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All processes in the manufacture of Ruberoid are carried on with the greatest care, and all compounds used are constantly tested to insure absolute uniformity.

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*There is but one Ruberoid
Look for the Man on the Label*



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The Desk Telephone can be moved about the room, placed on table, desk or sewing machine. It is wonderfully convenient. And it has the Stromberg 5-Bar generator which rings the bell every time, also the Improved Transmitter and Receiver which makes talking easy in any weather and at any distance.

"A Telephone on the Farm"

is the title of our bulletin No. 70 describing all Stromberg Telephones and explaining how to install them. Sent Free. Ask for Bulletin No. 70.

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CHATTANOOGA SEWER PIPE WORKS,

Dept. A, Chattanooga, Tenn.



he had always loved anything that had to do with the earth. He was thinking of this as he plowed through the dry earth of his own farm. Already in his mind he conceived a model property, and it pleased him to think that what had been a splendid old place in colonial days should be again a splendid modern property, brought back to its old perfection by his hand. It had been said of him in South Africa that he never touched anything that he did not leave the better for his interest; he would prove this to be true here, at any rate.

Planning and musing, he plowed into the rich Virginia soil. Suddenly he heard some one call out to him and stopped to look in the direction of the voice. On the other side of the gray old fence which separated the Tremaine property from the Malvern estate sat a girl on a bay mare, evidently waiting for the bars to be let down. The girl's hat swung from an elastic on her arm. She beckoned to the plowman with her whip in an authoritative manner:

"Let down the bars for me, will you?" And there came a rather tardy "please," as she held back her mare.

Tremaine, with his hands on the plow handle, glanced at her, but did not hasten to do what she asked.

The young girl nodded commandingly and cried out again in a clear voice:

"Will you let down these bars? My horse does not like to stand."

Tremaine wound his reins about the handle of the plow and came forward. He was hot, felt for his handkerchief, discovered that he had left it in his other clothes when he changed, and wiped his face and forehead with his sleeve.

He was sure that this was Isobel Malvern. In her summer habit she was slender as a boy. She was flushed by exercise, and her red curving lips were parted, showing brilliant white teeth. Reddish brown curls clustered about her forehead and her large eyes were deeply blue with purple depths, like certain seas that he had seen in his travels. He recalled the little creature he had known fifteen years before. There were no freckles on that lovely skin, and the wild curls of the child were neatly gathered into braids about her head. But the plowman did not awaken any memory in the mind of the young girl; she looked at him with cool indifference and patted her mare's neck.

"I am used to riding through here. Let down the bars, please," and it was a not-to-be-disregarded command.

Tremaine obeyed, and the mare, with careful little feet, stepped over.

"My mare's feet will not hurt the field," said the girl, and added: "I suppose you are one of Mr. Tremaine's new men?"

John understood that she took him for a day laborer. The humor of it amused him. He unwound the reins from the handle of the plow and answered:

"Yes, I am the new man."

As she touched her mare, she called to him pleasantly:

"Thank you very much."

He glanced after her as she rode away. She sat her horse well, and he said to himself:

"In her eyes, clothes make the man."

The new man? Would he have taken her for a kitchen maid, if he had found her washing dishes? "It is not what one is, but what people think you are," he mused.

(To be continued)

IT'S A PIPE

Browne: Fame is a bubble!
 Towne: Yes, but it doesn't always come from blowing your own horn.