Its Best Form.

There is more real charity in getting one man a job than in feeding four in idleness.—Boston Transcript.

Paradoxical But True.

"The human anatomy is a wonderful bit of mechanism," observed an apprentice. "Yes," agreed the foreman, "I patted Charles on the back and made his head swell."

Suspicions That Hurt.

Suspicions that the mind of itself grasps, are but buzzes; but suspicions that are artificially nourished and put into the minds of others, have stings. —Lord Bacon.

Eskimos Hold Whale Regatta.

Among the Eskimos whale hunting is much in the nature of a regatta, honors going to the boat which kills the first whale of the season.

A Common Complaint.

Too many people in this vale of tears think they are independent just because they are habitually insulting. —St. Joseph News-Press.

DAIRY

KEEP DAIRY UTENSILS CLEAN

Bacteria Increase in Astounding Numbers When Conditions Are Right—Must Be Kept Dry.

(Prepared by the United States Department of Agriculture.)

Because bacteria increase in numbers at such an astounding rate when conditions are favorable, it is necessary not only to kill as many of them as possible in order to keep dairy utensils clean and insure a good product; but utensils must be kept dry, so that the few organisms that are left after sterilization will not multiply greatly. In addition to the proper temperature

All Dairy Utensils Should Be Thoroughly Sterilized Before Use.

it is necessary that moisture be present for these germs to grow, but only a very thin film of water is needed.

It is particularly important that milk cans be thoroughly dried and kept dry until used again, says the United States Department of Agriculture. In addition, they must be protected from contamination with dust, other dirt and flies. Experiments carried on by the department show that in milk cans which were covered before being dried the number of bacteria increased 700 times in 24 hours. An average of seven tests showed that the count increased from 1,111,514 to 775,751,429. Milk put into cans in which the bacteria have been permitted to multiply to such an extent will cans that were dried before being covered.

To secure rapid drying the cans must be sterilized with steam or boiling water. If a sterilizer is used the cans may be left in it until time for them to be used again, but there must be some means of ventilation to carry off the moisture. Cans may be set on a rack to dry, but they should be protected from flies and dust, preferably in a well-screened milk house.

Producing Clean Milk

Factors to be observed in producing good clean milk:

Clean, healthy cows in clean, well lighted and well ventilated quarters.

Plenty of pure water for the herd and milkhouse.

Clean utensils, thoroughly washed, steamed and sunned.

Small-top milking pails. Milk with dry hands.

Remove milk from stable as soon as drawn from each cow.

Have a separate milkhouse for handling milk and dairy utensils.

Cool milk to 50 degrees F. or lower as soon as drawn.

Keep milk at a low temperature until delivered and deliver regularly.—G. E. Morton, Colorado Dairy Commissioner.

EXCELLENT CALF PEN HINTS

Should Be Located on South Side of Barn and Arranged So that Sunlight Enters Freely.

Calf pens are preferably located near the south side of the barn and so arranged that sunlight enters them. Exercising yards to the south of the barn connecting with the pens are desirable in order that calves may be turned out for exercise even on cold days and be protected from the north winds. Cement floors are satisfactory from the standpoint of durability and cleanliness, but are cold in winter unless covered by an abundance of dry bedding.

Beware of Moldy Silage.

In opening the silage it is necessary that all moldy silage be removed or silage poisoning may result and sometimes it may cause death of live stock.

Silage Not Balanced Feed.

Silage is not a balanced ration. It should always be supplemented by other feeds.

Poor Feeding Practices.

Unwise feeding practices will produce bad results in feeding silage or molasses. A systematic study indicates that the losses have been due to the manner in which silage is fed or to an excess of dirt.

A Silage Pointer.

The dairyman will have a hard time to get along without a silo and a clover or alfalfa field. What he lacks in feed from these will have to be made up for by smaller production or more grain feed.

Nazimova

Madame Nazimova is recognized as one of the most distinguished "movie" actresses. She was born in Russian Crimea, in a small town called Yalta. At twelve she played the violin in public, later taking up stage work. As leading woman of a Russian stock company she played nearly 200 parts in a wide variety of productions, in most cases learning her new roles on the day of the night it was to be played.

The Friendly Path

By Walter I. Robinson

THE PESSIMIST

IF ONE must be a pessimist, let him keep his pessimism to himself.

It is sufficient to make one's self unhappy without loading gloom on the others in the world. There always are more reasons for gladness than for sorrow, and if one cannot find happiness for himself he's an ungrateful and unkind individual if he tries to take the gladness away from his fellow men.

In a big city rooming house, a lifeweary man, previous to trying suicide, penned a note in which he said:

"The world has grown corrupt. It is no decent place to live in. One has to be a thief, a whisky runner or inebriate else he is no good any more."

A poor excuse to remove himself from this life of sunshine and gladness. But he had even less excuse for unloading his pessimism to disturb the lives of thousands who are finding this a pretty good old world in which to "carry on."

The man didn't succeed in removing himself from this life, and when he recovers it is quite probable that he'll prize his breath and the privilege of living more than he ever did before. But he'll only do so when he engages some of his time and attention in the task which belongs to everyone—that of making the world better, more beautiful and its inhabitants more happy and thankful to their God.

No one can answer the question without a lengthy thesis as to how fast the world is growing better. But no one can delve into history even a little without admitting that most people abhor sin and are more ashamed of sinning than people were not very long ago.

Thomas Edison, while camping with Henry Ford and H. S. Firestone recently, said that "Every man will revert to barbarism if given half a chance." But he contended that civilization is gaining, though he estimated that 15,000 years would have to pass before man "will have reached such a high point of civilization where he cannot, or will not want to go back to the barbaric life."

So you see we're moving in the right direction and following the right path. Then let us forget our complaining and not block traffic for others with foolish pessimism, for there is need of more optimism to bring the chariot of happiness through successfully, even though we're engaged in a tortoise race.

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The Secret of Being a Convincing Talker

How I Learned It in One Evening.

By GEORGE RAYMOND

"Have you heard the news about Frank Jordan?" The question quickly brought me to the little group which had gathered in the center of the office. Jordan and I had started with the Great Eastern Machinery Company, within a month of each other, four years ago. A year ago, Jordan was taken into the accounting division and I was sent out as salesman. Neither of us was blessed with an unusual amount of brilliancy, but we "got by" in our new jobs well enough to hold them.

Imagine my amazement, then, when I heard: "Jordan's just been made Treasurer of the Company!"

I could hardly believe my ears. But there was the "Notice to Employees" on the bulletin board, telling about Jordan's good fortune.

Now I knew that Jordan was a capable fellow, quiet, and unassuming, but I never would have picked him for any such sudden rise. I knew, too, that the Treasurer of the Great Eastern had to be a big man, and I wondered how in the world Jordan landed the place.

The first chance I got, I walked into Jordan's new office and after congratulating him warmly, I asked him to let me "in" on the details of how he jumped ahead so quickly. His story is so intensely interesting that I am going to repeat it as closely as I remember.

"I'll tell you just how it happened, George, because you may pick up a pointer or two that will help you.

"You remember how scared I used to be whenever I had to talk to the chief? You remember how you used to tell me that every time I opened my mouth I put my foot into it, meaning of course that every time I spoke I got into trouble? You remember when Ralph Sinton left to take charge of the Western office and I was asked to present him with the loving cup the boys gave him, how flustered I was and how I couldn't say a word because there were people around? You remember how confused I used to be every time I met new people? I couldn't say what I wanted to say when I wanted to say it; and I determined that if there was any possible chance to learn how to talk I was going to do it.

"The first thing I did was to buy a number of books on public speaking, but they seemed to be meant for those who wanted to become orators, whereas what I wanted to learn was not only how to speak in public but how to speak to individuals under various conditions in business and social life.

"A few weeks later, just as I was about to give up hope of ever learning how to talk interestingly, I read an announcement stating that Dr. Frederick Houk Law had just completed a new course in business talking and public speaking entitled 'Mastery of Speech.' I sent for them and in a few days they arrived. I glanced through the entire eight lessons, reading the headings and a few paragraphs here and there, and in about an hour the whole secret of effective speaking was opened to me.

"For example, I learned why I had always lacked confidence, why talking had always seemed something to be dreaded, whereas it is really the simplest thing in the world to get up and talk. I learned how to secure complete attention to what I was saying and how to make everything I said interesting, forceful and convincing. I learned the art of listening, the value of silence, and the power of brevity. Instead of being funny at the wrong time, I learned how and when to use humor with telling effect.

"But perhaps the most wonderful thing about the lessons were the actual examples of what things to say and when to say them to meet every condition. I found that there was a knack in making oral reports to my superiors. I found that there was a right way and a wrong way to present complaints, to give estimates, and to issue orders.

"I picked up some wonderful pointers about how to give my opinions, about how to answer complaints, about how to ask the bank for a loan, about how to ask for extensions. Another thing that struck me forcibly was that instead of antagonizing people when I didn't agree with them, I learned how to bring them around to my way of thinking in the most pleasant sort of way. Then, of course, along with those lessons there were chapters on speaking before large audiences, how to find material for talking and speaking, how to talk to friends, how to talk to servants, and how to talk to children.

"Why I got the secret the very first evening and it was only a short time before I was able to apply all of the principles and found that my words were beginning to have an almost magical effect upon everybody to whom I spoke. It seemed that I got things done instantly, where formerly, as you know, what I said 'went in one ear and out the other.' I began to acquire an executive ability that surprised me. I smoothed out difficulties like a true diplomat. In my talks with the chief I spoke clearly, simply, convincingly. Then came my first promotion since I entered the accounting department. I was given the job of answering complaints, and I made good. From that I was given the job of making collections. When Mr. Buckley joined the Officers' Training Camp, I was made Treasurer. Between you and me, George, my salary is now $7,500 a year and I expect it will be more from the first of the year.

"And I want to tell you sincerely, that I attribute my success solely to the fact that I learned how to talk to people."

When Jordan finished, I asked him for the address of the publishers of Dr. Law's course and he gave it to me. I sent for it and found it to be exactly as he had stated. After studying the eight simple lessons I began to sell to people who had previously refused to listen to me at all. After four months of record-breaking sales during the dullest season of the year, I received a wire from the chief asking me to return to the home office. We had quite a long talk in which I explained how I was able to break sales records—and I was appointed Sales Manager at almost twice my former salary. I know that there was nothing in me that had changed except that I had acquired the ability to talk where formerly I simply used "words without reason." I can never thank Jordan enough for telling me about Dr. Law's Course in Business Talking and Public Speaking. Jordan and I are both spending all our spare time making public speeches and Jordan is being talked about now as Mayor of our little town.

Legal Holidays in Alaska.

Alaska has ten legal holidays—New Year's day, Lincoln's birthday, Washington's birthday, Decoration day, Independence day, Labor day, Alaska day (November), Thanksgiving, Christmas and general election every two years in November.

Tibetans and the Marmot.

It is sinful to eat a marmot in Tibet. You may eat a good many other kinds of food, but no matter how hungry you are, you must not eat a marmot, for the little animals are supposed to be incarnations of the lamas, or priests.

It gives a man a great deal of happiness to witness the pleasure of others—when his profits amount to at least 10 per cent.

Among Those Present.

"De big pertaters are allus found on de top o' de heap," philosophized Uncle Ned, "but if it wa'nt fo' de rest of us dere'd be no heap."

Yes, We've Met Them.

Some people take more time and strength trying to find how to avoid doing a hard thing, than they would need to do it. And worst of all, they become one of the most worthless things to be found on this big earth of ours.—Exchange.

It Isn't Worth It.

The only way to attain perfection is to follow all the advice you give to others.

Norfolk Island Ignores Cash.

Money is almost unknown on Norfolk Island, in the Pacific ocean, about $25 being all that is handled by the entire population in the course of a year.

U. S. PROBES 500 MAIL FRAUDS

Northern Illinois Leads With Charges in $140,000,000 Swindles—To Push Trials.

Washington. — Approximately 500 cases involving fraudulent use of the mails are in the hands of United States attorneys for investigation to determine whether criminal proceedings should be instituted, it was announced at the Department of Justice.

Plans are under way in the department for expediting the trial of each case, which it is decided to prosecute. Officials estimated that the cases already under consideration represented a loss to the American public through postal swindles of more than $140,000,000.

The northern district of Illinois leads the country in detected instances of fraudulent use of the mails.