

ADJUNCTS

FROM THE ADJUTANT'S OFFICE.

It is with hesitation that we take our pen in hand this week, to do our bit, after the storm of criticism we suffered for last week's efforts. However, being of that do and dare nature we will at least try this week's comments out. We beg to state that any member of the office force found wearing guns or concealing other war-like weapons will be dealt with accordingly.

Sergeant Mills is again with us, after his trip to the mountains. Anything that will make Millsy good humored for three days' time is sure worth while. Why not send him on another trip soon?

Sergeant Martin, our Old Reliable, has led an exemplary life since his return from D. S. at the Operation Room. Only his keen sense of duty led him astray even temporarily.

Sergeant Wright, since we offered our first criticism of last week, has mended his ways and the pains of righteousness are for him also. Little did we ever suppose that our literary efforts would be crowned with such beneficial results.

Sergeant Mann has been taken from us temporarily, making Sergeant Johnson's place in the Detachment Office, while the latter is enjoying a furlough. Sergeant Mann this week is beyond our jurisdiction, but we only hope he will return to us a better and brighter youth. We do fear for his safety even now for it is rumored that he has recently received a highly scented epistle, postmarked Charlotte. What say Burlen? When do you expect that one from Atlanta?

Corporal Norton is attempting to fill Sergeant Wright's former position, being seen at the office at infrequent intervals. Oh, well the war is over now and Hoskins is but a short distance away.

THE CADUCEUS

CAN USE TOOLS

MISS WAIT GOOD FARMER IN
FIELDS OF REFERENCE.

"Old Crome."

Did you ever hear of him? Neither did the persons who carried the question of his identity to Miss Marie Fox Wait, base hospital librarian.

But the search stopped there. Miss Wait nailed "Old Crome" down, as a half forgotten English artist, in no time at all.

This gives us a chance to make a sweeping statement and to deliver a preachment.

Miss Wait has not been "stumped" yet by a question in regards to points rhetorical, historical or alegorical. If she does not know a reference off-hand she knows where to find out about the topic.

"We consider Miss Wait one of the best reference librarians in the army work," stated Miss Miriam Carey, field representative of the southern states, upon her visit to the base hospital. "Miss Wait has had a broad experience in the use of reference books. She knows how to use her tools."

The tools with which Miss Wait labors, when called upon for a reference at the base hospital library, are limited in number and her success in meeting every application shows the thoroughness with which she understands her field. She can take Webster's Dictionary, Everyman's Encyclopedia, Who's Who In America, World Almanac and Harper's Book of Facts and tell all about Mussulman's, Diaerosis, Sagittarius, Tiegsmouth and Pearl White.

She knows how to use the tools at her disposal and she is a strong advocate of the principle of people learning to make the most of their surroundings. She urges the use of books on vocational training and of which the library has a growing supply.

A new series of volumes on salesmanship have arrived and are accompanied by the following statement:

Knowledge of human nature learned by personal observation and experience helps to make a good salesman. Books are also guides to character and enable us to observe more keenly. In books successful business men have pointed the road to greater

CHAPLIN'S CORNER

Private Martin in addition to his other duties is giving nightly instruction in the use of the English language at the "Y," hours six to seven.

Lieut. Atherholdt, of the Morale branch, Camp Greene, gave some facts about government insurance as well as a religious message Sunday evening last.

Movies two nights a week at the "Y" and two nights a week at the Red Cross house help to drive dull care away and just leave time for an half hour of prayer and praise Thursday at 6:30 at the "Y."

Special music by Charlotte talent will be a feature of the Sunday evening gathering at 7:00. Both services of the day will be conducted as usual at the Y. M. C. A. by Chaplain Rowland.

The best things are nearest—breath in your nostrils, light in your eyes, flowers at your feet, duties at your hand, the path of God just before you. Then do not grasp at the stars but do life's plain common work as it comes, certain that daily duties and daily bread are the sweetest things of life—Lord Houghton.

efficiency.

One practical guide is Taylor's What a Salesman Should Know, which deals with traveling salesmanship.

Salesmanship, by Maxwell, treats of sales in department stores as well as on the road. Advertising and Selling, by Hollingworth, and Mahin's Advertising, Selling the Consumer are everyday, practical books. Holling and Mahin is an authority on developing a market through intelligently planned advertising campaigns.

Marketing methods, personal salesmanship, training people to sell more goods, and supervision of the selling force are described in Retail Selling, by Fisk, an experienced manager in various types of stores. The chapters on the use of salesmen's goods are especially thorough.

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