DIG AND PICK POTATOES CAREFULLY

No Amount of Organization Can Overcome the Damage Done by Careless Handling.

BY J. W. WESTON.

Buyers of table stock are influenced in their selection by first appearance. The old saying that, "First impressions are the most lasting," is apparently true of the potato buyer. Appearance makes sixty per cent. of the sale. If potatoes are ripe, clean and bright, and free from bruised, sliced, jabbed and rotten potatoes, the appearance of the stock will be good on its arrival at market. By careful handling of potatoes at harvesting time one can do much to give his potatoes the appearance they should have.

If the ground is dry and sandy at harvest time, so that the dirt runs through the digger apron before the potatoes are more than a third of the way up the apron, remove the agitator sprockets from the main axle and put on round ones so the apron will run smooth. Padding of riser bars with burlap will prevent considerable bruising of the potatoes.

The use of crates will assist in careful handling in the picking and hauling operations. One should avoid the temptation of throwing potatoes at the crate. Bruised, skinned or otherwise injured potatoes are the ones that become affected with molds, dry rot, wet rots and discoloration of the surface. This is especially true of immature potatoes.

In hand picking handle the forks and hooks carefully so as not to jab or hook the potatoes. The grower would be ahead if he leave all hooked, pricked or bruised potatoes on the field to be picked up by a partiality for his own use or to be fed to live stock or left to fertilize. Potatoes are valuable food for hogs, cattle or poultry. Four bushels of culls are worth as much for feeding purposes as one bushel of culls when it is necessary to dig, allow potatoes to lay on the surface a couple of hours before picking. This will allow the skin to toughen, reducing danger of bruising.

If potatoes are dug and allowed to lay during the heat of the day so that they become warmed through, the storage house or cellar should be left open at night to permit all the fresh air possible to circulate through the pile. Cool down the potatoes rapidly after placing in storage so that less moisture and tendency to heat will be in evidence. Potatoes should be emptied and graded and the most efficient and rapid grading methods that can be devised for a number of years have been made. Advantages of improved methods are manifest in results. The Federal and Provincial Governments are encouraging co-operative marketing as the best solution of the problem. National standards have been devised by which potatoes may be graded and standardized and the Co-operative Egg Circles have proved of great assistance in this work and in improving packing methods.

A bulletin issued by the Dominion Live Stock Branch gives detailed information as to how to organize one of these egg circles and how to manage it and carry on its business. Farmers joining these circles secure the advantage of keeping good laying strains of hens on account of the better prices obtained for the higher grade of eggs and of the increased production. By cutting down expenses and by catering to the requirements of better markets the egg circles assist the farmer in getting a considerably higher price for his products than he would by doing his own marketing. The egg circles may also link themselves up into larger co-operative marketing associations which act as an "egg pool" and stabilize prices by operating storage facilities. The bulletin, which is distributed by the Publications Branch, Dept. of Agriculture, Ottawa, gives detailed information on the marketing of eggs and poultry.

Co-operating in Marketing Poultry.

In the marketing of poultry co-operation there is a great opportunity for the farmers of Canada to increase their income from poultry raising. As a result of success already achieved the subject has been taken up and discussed in a large way throughout the country, and the Federal and Provincial Governments are giving every encouragement to this feature of the poultry industry. In a bulletin on the co-operative marketing of poultry products, issued by the Live Stock Branch of the Dominion Dept. of Agriculture, complete details as to how to organize, finance and conduct co-operative associations are given, as well as a great deal of information on the marketing of poultry and eggs in general.

According to the bulletin, which may be obtained free from the Publications Branch, Dept. of Agriculture, Ottawa, great success has been achieved in the co-operative marketing of poultry by those who have assembled ordinarily well fed poultry, taken off the run, to be shipped in specially constructed cars to distant selected markets when the home markets are glutted. In some centres government cullers are sent into the country to go through the flocks and pick out the birds which should be sent to the market. Then on specified day the car arrives at the different points. The birds are weighed, crated and loaded and the whole car shipped to the market promising the highest returns. This method cuts down expense and enables the farmers to secure better prices than if each had shipped separately.

Jane Allen spent all morning thinking up punishments terrible enough for her Sonny who had run away, but when his father finally brought him home she was so glad to see him that she forgot every one.

Play Safe.

With the closing in of the days, when many of the chores around the farm will have to be done by artificial light, a great danger of fire arises. One of the greatest causes of fire around barns, stables and other outbuildings is in the use of lanterns, not that the lanterns themselves are dangerous if kept clean. In working about the barn, however, they are so often knocked over. Usually the lantern is set on the floor while the live stock are being fed or other work done, and it either falls over on account of having been carelessly placed or it may be that it will be knocked over, with the result that there is an immediate flare up and a fire spreads among the dry material so quickly that it is beyond control at once.

Fires from lanterns upsetting are the result of pure carelessness, or at least thoughtlessness. The lantern should always be hung up, and hooks or sufficiently long nails provided to hang it wherever its light is needed. There will then be no danger of it upsetting and burning your barns and probably the roof over your head.

To-morrow morning go to the barn and other outbuildings, figure out the places from where you want the light to come, and at once put up hooks or drive in nails for the lantern. You may have planned something else for that time or feel that you are too busy to do this at once, but it may be the greatest money maker you ever undertook. Better be sure than sorry.

Developing the Ewe Lambs.

I consider it of great importance to give the ewe lambs special care the first year, as improvement in the flock depends as much upon them as any thing one thing. I find it the better practice to separate the ewe lambs from the flock as soon as taken off pasture, as they do much better and are less likely to suffer from being mothered.

Ewe lambs by nature are timid and fearful. They will not do well if allowed to run with older sheep. They should be encouraged to eat well and develop large frames and robust constitutions. It has been my experience that ewe lambs do splendidly if given a fair chance. They need plenty of range, protection from storms, and regular care.

After pasture is done I feed my ewe lambs liberally on nutritious roughage, such as clover hay, bean pods and corn stover. I find a light feed of corn silage is good, and supplies sufficience to the ration. A light grain ration of oats and wheat bran should be supplied.—Leo C. Reynolds.

Give the Alfalfa a Chance.

Alfalfa has done well for Ontario farmers this year, and should be given a chance to develop a good top growth for winter protection during September and October that it may do well for us next year. The alfalfa plants should be allowed to retain all growth developed after Sept. 25. Stripping the alfalfa field in October generally results in destruction of all possible future profits. Unprotected plants winter-kill. The alfalfa plant with a good top will hold the snow and survive.

Corn put through the silo saves the entire plant for the live stock. It further helps by toning up the appetite and, through this improved appetite, the animals make better use of all other feeds, to the financial advantage of the owner.

Marketing Eggs Co-Operatively.

Co-operating in Marketing Poultry.

Play Safe.

Developing the Ewe Lambs.

Give the Alfalfa a Chance.

Autumn.

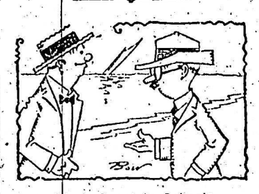
The kingbird and the pensive thrush
are fled,
Children of light, too fearful of the
gloom;
The sun falls low, the secret word is
said,
The mouldering woods grow silent as
the tomb;
Even the fields have lost their sovereign grace,
The cornflower and the marguerite;
and no more
Across the river's shadow-haunted
floor
The paths of skimming swallows interlace.

Thus without grief the golden days
go by,
So soft we scarcely notice how they
went,
And like a smile half happy, or a sigh,
The summer passes to her quiet end;
And soon, too soon, around the cumbered eaves
Shy frosts shall take the creepers by
surprise,
And through the wind-touched reddening woods shall rise
October with the rain of ruined leaves.

—Archibald Lampman.

Ontario's Apple Crop.

Ontario may not have what was at first reported a record apple crop in quantity but she has, according to general consensus of opinion, what is better, a superior quality crop. In the Maritimes and in England the yield is reported below the average. Having the advantage in this respect the next thing to be considered is marketing. In this both the Federal and Provincial Governments have promised to assist. In 1920, which was Ontario's record year in quantity for apples, the crop exceeded three and a quarter million barrels. Each year since the total yield has been considerably less and this year it is estimated that it will be close to a million barrels less than the crop of 1920. However, the quality being superior, housewives may be expected to give the apple extra attention. In this connection they will find much of interest in a little publication entitled "Canadian Grown Apples" issued by the Dominion Fruit Branch, which can be had free on application to the Publications Branch, Ottawa, and in which nigh to 420 uses are given to which the fruit can be put.



Lives Spent in Schools.

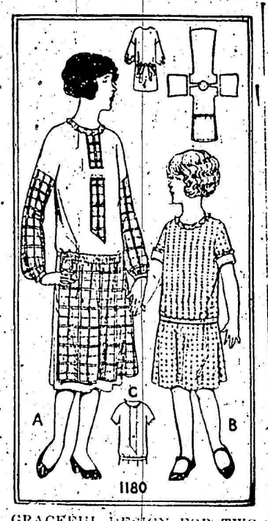
"Whales are very intelligent animals."

"Why not? They spend their lives in schools."

Artists to Live in Old Jail.

The old prison tower at Reval, referred to in popular parlance as "Big Margarete" and used as a State prison under former Russian Governments, is to be converted into a home for artists. It will have a number of studios and exhibition rooms and living quarters for a number of Esthonian painters and sculptors.

Lambs do well when turned loose in the corn field. They pick up much that would otherwise be wasted.



GRACEFUL DESIGN FOR TWO MATERIALS.

Youthful styles follow "grown up" fashions in a charming way, and indulge with fascinating effect in such dainty fancies as the gathered apron tunic simulating the two-piece effect at the front. The trimming interest extends to the tab tacked at the neck and passing through two bound buttonholes, and the long full sleeves gathered into a narrow band at the wrist. A plain little frock may be achieved through omitting the tunic, long sleeves and the tab. The diagram outlines the simple design of pattern No. 1180, which is in sizes 8, 10, 12 and 14 years. Size 10 years requires 2⅞ yards of 32-inch or 36-inch material, for the dress with long sleeves and apron tunic, or 2⅛ yards for dress with short sleeves and without apron. Price 20 cents.

Many styles having a smart appeal may be found in our Fashion Book. Our designers originate their patterns in the heart of the style centres, and their creations are those of tested popularity, brought within the means of the average woman. Price of the book 10 cents the copy.

HOW TO ORDER PATTERNS.

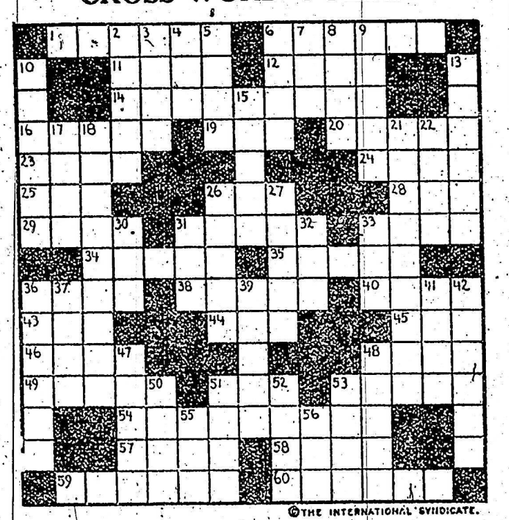
Write your name and address plainly, giving number and size of such patterns as you want. Enclose 20c in stamps or coin (coin preferred); wrap it carefully) for each number, and address your order to Pattern Dept., Wilson Publishing Co., 73 West Adelaide St., Toronto. Patterns sent by return mail.

Answer to last week's puzzle:

B	A	L	E	■	B	A	N	■	B	A	R	B
A	B	E	■	B	E	F	O	G	■	D	E	R
B	A	S	S	E	T	■	B	A	R	R	I	E
E	■	B	■	D	E	L	L	S	■	I	■	W
■	B	O	G	■	L	I	E	■	B	A	S	■
B	A	S	E	L	■	T	■	C	E	N	I	S
O	N	■	L	I	P	■	L	O	G	■	N	E
B	A	S	I	L	■	B	■	B	A	N	C	A
■	L	H	D	■	B	A	H	■	N	E	E	■
A	■	A	■	H	E	R	A	T	■	P	■	J
B	A	R	Q	U	E	■	B	A	H	A	M	A
B	I	O	■	B	R	A	I	N	■	U	L	M
A	N	N	E	■	S	A	T	■	B	L	A	B

A baby's dressing table can be made by hanging a bag of strong material from the frame of an old camp chair. Attach pockets for powder, etc.

CROSS-WORD PUZZLE



©THE INTERNATIONAL SYNDICATE.

SUGGESTIONS FOR SOLVING CROSS-WORD PUZZLES

Start out by filling in the words of which you feel reasonably sure. These will give you a clue to other words crossing them, and they in turn to still others. A letter belongs in each white space, words starting at the numbered squares and running either horizontally or vertically or both.

HORIZONTAL

1—One who commands
6—Begin discussion about
11—Cattle
12—Destroy
14—Not to be effaced
16—Small portion of food
19—Portion of tree trunk
20—Upstarts
23—Pointers
24—Jogging pace
25—Poem
26—Gratuity
28—A fish
29—Part of body
31—Lever for foot pressure
33—Cautious
34—Wild beast
35—Ruler of Hades
36—Program
38—Looked attentively
40—Dress trimming
43—Headgear
44—Guided
45—Observe
46—Tumult
48—Actor of eminence
49—Primitive missile
51—Away from
53—Clenched hands
54—Those who vote twice
57—Place in difficulty
58—Notion
59—Sacred to a Roman Goddess
60—Expands

VERTICAL

2—Brief satires
3—Prong
4—Limit
5—Stagger
6—Two-masted vessel
7—Polish
8—Lubricants
9—Concerning
10—A vegetable fibre
13—Piecrust
15—Cared for
17—Military assistant
18—Onlooker
21—Musicians
22—Wild animal
26—Undomesticated
27—Made comfortable
30—Relationship
31—Wooden pin
32—Boy
33—A joker
36—Concise sententious expression
37—Hiding place
39—Wild equine animal
41—Flesh
42—Human being
47—Legal name for wrongs
48—Fibre for cordage
50—Part of verb "to be"
51—Perceive through touch
52—Masculine name
53—Unrestrained
55—Vegetable
56—Man's name (abbr.)

S.S. LESSON

October 18. Paul Writes to the Corinthians, 1 Corinthians 12: 1 to 13: 13. Golden Text — Now abideth faith, hope, charity, these three, but the greatest of these is charity.—1 Cor. 13: 13.

ANALYSIS.

THE GREATEST THING IN THE WORLD.

I. WITHOUT LOVE OTHER GIFTS ARE VAIN, 1-3.

II. LOVE ALONE IS ADEQUATE TO THE DEMANDS OF LIFE, 4-7.

III. LOVE, THE GREATEST GIFT, OUTLASTS ALL OTHER GIFTS, 8-13.

INTRODUCTION—We saw in last lesson the conditions under which the gospel was first preached at Corinth. We now pass on a year or two, and listen in to some great words which the apostle Paul is addressing to Christian Corinth. A church has arisen at Corinth. The gospel has transformed the lives of multitudes, but these Christians are still at the childstage in their understanding of many things. A sort of childish vanity has led them to form themselves into denominational groups centreing round the names of the different Christian teachers who have visited Corinth. Some are saying, 'I hold with Paul," others, "I hold with Apollos," others, "I hold with Cephas." St. Paul writes to rebuke this tendency to attach an undue importance to human teachers, and asks the Corinthians to remember that they are all one in Christ. Later, in the same epistle, Paul tries to answer certain difficulties which had arisen at Corinth in connection with "spiritual gifts." Some of the Corinthian Christians spoke with "tongues," and fancied themselves superior to those who did not. Some were inspired prophets, and looked slightingly upon those who were tongue-tied and silent. Some had a rare faith which enabled them to work miracles, and these had scant patience with others who were not so strikingly endowed. St. Paul saw that the effect of all this was to make some of the Corinthians conceited, and to discourage others, and he writes to put their ideas right. He shows first that the Spirit of God has gifts and functions for all, but that not all should expect to have the same functions or gifts.

And then in the great inspired chapter, which forms our lesson for to-day, he shows that the supreme gift, the greatest thing in the world, is Christian love. If a man has not this gift, his other excellences matter little. If he has this, it is a never-failing source of life and blessedness. St. Paul says that it is good to covet earnestly the other gifts of the Spirit, but the supreme ambition of the Christian should be to prefer others in love. Love is "the way superlative," the crowning excellence of a Christian endowment.

I. WITHOUT LOVE OTHER GIFTS ARE VAIN, 1-3.

V. 1. St. Paul is thinking of the showy, sensational gifts to which the Corinthians attached inordinate values. For example, the gift of "tongues," or inspired rapturous utterance. It is a very wonderful gift, of course, yet, as St. Paul says, if the man who speaks this human or superhuman language is proud, and has not the loving spirit of service, his religion is all in the mouth, so to speak. He is only a noisy gong or a clanging instrument of brass.

Vs. 2, 3. In the same way, it serves no purpose to be a prophet or inspired preacher, if the heart is not full of loving good will to men. Nor does it serve any purpose to have spiritual insight, enabling a man to understand "mysteries," that is, the revealed truths of the gospel, if the same man remains proud and self-contained. What even is the use of miracle-working faith, if love is not there to guide and inspire the working? No, says St. Paul, a man may give his property to the poor, or even go as a martyr to the stake, but it all depends on his motive whether his act is of any service. If he acts for show, the value of his sacrifice is nil. Only love, only devotion to the good of others, makes these things of any importance. Thus, St. Paul calls the Corinthians away from attaching excessive importance to the more sensational or outward forms of spiritual life.

II. LOVE ALONE IS ADEQUATE TO THE DEMANDS OF LIFE, 4-7.

Vs. 4-6. St. Paul shows that where Christian love has a place in the hearts, men will not give way to impatience, or jealousy, or conceit, or rudeness, or anything of that kind. Here he is indirectly rebuking those Corinthians who, because they had exceptional gifts like the prophetic tongue or miracle-working faith, looked down on others who lacked them. He shows that, where love is, it does away with contempt, and creates patience, kindness, and ungrudging delight in others' good. It inspires a modest bearing, a courteous disposition, a wide charity, and a never-failing desire to help and to encourage.

V. 7. In fact, love is the one thing which enables men to meet the demands of life. It alone gives the capacity to hear things and say nothing about them, to believe the best of men, to accept rebuffs and insults and never grow weary in well-doing.

III. LOVE, THE GREATEST GIFT, OUTLASTS ALL OTHER GIFTS, 8-13.

V. 8. St. Paul asserts finally that love outlasts all the other gifts of the Spirit. Prophecy and tongues are only for a season. Paul believes that they will pass away with time. Knowledge, too, is quickly superseded. The ideas of to-day are flung on the scrap-heap to-morrow.

Vs. 9-11. The reason is that our knowledge is at best partial. We only understand a fragment of the mystery of things. Men have to outgrow their childish thoughts. The child-mind must give place to the man's mind. But love does not change. For love is God himself, and, therefore, love is the only perfect thing in our present experience.

V. 12. As far as knowledge is concerned, we are like people looking not at the reality of things, but at a reflection in a mirror. Only in the after-life shall we see things as they really are. Meantime, our hearts may be possessed, gripped, apprehended by the love of God.

V. 13. Consequently, St. Paul classes love with faith and hope as the three abiding realities, and he pronounces love the greatest. Love is the greatest thing in the world.

A man between twenty and thirty loses on an average five and a half days a year from illness; between fifty and sixty he loses twenty days yearly.

FILLING-IN FURNITURE

BY ETHEL CARPENTER.

If you want your home to have the up-to-date charm that any home in the country may possess you must first concern yourself with studying its requirements in order to decide on a permanent plan of furnishing which, of course, will include such lovely attributes as coziness, cheerfulness and color, besides many other charming things country homes always bring to mind.

After you have learned how to use these alluring attributes into your permanent plan, you have a choice of two methods for carrying it out to a tangible result.

One is to furnish for permanency, buying each piece of furniture with such thoughtful care that it will never have to be replaced.

The second method for carrying out a permanent plan is to keep the spirit of it true while working toward the ultimate goal of this more expensive furniture, filling in while waiting with pieces which will carry out perfectly the spirit of the plan and which will later find a "promoted" use in other rooms, where they will serve loyally and well.

Meanwhile, it will be found that the right filling-in furniture will live very happily with the finer pieces they are acquired. Just what do we mean in furniture?

Well, first, I should call impressive types that take the place of, or blend with, finer pieces. Sofas, for instance, are expensive, and perhaps one cannot be afforded for several years. But an inexpensive day bench, a wicker lounge, an upholstered day bed, all of which can be used elsewhere, cost much less and offer a choice of a piece that will fill the sofa need while waiting.

CHEAP PIECES AND THE PERMANENT.

Sometimes it isn't convenient to buy a mahogany or walnut dining table, even though one will be purchased some day. In the meantime there are lovely kitchen tables just yearn to be painted, their day in the living room being moved to a bedroom or to their intended abode.

While choosing this dainty kitchen table for the living room, you are bound to see any number of suitable tables that will more than fill the dining room until that day when you are in a position to get the permanent piece, draw or drop leaf table. I am sure you will want some of these is with inexpensive chests of drawers which assume the buisness of buffet in the dining room, console table or cabinet in the living room, adding pleasantly colorful adjuncts to the room itself until you are in a position to afford that mahogany table.

Filling-in chairs may be found among the coarse, strong wicker in a decorative color, among the porch rocks and settees, even among the ordinary barrel-backed chairs may be found so cheap in the furnishings department. There are cot beds ready to be painted, their dainty attractiveness suggesting many cause to pass pleasantly the hours of waiting for really-true furniture.

There are dressing tables, candle stands, kitchen dressers, bookcases, overstuffs and built-in bookcases. All of which fill sufficiently those gaps in house and home book which nearly every home has well.

Anyone who has to furnish a house without the largest amount of cash in the world may be grateful for the homely blessing of filling furniture, and that a home may be really pretty during its waiting furnishing for permanency.

In learning how to make makeshift furniture, however, we found the most practical way to concentrate on the furnishing of more important rooms, such as living and dining rooms, and one bedroom, allowing the other rooms in the house to stay in their early undeveloped state so there would be free space to make the makeshift pieces elsewhere when time comes to replace them with more important rooms.

COLOR HARMONY.

The day bed that has been in the living room as a sofa is moved up to a single bedroom, doing duty as a single bed; the kitchen table, which has been most colorfully as a living room three years, by being painted a color may be used with equal charm in the largest bedroom; Windsors and wicker chairs may glorify verandah or upstairs rooms after they have served their term of economy in the living room; and the twin cot beds, which have been used as makeshifts in the major bedroom, as soon as four-posters can be afforded may take their daintily slipped and colorful way into the bedroom that is second best.

Before we leave this discussion of the practical qualities of furniture that fills in, I'm sure you will agree with me that such lovely filling-in pieces could be used forever and not be replaced at all, if further conventionality has no lure, with a reward even greater than that of its economy—a reward of informal charm paying well for the pains of making the most of such simplicity by means of paint and slips and color schemes. Or that, if your house is already furnished in a way you heartily dislike, by means of a few makeshift pieces you may change and lighten the effect at once at small expense, substituting a quaint drop-leaf kitchen table for a marble-topped Victorian, or a clumsy mission type; you may substitute a Windsor for the black leather covered eyesore, or a painted cottage cupboard for the shiny oak buffet.

In the house in the country, especially, there is the chance to make the most of an informal charm and a colorful simplicity, entirely lacking in lugs and fuss, attractiveness and laboration. Instead of the walls being plastered with a cheap figured paper or one showered with gilt, there should be throughout a feeling of the actual walls.

These walls may be simply water tinted in cream or putty color or pale tan. Or they may be oil painted, if the plaster needs a cover to mask major defects, the wall paper chosen selected may be plain, very two tone without color or gilt accent in it. No border or other trimming should be used, and the ceiling should be of a deep ivory or cream a little lighter than the walls. Staining woods should be painted in white, ivory or a decorative color. It should never imitate the graining of wood. Where natural wood is desired for woodwork it should be waxed.

The floors should show the feeling of simplicity also, and should act as a background for the furniture just as truly as do the walls.

The furniture that fills in this plan should be chosen for its simplicity of line and a certain quaint old-time charm, whether it is the filling-in type or is chosen more expensively for permanency. Wicker, mahogany, birch, gum, ash, maple, or such furniture as gives the impression of dull finish, is far preferable to that which shines and is intricately carved.

Often cheap, flimsy furniture, as by this I mean furniture that looks as though it was made also of cardboard, easily removed, a wood coloring rubbed and waxed on top of this to a finish. When the finish of the wood furniture does not take the form of a tone, let natural wood be used, simply and unobtrusively and add decorative color.

Overstuffed and upholstered furniture should be selected for more modest shapes—rather straight than curves, and a false impression. Thin arms, soft but not too thin cushions and small proportions in general, spell style in furnishings, but especially in lovely country homes.

Curtains should be of as fine a material as can be afforded, in quality, color and design, for there is no doubt that every cent that is so generously put into window treatment pays in length of use. When possible glass curtains should be of color, as in the living room the over drapes, side drapes of a dark green, should be tonne, with an appropriate or somewhat lighter background in some of the other rooms if this effect is desired. The colors found in the figured curtains may be developed in the color scheme of the room. Be certain to be simple and achieve a feeling that is not garish.

Careful grading and packing is the last good thing you can do to your fruit.

THIRTY MINUTES OVERTIME

The head of the firm of Henderson & Co., manufacturers of wrapping paper, had gone on a business vacation. "When the cat's away the mice will play" is an old adage. Henderson had his employees so well trained that they attended to business in his absence. The head clerk of the office was in charge of the office while Henderson was away, was not going—in fact, the head clerk was looking about among his friends for a man to replace him.

Thus matters stood when a young head clerk, Mr. Harry, came into the packing department one afternoon, with a bit of anxiety in his voice and a wrinkle on his brow. The two young packers, Harry and Gilbert Chase, he said, "Mr. Henderson, here is a rush order from an old customer who has just come to Montreal. If it had come a few minutes earlier, it could have been shipped this afternoon. Now it must be delayed until morning! We need help; just hustle the order in the morning."

"Say," said Harry, "I wonder if Mr. Patterson knows that Montreal customer of Rome, now! If there is any delay in getting his stuff, he did not ask us to hurry the order—just imagine Mr. Henderson getting us off that course to the ball game when he comes!"

Gilbert looked thoughtfully and said he, "I happened to hear Mr. Henderson say that, if he could keep on the right side of that Montreal customer, he hoped to land an enormous order from him. Would it be doing as we would be glad to go home and leave that order unfilled?"

Harry started for the ball game at closing time. Gilbert stayed behind, perspired and worked in order to get those sprinklers packed and to the express office before it closed. He left the express office clerk by just two minutes!

About ten days after Mr. Henderson's return a letter arrived from the fussy Montreal customer. "Dear Sir," it said, "tried both you and your competitor out for promptness by a small trial order for sprinklers. You won by a margin of nearly twenty four hours. Inclosed you will find my order for sprinklers, the largest order I have yet placed."

Is it strange that Gilbert is now head clerk, and that Harry says, "Well, Gilbert always was lucky"? Was it luck or a conscience that could not rest content save as he put in his best for his employer? Harry sometimes says, "I have done all that I have been paid for doing." So he has, but did not Gilbert do a little more, and did not his overflowing measure of service not only bring profit to his employer but advancement to him? Presumably his employer said to himself, "Ah, that boy has made me his debtor; I had better pay up!" Does not conscience have more to do with promotion than chance?