

# Uncommon Sense . . .

By JOHN BLAKE

## SALESMANSHIP

WHETHER you are taking orders for threshing machines or life insurance, or drawing a salary of ten dollars a week, you are a salesman. In the first instance you are selling somebody else's product. In the last you are selling your own.

You will sell threshing machines or life insurance faster if you know something about them, and believe in them.

You will sell your own services for a higher price if you believe in yourself.

If the merchandise you offer is not worth the price you ask for it, you can't be sincere in your efforts to dispose of it.

And if you do not absolutely know that your services are worth more than you are getting for them, you will never be able to get more.

All salesmanship that is worth anything is based on confidence.

You will find it hard work to convince people of anything you do not believe yourself.

Before you make any effort to raise your own salary be sure that it ought to be raised.

Compare yourself with other people doing the same work for the same wages.

If they are better than you are at the job, don't ask for a raise until you have made yourself better than they are.

Your hands or your brains are the commodity you have to dispose of. Make them just as efficient, just as productive as you can.

Discover and eliminate the faults that keep them from doing their best.

Work, study, practice—bring yourself up to a higher point of usefulness.

Then when you begin to talk about getting more money you will have an argument.

Believe in yourself thoroughly and other people will believe in you.

But remember that you cannot sincerely believe in yourself unless you are convinced that you can really produce more than the other men who are doing the same kind of work.

(© by John Blake.)

France lost 10 per cent of its population in the war.

## ONCE IS ENOUGH



## WHAT DIES?

By DOUGLAS MALLOCH

WHAT dies? Most certainly the pine  
Will never die—descendants brave  
Maintain the old majestic line—  
The very oak above the grave  
Speaks Nature's continuity.  
What dies? Not, certainly, the tree.

What dies? The bud, the rose, the seed,  
Each has its time and has its turn.  
One needs his garden but to read  
Of life's eternity to learn.  
That every springtime will disclose.  
What dies? Not, certainly, the rose.

What dies? The sun will fade, the stars  
Come out, and then the stars will fade—  
But still the midnight has its Mars,  
The day will have its light and shade.  
The sun again when night is done.  
What dies? Not, certainly, the sun.

What dies? Shall only one thing die?—  
God's mind in human minds expressed?  
Shall tree and rose live on, and I  
Expire, this spark within my breast?  
Is death the end of all the plan?  
What dies? Not, certainly, the man!  
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What dies? The river finds the sea,  
The sea the sky, the sky the hill—  
The hill shall give us presently  
The river from the mountain rill,  
With star and sun again to gleam.  
What dies? Not, certainly, the stream.

Falsehoods Blacken House.  
In Turkey, when any man is the  
author of notorious falsehoods, they  
blacken the whole front of his house.

## SCHOOL DAYS



From idle slumbers they call youth  
and point the way to honor and fame;  
from the valley of gloom they bid the  
despondent to look up to the glorious  
heavens; from the mire of sin they lift  
up the fallen, seeking no reward but  
the joy that is theirs from doing good.

They sin as we all sin, but unlike  
most of us, they are charitable towards  
all mankind, prayerful, watchful, faithful.

When the chimes in the belfry chant  
their evening hymns, no souls on earth  
are more serenely peaceful than the

great-hearted; when at the setting sun  
of their life the streams of light grow  
dim in the golden west, and the somber  
shadows fall all about them, no  
souls on earth are happier than they,  
or more eager to go.  
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## THE ROMANCE OF WORDS

### "DUNCE"

DURING the middle ages certain theologians were called "schoolmen" because they were taught in the cathedral schools and cloisters founded by Charlemagne and his successors. At first these men were revered and looked up to. Their writings were the court of last resort; their opinions, authoritative. Later, however, their works fell out of favor because the form of their speculations was unattractive and their works were not written in classical Latin.

There were some, though, who still clung to the teachings of the schoolmen in general and to the doctrines of one Duns Scotus, a great teacher of the Franciscan order, in particular. Whenever an adherent of the old learning would seek to bolster up his contentions by referring to the works of Scotus, his opponent would seek to silence him with the rejoinder: "Oh, you are a Dunsman," or, more briefly, "You are a Duns," an epithet of scorn which gradually found its way into the language with the slightly altered spelling "dunce." Thus it is that the name of one of the best known doctors of the church, admitted a keen and sharp-witted teacher, has been turned into a byword for stupidity and obstinate dullness.  
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### Stray Bits of Wisdom.

Childhood is like a mirror which reflects in after-life the images first presented to it.—Samuel Smiles.

# ROAD BUILDING

## ROAD CLASSIFICATION URGED

Necessary in Order to Carry on Successfully Highway Program in This Country.

That a public road-building policy requiring road classification according to function as well as responsibility for construction and maintenance is necessary in order to carry on successfully a good roads program in this country, is the gist of a treatise issued recently by the Nebraska department of public works, on "How to Get Good Roads." The classification policy, the Nebraska officials point out, has been found upon adoption abroad to be a highly successful one for highway improvement. "That which has secured roads overseas," says the bulletin, "should secure them here. First: There is the country road. Its primary function is to serve county needs. While its function is vital—linking farm and market—its use is nearly local. The county, therefore, should assume responsibility for it. It should be built and cared for by the county funds. Exception should be made of certain roads in the counties whose function places them in another class—that of state or federal roads. Second: There is the state highway, the aggregate of which constitutes the state highway system. These are the roads which, while serving local needs in the counties, have for their primary function highway service to the state as a whole. The system is usually planned to connect the county seats, and all these and the various sections of the state and the state capital. The state, therefore, should assume responsibility for these roads. They should be built and cared for through state taxation. Exception should be made of certain roads in the state whose function places them in a third class, that of national roads. Third: There is the national highway, the aggregate of which will constitute the system of national highways. These are roads which, while serving county needs, state needs and interstate needs, have for their primary function highway service to the country as a whole."

## PACIFIC COAST IS BUILDING

Oregon Has Spent \$57,000,000 in Five Years on Construction of Improved Roads.

In five years Oregon has spent \$57,000,000 in road building. How's that for a population of only 800,000? No other state in the Union probably comes anywhere near such a per capita expenditure for good roads. Other Pacific states also are energetically constructing the very finest paved highways. Oregon's roads have cost \$30,000 a mile, exclusive of bridges. The result is that you can now drive hundreds of miles north and south on roads the equal of any that New York, Chicago or any other large city can boast. Also, it will very shortly be possible to motor clear through the state of Oregon to the Idaho border line, a distance equal to the total length of England.

I noticed, too, a great many substantial roads in many parts of the western half of the country. Good roads always go hand-in-hand with a high state of civilization. If the Romans needed good roads in their day, how much does this far-flung continent need them today? Next to necessary expenditures for up-to-date sanitation no district can invest a generous amount of money more wisely than in constructing first-class roads, now so necessary for expeditious transportation of products and so conducive to the development of desirable social intercourse, without which we can never hope to have our agricultural resources adequately developed.

Yes, the West is on the right track.—B. C. Forbes in Forbes Magazine.

## PROPER SERVICE FROM DRAG

Work Should Be Done After a Rain While Earth is Still Soft but Not Sticky.

To secure results from the use of the road drag, it must be operated over the ordinary dirt highway at such a time as the earth is in proper condition to give best returns for the labor and effort expended. It is not unusual to see men dragging a road when the latter is so dry as to make the effort one of scraping rather than dragging. Highways should be dragged while the earth is still soft after a rain, yet not soft enough to stick to the drag. The surface which results upon drying is one which sheds water readily on the next rain if a proper slope to the road is left. An experienced worker will accomplish this by always pushing a little earth toward the center of the highway as he operates the drag.

Important Vehicular Traffic.  
The big problem of highway transport is in letting the public know of the importance of vehicular traffic to the entire community just as the people now realize the value of schools to all persons in a town whether parents or not.

Freight by Motor Trucks.  
More than 1,430,000,000 tons of freight, including 134,400,000 tons of farm produce, are now carried by motor trucks over the highways in this country every year.

## IMPROVED UNIFORM INTERNATIONAL

# Sunday School Lesson

(By REV. P. B. FITZWATER, D. D., Teacher of English Bible in the Moody Bible Institute of Chicago.)  
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## LESSON FOR MAY 13

### DAVID, THE POET-KING

LESSON TEXT—1 Sam. 16:1-3.  
GOLDEN TEXT—Surely, goodness and mercy shall follow me all the days of my life.—Ps. 23:6.

REFERENCE MATERIAL—Ps. 51: 1a, 3-7; Jer. 32:15-26; Luke 1:32; Acts 22:30-34.  
PRIMARY TOPIC—The Shepherd Boy Chosen King.

JUNIOR TOPIC—God Calls a Boy to Be King.  
INTERMEDIATE AND SENIOR TOPIC—David, as a Friend.

YOUNG PEOPLE AND ADULT TOPIC—Lessons From the Life of David.

### I. Samuel Mourns for Saul (v. 1).

1. Why He Mourned. The death of Saul was no doubt a personal loss to Samuel, for Saul was a commanding and lovable personality. Then, too, the ruin of so promising a career would deeply affect a soul like Samuel. Finally the humiliation to God and God's people grieved his heart.

2. Excessive Mourning Rebuked. The fact that God had rejected Saul should have lifted Samuel out of his grief. Excessive grief over that which God does is a reflection upon Him and should be rebuked. In all God's acts we should submit although it may change our plans. When sorrow becomes a hindrance to the discharge of duty, it merits rebuke.

### II. Samuel Sent to Anoint David (v. 1-3).

1. Samuel's Fear (v. 2). Perhaps by this time Saul was becoming a desperate character. Samuel knew that if Saul should hear that he was taking steps to anoint a successor to his throne, his own life would be in danger. Samuel was wise in submitting this difficult situation to the Lord. God's servants are to be brave. But even when going on errands for God we should not court danger. We should exercise the greatest caution so that unnecessary dangers be avoided.

2. The Lord's Direction (v. 2, 3). The Lord smoothed the way for Samuel. He showed him how to perform his duty and escape the danger. Samuel was to take a heifer and announce that he was going to offer a sacrifice unto the Lord and to call Jesse to the sacrifice. The prophet was not told all that would happen. This is usually God's way with us. He gives us our work piece by piece and guides us step by step. Samuel's purpose was known only to him. It was to be kept a secret so that the news would not reach Saul. This was a shrewd device but entirely legitimate. There is not necessity for us to reveal all our purposes.

### III. Samuel's Obedience (v. 4-13).

1. The Trembling Elders of Bethlehem (v. 4, 5). It seems that the whole nation was shot through with fear because of Saul's sin. To the elders' alarming inquiry Samuel responded with the assurance of peace, inviting them to join him in worshipping the Lord.

2. Examination of Jesse's Sons (v. 6-12). The Lord had revealed to Samuel that one of Jesse's sons was to be the new king, but not the particular one. The selection of the right one was a most important matter as destinies hung upon it. (1) Ellab rejected (v. 6, 7). Ellab was the eldest son and therefore he was the first presented as having first right to the place of honor. Further, he was a splendid specimen of a man, tall and majestic in appearance so that even Samuel was captivated by him as he had been by Saul. (10-24). Outward appearance was favorable but the realities seen by God were against him. God knows whom He can trust with great responsibilities. We frequently estimate men by their dress, culture, wealth and position. These are only surface manifestations and frequently lead us astray, but God looks into the heart. (2) David chosen (v. 8-12). All but one of Jesse's sons had been looked upon but still the Lord's choice had not appeared. Jesse's reply to Samuel's question as to whether all his children had appeared seems to imply that David was not of much importance. He was considered good enough to watch the sheep but not important enough to be called to the feast. Because David was faithful as a shepherd boy, he was in line for promotion when God's given time arrived.

3. David Anointed (v. 13). When the shepherd lad appeared, the Lord directed Samuel to anoint him. When the oil was applied the Spirit of the Lord came upon him. David was a gifted and attractive lad but this was of no avail without the Spirit of God. Power must come from God. Only as we are anointed by the Holy Ghost can we truly do the Lord's will and work.

Knowing When.  
Next to knowing when to seize an opportunity, the most important thing in life is to know when to forego an advantage.—Disraeli.

Indulgence.  
It is only necessary to grow old to become more indulgent. I see no fault committed that I have not committed myself.—Goethe.

Our Life.  
We pass our life in deliberation, and we die upon it.—Quemel.

# WOMAN SICK TWO YEARS

Caused by Troubles Women Often Have—Relieved by Lydia E. Pinkham's Vegetable Compound

Medina, New York.—"I had a great deal of trouble such as women often have, and this affected my nerves. For over two years I suffered this way, then I read in the 'Buffalo Times' about Lydia E. Pinkham's Vegetable Compound and have taken it with very good results. I am very much better and feel justified in praising the Vegetable Compound to my friends and neighbors who suffer from anything of the kind."—Mrs. Wm. H. Adkins, 311 Erin Road, Medina, N. Y.



Feels Like Girl Sixteen  
Rochester, N. Y.—"After my twin girls were born I was all run-down. My neighbors thought I was going to die. I saw your advertisement in the paper and bought Lydia E. Pinkham's Vegetable Compound. The first bottle helped me and I kept on taking it. I only weighed ninety pounds when I began taking it, and I have gained in weight and feel like a girl of sixteen. I never can say enough for Lydia E. Pinkham's Vegetable Compound."—Mrs. Nellie Dorey, 16 Skuse Park, Rochester, N. Y.

Iron From Cuba.  
Along the north shore of Cuba, near the sea at its eastern end, in three areas which formerly appeared to be simply expanses of barren ferruginous soil, recent exploration and test have shown that there exist deposits of a very pure iron ore, amounting to 2,000,000,000 or 3,000,000,000 tons. When deprived of the large percentage of water which it contains, this ore will yield from 40 to 45 per cent of iron. Ore from this source has already been exported to the United States.

## CORNS

Lift Off with Fingers  
Doesn't hurt a bit! Drop a little "Freezone" on an aching corn, instantly that corn stops hurting, then shortly you lift it right off with fingers. Truly!  
Your druggist sells a tiny bottle of "Freezone" for a few cents, sufficient to remove every hard corn, soft corn, or corn between the toes, and the calluses, without soreness or irritation.

## GREEN MOUNTAIN ASTHMA COMPOUND

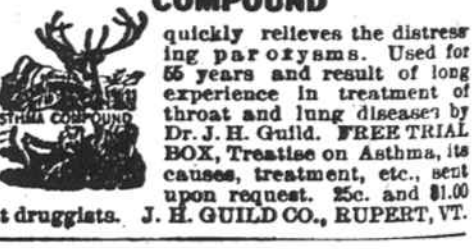
quickly relieves the distressing paroxysms. Used for 15 years and result of long experience in treatment of throat and lung diseases by Dr. J. H. Guild. FREE TRIAL BOX. Treatise on Asthma, its causes, treatment, etc., sent upon request. 5c. and \$1.00 at druggists. J. H. GUILD CO., RUPERT, VT.



DRIVE MALARIA OUT OF THE SYSTEM

## BABER That Tired Feelings

A GOOD TONIC AND APPETIZER



## Tutt's Pills

SEEDY RELIEF FOR CONSTIPATION

Funny Story Not His Forte.  
President J. J. Bernet of the Nickel Plate road makes a reply which is humorous in itself:  
"I have yours suggesting a funny story. Frankly, I am so serious that I wouldn't recognize one if I met it on the street. If I should perchance hear one I probably would forget it before I left the room."  
"Would like to meet your wishes, but don't seem to have the material!"—New York Herald.

## CASTORIA

For Infants and Children In Use For Over 30 Years

Always bears the Signature of *Dr. J. C. Ayer*

Our Life.  
We pass our life in deliberation, and we die upon it.—Quemel.

It is only necessary to grow old to become more indulgent. I see no fault committed that I have not committed myself.—Goethe.

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## Something to Think About

By F. A. WALKER

### THE GREAT HEARTED

ONLY the great-hearted can be true friends.

All along the shadowed ways of life the great-hearted are constantly sending out sunlight and cheer, which humans of inferior natures can never know or bestow.

To do good, without having their motives suspected, is their grand intention. They seek no praise.

They move about with the quiet of summer breezes, leaving in their trail the delicious scent of gardens and the peace of tranquil skies.

In the happiness they give to others, they find a gratification rich beyond price. If but once in your life you should be fortunate enough to meet a great-hearted man or woman, the remembrance of it will linger in your mind until the end of your days.

Great hearts often dwell in lowly places.

Sometimes they are found in frail bodies, poorly clad, but there is about them a radiance of spirit brighter than a thousand stars and clear as the beaming of the noonday sun.

Great hearts blow to flame the spark that blazes with love; they espouse Truth and Mercy; they sing from morn till night of kindness and good will, when their days are lonely and their tables are bare.

They are neither silent nor neglectful when the ill and the discouraged need succor or sympathy.

Meek or lowly, they are the ministering angels from heaven, carrying to the sorrowing "good tidings of great joy."

# Mother's Cook Book

Last night I gazed upon the world, wrapped in her moon-veil mysterious, and said: "How perfect! 'Tis like heaven." But—'tis heaven like this? Or do the dead gaze out upon heaven as I upon the world, and say: "How perfect! 'Tis like heaven! Always and always reaching on and on, beyond perfection that is no longer perfection, to that perfection which, too, ends doubt?"—Annals of Greenwood.

### RECIPES FOR RAREBITS

RAREBITS are not especially easy of digestion, should not be served to the children, and like soufflé must be served at once when prepared.

#### Nut Rarebit.

Take one and one-half cupfuls of milk, heat in a double boiler, then add one cupful of cheese and stir un-

#### PHEW!



First Tomato—What do the farmers do with the tomatoes they raise?  
Second Tomato—They eat all they can, and can all they can't.

til melted. Add a few dashes of cayenne, one-half teaspoonful of Worcestershire sauce, a beaten egg and let cook for five minutes at low temperature. Add one-fourth of a cupful of chopped olives, one-half cupful of chopped walnuts. If cream cheese is used, no butter is needed, but cheese not so rich should have a tablespoonful of butter. Serve on toast or heated crackers.

#### Tomato Rarebit.

Heat one tablespoonful of butter with a small grated onion, add one-half teaspoonful of dry mustard, six drops of tabasco sauce and a cupful of tomato soup. Cook well together, then add one cupful of grated cheese and stir until melted, then fold in two well-beaten eggs; when creamy pour over well-buttered toast.

#### Baked Bean Rarebit.

Melt one tablespoonful of butter, add one cupful of cheese and one cupful of milk; when the cheese is melted add one cupful of mashed baked beans, one beaten egg, mustard, salt and cayenne to taste. Pour over hot toast.

Nellie Maxwell  
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