

**Baked Sweet Potatoes With Cream.**—Steam four large sweet potatoes for ten minutes; take out and peel, slice lengthwise half an inch thick; put into a baking pan, spread each slice with butter, sprinkle powdered sugar over them, a pinch of salt and pour over half a cupful of cream. Set in oven to heat through.

**Creole Sweet Potatoes.**—The potatoes should be washed and boiled with the skins on until they are nearly done and then peeled. They should be sliced lengthwise, not too thin, and fried in butter and then sprinkled with brown sugar, maple sugar, shaved thin, or molasses. They can be cooked some time before they are needed and kept warm in a warming oven. It is not the ingredients used in the creole preparation of sweet potatoes so much as the careful cooking that makes them famous.

**Smothered Mushrooms.**—Slowly brown butter until it is almost black. Into this place the mushrooms. Cover with a lid and let them slowly cook until tender.

## OUR FIRST ADMIRAL.

The Rank Was Conferred Upon David G. Farragut in 1866.

The first officer of the United States navy to hold the rank of admiral was David G. Farragut, who was elevated to that position on July 25, 1866, as a reward for his great services in the war that had recently ended. Prior to the conflict between the states the highest rank in the United States naval service was that of commodore.

In 1862 congress conferred upon Farragut the rank of rear admiral, and in 1866 he was made a full fledged admiral. Farragut died in 1870, and the title of admiral was then conferred upon David D. Porter, who held that rank until his death, in 1891.

Congress then abolished the title of admiral, and the grade of rear admiral remained the highest in Uncle Sam's naval service until 1899, when that of admiral was revived and conferred on George Dewey.

In that year the old title of commodore was abolished, and the holders were advanced to the grade of rear admiral.—New York World.

## NORTH LAKE

Mr. and Mrs. Rob Gardner and family entertained a large number of friends at their home Friday evening. The evening was spent in dancing and music and a very fine time enjoyed by all.

Mr. and Mrs. George Fuller visited at the home of Mr. and Mrs. Frank Barton, Sunday.

Mrs. John Pratt and son Robert visited in Ann Arbor, Monday.

Miss Mary Brown and Lawrence Noah are on the sick list.

Stephen Santure called at George Fuller's, Sunday.

Mrs. Samuel Shultz and daughter Irene of Ann Arbor visited Mr. and Mrs. John Pratt, Tuesday.

Mr. and Mrs. Wirt Barton of Durand are the proud parents of a little son.

E. C. Glenn is filling his ice house this week.

John Pratt and son James visited at the home of A. L. Pratt, Monday.

Mrs. James Harker and family, Herbert, Ernest, Norman and Miss Laura Hudson, visited at Mr. and Mrs. George Fuller's, Tuesday.

Mrs. Floyd Boyce and son are visiting for a few days with her parents, Mr. and Mrs. P. E. Noah.

George Webb was in Ann Arbor to attend a school officer's meeting, Tuesday.

## Neighborhood Brevities.

**CLINTON**—Earl Seamen, an automobile dealer of Howe, Ind., was killed on Friday by a passenger train here. He was driving a new car from Detroit and the sidecurtain it is thought prevented his seeing the approaching train. A companion with another new car had crossed ahead of him in safety.

**FOWLerville**—The Pere Marquette passenger depot and contents was completely destroyed by fire early Saturday morning.—Review.

**HOWELL**—Three deaths of well known residents have occurred during the past few days; Charles O'Connor, 94 years of age, died Sunday; D. J. Filkins, age 85, is also dead and Governor Hutchins, 45 years of age, died Sunday of spinal trouble.

**ANN ARBOR**—G. C. Williams, state insurance examiner, formerly of Sault St. Marie, died suddenly Monday of apoplexy at his home in this city.

## Epigrams of Success

Let me, says B. C. Forbes in Leslie's, give a few of the business epigrams and mottoes of a prominent St. Louis merchant, since they throw light on his successful methods:

"The difference between failure and success is doing a thing nearly right and doing it exactly right."

"Concentration means strength. Scattered means weakness. Having chosen one line of work or business, stick to it."

"Spend fifteen minutes every night re-counting your day's doings and planning to do better next morning."

"Always put yourself in your customer's place."

"Character is the decisive force in business."

"I am a great believer in the business philosophy of encouragement."

"Settle claims promptly. The merchant who does not permit himself to be imposed upon occasionally will never get far."

"If any of your men or any customer gets into a hole, always leave him a loophole to get out easy."

"Quality of goods, confidence in your business and in yourself, ability and readiness to anticipate conditions and to adapt yourself to them—these are some of the essentials to business success."

## The Bright Side.

If the present moment be hard, sad, painful, we have the opportunity not to complain. There will be some bright thing. Fasten on that; if none, then this—that it might be worse. If it seem the worst possible from the outside, there is still this reflection—that we may make it worse by our own way of taking it in the soul.—J. Vila Blake.

## Spoiled His Speech.

"When I rose to speak it was so still in the hall you could have heard a pin drop."

"Yes?"

"Well, I stood there for a moment looking out over the audience and framing my first sentence, and I am sure that I should have been able to get along all right, but just before I had got ready to utter my first word some fool in the back end of the hall yelled, 'Louder!'"