

SCHOOL DAYS



Uncommon Sense

There is an old copybook maxim to the effect that kind words cost nothing and are worth much.

Anything that costs nothing and is worth much is a good investment. We know of no better investment than civility.

Civility is your best introduction to a job. It is your best introduction to success.

From your own experience you know how often you have gone into a store, intending to buy, and have been driven away by the bad manners of a stupid clerk.

The great salesman practice civility as their cardinal principle. They are never servile, but they are always civil.

Who is the man who gives the best chance of new work to any office? The man who is the most civil, the most attentive, the most interested.

Who would you prefer to have around you in case you were a boss—the man who is civil or the man who is servile?

Civility is the cheapest of all commodities. It is also the most valuable. It is, of course, not the only requisite of success.

But it is civility that advances your career, wins them a hearing and keeps them constantly before the minds of the men who are their pursuers.

Cultivate it, if you lack it. It will prove worth more than you will ever believe until you get a little business experience.

By E. R. PEYSER

MEN YOU MAY MARRY

Has a Man Like This Proposed to You? Symptoms: All the ladies have a hungry look as he enters wearing a self-satisfied smile; men snicker at his coming.

He is the king of tamed beasts. Prescription for his bride: Compare him daily and nightly with the mustelians, poets and diplomats of history.

The Paths of Glory Must Start and End in Marriage.

THE SANDMAN STORY

OLD MR. RAT MOVES

ONCE there lived under a barn an old Mr. Rat. He had gnawed so many hard things that his teeth were quite worn and he was getting very fussy about what he had to eat.

A brick wall now would keep him out, and even the hard wood which he used to snap his tail at was no longer an easy thing for him to gnaw his way through.

Grandfather Rat did not like to be chased as he once did, either. That is, he did not feel like defying his enemies. He did not stand much chasing in his younger days.

He was a very wise old fellow, was Grandfather Rat. Many a trap had

to live Madam Cat and her five frolicsome kittens, and Madam Dog and her puppies, and such fun as they had running over the barn floor, tumbling things down from the little shelf-like places around the barn, under Grandfather Rat, who lived under the barn floor, was driven out of his wits with the racket.

At night all was quiet but he did not sleep at night; it was in the daytime he had his best naps, and now he could no longer enjoy his rest. He would have to move.

Grandfather Rat started out to find a new home, and he found one close by a pond. "Here I can have plenty of water," he said. "And it is not too far from the barn, and I am sure I will have peace and quiet when I want to sleep."

So he moved and made a nice place for his home in the bank and slept all day, waking up once in a while just to enjoy the quiet of his new home and tell himself how wise he was to move and how lucky to have found this very spot.

He waited until it was dark before starting for the barn. He even dozed while he was waiting, but he awoke with a start, for his sharp ears caught peculiar sounds and he sat up and listened.

"Go round, go round," he heard. Grandfather Rat looked out carefully from his home. He saw nothing, but he heard hundreds of different voices calling. "Go round, go round." All night long he sat and listened, not daring to stir out of his house, for he was sure hundreds of men must be waiting to capture him.

The next day, as soon as it was quiet, out came Grandfather Rat and ran for the barn, where he ate a good breakfast, and then under the floor he went to his old home, and in spite of the noise made by the puppies and kittens, he slept soundly all day.

"Better live here with the noise of which I know the cause," said he, "than dwell in a place where such unheard-of sounds keep me in the house all night. I wonder what it was?"

If Grandfather Rat had only known, he might have gone out in safety, for it was the concert given by the Frog family nightly by their pond that he heard, and no one would have harmed him.



"And Such Fun as They Had."

he seen, but never on the inside—always on the outside. He had laughed to himself to think that Mr. Man could think he would be foolish enough to go in after the cheese or whatever was placed in the trap to tempt him.

"Here is plenty of grain and corn, and things outside the barn too numerous to mention," Grandfather Rat used to muse as he sat behind a barrel looking at a trap set especially for him; though many rats had entered the trap, it had never been wise Mr. Rat, and that was the reason he was a grandfather.

But one day there came to the barn

ROMANCE OF WORDS

"JEWELRY"

LIKE "confectionery," "pastry" and "crocker," the word "jewelry" has come to mean something quite different than it originally did—to be understood as the thing itself, the jewels, rather than the place where these are kept.

Properly speaking, jewels are "jewelry" no more than huggars are "huggery" or slaves are "slavery." But the word was perverted by careless speakers who were unmindful of the fact that jewels were kept in a "jewelry" just as confections were kept in a "confectionery," paste in a "pastry" and crocks, made by a creature in a "crocker."

The proper use of the word—apart from the license permitted by custom—is well illustrated by Howell, who tells us in one of his letters that Felton, the murderer of the Duke of Buckingham, in his attempt to escape, "was so afraid that he missed his way and so struck into the 'pastry' where he was captured."

Reading this today one is immediately struck by a picture of the assassin being caught in a huge pie or possibly stopped by the impact of one of those custards to which a certain "movie" comedian is so partial. But "pastry," so used originally, meant the place where the paste or desserts were made—not the pies and cakes themselves.

The change in meaning is doubtless due to the fact that merchants placed signs over their stores announcing that there was a "jewelry," and the public gradually commenced to apply the term to the jewels themselves.

By Wheeler Syndicate, Inc.

What's in a Name? By MILDRED MARSHALL

CLEMENTINA

CLEMENTINA had its origin in ancient Rome. Clement was a woman and was borne by Vespasian's nephew, Titus Flavius Clemens, who was put to death by Domitian on a charge of atheism.

Clemens, taken as a Latin adjective, signifies "merciful"; from it the substantive Clementina came to be formed. The Romans worshipped Clementine, the personified virtue, as a goddess, bearing a cup in one hand and a lance in the other, and the title "Your Clemency" became the mode of addressing emperors.

In England and France, Clementina is probably the direct outgrowth of the legend of St. Clements, who was martyred by being beheaded and thrown into the sea, where a shrine of coral was formed around his head. He is the patron saint of sailors. Italy modernized the early Roman goddess by calling her Clemenza and Germany is responsible for Clementine. The charming Clementina is the English version. It gained great vogue and achieved widespread usage in honor of the Italian lady in "Sir C. Grandison."

The turquoise is Clementina's talismanic stone. It will protect her from all dangers, particularly from accidents while riding and walking, according to an old legend. If she sees the new moon reflected in its surface, she will have extreme good luck. Monday is her lucky day and 3 her lucky number.

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One Way of Looking at It. Ed Norwood, publicity director for a leading circus, tells this story, which he declares is true:

An old man approached the ticket wagon on the circus grounds and asked for three seats for the afternoon performance.

"Sorry, but we're sold out," the ticket seller told him. "You mean to say you haven't even three seats you can sell me?"

"That's about the situation," "Well," opined the old man, with acerbity, "I call that darned poor management!"—Fred C. Kelly in The Nation's Business.

POPULARITY



Handsome "Norm" Kerry, one of the stars of the "movie" stands two inches over six feet in height and weighs 187 pounds.

THE RIGHT THING at the RIGHT TIME By MARY MARSHALL DUFFIE

YOUR LUNCHEONS

IF YOU are planning to give a formal luncheon your invitations should go out at least ten days in advance, and unless the luncheon is very large and formal, these should consist of brief, cordial notes written on your best paper.

"Mrs. James Brown Henry requests the pleasure of Mrs. Greene's company at luncheon on Thursday, the twenty-fifth of February, at one o'clock."

"Dear Mrs. Brown: I should be pleased if you will take lunch with me on Friday, the seventeenth, at half past one. Trusting that you have no previous engagement which will prevent your coming, I am sincerely yours."

Answers to such invitations should be sent out within a day or two after their receipt. Tardy replies to luncheon invitations are inexcusable.

The hostess should be dressed at least half an hour before the hour set for the luncheon, and waiting in the parlor to receive the guests. It is exceedingly bad form to keep an expected guest waiting.

When the maid announces that "Luncheon is served," the hostess leads the way to the dining room and stands at her place at the head of the table. The guests find their places by cards bearing their names placed at every cover. At the right of the hostess is seated the woman to whom she wishes to show the greatest honor, and other guests are generally seated where they will be most congenial.

When the guests are seated the hostess begins to eat first, thus giving the signal to the guests. The grapefruit should be on the table, a half portion at each place, when the maid announces the luncheon. For the first course served by the maid, begin by serving the guest at the right hand of the hostess. In the second course begin with the guest on her left hand. In this way no partiality is shown.

Coffee is the last course to be served, and when the hostess is quite sure that all of her guests have finished, she should rise and lead the way into the parlor again. Here the hostess and her guests converse, and it is nice to have a little music if some of the guests play or sing. Guests should stay from a half to a full hour after luncheon, and as they leave, express their pleasure to the hostess.

Throughout the luncheon it is the duty of the hostess to see that conversation does not lag, and to keep an eye on one and all of the guests, making sure that not one of them is bored or neglected.

By Wheeler Syndicate, Inc.

A LINE O' CHEER

By John Kendrick Bangs

A REMOISTRANCE

NOW stop your growling 'bout the heat That shimmers on the sizzling street.

It does not cool you off to cuss, And fume about, and fret and fuss.

How much you'll need it next December.

By Wheeler Syndicate, Inc.

SOMETHING TO THINK ABOUT

By F. A. WALKER

WHOM all adore I cannot love— Too often he is weak, Philant, adjusting to wish of those Whose voices speak.

Give me the strong, who swiftly take Their chosen way, alohe; Nor eringe nor fawn, but boldly make The world their own.

Whom all adore I cannot love— There is no real force there, For he whose will is like a rod Stoops not to share.

Give me the strong! The lonely tree Upon the storm-swept mountain great, Has twice the strength of those we plant Inside our gate.

Give me the strong! The plastic clay Is molded by the hands Of every one who pauses, passing by— The marble stands.

RIGHT BEGINNING

WHAT you have done a dozen or so times without getting the result you sought signifies that your efforts were faulty.

You repeat and repeat, still cling to the wrong way, continue your blundering and finally end in dismal failure. You may be a very adroit person, capable of steering your course through ordinary difficulties with a commendable degree of confidence and even succeed in astonishing your employer, but when the real test of your ability comes, the one upon which your promotion depends, your unfavorable star glares malevolently, and away you go hither and thither like a leaf in a gale, knowing not where you may be swept.

After the wind has subsided and the keen edge of your disappointment has been blunted, you seek consolation in the thought that of the millions who occupy the face of this planet, great numbers of them have passed through similar experiences and survived.

That this is true, and in all likelihood will remain true until the end of time, does not in the least benefit you materially or contribute in the smallest degree to your intelligence, unless you may have learned in your defeat that one cannot do things properly until one has first found the way to the right beginnings.

It is good to smile and bear the burden of the cross placidly, but the better thing to do is to ascertain your faults and so improve yourself that another failure of the same nature shall be impossible.

The root of the matter is that every man who is at the top of the ladder began his ascent in youth from the ground. He mastered the rudiments step by step, sensibly surveyed everything around him as he climbed above the heads of others and eventually became their master.

He made the right beginning. He built his ladder as he climbed, and before building it he made sure that it rested on a solid foundation which neither fire nor flood could sweep away.

Railroad presidents, industrial heads, writers, painters, musicians, inventors and those quiet searchers among celestial bodies of whom the world hears but little until a new star has been discovered and measured, all begin their careers in the right way, by starting at the very base and working undisturbedly through heat and cold to the crowning summit.

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Comfort of Gold Fish.

On the outside of your goldfish bowl, paint the bottom and about two inches above the bottom in dark green paint. This adds greatly to the comfort of your pets. They will not swim so wildly, but will seek the bottom and rest. Very pretty castles can be built of rough pebbles and cement (choosing a cement that will not be affected by water); projections, nooks and tunnels will be appreciated by the fish; boys and girls, too, will find making them a pleasure.

ONCE IS ENOUGH



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