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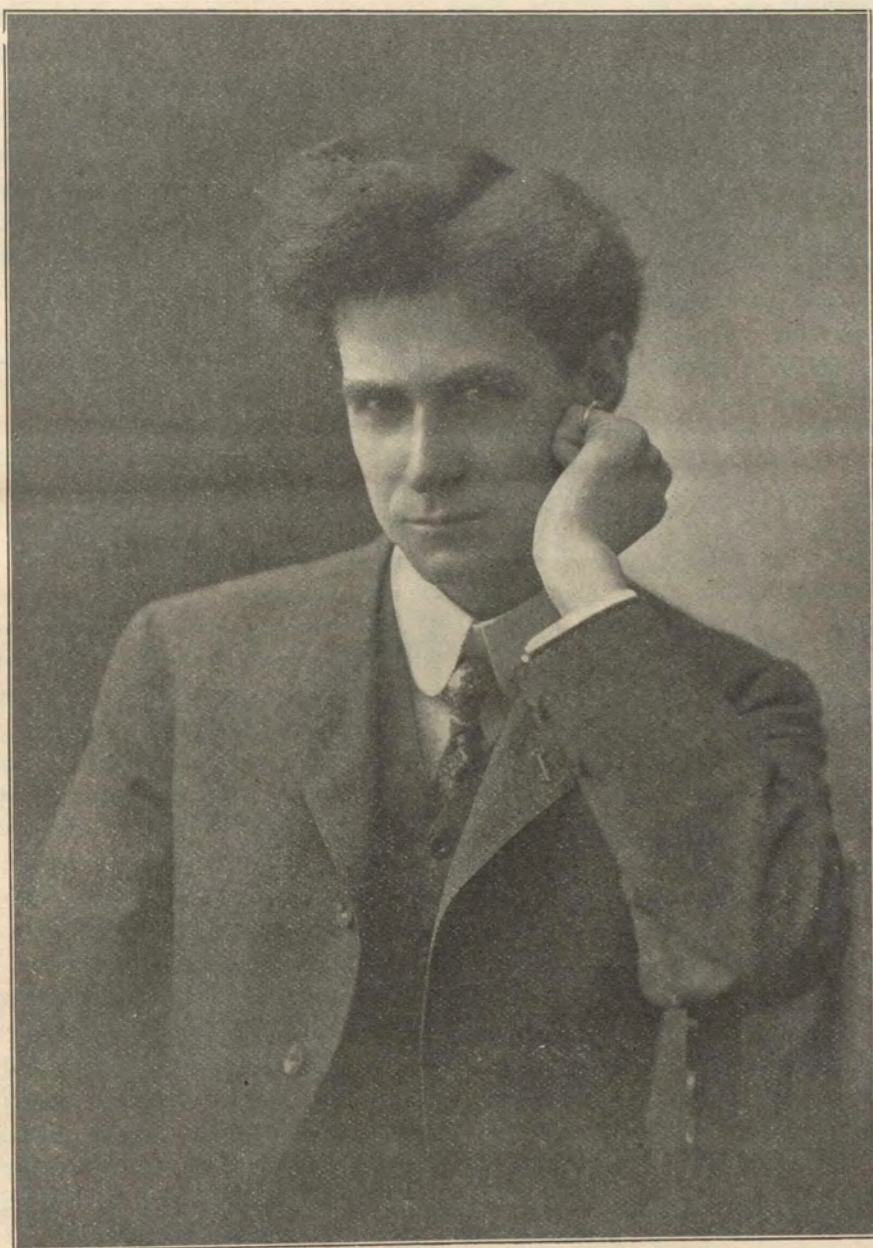
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# THE SEGNORAM

Vol. III.

Los Angeles, Calif., October, 1904

No. 1



A. VICTOR SEGNO

*In response to the many requests we have the pleasure  
to present the latest photo of the Editor*

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THE  
  
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## OPPORTUNITY

What is opportunity?

How does it come and from where? Everywhere one hears people talking of it, and beholds them searching for it. Ask them why, and they will tell you that their success and happiness depends upon discovering it, and, yet, they are working in the dark, for they know not what they are looking for.

People have curious ideas in regard to opportunity. Some believe it is controlled by destiny, and will come or not as the fates decree; others believe that it comes to all of us once during our lifetime, and that when it comes we will know it. These people go on through life making no effort, but blindly believing that when the proper time comes opportunity will present itself and ask to be allowed to stay.

Some people claim that if you do not accept it when it comes, that it will depart and never return. These people apologize for their failures by saying, that they must have been out when opportunity knocked at their door. Others attribute their lack of success to not being in, the good graces of opportunity. Others that they have never been lucky. Thus, they lay the blame on conditions, over which they believe they have no control.

Opportunity does not come to us at any particular time or from any special place. It is no respecter of persons and shows no favors. It exists anywhere and may be found at anytime by those who know how to look for it. It is not because of the lack of opportunity that people do not make successes, but because of their inability to perceive and recognize it. What one man recognizes as opportunity others laugh at. To them it has no meaning. To demonstrate the truth of this statement, select ten men and present to them a tested plan or business proposition, and note their impressions and conclusions. Possibly one will recognize in it opportunity, while the other nine will disbelieve in its possibilities. Opportunity really existed there, but by the majority it was not recognized because they were unable to penetrate its depths and perceive its possibilities.

It is a fact that as a man thinks, so things become to him. He thinks he can make a success by taking advantage of certain conditions. He follows his conviction and succeeds. Others have the same opportunity, but they think there is nothing in it, and for them there is nothing, for when opportunity is rejected success is lost.

Stevenson saw opportunity in the steam engine. Bell saw it in the telephone. Edison saw it in electric light and the phonograph. Thompson, in the electric cars, and thousands of others in different ideas that have proven of great value to mankind. Did other people see the same opportunity and believe in it? No! These men were laughed at and often ridiculed. They did not care, for they had confidence that they recognized opportunity. They thought they could succeed and they did.

Dear reader, permit me to tell you that success and failure do not depend upon opportunity, for men fail with opportunity all around them. It depends upon your ability to recognize, believe in and intelligently utilize the possibilities that surround you. Opportunity exists everywhere, but it is valueless to you until you learn to recognize it. It is like the gold in the earth. It is for the man who perceives its value and proceeds to dig it out.

Do not be too ready to scoff at the new ideas in which others recognize opportunity. Investigate, and try to learn wherein they contain possibilities you might make use of.

All things are possible to him who tries, for intelligence is unlimited. Acquire some additional knowledge every day. Be up and doing. Do not wait for destiny, but make your destiny. Test every idea that comes to you, for the utilizing of a single idea has often turned failure into success.

Do not say that opportunity has never come to you, but rather say that you have not yet trained yourself to recognize opportunity.  
 A. VICTOR SEGNO.

## THE MAN WHO IS NEVER OUT OF WORK

Can you do the thing that no one else can do, or can you do a thing in a way that no one else can do it? Are you ingenious, always on the lookout for new devices, improved methods, up-to-date ways of doing things; in short, are you a man of ideas? Do you think to some purpose, or do you merely dream? Are you alive to the tips of your fingers, or do you only exist?

It is the exceptional man that forges his way to the front. There is always a place for him. No matter how many are out of employment, he is always in demand. There is a standing advertisement for him all over this broad land.

A man who is original and progressive in his methods, who leaves a beaten track to push into new fields, who is constantly on the alert for the slightest improvement in his way of doing things, is a man who succeeds.

It is astonishing what a tremendous difference there is between the earning power of a man who does things pretty well, and of one who does them as well as they can be done; between that of a careless, incompetent employe and one who is painstaking and thoroughly competent.

For example, a young stenographer who is accurate in taking notes, who spells correctly, punctuates properly, and whose judgment and common sense enable him to correct involved sentences, or matter that has been hastily dictated without reference to grammatical construction, will never be out of a place. But a slipshod, careless, inaccurate one is never sure of a position, even when he has succeeded in getting one, because no employer wants to retain a stenographer on whose accuracy and intelligence he cannot rely. He has no sense of security when he entrusts anything to his judgment. He is never sure whether or not his dictations are correctly taken down or transcribed. He does not dare to allow a letter to be mailed until he has read it carefully and corrected its possible errors. No man will long subject himself to annoyance caused by the blundering incompetence of one who is supposed to lessen his cares and anxieties and relieve his mind of the burden of details.

What is true of the stenographer is also true of the book-keeper, the cashier, the clerk, and all other employees.

If an employee can be depended on, if he seldom makes mistakes in judgment or execution, if his employer can confidently turn all details over to him, his services become invaluable.

## SELF RELIANCE

You may search the universe through and through for something or some one to lean upon, and always you will find yourself thrown back upon your own resources. This is Nature's method of teaching you self-dependence.

The most of us spend years, and perhaps ages, in seeking without for that which we can only find within.

It is useless to try to lean upon outside means for gaining health and happiness, and developing a harmonious and useful life.

Life grows and is fed from within. We are all fed from a single Source, and every individual must make the connection with that Source for himself.



# SUCCESS

The other day I asked a dear little girl, nine years old, what was the meaning of the word "success."

And without an instant's hesitation, she answered:

"It means to succeed—I thought everybody knew that!"

"To succeed in what?" I ventured.

"Why, in what you want to do, of course."

And I kissed the little girl once on the forehead and twice on her dimpled chin, and let it go at that.

But it may be assumed that there is no such thing as success in a bad business. To succeed in injuring another would be a calamity for me—not a success. We all want to succeed in doing what will bring the best possible results to ourselves, and the least possible harm to others. So success means, first, to achieve what is good for yourself. And, second, to do that which bestows a benefit on others.

And, of course, there are many degrees of success.

Let us once and forever get rid of the savage fallacy that success lies through sacrifice. The person who loves you so well that he will sacrifice himself for you, will sacrifice you for others, if he loves them well enough. If martyrdom is a good thing for me, I'll visit it on you if I can, for your your own good. And thus we see that martyr and persecutor are cut off the same piece of cloth—and in the past they have shifted places with great alacrity. There is really small choice between them.

Success implies joy in your work—and joy means better work tomorrow. And all good work is reciprocal—it benefits many people.

But all success is comparative—no success is final. And the reason that success sometimes palls, or embitters, is because the person has sat down to enjoy it, not knowing that every success is a preparation for a greater success just ahead. You must gather your manna every day.

So far as we know, a successful life here is the best possible preparation for a successful life to come. And while there are no pockets in a shroud, yet the soul you have, you'd better not barter clean away. The soul you have here will be the soul you have there—else is immortality vain. And whether this soul is "saved" or not will depend upon whether it is worth saving.

So the highest wisdom, it seems, would be the ambition to succeed in having a soul worth saving.

And to succeed in this ambition, my advice would be don't trouble much about your soul—do not pull up the vegetables to see how the roots are growing.

Do your work, and what you are will be shown in what you do.

Work is exercise, and exercise is expression.

We grow only through exercise—we are strong in the muscles we use, and it is so with every faculty of the soul, and every attribute of the mind. We are strong in the qualities we use.

And if all work is exercise, and we grow only through exercise then the wisdom of exercising our highest and best will be at once apparent.

Man can weigh, sift, consider and decide—he makes a choice. I come to a point where the road forks—I decide which branch I will

take. I may then follow it for a mile, and retrace my steps, and take the other track. And this ability to choose is what differentiates man from the brute.

You can do the wrong thing if you wish; if you desire to choose an absurd thing you may.

In his essay on "Compensation"—the best thing ever written by an American—Emerson says, "'What will you have,' quoth God—'pay the price and take it!'"

After you have chosen what you want, before you can possess it, you must pay the price.

Usually, the more valuable the thing, the higher the price. The prize is given only to those who deserve it—those who earn it.

Success is a result of mental attitude, and the right mental attitude will bring success in everything you undertake.

In fact, there is no such thing as failure, excepting to those who accept and believe in failure. Failure! There is no such word in all the bright lexicon of speech unless you yourself have written it there.

A great success, as I have said before—and as I like to repeat—is made up of an aggregation of little ones. These finally form a whole. The man who fills a position of great honor and great trust has first fulfilled many smaller positions of trust.

The man who has the superintendence of ten thousand men—say Mr. James J. Hill—has had the charge of many small squads.

And before he had charge of a small squad, he had charge of himself.

When he was a baggage-man he had charge of the baggage, and he did his work so faithfully, so efficiently, so well that it was very soon discovered that he needed no superintendent.

The man who does his work so well that he needs no supervision has already succeeded.

And the acknowledgment of his success is sure to follow in the form of a promotion. And even should not promotion speedily follow, the man has gained power—grown in personality. He is more to himself—more to God. The world wants its work done, and civilization is simply a constant search for men who can do things.

Success is the most natural thing in the world. The man who does not succeed has placed himself in opposition to the laws of the Universe. The world needs you—it wants what you can produce—you can serve it, and if you will, it will reward you richly.

By doing your work you are moving in the line of least resistance—it is a form of self-protection. You need what others have to give—they need you. To reciprocate is wisdom.

To rebel is folly.

To consume and not produce is a grave mistake, and upon such a one Nature will visit her displeasure.

The common idea is that success means great sacrifice, and that you must buy it with a price. In one sense this is true.

To succeed you must choose. If you want this you cannot have that.

Success demands concentration—oneness of aim and desire.

Choose this day whom you will serve.

Paradoxically it is true that you must "sacrifice" some things to gain others. If you are a young man and wish to succeed

in business, you will have to sacrifice the cigarettes, the late hours, the dice, the cards, and all that round of genteel folly which saps your strength, and tends to unfit you for your work tomorrow.

That awkward and uncouth country boy who went to work yesterday is concentrating on his tasks—he is doing the thing, high or low, mental or what-not—yes! He is not so very clever, his trousers bag at the knees and his sleeves are too short, but his heart has but one desire, to do his work.

I am no prophet, nor the son of a prophet, but I'll tell you this God's truth: That uncouth country boy will some day be a partner in this firm, and you, with your sharp ways, your cigarettes, your midnight suppers, and your smart clothes bought on the installment plan, will go to him and beg for favors which he alone can grant.

Why? Because he is in the line of evolution—he is growing, and you are not. You are standing still, and to stand still is to retreat.

An ounce of loyalty is worth a pound of cleverness.

Astuteness adds nothing to the wealth of the world. The astute man is worth nothing to a community—all his astuteness is valuable for is to protect himself from other astute men. And his shrewdness and his astuteness so advertise themselves that nobody trusts him—nobody believes him. This type of a sharp man is found in every community.

And so the habit of continually looking out for No. 1 is fatal to success. Nature is on her guard against such, and if by accident they get into a position of power their lease on the place is short.

A great success demands a certain abnegation—a certain disinterestedness.

The man who can lose himself in his work is the one who will succeed best.

Courtesy, kindness, and concentration—this trinity forms the sesame that will unlock all doors.

Good cheer is the direct concomitant of good health. Isn't it the part of wisdom not to put an enemy in your mouth to steal away your brains? Isn't it better not to know you have a stomach, and to so fill your working hours that the night comes as a blessing and a benediction—a time for sweet rest and dreams?

These things mean a preparation for good work. And good work means a preparation for higher work.

Success is easy. You do not ascend the mountain by standing in the valley and jumping over it.

Success is only difficult to the man who is trying to lift himself by tugging at his bootstraps.

You cross the mountain ranges of difficulty step by step. And all the way the scenery changes and is beautiful. Up you go, step by step, occasionally stopping to take breath, now and again retracing steps to keep on the right path.

But forward and forward and upward and forever forward we go.

And having crossed this range, we know we shall be confronted with others beyond. But through the effort we are growing stronger—exercise gives power for more exercise. Exercise is expression, and expression is not only necessary to life—it is life.

We are not afraid. Much joy has been ours, and is ours. The past is safe. And finally should flesh falter, and we pause for rest, and out across the valley should we catch misty glimpses of peaks beyond, we are still unafraid and firmly do we believe that the Power which upheld us Here will not desert us There.

—ELBERT HUBBARD, *In the Philistine*.



## Mentalism

We awaken in another

Just the thoughts our minds contain.  
If we're kind, we win their kindness,  
If we hate, they hate again.

We pass on to brother mortals

The vibrations of the soul,  
And the knowing ones receive them,  
As they search from pole to pole.

Search for lodgment—recognition—

'Mong the high and 'mong the low;  
Thus this wireless message travels  
Always finding those who know.

"Those who know" are our own people

They are like us in degree,  
Whether false, or true, or noble;  
Whether maimed, or bound, or free.

As we grow from small to greater,

We will always seek our own;  
And for truth—the wire's a duplex—  
We attract by mental tone.

Stand by what you call "the noble,"

Uphold what to you seems "best,"  
Trust the future, walk in faith, love,  
Thus you'll find life's sweetest zest.

Oh, be calm, serene and gentle,

For the sake of "your own self;"  
Guard your thoughts, your dearest treasure,  
As the miser guards his pelf.

Friendship strong and true and loyal,

All depends on being known.  
You will win by what you are, dear,  
You will reap as you have sown.

## Building a Brain

According to Professor Gates, every man is the architect of his own brain. That organ, being a piece of physical mechanism, can be built to order, altered, changed in structure, regulated.

The brain cells are physical units. They must be educated, stimulated, cultivated, just as other parts of the body are cultivated by use, exercise and training.

There's nothing new.

But the theory is true.

And being true it explains and illustrates certain phenomena.

For instance, Professor Gates says:

"Let a person devote an hour a day to calling up a certain class of uplifting emotions and memories, which in ordinary life are summoned only occasionally. Let him do this as regularly as he would take physical exercise, and at the end of a month he will be able to note a surprising change which will be apparent in all his thoughts, desires and actions."

True, but not new.

Professor Gates might have learned this fact from an old book, which says:

"As a man thinketh in his heart (mind) so is he."

The transforming power is lodged in the mind. He who generously thinks and acts becomes generous. Every repetition of a generous thought or deed develops the cells in that region of the brain. Blood flows to that part of the mind machine, constructs, multiplies, enlarges.

Here the theologian and the scientist join hands.

The moral law and the physical law are the same. Both Materialism and Christianity teach that every good action makes a man better and every bad action worse. Neglect your body, and you have disease. Neglect your mind, and you have disease. Educate both, and you have power.

## Imaginary Sorrows and Ills Far Worse than Real

"Never trouble trouble till trouble troubles you," runs an old-fashioned saying. The pity of it is, however, that only a small minority of people pay any attention to this excellent little maxim. There are millions of people in this world who have it in their own power to make life as happy as the day is long. But they seem to prefer making themselves miserable by meeting trouble half-way, and when they have met it, proceed to view its gloomiest aspect.

It is extremely doubtful if the real sorrows of the people of this world, great as they are in the aggregate, are equal to the bogus troubles which men and women make or imagine for themselves.

One is constantly meeting with people who act as if they were born to be miserable. They seem to have a penchant for drawing harrowing pictures of anything and everything which occurs to them. No circumstances are too bright for them to overcast with gloom, and they succeed so well that more than half their trouble has no existence whatever.

One could almost wish that such gloomy sorrow-seekers could be isolated from the rest of the world, so depressing is their influence on society. How refreshing it is to meet the man or woman who contributes to general happiness by striving at all times to look on the bright side of things! Their cheerfulness, hopefulness and high spirits, in the face of all discouragement, are infectious, and bring relief, no matter what the trouble may be.

One of the most common causes of the discontent and grumbling which lead to the habit of looking on the dark side of things, and fancying yourself ill used, is a vague desire for a change.

If only you were doing some other kind of work than you are doing, or were living another kind of life, you would be happy and contented, and see the world in its brightest aspects, you probably say to yourself at times.

Those, however, who have a wider experience of the tricks of the human heart know quite well that this change of mind would not come with change of circumstances. If the eye with which you look on the world is critical now, and lacks the clear, frank gaze of open-hearted happiness, it would be the same however much the surroundings of your life changed. Not only will change fail to bring new feelings but prosperity is equally powerless. The envious person who feels it would be possible to be genuinely happy if he or she could have the money and leisure of somebody else who is better off, is wholly misreading the secrets of a contented mind.

Every fresh position entails its trials for the envious who measure themselves against other people, and the higher the ambitious person scrambles in the social scale, the sharper and more plentiful are the angles with which it is possible to collide.

Almost all sensible people who have made their way in the world admit that they were equally happy all their lives through and extracted as much genuine enjoyment from the world when their income was counted in hundreds a year as when it was counted in thousands. It is the frame of mind that matters most.

In the cases of people who are gloomy and discontented, because the world does not satisfy them with a sufficiency of friendship or affection, or those intimate ties without which many, more especially women, cannot be as happy as they might be, it is to be feared that the fault lies, as a rule, with the fault-finders. The spirit of discontent and un-

happiness is itself repellant and tends to keep at a distance those who might be friends.

It is the happy, cheerful natures that are welcomed into every circle, and are gladly made life companions. The pessimist not only sees life as unenjoyable, but keeps it so.

Strangely enough, however, few of those who are inclined to grumble under the best of circumstances, and make mountains of trouble out of molehills, as the saying goes, rather than rejoice in the blessings they enjoy, would not be gloomy if they only thought fairly about their own case. What is it you are inclined to grumble about? Be sure that it is not in yourself, rather than in your circumstances, that the drawback is to be found. Your health is not so good as it might be—that is one of the first and most charitable suppositions accounting for a somewhat melancholy turn of mind. But are you quite certain that it is not your own fault?

"Now, doctor, what really is the matter with Mrs. Smith?" asked a lady visitor of an outspoken practitioner.

"Oh, if she'd rail at Providence less and masticate her food better she'd be all right!" was the blunt reply. And if the chronically complaining woman will remember that three-fourths of the ailments that make people peevish and disconsolate are preventable in some such simple way, she will not only make her own life a very happy one, but introduce happiness into the lives of everyone with whom she comes into contact.

## The "We" That Wins

A young man employed in a responsible position by a great corporation was recently discharged to make room for another. Surprised and mortified, he sought an explanation from the manager of his department. "Will you kindly tell why you do not want me any longer?" he asked.

"Certainly," was the reply; "it is because you always said 'you' instead of 'we.'"

"What do you mean?"

"I mean just that! You never said, 'We' should do so and so; or 'We' ought to follow out such-and-such a policy. It was always 'YOU' in referring to this company, of which you were a part. In speaking to a fellow-employee about our business, you would say 'THEY,' (meaning this company,) instead of 'We.' This lack of a live personal interest in the success of the concern was expressed in your actions, no less than by your words. I should advise you to seek employment with some company to which you can refer as 'WE.'"

A common criticism of an ambitious young man is "He acts as if he owned the concern, and he's only a clerk." It is the young man who works as if he did own the concern who often becomes the owner in time.

"We're going to pay a dividend of ten million dollars next month," proudly remarked an office boy to a waiting visitor in the reception-room of a railway president. That boy's salary is five dollars a week. He is on the right track.

But it is necessary to think We and act WE every hour of every day, as well as to say WE. WE means US, union, solidity, co-operative enthusiasm. YOU means the other fellows. It's the WE that wins!

Pride corrupts the purity of every virtue. It is the ringleader of all our Inward Enemies. Fortunately for us, however, the passions that infest our souls are capable of rectification and eradication; and, seeing that pride is the parent of so many of them, let a man only master his pride and he will have gone a long way toward mastering himself and subjugating the most undesirable conditions of mind.



# "Smile S and M we'll I all L smile E with S you"

## Too Much of a Good Thing

Little Lucile was fond of deviled eggs. One day the cook got too much mustard in them for Lucile's palate, and she made a wry face as she ate them.

"Why, Lucile, what is the matter?" her mother asked.

"Oh, mamma," exclaimed the child, as tears came into her eyes, "there's too much devil in these eggs."

## Retort Courteous

"Get out of here, or I'll set the dog on you!" shouted the proprietor of the country place to the tramp.

"I only wanted to tell you that your man down there in the field is not a truthful man," said the itinerant, with his hat in his hand.

"What do you mean?"

"Why, he told me he was working for a gentleman. Good-day!"

## Seized for Rent

A gentleman was surprised one day at finding a plump turkey served for dinner, as he had given no order for the purchase of one.

"Where did you get this turkey, Sam?" he asked his old colored servant, who was grinning with pleasure at the fine appearance of the bird.

"Why sar, I'll 'splains just how. Dat turkey he been roostin' on our fence tree whole nights, so dis mornin' I seize him for de rent ob de rail."

## The Hen

The hen is always sure of her crop.

Why do hens lay in the daytime? Because they are roosters at night.

The hen is a model for dancers. She never leaves the set, except to eat and drink.

Why is a hen immortal? Because her son never sets.

## Her Modest Wish

"Sometimes," said the poet, "I almost get to thinking I would rather have been born rich than a genius."

"Oh, dear," his wife replied, "I don't go to such extravagant extremes. If you'd only been born with a longing to go out and get a job somewhere I'd be satisfied."

## Well Named

"What is your husband's doctor? Allopath or homeopath?"

"I don't know. My husband calls him his 'biographer.'"

"What does he mean by that?"

"Well, the doctor is at work upon his life."

## He Knew

"Terence, what is the doctor's diagnosis of your case?"

"He hasn't told me yit, but I'm bettin' it'll be iv'ry cint av tin dollars."



## A STORY WITHOUT WORDS

## That Was Why He Asked

Paying Teller—What is your name anyway.

Indignant Presenter of Check—Don't you see my signature?

Paying Teller—Yes, that's what aroused my curiosity.

## No More Sentiment for Mose

Daniel J. Sully, the dethroned cotton king, made a trip through the south last winter, and when he came back he told a story of an old negro who had been working for a cotton planter time out of mind. One morning he came to his employer and said

"I'se gwinter quit, boss."

"What's the matter, Mose?"

"Well, sah, yer manager, Mistah Winter, ain't kicked me in dis free mumfs."

"I ordered him not to kick you any more. I don't want anything like that around my place. I don't want anyone to hurt your feelings, Mose."

"Ef I don' git any more kicks I'se goin' to quit. Ebey time Mistah Winter used ter kick and cuff me when he wuz mad he always git 'shamed of hisself and gimme a quarter. I'se done los' enuff money a'ready wid dis heah foolishness 'bout hurtin' ma feelin's."

## Easiest After All

Mrs. Crawford—Yes; the agent told me these pills were guaranteed to cure sixty-nine different ailments. I hope I won't have any trouble swallowing them."

Mr. Crawford—Not if you swallowed his story.

## Hand of Fate

The Palmist—This line in your hand indicates that you have a very brilliant future ahead of you—

Simkins—Is that so?

The Palmist—Yes, but this other line indicates that you are too slow to ever catch up with it.

## Some Opera Music

Over in the park, listening to the music, were two ragged, tattered small boys. They seemed to have a genuine appreciation of music, however, and joined in many of the selections.

Finally the band began the famous "Intermezzo."

"What do you call that, Billy? I never heard that before," said one.

"Shut up!" whispered his comrade; "don't show your ignorance; dat's de 'Cavalier of de Rusty Can.'"

## Josh Taken Care Of

"Josh bet Zeke that he could stay under water two minutes." "Did Josh win?" "Yep!" Where is he now?" "Under thar yet."

## Where They Go

"Do you know where little boys that smoke cigarettes go?"

"Yes'm; back behind our stable uster be the safest place, but mom's onto it now!"

## He Read The Advertiser

"Some folks git stuck mighty easy," remarked Farmer Clovertop, looking up from his copy of the Podunk Advertiser. "For all they think they're so all-fired smart, the city folks is havin' artificial ice shoved off on 'em. I'd like to see anyone fool me on ice."

## His Diagnosis

"Do you really believe there are microbes in kisses," asked the fair maid.

"Sure!" answered the young M. D.

"And what disease do they produce?" queried the fair maid.

"Why, palpitation of the heart," he replied.



# The Evidence

By "Uno"

"Oh, Beatrice, my solitaire diamond ring is missing from my jewel case. I put it there last night after I returned from the reception."

"Why, Inez Crawford, are you sure you have not mislaid it? You know your weakness for leaving your jewelry in unusual places."

"Yes, I know I am careless, but this time I am sure. I took particular notice of it, because during the evening it caught in the lace on my dress and I discovered that the setting was a little loose. I did not wear it this morning, as I intended to have it taken to the jewelers today to be fixed, but when I came up to my room just now to get it, it was nowhere to be found."

"I will go with you to your room, and we will make a careful search."

After carefully searching in every place, where it seemed that it could possibly have been misplaced or by accident have rolled to, they failed to find it.

"I know! If I had obeyed the rules and kept my jewel case locked I would not be in this dilemma, but I was so tired last night that I did not think of it."

After spending half an hour in useless speculation as to what had become of the ring and what was best to do about it, they decided to say nothing of the loss for a day or two, hoping that in the meantime the ring might be discovered.

Three days had passed and the ring was still missing, so Miss Crawford decided to inform the Preceptress of her loss. Before she had an opportunity of doing so she met Miss Edna Winters, who appeared very much excited and agitated. On enquiring the cause she learned that Edna had just missed a diamond brooch from the pin-cushion on her dresser. "Why, this is just awful. I have lost a diamond ring and was on my way to tell the Preceptress. Come, we will go together."

They found Mrs. Gage in her room, and in their excitement both tried to tell of their losses at the same time. This avalanche of unpleasant information almost stunned her and for a few moments she was unable to speak. Her face took on a sad but serious expression for she not only felt sorry for the two girls, but also realized to what extent this information would injure the reputation of the school, if it became known to the public.

After assuring them of her sympathy and promising to do all in her power to recover the lost articles, she requested them to say nothing of their loss to anyone for the present. This they agreed to do. She then informed them that there had been three similar losses of diamond jewelry reported within the past week; theirs making the fifth. She had kept the information quiet, in the hope of the more effectually locating the thief. The chambermaids were being closely watched, as they were the only persons who could enter the pupils' rooms.

There could be no grounds for suspecting any of the young ladies of the school, for they were all daughters of select and wealthy

families and would have no need to steal jewelry.

At the suggestion of Miss Winters, the other three girls who had sustained similar losses were sent for. The circumstances connected with each loss was discussed in hope of getting some clue, but nothing of importance was ascertained. Miss Hudson suggested that possibly some of the Gypsies, who were camped a few miles up the road and who were seen daily sauntering around the school, might be the thieves. Mrs. Gage did not think so, for it seemed that it would be almost impossible for any one to gain admittance unobserved. However, should a person succeed in getting on the upper veranda, which almost surrounds the house it would be very easy to enter the rooms through the French windows.

Miss Crawford suggested that as they were unable to find a clue, a private detective be employed. To this Mrs. Gage agreed and the girls returned to their studies after again promising to keep silent about the losses.

In response to a telephone message a young man called at the school. He was of medium height, pleasing in appearance and had deep set, penetrating eyes and a quiet but firm voice. From the card he sent in Mrs. Gage read, Charles R. Grey, Private Detective.

Mrs. Gage informed him of the losses and then sent for the five young ladies. They each told him all that they knew about the matter, which was very little; also of their suspicions of the Gypsies and the chambermaids.

After having heard all the reports he requested Mrs. Gage to take him to the room of Miss Edna Winters. Edna accompanied them, and explained just where she had left her brooch. When last she saw it, it was on the pin-cushion, and the cushion was on the left side of the dresser, next to the window; the door being on the right.

After examining the position of the articles on the dresser, he took note of the arrangement of the room and the position of the window, which could be opened so that one could step out on the upper veranda. While standing near the window his attention was attracted to the dresser. Stepping over to it he stood for a few moments as though thinking deeply then turning to Mrs. Gage announced that he was ready to go, and requested her to have the room locked and to permit no one to enter it until his return.

He returned within an hour carrying under his arm a package resembling a box. In size it was about nine by fifteen inches and two inches deep. He asked permission to again visit Miss Winters' room and that he might do so alone. His wishes were respected and Mrs. Gage remained just outside the door. When he returned from the room Mrs. Gage noticed that he still had the package with him. He repeated his orders to allow no one to enter the room without his permission. The door was again locked and he left the school at once promising to return at 2 P. M., next day. The young ladies did not see Mr. Grey on this occasion.

Next day, Mr. Grey arrived promptly at the hour agreed upon and was met by Mrs.

Gage. Her face wore an expression of anxiety, for she had been unable to sleep or rest, knowing too well how much it would injure the school, if the news of these thefts should get into the papers. The confident, quiet manner of Mr. Grey, however, somewhat reassured her, as he told her that within a few hours he would find the thief.

He had no information that he cared to give her yet, but asked that she arrange for him to meet and speak to each young lady in the school and also the servants. It was also his desire to have but one enter the room at a time, and for Mrs. Gage to introduce him as a friend of hers.

He took a position near the window, with his back to the light and his face slightly in the shadow. From this position the light fell directly upon each person as they approached him. He acknowledged the introduction and shook hands with each in turn. As soon as the last pupil retired from the room, he turned to Mrs. Gage and said, "I have found the thief. It is not one of the servants, but one of the students. Before saying more I desire that the five young ladies who have lost jewelry, return to this room."

When they had assembled, he announced that Miss Ethel Jarvis had stolen the diamond brooch, from the dresser in the room of Miss Winters, and that in his opinion she had also taken the other four diamond articles which had disappeared.

This announcement came as a great surprise. For a moment no one spoke, then as with one accord they exclaimed, "This cannot be so." "Mr. Grey," said Mrs. Gage, "I am sure you have made a mistake. With all due respect to your ability and profession, yet I cannot believe what you have just said. Why, Miss Jarvis is the favorite in the school, as anyone of her school-mates will tell you. She is quiet, pleasant, sociable, kind and sympathetic. In fact, she has an almost perfect record, and she has been here for almost three years."

Miss Crawford and Miss Winters both refused to believe anything against her and lost no time in telling Mr. Grey how much they loved and respected her, because of her unselfish qualities.

"Another reason why such a thing would be improbable," said Miss Davis, "is the fact that her parents are very wealthy and gratify her every desire. Then, she has more jewelry than any other girl in the school, and could not possibly want that which belonged to us."

Mr. Grey listened to similar comments in favor of Miss Jarvis, to which he made no reply. Finally he asked if they desired him to give them the proof of her guilt? They replied that unless he could give them positive proof they would not believe.

"Very well, send for Miss Jarvis, and I will give you all the proof you desire."

When she came in, the girls surrounded her as though they thought to protect her from someone who would harm her. It was easy to see that she had the complete confidence of her school-mates. She was slightly ner-



vous, but not more so than would be expected of any girl who had been sent for by the Preceptress.

Miss Ethel Jarvis was of small stature, had fair hair and blue eyes, small feet and her hands were slim and long. Her weight would be about 105 pounds.

Mrs. Gage informed her that Mr. Grey wished to talk with her on a matter of importance, which was of interest to all who were in the room. Her face for a moment took on a paler shade, but the expression on her face might have been read as one of curiosity rather than of fear. This was observed by the five girls, and the looks that passed from one to another said plainly, "he has made a serious mistake."

Miss Crawford asked the Preceptress to save Miss Jarvis from this embarrassing and useless ordeal. Mrs. Gage informed Mr. Grey of the girls' wishes, but his reputation was now at stake, and he determined, if possible, to prove his point. He, therefore, began by telling Miss Jarvis of the recent losses and stated that circumstances pointed to her as being guilty of taking the diamonds. He also told her that if she was guilty, it would be best to acknowledge it, so that the matter might be kept from the public and thus protect her from public disgrace. She replied, "Why, am I forced to stand here and be insulted in the presence of my school-mates. I have no diamond jewelry that does not belong to me. If you doubt it, search my room."

Mr. Grey made no reply, but arose from the chair, crossed the room and commenced removing the paper from the same package he had taken to and from Miss Winters' room the day before. It proved to be a cardboard box. From it he lifted a large hand mirror and turning to Miss Winters said, "Do you recognize this?" "Why, yes; it is my mirror, and it was on my dresser when last I saw it." "Do you remember on what part of the dresser the mirror was laying?" "Yes, on the right side." "On which side was your pincushion?" "On the left side, next to the window. But what can my mirror have to do with the loss of my diamond brooch?" "Wait just a moment and I will show you. In case a person entered your room through the door and walked to your dresser, they would approach with their right side to it. The first hand most likely to rest upon the dresser would be the right. Should the person rest the right hand upon the dresser they would have to use the left hand to take anything from the pincushion. In reaching thus across the dresser they would necessarily rest some of their weight upon the right hand. This would be very likely to occur if the person was small or short." Now, I will show you why I have so carefully protected this mirror. It contains a secret message. If you will all step to the window so that the light will fall at an angle upon the mirror you will see the evidence I have to offer."

When they were all ready, he turned the mirror over with its face to the light, and as in a chorus they exclaimed, "Why, that is the impression of some one's hand." "Yes, and you will also observe that it is of the right hand; that it is long and slim, and that the fingers are quite long; also that the impression of three fingers are shown, while of the little finger there is only an impression of the tip. This latter fact shows that the fourth finger must be bent or contracted, and does not straighten under ordinary pressure. Then the fact of it being the right hand, and considering where I found it, proves to me that the person is naturally left-handed."

"When I shook hands with the young ladies a short time ago I discovered the owner

of the long fingers on a slim hand, and also the contracted fourth finger. These all belong to Miss Jarvis. Now, I will venture to say that she is naturally left-handed, and that she took the brooch from the cushion with that hand, while leaning on her right to reach over the dresser. She being small, this position would be very natural. In her haste she probably did not notice that her hand was resting upon the face of the mirror."

Her school mates knew that she was naturally left-handed, and turned to question her. At this moment she fainted away. With tears in her eyes, Mrs. Gage rushed forward to help her, and with the assistance of Miss Crawford, lifted her to the couch near the window that she might get more air.

While she lay there the characteristics mentioned by Mr. Grey were easily observed.

Mrs. Gage remembered of Miss Jarvis telling her a long time before how, when she was a little girl, she had cut her little finger on a piece of broken glass, and that it had been bent ever since.

Miss Jarvis soon recovered, and acknowledged having taken all the missing jewelry.

Mrs. Gage asked "What motive did you have? You have plenty of money and jewels of your own." "I did not take them for myself; I took them to help a friend." "Please explain what you mean." "Well, before I came to this school I met a young man whom I learned to care more for than my parents wished. My father is a banker in Boston, as you know. He was always very careful as to the society I kept. I have reason to think that he sent me here to school to keep us from seeing each other. I have, however, kept up a correspondence by receiving my letters outside of the school. A few weeks ago I received a letter telling me that he had gotten into some trouble about a matter involving considerable money. He said that unless he could pay it by a certain date he would be ruined, and then my father would never consent to our marriage. Being unable to pay it, he appealed to me to help him. My heart went out to him in sympathy, and I determined to help him. To do it I pawned as many of my own diamonds as I dared, and sent him the money. The amount I sent was not enough. He wrote for more, and promised to pay it back in a short time, as he was sure of making a large amount of money in a few weeks. I could not see him ruined, so the thought came to me to take some of the jewels from my school-mates, pawn them, send him the money, and as soon as he sent the money back, I would redeem them and put them back again. I did not stop to think of the wrong I was doing or of the danger of being detected. I only knew I wanted to help him. I now realize I did wrong, and I will sell all my jewels and get back those I took, if you will only keep the knowledge of the disgrace from my father."

Mrs. Gage felt very sorry for her, and so did the girls, and they all agreed not to press the matter further.

Of course, she could not remain at the school, so it was decided to let her go home on the sick list, and later give the explanation that seemed best, providing she did not blame the school.

After her arrival at home she confessed all to her mother, but her father never knew of her disgrace. Her mother redeemed the jewels belonging to the girls, and returned them with a request that they keep the secret for the sake of a schoolmate who had made a mistake in her efforts to help another.

It was learned that the financial em-

barrassment, Miss Jarvis thought to relieve had been acquired through gambling, and that through her confidence in another's integrity she had been led to do wrong. She soon realized how unworthy he was of her faith and devotion.

Mr. Grey would accept no pay for the service he had rendered. He had won the favor and admiration of the five young ladies, and especially that of Miss Crawford, for since leaving school she has been seen quite often in his company. Rumor says that next June she is to be Mrs. Grey.

### Work Out Your Ideal

"The situation that has not its duty, its ideal," says Carlyle, "was never yet occupied by man. Yes, here, in this poor, miserable, hampered, despicable actual, wherein thou even now standest, here or nowhere is thy ideal; work it out therefrom, and, working, believe, live, be free. Fool! the ideal is in thyself."

Not on some far-off height, in some distant scene, or fabled land, where longing without endeavor is magically satisfied, will we carve out the ideal that haunts our souls.

In the humble valley, on the boundless prairie, on the farm, on sea or on land, in workshop, store, or office, wherever there is honest work for the hand and brain of man to do,—within the circumscribed limits of our daily duties is the field wherein our ideal must be wrought.

Wrapped up in every human being there are energies which, if unfolded, concentrated, and given proper direction, will develop the ideal.

Our very longings are creative principles, indicative of potencies equal to the task of actual achievement. These latent potencies are not given to mock us. There are no sealed orders wrapped within the brain without the accompanying ability to execute them.

If the emancipation proclamation is written in your blood, if it is indicated in the very texture of your being, you will have within you—undeveloped, it may be, but always there,—strength to break the fetters that bind you, power to triumph over the environment which hampers you.

No external means alone, however, will accomplish this. You must lay hold of eternal principles, of the everlasting verities, or you never can accomplish what you were sent into the world to do. You never can reach the goal of your highest possibilities until you believe in your God-given power to do so, until you are convinced that you are master of your will, and that the Creator has endowed you with strength to bend circumstances to aid you in the realization of your vision.

Our energies must not be allowed to run to waste in longing without action. Our latent strength must be developed steadily and persistently. All our reserves must be utilized, all our powers concentrated and wisely directed toward the accomplishment of the work we have marked out for ourselves.

With eyes ever fixed on the ideal, we must work with heart and hand and brain; with a faith that never grows dim, with a resolution that never wavers, with a patience that is akin to genius, we must persevere unto the end; for, as we advance, our ideal as steadily moves upward.

Never make excuses. Excuses are nothing less than confessions of weakness, and are evidences of your inability to cope with the task before you.



# Health-Giving Food

## HOW TO SERVE IT

By  
Mrs. A.V. Segno

### MENU NO. 6

#### FIRST MEAL

Sliced Apples and Figs with Cream

Eggs in Cups

Raisin Corn Bread

Honey

Grapes

#### TO PREPARE:

**APPLES AND FIGS**—Slice juicy tart apples, sprinkle with pulverized sugar, mix with chopped figs and serve with cream.

**EGGS**—Put a small piece of butter in each cup, then break in the desired number of eggs for each person and season lightly with salt. Place the cups in hot water for a few minutes, until the eggs are thoroughly set.

**CORN RAISIN BREAD**—One cup of sweet milk, two cups of sour milk, one egg, one-third teaspoon of soda, two cups of corn meal, one cup of flour, two tablespoonfuls of New Orleans molasses. Dredge one cup of seeded raisins lightly with flour to keep from sinking to the bottom and add last. Bake in a hot oven.

#### SECOND MEAL

Cream of Corn Soup

Baked Sweet Potatoes with Nut Filling

Creamed Onions

Fruit Salad.

Whole Wheat Bread and Butter

Stuffed Pears

Peanut Sandwiches

#### TO PREPARE:

**CREAM OF CORN SOUP**—Put one pint of corn through the colander to remove the hulls. Grate one small onion very fine, add one and one-half pints of milk, butter the size of a large walnut, season lightly with salt. Do not boil, but serve very hot.

**SWEET POTATOES**—Select large sweet potatoes, when baked remove from oven and cut them open on the side, remove from the skins and mix with chopped nuts, season generously with butter and return to the skins. Put back in the oven a few minutes before serving.

**CREAMED ONIONS**—In boiling, do not have any water to drain off, as the good of the onion is lost by so doing. When done, add a generous amount of milk and a small lump of butter and season with salt. Serve hot, but do not allow the milk to boil.

**FRUIT SALAD**—One orange, two large apples, one cup of celery, three-fourths cup of blanched almonds, one cup canned cherries cut in half and free from juice.

Cut the orange, apples and celery into small pieces. Chop the almonds rather coarse, mix the cherries and orange together and let stand one hour then add the other ingredients. Use either mayonnaise or cream dressing. Serve on celery tops.

**STUFFED PEARS**—Remove cores and peel luscious Bartlett pears, fill the space with seeded dates, dredge with powdered sugar and serve with cream.

**PEANUT SANDWICHES**—Chop fresh roasted peanuts fine, season with salt and cayenne pepper. Moisten slightly with olive oil, spread between thin triangles of brown bread. Melted butter may be used instead of oil though it is not so healthful.

### MENU NO. 7

#### FIRST MEAL

Sliced Peaches and chopped Dates with Grape Nuts, mix together, serve with Cream.

Bananas

Whole Wheat Wafers

Ripe Plums

#### SECOND MEAL

Olives

Puree of Bean

Brown Bread Croutons

Log Cabin Salad

Rice Cakes

Baked Squash

Whole Wheat Bread and Butter

Apples in Glasses

#### TO PREPARE

**PUREE OF BEAN**—Mash one cup of baked beans to a pulp, add one and one-half pints of milk, lump of butter, salt and a little cayenne pepper. Stir constantly until just ready to boil, then serve.

**CROUTONS**—In preparing the croutons, toast the bread very hard, cut in cubes, then butter lightly, putting a few in the soup just before serving.

**SALAD**—Slice cold boiled turnips in slices one-half inch thick, Cut carrots, which have been boiled whole, in quarters, making long strips, sprinkle generously with parsley, build alternately in form of logs and serve with a large spoonful of tartar sauce.

**TARTAR SAUCE**—A simple way of making Sauce of Tartar is to use Mayonnaise dressing, adding a trifle more of mustard than ordinarily and mixing into it two tablespoonfuls of capers, one very small onion, one medium sized cucumber pickle, one-half of a small red pepper, all chopped very fine.

**RICE CAKES**—To one pint of cold boiled rice add a small onion chopped fine, a little sage, parsley and salt, two eggs, one-half cup of milk; roll in cracker crumbs and fry in olive oil. When onions are used in this way, it improves the dish to cook the chopped onions in oil a few minutes before adding to the other ingredients.

**BAKED SQUASH**—Cut Hubbard squash into diamond shaped pieces, bake and serve in the rinds, season with salt, pepper and lumps of butter.

**APPLES IN GLASSES**—Pare large apples, remove the cores, leaving the apples intact. Put in a large granite kettle with sufficient water to half cover the apples. Cook slowly until done, remove the apples, add sugar to the water and cook for a few minutes until it will form a thin jelly when cool. Place an apple in each glass and fill with the juice. Set in a cool place before serving.

**WHOLE WHEAT BREAD**—Having been repeatedly asked for a good receipt for making whole wheat bread, I here give a simple one which requires only from four to five hours from the time the yeast is set until the bread is ready to be taken from the oven.

To one pint of milk and two pints of warm water add one cake of compressed yeast, which has previously been dissolved in warm water, a heaping teaspoonful of salt, and a tablespoonful of sugar. Stir in sufficient whole wheat flour to form a stiff batter. Put to rise in a warm place for one hour. Then stir in enough flour to knead into loaves, raise again, then bake.

Care will be necessary in order to make perfect bread, as much less whole wheat flour is required than one would use of white flour. Therefore, be careful to have the bread quite soft when kneading.



## The Debt to Health

"My jolly young fellow," said Health, "now you really have lately been drawing on me rather freely. Who riots with Pleasure by night and by day. Must expect that in time there'll be something to pay. For the favors you've had, that you may not forget, Suppose you just give me your note for the debt. Write as I indicate: 'Twenty years after date I promise to pay to my Health, sure as fate, For value received, in sin, folly and pleasure, These prominent parts of estates I should treasure: My Limbs to be racked with rheumatics and gout; My Teeth to decay till they mostly rot out; My Eyes to grow dim and my Hair to grow gray, While dropsy and asthma take turns day by day; My Nerves and my Lungs, too, together give way; My Stomach to fall to dyspepsia a prey; My Taste to forsake me, my Voice to grow weak, While my Ears cannot hear, save when Conscience shall speak.' Now sign it. When due, you need not waste your breath For extension. Remember, the protest is Death."

## Signs of Depleted Energy

If you are disposed to find fault, to grumble at everything about you; if little things irritate you; if trifles upset you; if you go to pieces, so to speak, when anything goes wrong in your business, you may be pretty sure that there is some enemy at work in your system, that your energy is being exhausted in some way, and that your vitality is at a low ebb.

Look for the cause at once. Perhaps you have been smoking too many cigarettes or cigars. Few things exhaust energy or lower vitality so rapidly as excessive smoking. Perhaps you are burning both ends of your candle, sitting up late at night, going to parties or theaters every evening, and trying to keep up with your work or your studies during the day, handicapped by loss of sleep and consequent dullness or inertia.

If you feel irritable and out of sorts, on getting up in the morning, and are disposed to be fractious and fretful all day, there can be no doubt that there is something seriously wrong in your system. The bad effects may proceed from some mental disturbance. It may be worry or excessive anxiety about your business, your family affairs, or some other matter. Whatever the cause, you must find and remove it, or allow it to wreck your life.

You cannot do good work if the nervous system is shattered. If the nerve centers are systematically robbed of nourishment of demoralized by mental or physical dissipation, the whole machinery of body and mind is thrown out of order.

No defective machine can turn out good work, and the longer one tries to use it, while some serious obstacle is clogging the wheels, the greater will be the damage it suffers, and the more difficult to put in proper repair.

## Health and Beauty Injured Very Much by Too Rapid Eating

I know what to expect, after a certain length of time, from the man or woman who is "too busy to eat" or "has no time to waste upon meals," said a common sense physician the other day.

Such a person should be warned in the gravest possible terms of his erroneous course. He may fancy himself to be an exceptional being, and may flatter himself that he sees no bad effect from this irrational mode of living. He will be sure to pay dearly for his hurry in the long run. And it is not worth while.

First, let us consider the man or woman who has a fair enough allowance of time for the actual eating, but who has to start work again immediately the last mouthful has left the mouth—not even waiting six seconds for it to reach its first resting place.

There is little question as to the ideal in this matter. You want an occupation after a meal which will keep the heart sufficiently active, but will not send too much blood away from the digestive system to the brain, or to the muscles. Now this occupation has already been adopted by the unconscious good sense of mankind.

It is, in the words of an authority on digestion, "frivolous conversation," which exactly fills the requirements, and into which most of us therefore automatically fall after a hearty meal—notably after dinner.

Personally, I am by no means sure that it is really necessary for an average healthy person in the prime of life to rest for half an hour after a meal. On the other hand, I question whether the old adage, "After supper walk a mile," is not an extreme in the opposite direction.

There are wide limits of safety in this matter, varying with the individual, but I have stated the ideal—frivolous conversation—and the physiological reasons for it.

But hurry over the actual eating is a different matter, and if hurry you must, at least take one piece of really important advice.

The essential objection to hurry in eating is that it means imperfect mastication. The race is rapidly losing its teeth, but, if you have little time to eat, jealously preserve yours. If you cannot preserve them, get the dentist to supply any deficiency that delays mastication, and remember that you have no teeth anywhere but in your mouth. If the food escapes them, their work falls upon organs which cannot perform it.

The stomach is lined with three muscular coats, running each in different direction. One of its duties is to roll its contents ceaselessly backwards and forwards, so that their entire surface may be exposed to the action of the digestive juices. But if you bolt your food as if you were posting letters, the stomach has no chance.

It cannot divide a solid chunk of food, but can merely roll it over and over, constantly attacking its exterior. This applies to all solid foods.

Too busy to chew means, in the long run, too busy to live. If you have thirty-two teeth, real or artificial, you need not bite nearly so many times as Mr. Gladstone. The essential thing is merely that you should swallow your food in a state of "mush."

Many a case of dyspepsia is kept up, if not actually produced, by imperfections of the teeth; or by imperfect use of them.

The mouth stage of digestion is essentially protective. By reducing the food to a pulp, breaking up hard particles, by diluting irritating constituents, by neutralizing acid con-

stituents with the alkaline saliva, and by surrounding the whole with a wrapping of mucus, we effectually guard the stomach against many ills.

Furthermore, the saliva, a proper flow of which is produced by the act of chewing, contains a chemical ferment, which is swallowed and by its action on starches constitutes the first stage of gastric digestion, lasting about twenty minutes.

For this reason porous foods, into which the saliva can readily penetrate, are better digested than compact masses like new bread or buttered toast, of which everyone knows the indigestibility.

The mouth stage of digestion is the only one over which we all have complete control; it is certainly more important than any other one stage, and those who are too busy to eat should know that they will do better by eating less and chewing it than by eating more and bolting it. We live not on what we eat, but on what we absorb, and in this instance you will absorb more by eating less.

## Exhausted Nerves

Few hard workers realize the danger of working when the nerve cells have exhausted their vitality. No good engineer would think of running a delicate piece of complicated machinery when the lubricant is used up. He would know that, the moment the oil has ceased to be effective, and the bearings begin to chafe and become heated, the harmony of the mechanism will be destroyed, and the friction and discord will soon ruin the delicate adjustment of the machine.

But hundreds of level-headed men, (in other respects,) who are engineers of the most marvelous pieces of machinery ever devised, even by the great Creator-machinist—machines fearfully and wonderfully wrought—run their engines, their human, throbbing organizations, so delicate that a particle of dust or friction anywhere may throw the whole fabric out of harmony for days or weeks, without proper cleaning or lubrication.

Plenty of sleep and abundant recreation out of doors, especially in the country, are the great lubricants; nature's great restorers, refreshers, without which long-continued good work is impossible.

Nerve specialists say that a great many suicides are the direct results of exhausted brain cells.

When you find yourself becoming morose and despondent, when you are conscious that the zest of life is evaporating, that you are losing the edge of your former keen interest in things generally, and that your life is becoming a bore, you may be pretty sure that you need more sleep, that you need country or outdoor exercise. If you get these, you will find that all the old enthusiasm will return. A few days of exercise in the country, rambling over the hills and meadows, will erase the dark pictures which haunt you, and will restore buoyancy to your animal spirits.

No man is in an absolutely normal condition until he enjoys bare living, and feels that existence itself is a precious boon. No one is normal who does not feel thankful, every day, that he is alive, and that he can think and act with vigor and effectiveness.

Oh, to be strong; to feel the thrill of life in every nerve and fiber in middle life and old age as in youth; to enjoy existence as do the young lambs and calves which chase one another over the fields and meadows and pastures; to exult in mere living as boys do when they glide over the fields of ice in the crisp air of winter!



## How Life May be Made Longer

*With Care Healthy Men May Near Century Mark.*

The question of the possible duration of human life, when put to great statesmen, scientists and others who have almost reached the century mark of life, has been answered in various ways.

Von Moltke, at the age of ninety, was still possessed of fine intellectual power and remarkable vitality. When asked how he managed to live so long and in such excellent health, he replied: "By great moderation in all things, and by regular out-of-door exercise."

Crispi, the famous Italian statesman, said: "Regularity and abstinence are the secrets of long life."

Neal Dow, the American apostle of temperance reform, replied, when asked the question: "Refrain from fretting."

Cornaro replied: "Extreme temperance in eating and drinking."

Dr. G. N. Pope, the aged Tamil scholar, said: "Be sure to have some great life work to do which holds you upon the earth for the accomplishment of a purpose, and you will live."

These words from the lips of eminent men who lived to a wonderful old age, are of intense interest, but they are not the cold and judicial advice of the scientist.

Recently I worked out a plan, the rules of which, if followed carefully, will result in the increased longevity of one's life. My first word of advice to those who would live long is to avoid disease, especially such diseases as one is disposed to contract through inherited weakness. This is to be done by knowing one's predisposition to disease, and exercising necessary care, in occupation, general habits and diet, that will indefinitely postpone the attack to which one is predisposed from birth.

I advise such care in diet and general habits of life as will defer as long as possible the hardening of the coats of the blood vessels, that generally comes on before its natural time, and other deteriorations of bodily vigor that are the concomitants or equivalents of the physical conditions of old age. In old age the tissues dry up and the joints stiffen. Keep your tissues moist, and your joints well oiled.

The first thing needed to keep the tissues healthy and strong, and the various organs in good working order is a certain amount of exercise taken every day. Regularly taken exercise strengthens the heart, thereby causing that great organ to pump the fluids of the body to the remotest corners, and thereby improving nutrition and causing all the other organs to do their natural work, and to take a delight, so to speak, in doing their natural work.

This nutrition abundantly supplies the body with power, and furnishes material for the combustion, which, when sufficiently strong, gives the body the ability to resist chills, which are the natural enemies of life. A prerequisite to the successful effect of exercise is oxygen. Hence, fresh air in plenty is the second useful thing.

Among other circumstances influencing the duration of life heredity is of great influence. Those whose ancestors have lived to great ages have a good chance of longevity, while those whose parents and blood relations have died early, have mostly inherited a tendency to short lives, yet it is possible by judicious arrangement of the manner of living to increase the duration of their lives, especially by counteracting the tendencies of which their short-lived ancestors have died.

There should be moderation of eating and drinking, especially in regard to meat-foods. The rule of moderation applies to the whole life, but the necessity for it is increased in old age, when the organs and tissues are able to take up only a much smaller amount of nourishing material than in youth. Few people have an idea of the small amount of food required in old age, and the fear of many persons that by eating little they may lose strength is entirely unfounded.

In the matter of food my recipe for longevity will strike, I am afraid, the American people in a weak spot. The most important advice is to refrain from large quantities of meat and eggs. The latter, when eaten in large quantities or continually every day for three meals, or even for two meals, are as destructive to length of life as the regular free consumption of alcohol.

In fact, no matter what kind of food is taken, the quantity should be small. The human body can live and thrive and work on a surprisingly small quantity of nourishment. Great moderation in eating is, therefore, one of the keys that unlock the doors of long living.

As to the food accessories, alcohol is quite unnecessary for most persons, and ought to be avoided entirely, excepting in the smallest quantities.

Little tea and coffee will go a long way. These liquids should be taken moderately and in a diluted condition. The use of tobacco in any form is considered injurious to the system, the poison acting particularly on the stomach and heart.

Great temperance in all these things, when they are used at all, will prevent the shortening of life that comes from their free use.

As the nervous system exercises great power on all the functions of the body, it ought to be kept in a healthy condition by regular mental work and judicious occupations. The fear often expressed that steady mental work is likely to wear out the brain too soon is unfounded. The wearing theory is wrong, as well for mental as for physical work, both of which may be continued in old age.

Well directed mental work assists the nutrition of the brain in a similar way as action of a muscle promotes its nutrition. Work is the best preventive of mental depression and the most powerful promoter of a cheerful mental frame, a contented mind, sympathy and hope, which exercise a highly beneficial effect on every function of the body.

Fat and gouty idlers who are afraid of death should study zoology, chemistry or some other science. Lord Salisbury was one of the most enthusiastic chemists in England. Bismark and Gladstone, Crispi and others were statesmen; Pope Leo XIII had the care of his great church on his mind; Darwin, Spencer, Huxley, Sechi, Dalton and a hundred other scientists and philosophers lived to an old age, although they were physically complaining almost their entire lives. Inseparable from the functions of the brain, sleep is most essential, which is to some people so dear that they sleep away more than half of their lives. Too much sleep is injurious, causing sluggishness of mental and physical functions, slowness of circulation and degeneration of the small arteries of the brain. From five and a half to seven hours of sleep daily is sufficient for an adult.

The skin ought to be kept in a healthy and vigorous condition by the daily bath, cold if the health is good, warm if it is feeble.

The simple way to live to an old age and in health, to continue preservation of intelligent activity and happiness, consists in a careful attention to and practice of the rules herein laid down.

## Not Too Much

"\* \* \* \* \* If thou well observe  
The rule of Not too Much by temperance  
taught,  
In what thou eat'st and drink'st, seeking  
from thence

Due nourishment, not gluttonous delight,  
Till many years over thy head return,  
So may'st thou live, till like ripe fruit, thou  
drop

Into thy mother's lap, or be with ease  
Gathered, not harshly plucked, for death  
mature."  
—Milton.

## Health Philosophy

Here are some sensible observations from Vim, a new hygienic publication:

"Nature seldom presents her bills on the same day that you violate her laws. But if you overdraw your account at her bank and give her a mortgage on your body, be sure she will foreclose. She will loan you all you want, but like Shylock she will demand the last ounce of flesh. She rarely brings in her dyspepsia bill until you are 35 years old. Her cancer bill is not presented until 40. She seldom annoys a man with her drink bill until he comes to middle age, and then presents it in the form of Bright's disease, fatty degeneration of the heart, or drunkard's liver. What a man pays his wine dealer is only part of the bill."

## At the Age of 103

An interesting case of longevity is that of David Miley, of New York State, who has reached the age of 103 years, and who is now hale, hearty and in possession of all his physical powers and mental faculties. His father lived to be 125 years old, and he stated in a recent interview that he hoped to beat his father's record. Miley gives as the secret of his longevity the fact that he has selected all of his own food and has never ridden on an elevated train or trolley car. He says "keep your blood cool and avoid indigestion." This of course is a very short prescription easily followed by those who live in the country and who live a natural, normal life. The point which Miley evidently wishes to emphasize is that longevity is largely a question of stomach. It is well known that seasickness is about the most violent form of indigestion that can be conceived of. It is not an uncommon thing for persons who are seasick to fervently wish they might die, and in this we have a suggestion of what this centenarian means when he says "avoid trolley cars and elevated roads."

The human animal abuses his stomach beyond that of any other animal, and in avoiding things that produce indigestion, there is little doubt that longevity, as Mr. Miley claims, is favored and encouraged.

## A Long Life

Herbert Spencer reached his eighty-fourth year, and accomplished one of the greatest works of any man of the age.

It was his conviction that it was wrong to be ill. In early life he had, like other people, broken the laws of health. Through intellectual pursuits he became aware of his folly, and then devised for himself rules by which he lived. He lived a frugal, abstemious life, to which he attributed his old age. He did not believe in drugs. He had no use for physicians, but had unbounded faith in the laws of Nature.

The man who pushes the wheelbarrow is as great as the man who can draw his check for a million—if he is trying as hard as the man behind the million to do his best.



## AIDS TO FEMININE BEAUTY

BY A. G. IRL

### How to be Beautiful

The fact that every newspaper of note has at least once a week columns devoted to the care of the body, showing how to secure the best conditions for beauty and strength, is an indication of the widespread interest in the subject.

Women of today do not rely on the caprice of Dame Fortune to bestow on them beauty or ugliness as she sees fit. They take the matter into their own hands. If they have been favored with a fair face and beauty of outline the idea is to become still fairer and to maintain the youthful figure in all its perfection of grace. If they have been stunted in respect to beauty they have already learned there is no reason why they should remain so. Art comes in, not with powder and paint, which belong to artifice, but with healthy colors that lend glow to the homeliest face. Baths instead of cosmetics, rest as well as joyous recreation and athletics under a wise master work marvels in the line of beauty.

A new theory, or rather an old one with new application, has lately been set forth at some length by H. L. Piner. He would beautify the face by beautifying the mind. Evil passions are quickly shown in the lines of the face, and he maintains the converse is equally true; that the silent songs one sings; the undercurrents of thought and emotion, the dreams, the longings, the prayers and aspirations, all leave their impress on the face for good or ill, and that one should be mindful of the trend of these, if she has any regard for physical beauty.

Adelina Patti years ago said she could not afford the luxury of tears or even indulge in sad thoughts and pinings. They cost the face and voice too much. Christian Scientists say the same thing, only in different words. Taking no more stock in gymnastics than in cosmetics, they depend on harmony of mind and soul to create the beauty which every woman wants and every man admires.

It is all right for physicians and metaphysicians to emphasize their isms and hobbies and work them for all they are worth, but most persons will find it to their advantage to mind both the physical and the spiritual. A good, healthy body makes for a good mental and spiritual condition, and vice versa a sound mind and even temper tend to a beautiful body. Constant regard for both is essential to the highest form of beauty.

Extreme pallor of the skin is usually an indication of general debility of the system or the lack of pure air and exercise. In such cases cool baths, sunshine, and plenty of outdoor exercises will be found the quickest and most effective remedies.

Round shoulders and a stooping figure are defects that can be overcome, even in elderly women, although the process is much longer and more tedious than in correcting the same fault in a young child. High and large pillows should be abandoned, the person sleeping flat and without the pillow. Practice all exercises for chest expansion, also exercises for the shoulders alone, raising the shoulders up and down, forward and back, and in a circle. Carry the head high and practice the exercises persistently. This is the only remedy.

Where there is indigestion or the food does not properly assimilate, five minutes exercising, either free hand or with light dumbbells, should be taken before each meal.

Frequently change the mode of wearing the hair; if worn constantly coiled and pinned in the same place that portion of the scalp



### Every Woman Admires a Tall Man

If you are short, you will appreciate the unpleasant and humiliating position of the little man in the above illustration. But you are probably unaware that it is no longer necessary to be short and uncomfortable.

The Cartilage Company, of Rochester is the sole owner of a method whereby any one can add from two to three inches to his stature. It is called the "Cartilage System" because it is based upon a scientific and physiological method of expanding the cartilage, all of which is clearly and fully explained in a booklet entitled "How To Grow Tall," which is yours for the asking.

The Cartilage system builds up the entire body harmoniously. It not only increases the height, but its use means better health, more nerve force, increased bodily development and longer life. Its use necessitates no drugs, no internal treating, no operation, no hard work, no big expense. Your height can be increased, no matter what your age or sex may be, and this can be done at home without the knowledge of others. This new and original method of increasing one's height has received the enthusiastic endorsement of physicians and instructors in physical culture. If you would like to add to your height, so as to be able to see in a crowd, walk without embarrassment with those who are tall, and enjoy the other advantages of proper height, you should write at once for a copy of our free booklet "How To Grow Tall." It tells you how to accomplish these results quickly, surely and permanently. Nothing is left unexplained. After you read it, your only wonder will be, "Why did not some one think of it before?" Write to-day—

THE CARTILAGE COMPANY, 171M Unity Bldg., ROCHESTER, N. Y.

and hair receives no sunlight and ventilation, and falling hair is likely to result.

When the skin on the backs and palms of the hands is hard and dry first soak the hands in warm soap suds for fifteen or twenty minutes, then apply olive or almond oil, rubbing in thoroughly until the skin has absorbed the oil. At night sleep in loose gloves lined with almond paste made by mixing in a cup of almond oil enough almond or oatmeal to make a moderately stiff paste.

For fever blisters apply witch hazel or camphor water.

Avoid biting the lips, as it makes them thick, hard, and calloused.

Diluted witch hazel will relieve inflamed and reddened eyelids.

For too oily hair add a teaspoonful salts of Tartar to the wash and rinse water.

The too frequent use of cold cream will in some cases promote the growth of a slight down.



A comfortable body helps make a peaceful mind.

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MEXICAN DRAWN WORE As a special sample offer we send a 5-in. all-drawn linen dolly worth 65c. for 35c. or a 7-inch hemstitched or fringed dolly worth 35c. for 20c., or both for 50c. Return them if not satisfied. Illustrated catalogue of Drawn Work, Indian Rugs, Etc., FREE The Francis B. Lester Co. Dept. 72 D. Mesilla Park, N. Mex.

Read the Advertisements. Take Advantage of the Offers made in them.





# GRAPHOLOGY

CHARACTER AS REVEALED BY HANDWRITING

By Mrs. Franklin Hall



The question is asked, what is graphology or character reading from handwriting? Is it clairvoyant power? How is it possible for one to portray his traits of character through the medium of the pen?

Like the true yankee, I answer your question by asking another. What controls the hand compelling it to write? Does the hand guide the pen by its own volition? Can you grasp a pen, dip it in the ink, put it to the paper and then taking your mind from it, begin other work foreign to writing and expect pen and hand to write a letter, a sermon or editorial? No; there must be the magnetic force of the brain in touch with the circuit of nerves controlling the hand to record your thoughts upon the paper.

What is character? It is the foundation upon which is builded, self. A foundation of rock or of sand. Although to some extent our environments mold us, yet we cannot escape from the soul or nature within us that eventually asserts its independence and causes us to shape our own destinies, our own characters.

What, after all, is man? He is a body demanding food, raiment, sleep and air; a mind demanding mental food that is clean and wholesome; for as mind and body are fed, so will be the morals and the conscience. Herein we have the solid foundations of character.

It is character which means your uplift or downfall. Your reaping of success or failure. To be sure, there have been men and women without character, who have attained success from a worldly standpoint, but it was short-lived; it was cheap. The kingly prizes are won by those who have conquered the slaves of appetite, of sensuality, of cupidity and intrigue.

Graphology, as a science, teaches you to see beneath the mask of worldliness; to discover that the man who is interesting you in a financial deal is either honest or a knave; that the young man seeking to win your affection is speaking from the depths of purity and sincerity when he says to you, "I love you;" or else that under the guise of love, he is hiding behind the rose petals of tenderness and caresses, the corroding chains of moral leprosy, by which he will bind you to himself if within his power.

To the young man it gives the power to discover whether the woman he has admired is neat, economical, pure and faithful, or whether she is merely a trifler, seeking how many she can bring within her spell, so that she can laugh and boast with other women over the hearts she has won and cast aside. Or sadder still, whether she is not trying to fascinate you that she may turn you aside from all that is sweet and good in life, and after she has, like a leech drawn from you money, friends and character, thrust you, a poor, degraded wretch, into the gutter.

The employer finds in this science a means of discovering whether an employee is honest, conscientious and painstaking, or whether with all of this, he is capable of doing the kind of work to which his employer wishes to assign him.

This science will also teach you, to quote an old saying, "to see yourself as others see you," and also to see the traits hidden from the world, which are continually struggling for the mastery over you, and thus seeing, enable you to master them, for our faults are often so strong that we have to guard them with bars and bolts to keep them under control.

In this series of articles for The Segnogram, the endeavor will be made to not only help you to study others, but yourself, and hence, to aid you to higher living and nobler effort; for none of us are so perfect but that we still must struggle against the evil.

We will illustrate by the writing of great men and women who have despite all obstacles steadily arisen from poverty or humble positions, at least, step by step to success. By success, I do not necessarily imply the gaining of wealth, for there are things more precious than wealth in this life, although the lack of money is often the root of more evil than its possession.

Dr. Segno is in no way responsible for this article, and as he is your friend and instructor, perhaps of all the writing I might

analyze, none would have so great an interest for you who are his followers and pupils as his.

Note that the writing is clear cut, large and well-rounded, which denotes intellectual strength, independence of thought and action and liberal ideas. The letters, while connected, are rather far apart giving good command of language, and the ability to express himself fluently and comprehensively upon the subjects which are of interest to him. The "t's" are firmly crossed with little hooks at the end of the crossing, indicating a firm and tenacious will, and the crossing being quite well down upon the letter displays patience, persistence, enduring vitality and the ability to concentrate his mind upon a subject until he has mastered it in even its most minute details.

There are many artistic curves to the letters, especially the "V" and "S" and the final of the "o" in the signature, which gives the true artist's love and appreciation of the beautiful, this allied to the strong imagination portrayed in the long loops to the "g's" gives poetical inspiration at times. Most of the "a's" and the "o's" are open at the top, denoting great candor, but a sufficient number

*Trusting you are well and  
that the heat is not affecting  
you I am Sincerely  
Victor Segno*

are closed to enable him to keep a secret if necessary. This strong imagination also gives him some inventive talent.

The "i's" are dotted low and close indicating good memory, method and order. This is intensified by the even spacing between the lines.

Combine the artistic, the conscientious, the intellectual and the firm will, and we have purity of thought and action. One who would insist upon a high standard of morals for men, as well as

*Do you think  
it will go from a bus  
men standpoint?*

for women.

Here is another character equally as strong, but marked in a different way. The writing of one who is what we term, a self-made man, and who has through his own efforts risen steadily, step by step to the heights.

You will even as a novice in the science see at first glance all the vigor and intensity of the nature. In the heavy crossing of the "t" is displayed strength of will to control self. There is sequence of ideas in the connected letters and candor in the wide open "o's" and "a's." Candor to the point of bluntness that would cause him to confess even his worst sins, no matter how deeply they might wound one whom he loved. It is a character powerful for good or ill, to himself or others. Its intensity, intellectual strength and will gives marked magnetic influence over all with whom he comes in contact, and this combined with the signs of language, as shown on the wide spacing of the letters gives oratorical ability of a high order. The general style of the writing shows individuality. The words have a tendency to taper toward the end indicating shrewdness and diplomacy, and as many of the letters are very pointed at the top, this person has keen penetration that makes him a very clever judge of human nature. There is a dash of temper shown in the pear shaped dots of the "i's" and the crossing of the "t's," but the strong will should be able to hold this in control. There is poetical imagination in the long loops, but it is more of the realistic than the spiritual. Many of the "i's" are dotted high indicating idealism and a touch of romance.



## Readings for Subscribers

*Thanking you in advance for the courtesy I trust*

1.—D. M. I., Los Angeles, Calif.:—You are impulsive and imaginative, and find it difficult to concentrate your mind upon practical matters or those tasks which are not congenial to you, and your will power is not strong to compel application unless in case of necessity. Independent in thought and action and impatient of restraint. You have very good business ability that could be made of service to you, if you would cultivate firmness and persistent application and concentration of thought. You are affable and pleasing in manner and have the genial nature that wins for you many friends. Curb your too vivid imagination, lest it lead you into folly. Are one who would be most successful in something that would give your artistic tastes an opportunity to develop.

*acknowledge two enclosures from you, and to thank you*

2.—E. M. A., Calcutta, India:—You are observant and critical with the peculiar penetration that should make you a fairly good judge of human nature. You have great intensity of feeling, with the tenacity that does not readily give up a coveted object, at the same time your impatience often prevents your gaining the ends you seek. You need to cultivate a little more self-poise. With those whom you love you are selfish in your unselfishness and would deny yourself everything for their pleasure, reaping only ingratitude in return. The greatest good you can do those you love and yourself is to force them to be independent and fight the battles of life for themselves. You can do this and still not be selfish. You are naturally thrifty, and have learned by experience how to make one dollar do the work of two, although you are fond of the luxuries of life and will not deny yourself what you feel you can afford.

*Instructions at hand but not book. Happy to*

3.—A. H., Minneapolis, Minn.:—You are ambitious and have the resolute will that is not easily daunted, no matter what peril you may have to go through before you can gain those things which you desire to attain. You possess a fair amount of tact and are very candid and outspoken, so that it is difficult for you to keep a secret, although your strong will serves to aid you in this respect. Have some caution, and are inclined to be slightly suspicious of the motives of others, liking to know all about a person before you take him close into your confidence. You are original and like to design things that are out of the ordinary. You could have excelled as a physician had you cultivated the talent you possess, and also ought to take a good interest in all scientific pursuits. You have splendid vitality and physical endurance and a good intellect. Your fate line indicates advancement through your own untiring efforts.

*I have received on different occasions,*

4.—A. L. M., Columbus, O.:—You are largely intuitive, depending upon your first impressions of persons and of places before making a decision in regard to them. Are in some ways self-conscious and when you feel most deeply find it difficult to express your emotions to others, so that you are sometimes called "cold and indifferent." You are in some ways skeptical and like to see, know and understand for yourself before you are willing to believe. You have a temper that it is not always easy for you to control, and when angry are inclined to be inconsistent in your arguments. Are energetic, neat and thorough in what you undertake to do, and you have the money making faculty well marked, which should enable you to gain a competence. Would do well in any intellectual vocation requiring close attention to detail.

*I feel quite inclined to fall in with your suggestions*

5.—G. E. W., London, England:—You have a nervous mental temperament which makes you quick in thought and action, unless you have trained yourself to slowness of action. You are a clear thinker and reason well from cause to effect, liking to peer into the mysteries of things and learn all that there is to know in regard to them. You are thorough and systematic in your work and would exact the same carefulness from those who might be in your employ. You have strong perceptive faculties and should be well developed above the eyes. Would do well in the ministry or as a physician, and you take a deep interest in all intellectual pursuits. You also can talk interestingly upon the subjects which you understand and explain them clearly to others. You are thrifty but not penurious, and are willing to give what you feel that you can afford to those objects which are worthy. Should prosper.

*and I shall endeavor to do my part*

6.—M. M. W., Brooklyn, N. Y.:—You have an ardent and enthusiastic nature, and when you once enter into a work, it is with a determination to do your best to make it succeed. You do not learn as quickly as some, but you retain well those things which you do learn. You are a fluent talker, and tenacious in thought and purpose. It would be difficult for you to keep a secret, no matter how you might try, for your expressive face would betray it. You are generous and kindly, spending money freely for others, as well as for yourself. Very ambitious, you have the hopeful nature that aids you in overlooking many of the minor ills of life. Keep your imagination well in check, lest it lead you into indiscretion, and afterward regret. Be a little more systematic in your work, if you would attain the success you seek. Are faithful in your love and friendship.

*your very generous offer as I want to learn all*

7.—L. H., Victor, Colorado:—You are practical and earnest in your desire to make the most of life that circumstances will permit, but you are just a trifle vacillating and changeable in your moods, so that you find it difficult to decide what you do most desire to accomplish, and this sometimes proves a hinderance to you in the success you wish to attain. You must learn to concentrate your mind upon one definite aim and bend all of your energies to its fulfillment, no matter what obstacles may arise in your path. You have a good memory, recalling past events with ease and enabling you to find your way well in strange places. You can talk well upon those subjects which you understand and have very good judgment. Are thrifty, liking to make and to save money, although you will not deny yourself the things which you feel that you can afford to have. Are quite positive in your opinions and do not like to yield when convinced that you are in the right. Are affectionate, but not particularly susceptible. Your life will be in many ways an eventful one.

In this department we will each month illustrate different characteristics, and tell the professions to which they belong, trusting that you will follow the analysis carefully and find it of value to you.

### How to get a Character Reading Free

Any subscriber to this magazine who sends us three new yearly subscribers will be given a Character Reading from his or her handwriting. We will either print the reading in *The Segnogram* or send it by mail.

#### HOW TO SEND

When sending the three new subscribers also send twenty-five words of your natural writing on a separate piece of paper and sign it. We will print your initials only, as it is not advisable to print the full name.

The first orders will receive the first readings. Send early and avoid the rush. Address

THE SEGNOGRAM PUB. CO.  
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## THE EDITOR'S TALK

## Our Anniversary

With this issue The Segnogram starts on a new year of its existence. It comes to you in a new dress, and greatly increased in size, and quality. Many new and valuable features have been added. You will find attractive illustrations, an interesting story, a page of "Smiles," a department devoted to "Aids to Feminine Beauty," and others to "Health," "Success," "Healthful Menus," and "Graphology." Other departments will be added from month to month.

We are pleased to announce that we have secured the services of the great handwriting expert, Mrs. Franklin Hall, of New York, to take charge of the Department of Graphology in this magazine, and furnish each month instructions in reading character from handwriting. The information that will be given to our readers will be worth thousands of dollars to them. All should possess a knowledge of graphology. Mrs. Hall will also make the character readings we are to give as premiums for three new subscribers. We believe you will find this department unusually interesting.

On the inside of the front cover we reproduce a picture of one of our "Health Culture Girls." There are twelve of them. We will present one each month engaged in natural exercise that makes for health and beauty. As object lessons they are invaluable. These pictures were made exclusively for The Segnogram by the popular young artist, M. Blanche Noel.

It is our aim to make this magazine superior to any similar publication and to furnish it for the exceedingly low price of fifty cents a year to readers in the United States, Canada and Mexico, and seventy-five cents in all foreign countries, postage prepaid by us.

In this work we need your influence and co-operation. We want you to induce your friends to subscribe for it. By doing so you will enlarge the good work it is doing for humanity.

On the front page is an illustration of the rolled gold, "Success Key" pin we are giving as a premium for five new subscribers to this magazine. The pin is small and neat (see pin on label of the editor's coat), and is worn by both men and women of culture and refinement. Every reader of this magazine should own and wear a "Success Key." They help to win friends and success for the wearers.

The advertisers in this magazine are all reliable business people, therefore, you can depend upon the goods they offer being just as represented. If you need any of the things you see advertised in these columns, send for it, and don't forget to tell them you saw it advertised in The Segnogram. By following this advice you will get the best attention, help us, the advertiser and benefit yourself. Read the advertisements every month, and keep posted as to what other people are doing.

## The Segnogram

## California Ripe Olives

## Advance Notice

The demand for California Ripe Olives by the readers of this magazine has increased to such an extent that we have made arrangements with the best olive canners in the state to preserve and pack for us a quantity of the choicest ripe olives from this season's crop. These olives are to be supplied to our readers only. The quantity is limited, therefore, we wish you to notify us at once how many quarts you will need.

## Do Not Send Money

Just tell us how much to reserve for you. They can not be cured and ready for shipment until about Christmas. As soon as they are ready we will notify you and you can then remit. The olives will be put up in quart packages, and will retain their freshness for a year. They will be sent by express or freight, charges prepaid, to any place in the United States or Canada, at the following prices:

2 quarts, \$ 1.25, express paid by us.

4 quarts, 2.25, express paid by us.

12 quarts, 6.00, freight paid by us.

36 quarts, 15.00, freight paid by us.

Remember that one pound of ripe olives is equal in food value to three pounds of the choicest beefsteak. Twelve quarts of olives weigh 24 pounds, and are equal to 72 pounds of the highest priced steak. The food value you get from a pound of high priced meat you get from ripe olives for 8 1-3 cents. It is a great saving to eat olives in place of animal flesh. Then you avoid the chances of taking disease from the flesh of diseased cattle.

The oil of the ripe olive dissolves the calcareous matter that settles in the arteries and causes stiffness and "Old Age." It renews youth and prolongs life. Unlike the green olive, the ripe fruit has a delicious, nutty flavor not found in any other food.

As the supply is limited, write us at once, telling us how many quarts to reserve for you, but send no money until we notify you that the olives are ready for shipment.

Address Dept. O.,

SEGNOGAM PUB. CO.,

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## Breathing For Strength

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