

SCHOOL DAYS



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 by-word for stupidity and obstinate dullness.

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.)

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.

Has Anyone Laughed At You

Because —

By ETHEL & FRYSER

You always want to tell what you see at the "movies"? Yours is the "interested type." You enjoy the movies and you like to pass on what you enjoy. It is a bully thing to do. Most people you entertain and those that you do not can try to be polite. It's good exercise for them. You are called low brow by a lot of folk. Nevertheless those folk go to "movies" and apologize. The "movie" halls are full; more like them than confess to liking them.

SO

Your Get-away here is: That the "movies" pay and if the majority didn't like them they would not.

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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—how perfect! 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?"—Annie Pike 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 until 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.

Welsh Rarebit.

Melt one tablespoonful of butter in a double boiler, add one-eighth of a teaspoonful of mustard, one-fourth teaspoonful of celery seed, one-fourth of a cupful of cream and one-half cupful of American cheese; add salt and cayenne; when the mixture is thick add a beaten egg with a tablespoonful of water. Add one-half teaspoonful of Worcestershire sauce and serve before the cheese is overcooked and stringy.

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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Reporting Service Troubles



Telephone service embraces a variety of operations: the installation of telephones and changes in location; operating; maintenance of the central office equipment, outside plant and other apparatus; accurate and up-to-date directory listings; billing; collecting and numerous other things needed to give complete and satisfactory service.

We realize that at times difficulties will arise. Usually these are quickly remedied but there is always a possibility that some defect may develop which, in spite of our efforts, is not detected immediately.

It will help if you will make reports to us in the following way:

CALL THE REPAIR CLERK if your telephone is out of order. It will be repaired without delay.

CALL THE CHIEF OPERATOR if your calls are not completed satisfactorily. You will receive prompt and courteous attention.

CALL THE BUSINESS OFFICE on matters concerning applications for telephones, bills, adjustment of accounts, directory listings, advertising and the like.

The Chesapeake and Potomac Telephone Company



(Consult the information pages in the front of the telephone directory)

PORTLAND CEMENT

a daily necessity

PEOPLE once thought of it for sidewalks only. Today no type of permanent building is erected in which Portland Cement is not an important part—adding to its permanence, its safety, its fire protection.

Your building material dealer knows types of construction, knows materials. Ask his advice on both—he knows the necessities for good building.

ATLAS PORTLAND CEMENT

"The Standard by which all other makes are measured"

Brilliant Thought.

The tourist came back enthusiastic about the beauties of the Hawaiian islands. This one was no exception. He had a group around him and was telling all about the Hawaiian girls, how they wore grass skirts, garlands of roses and other floral articles of dress or adornment.

"And what do they wear in cold weather?"

He didn't know about that—hadn't seen any cold weather.

"I suppose in cold weather they wear furze," suggested one lady, sweetly.

NOTICE TO CREDITORS.

This is to give notice that the subscriber has obtained from the Orphans' Court of Carroll county, in Md., letters of administration upon the estate of

EPHRAIM WOLFORD,

late of Carroll County, deceased. All persons having claims against the deceased, are hereby warned to exhibit the same, with the vouchers properly authenticated, to the subscriber, on or before the 13th day of January, 1924; they may otherwise be excluded from all benefit of said estate.

Given under my hands this 15th day of June, 1923.

CHARLES F. CASHMAN, Administrator.

WHY

Game Birds Should Be Planted in Suitable Covers

Planting game birds means liberating them in suitable covers where they may remain and increase their kind. In states having state game farms thousands of pheasants are sent out each year to sportsmen for liberation. Many sportsmen's organizations purchase these birds to improve shooting conditions in their vicinity. Bob white quail are imported by the thousands from Mexico, while the Hungarian partridges are brought from Europe, all with the intent of furnishing more game for the sportsmen.

Few realize the necessity of liberating such birds properly, remarks a New York Evening Post writer. We were greatly surprised only recently to hear a man who had been liberating a great number of birds remark that he enjoyed doing this kind of work because he liked to see the birds fly.

What sportsman does not like to see a game bird fly? We all do, but when liberating birds with the view of restocking depleted covers we would feel that our efforts had almost been wasted should we see any of the liberated birds fly immediately after they were released.

When birds are received in a crate and it is the intent to liberate them all at one place, the problem of keeping them from flying is a very simple one. The crate should be placed at the edge of a suitable cover for the birds and a quantity of grain scattered nearby. Darken your crate by covering it with canvas or burlap excepting one corner, where, by opening the sliding door, sufficient space should be left for the birds to walk out. Having done this, go away and leave them and do not return to get the crate until there is no chance of frightening the birds.

This method permits the birds to walk out cautiously and look over their new home at leisure. They stay banded together for the time being and return for several days to the place where liberated to secure the food that has been placed there for them.

WERE NAMED FOR STATESMAN

Why the Sandwich Islands Were So Called Explained in Narrative of Captain Cook.

Capt. James Cook, who christened the Hawaiian group of islands the "Sandwich Islands," in 1778, gave them that name as a compliment to John Montagu, fourth earl of Sandwich, an English statesman, traveler and author, who at the time of Cook's most celebrated voyage was first lord of the admiralty, the United States equivalent for secretary of the navy. The reason for this compliment is doubtless to be found in the following extract from Cook's narrative:

"While we lay in Long Reach . . . the earl of Sandwich, Sir Hugh Palliser and others of the board of admiralty, as the last mark of the very great attention they had all along shown to this equipment, paid us a visit on the 8th of June, to examine whether everything had been completed conformably to their intentions and orders, and to the satisfaction of all who were to embark on the voyage. They, and several other noblemen and gentlemen, their friends, honored me with their company at dinner on that day; and on their coming on board, and also on their going ashore, we saluted them with seventeen guns, and three cheers."

How Japan is Progressing.

The government of Japan has framed a scheme for the construction of new railway lines with a view to improving the transportation system throughout the country. The plan includes the construction of 28 new lines with a total length of 842 miles, the lines traversing 31 prefectures. The cost of construction is estimated at 170,000,000 yen. The program is spread over 11 years, the work being expected to commence by the next fiscal year. This scheme will be submitted to the railway council, which will be convinced shortly, and afterward will be introduced in the Imperial diet. If the plan is approved, the construction of 12 lines will be started in the course of the next fiscal year, to be followed by 16 other lines the following year.

How Mocking Bird Fights.

It is not only as a singer that the mocking bird of the South wins the admiration of his human friends. He's plucky, and just as ready for a fight in defense of his nest as for a song. He and his mate will attack a chicken hawk in flight, a dangerous procedure for any bird.

On one occasion a great buzzard was seen sitting on a large limb within a few feet of a mocking bird nest. He was attacked first by the hen bird, which left her nest to scold and shout imprecations at the unwelcome guest. Her mate soon heard the rumpus and joined the fray. They never paused a moment in their efforts until even the sluggish vulture was forced to flap slowly away through the trees, defeated.

No Great Chinese Journalist.

China has nowhere in its history produced an outstanding journalist, a man who has dominated the field and left there the imprint of his personality as have Greeley, Dana, Bennett, Pulitzer, Nelson and Watterson in the United States. The profession, as a natural consequence of the recency of its activities, has no traditions, and has only a weakness for politics and for political intrigue.

CARABO CALLED IT A DAY

Animal Willingly Made Three Daily Trips to the Well, but Absolutely Refused the Fourth.

Our water supply on Bongao island in the Sulu archipelago was obtained from a well that had been dug by our Spanish predecessors. It penetrated to the underlying coral rock and gave up water so brackish that we at an early date went back to the high ground and tried to find a fresh supply. We found it about a mile from the shore and sufficient in quantity for all purposes. I sent up to Jolo by the next steamer for a water cart and a carabao, and in time a huge carabao bull with a 150-gallon cart was added to our colony. He was as usual a stolid but cheerful animal, inured to any amount of labor; but we soon found that three trips a day gave us a sufficient supply for all our needs.

This continued for about one month with no variation, when for some reason it became necessary to increase the supply. We then found that the carabao declined to make the fourth trip and nothing would affect him—bribes, punishment or torture of any kind. He simply lay on the ground and chewed his cud and placidly declined to move. He had made up his mind that three cartloads of water were sufficient for any well-regulated garrison and declined to make any further effort. The next morning he was perfectly willing to bring in another three loads, but nothing would induce him to bring in a fourth. He was perfectly willing to allow a barrel to be slung on the cart and have his load increased to that extent but another trip he would not make.—Sydney A. Cloman in the World's Work.

ODD SOURCE OF INSPIRATION

Beethoven Said to Have Found Motif in the Persistent Sound of Door Knocker.

To an ordinary mind it would scarcely seem possible that much music could be got out of a door-knocker. Yet it was this sound which is said to have inspired Beethoven's glorious violin concerto in D. As the musician lay awake one night shaping the concerto in his mind, his musings were interrupted by a belated neighbor who was endeavoring to arouse his housekeeper and get her to come down and let him in. Beethoven heard his persistent knocking for admission—four slow deliberate knocks at a time. The constant repetition gave the composer the idea he sought and those four knocks are heard all through the opening movement of the concerto, which begins with four unaccompanied D's on the drum—seemingly as unmelodious and unpromising an opening phrase as one could imagine. In commenting upon the circumstance Sir George Grove has said "those four knocks were to Beethoven what the bulk of the old Temeraire was to Turner, or the daffodils to Wordsworth—commonplace in themselves, but transmuted by the fire of genius into an imperishable monument."

Vanishing American Birds.

One of the most remarkable exhibits in the habitat group in the American Museum of Natural History is the nest of a duck hawk on a shelving rock on the Palisades, with the rocky rampart of nature stretching in the background and the placid river below.

It deserves to be ranked as a work of art—this glimpse of the bird life of New York's beauty spot—as, in fact, do all the exhibits in the habitat group.

As one enters the booth in which the scene is installed, one finds it hard to believe that he is looking at the combined work of the artificer and the painter, and not on the actual shelving rock hundreds of feet above the Hudson, with the mother-bird poised in the summer air, hovering over the nest with the food for her young grasped in her claws.

And the duck hawk is still to be found—or was to be found there in 1908, when three pairs were nesting across the river from the city's hub-bub.—Exchange.

Thought Beau Was for Her.

Nine-year-old Marian is her Aunt Marian's pet. And whenever auntie, who is a successful young business woman, buys herself any luxury she buys one for Marian, too.

For instance, when she bought an umbrella for herself she bought Marian a parasol. She bought a bicycle to journey to business, and Marian a tricycle. She bought a big rocking chair for herself, and Marian a little one.

The other evening she came home with a new admirer, who was one of those fellows whom nature has made of the diminutive order.

For a minute Marian eyed him, and then she asked: "All right, auntie; I like him. But where's yours?"

How It Looked to Him.

"Do tell me something about the play," she said to the young man. "They said the climax was superb."

"Yes, I am inclined to think it was very good," said Percy.

"Can't you describe it to me?" she asked.

"Well, the heroine came stealthily on the stage and knelt, dagger in hand, behind a clump of ribbons. The hero emerged from a large bunch of purple flowers and as soon as she perceived him she fell upon him, stabbed him and sank half-conscious into a very handsome aigrette. This may sound queer, but the woman in front of me wouldn't remove her hat and that's how it looked."

