A DAUGHTER OF THE MARIONIS

By E. PHILLIPS OPPENHEIM

(Copyright By Little, Brown & Co.)

CHAPTER IX.

THE NEW GOVERNESS.

None of the little household at Malloroy Grange, Lord St. Maurice's Norfolk seat, ever forgot Margharita's first appearance amongst them. She came late in the afternoon, and was shown into Lady St. Maurice's own little sitting-room, without the ceremony of an announcement. Lady St. Maurice had many kind words ready to say, but the sight of the figure who crossed the threshold and came out of the dusk towards the center of the room, struck her dumb. She stood up for a moment perfectly silent, with her hand pressed to her side. Such a likeness was marvelous. In this girl's proud, dark face she could recall Leonardo's features one by one. The air seemed suddenly full of voices, sobbing and cursing and threatening. Then she came to herself, and held out her hand—forced her lips even to wear a kindly welcoming smile.

"I am so glad to have you here, Margharita," she said. "Do you know that your likeness to your mother—and her family—has startled me. It is wonderful."

"It is very nice to hear you say so," the girl answered, taking the chair which, at Lady St. Maurice's motion, a servant had wheeled up to the fire. "I like to think myself as belonging altogether to my mother and her people. I have been very unhappy with my father's relations."

"I am only sorry that you remained with them so long," Lady St. Maurice said. "Let me give you some tea, and then you must tell me why you never wrote to me before."

"Because I made up my mind to bear it as long as I was able," she answered. "I have done so. It was impossible for me to remain there any longer, and I determined to take my life into my own hands, and, if necessary, find a situation. I wrote first to you, and you have been kind enough to engage me."

To Lady St. Maurice, who was a woman of genial manners and kindly disposition, there seemed to be a curious hardness in the girl's tone and mode of expressing herself. She had avoided the kiss with which she had been prepared to greet her, and had shaken hands in the most matter-of-fact way. This last phrase, too, was a little ungracious.

"Engage you! I hope you are not going to look upon our little engagement in that light," Lady St. Maurice said pleasantly. "For your mother's sake, Margharita, I should have been only too glad to have welcomed you here at any time as my daughter, and I hope that when we know one another better, you will not be quite so independent. Don't be afraid," she added, "you shall have your own way at first. Some day I hope that you will come round to mine."

Margharita sipped her tea quietly, and made no reply; but in the firelight her dark eyes glowed softly and brightly, and Lady St. Maurice was quite satisfied with her silence. For a few moments neither of them spoke. Then Lady St. Maurice leaned back in her chair away from the firelight, and asked a question.

"Did you know that the Count di Marioni, your uncle, was in London?"

"I knew that he had been there," Margharita answered in a low tone.

"Had been! Has he gone away?"

"I suppose so," the girl continued, looking steadily at her questioner. "Yesterday I called to see him at a hotel in Piccadilly, and they told me that he had left that morning for abroad. I was sorry to be too late."

"Yes."

Lady St. Maurice asked no more. The dark eyes seemed to be trying to pierce the dusk between them, and read her face. She turned the conversation and asked a few questions about the journey. Afterwards would be time enough to find out how much this girl knew.

Soon, Lord St. Maurice came in from shooting, wet to the skin, and stood by the fire, drinking tea and talking pleasantly to Margharita and his wife. She talked more readily to him than to Lady St. Maurice, but in the middle of the conversation she checked herself and stood up.

"I am tired," she said abruptly. "May I go to my room?"

Lady St. Maurice took her away herself, and showed her the suite which had been prepared for her. There was a bedroom, a daintily-furnished little sitting-room, and a bathroom, all looking out upon the sea. A bright fire had been lit in both the rooms, and bowls of flowers and many little feminine trifles helped to unite comfort to undoubted luxury. Margharita went from one to the other without remark.

"These are far too nice," she said simply, when Lady St. Maurice turned to go. "I have not been used to such luxury."

Lady St. Maurice left her with a sigh and went downstairs. She had hoped to see the cold proud face relax a little at the many signs of thought in the preparations which had been made for her, and she was disappointed. She entered her sitting-room thoughtfully, and went up to her husband.

"Geoffrey, she is horribly like him."

"If poor Marioni had had this girl's looks, I should have felt more jealous," he answered lightly. "I'm almost sorry Lumley is here."

She shook her head.

"She is beautiful, but I don't think Lumley will admire her. He places expression before everything, and this girl has none. She must have been very unhappy, I think, or else she is very heartless!"

He stood with his back to the fire, twisting his moustache and warming himself.

"The fact is," he remarked, "you're disappointed because she didn't jump into your arms and cry a little, and all that sort of thing. Now, I respect the girl for it; for I think she was acting under constraint. Give her time, Adrienne, and I think you'll find her sympathetic enough. And as to the expression—well, I may be mistaken, but I should say that she had a sweeter one than most women, although we haven't seen it yet. Give her time, Adrienne. Don't hurry her."

It was two hours before they saw her again, and then she came into the drawing-room just the the dinner gong was going. Neither of them had seen her save by the dim light of a single lamp, and even then she had been wrapped in a long traveling coat; and so, although Lord St. Maurice had called her beautiful, they were neither of them prepared to see her quite as she was. She wore a plain black net dinner gown, curving only slightly downwards at the white throat, the somberness of which was partially relieved by an amber foundation. She had no jewelry of any sort, nor any flowers, and she carried only a tiny lace handkerchief in her left hand. But she had no need of a toilette or of adornment. That proud, exquisitely graceful carriage, which only race can give, was the dowry of her descent from one of the ancient families of Southern Europe; but the beauty of her face was nature's gift alone. It was beauty of the best and purest French type—the beauty of the aristocrats of the court of Louis the Fourteenth. The luxurious black hair was parted in the middle, and raised slightly over the temples, showing a high but delicately arched forehead. Her complexion was dazzling in its purity, but colorless. There was none of the harshness of the Sicilian type in her features or in the lines of her figure. The severest critic of feminine beauty could have asked only for a slightly relaxed mouth and a touch of humanity in her dark, still eyes; and even he, knowing that the great joys of womanhood—the joys of loving and being loved—were as yet untasted by her, would have held his peace, murmuring, perhaps, that the days of miracles weer not yet passed, and a daughter of Diana had appeared upon the earth.

The little group, to whom her entrance was something like a thunderbolt, consisted only of Lord and Lady St. Maurice, and their son, Lord Lumley. He, although his surprise was the greatest was the first to recover from it.

"I am happy to meet you in proper form, Miss Briscoe," he said, bowing and then, looking into her face with a humorous light in his eyes. "I was afraid that I should never have the opportunity of telling you that those fellows met me with, at any rate, a part of what they deserved. I saw them locked up."

She looked at him for a moment with slightly arched eyebrows, and then suddenly smiled.

"Oh! is it really you?" she exclaimed holding out her hand, which she had not previously offered. "I am so glad. I was afraid that I should never have the opportunity to thank you for your kindness."

"You have met Lumley before, then?" asked Lady St. Maurice, wondering.

"Scarcely so much as that," he answered, laughing. "Don't you remember my telling you of my adventure in Piccadilly, mother?"

To be Continued Tomorrow.

DAILY FASHION HINTS BY MAY MANTON

7695 Girl's Dress, 10 to 14 years.

WITH LONG OR ELBOW SLEEVES. SAILOR OR SQUARE COLLAR, LOW OR HIGH SHIELD, WITH OR WITHOUT LACINGS.

Sailor styles are always becoming to the school girl. Here is a frock that is very simple and easy to make yet exceedingly smart, including all the latest features. The three-piece skirt is laid in an inverted plait at each side and one at the center back so that, while it gives straight lines, it provides freedom for walking. The blouse gives the inverted plait effect at both front and back and the dress can be finished with eyelets and lacings or left plain with equal propriety. We are wearing a great many long sleeves just now but the time is not far distant when the shorter ones will be in demand and this dress can be made in either way and with either high or low shield, so that all tastes and all needs can be suited. Blue serge is the material illustrated and the collar is of darker blue broadcloth banded with white. Serge is an unquestioned favorite for dresses of this kind but the model can be utilized for any seasonable material and it is by no means necessary to confine it to blue.

For the 12-year size, the dress will require 4½ yards of material 27, 3¾ yards 36 or 3¼ yards 44 inches wide with ½ yard 27 inches wide for the collar and 12 yards of braid.

The pattern of the dress 7695 is cut in sizes for girls from 10 to 14 years. It will be mailed to any address by the Pattern Department of this paper on receipt of ten cents.

PATTERN No. 7695.

UPON RECEIPT OF 10c. THE PATTERN DEPARTMENT OF THE AMERICAN will send the above-mentioned pattern, as per directions given below, to

Name .....

No..... Street.....

Town..... State.....

Measurement—Waist..... Bust.....

Age (if child's or miss' pattern).....

CAUTION.—Be careful to give correct number and size of pattern wanted. When the pattern is bust measure you need only mark 32, 34 or whatever it may be. When in waist measure, 22, 24, 26 or whatever it may be. When miss' or child's pattern write only the figure representing the age. It is not necessary to write "inches" or "years."

All orders for patterns, accompanied with 10c. for each, must be addressed to Pattern Department, Baltimore American, Baltimore, Maryland.

The Real Cause of Most Bad Complexions

(From Family Physician.)

It is a stern fact that no truly beautiful complexion ever came out of jars or bottles, and the longer one uses cosmetics the worse the complexion becomes. Skin, to be healthy, must breathe. It also must expel, through the pores, its share of the body's effete material. Creams and powders clog the pores, interfering both with elimination and breathing. If more women understood this, there would be fewer self-ruined complexions. If they would use ordinary mercolized wax instead of cosmetics, they would have natural, healthy complexions. This remarkable substance actually absorbs a bad skin, also unclogging the pores. Result: The fresher, younger under-skin is permitted to breathe and to show itself. An exquisite new complexion gradually peeps out, one free from any appearance of artificiality. Get an ounce of mercolized wax at your druggist's and try it. Apply nightly like cold cream, for a week or so, washing it off mornings.

To eradicate wrinkles, here's a marvelously effective treatment which also acts naturally and harmlessly: Dissolve 1 oz. powdered saxolite in ½ pt. witch hazel and use as a wash lotion.

FEMININE CHAT AND CHATTER

GOSSIP AND ADVICE FOR THE WORLD OF WOMEN.

Kitchen Showers in Masquerade—The Shower May Be Made Interesting by Dressing Up Each Article Given Until It Looks Like Something Else—Use Crape Paper and Baby Ribbon.

A kitchen shower may be lifted out of the commonplace and be made interesting, even artistic, and certainly amusing by dressing up each articles given until it looks like something else.

The costuming needed for such masquerades is plenty of crepe paper, bolts of cheap baby ribbon and a paper of pins.

A clothes horse, two or three ply, could be hung on each side with brown paper to resemble a screen of hardwood. Even more amusing would be a decorated screen with caricatures drawn or pasted to the flat paper surface.

The rolling pin may be rolled with blue or pink paper tied on the handles with fluffy bows, and have a veil neatly fastened round it to represent a veil roll.

Clothesline can be rolled round and round and woven into place with the baby ribbon, until it looks like one of the woven mats used for front steps.

Decorate buckets and wooden pails with paper, frills and paper flowers until they resemble gay trash baskets.

Get a half dozen flat wire egg beaters, tie the handles of two together with wire and make a wire hook to resemble a coat hanger. Wind the entire framework with strips of crepe paper and tie on a huge tissue paper bow. Give a set of three of the anngers.

Fashion a jardiniere made from the lid of a wooden box, in which put, point down, a fence of paring knives with the handles up. Weave in strips of the crepe paper in several colors and leave only the tips of the handles showing as a border. Fill the center with a potted plant.

Egg-beater and potato-mashers make amusing dolls, with heads made from potatoes, apples or painted rags, and a body made—so the utensil will stand—from rolls of cardboard. Dress in tissue paper hat and gown.

Clothespins may be turned into amusing dolls with crepe paper, using marshmallows for heads, each decorated with features in black ink. To present these dolls erect fill a long baking dish with moss or sand and stick the pins into it. Drape the pan with double frills or neutral tinted paper, so as not to detract from the gaiety of the dolls.

A scrubbing brush may be covered with paper and have baby ribbon bows for handles and hanger, with the bristles stuck full of hairpins to represent a hairpinholder.

Invert a dishpan into one a size larger, cover both with green paper and in the space between stick kitchen knives, forks and spoons, wound with brown to represent stems and topped off with gay paper flowers. The paper bows on the handles of the biggest pan.

Tea towels, neatly hemmed, or a dozen ironholders may be used to stuff a square bag into cushion shape. This is covered with crepe paper, double frills and rosettes of the ribbon to look like a very pretty pincushion.

Kitchen toweling, may be joined with strips of gay paper into kimono shape, the edge being bound with the paper, and long ties and a bow of paper sewed to the neck space.

That useful kitchen chair-stepladder can be padded out with cotton to a grotesque figure provided with a pumpkin head.

A nest of boxes or bowls will be hard to trace if inverted on an old-fashioned cake stand and covered with a pasteboard box which is iced like a wedding cake with the initials of the bride to be.

Graduated measures can be stuffed with wash cloths, the outside decorated with paper with a frill top and the stuffing covered with the wire netting such as is used on hairpinholders.

It adds to the fun if the hostess gives prizes for the best disguise, the most artistic and the most grotesque, also prizes for those of her guests who guess the greatest and the second greatest list of utensils before the masquerade is revealed.

COLD SALMON (ALASKA).

Place three slices salmon of three-quarters of a pound each in a saucepan or spider with a half gill white wine, a pint of water, two tablespoons vinegar, one sliced onion, two branches parsley, one bay leaf, one clove and a heavy teaspoon salt; let slowly come to a boil, then place pan in a cold place and let thoroughly cool off. Prepare a Hollandaise sauce as follows: Place in a small enameled pan one light tablespoon freshly crushed whole white pepper, add four tablespoons tarragon vinegar, one good teaspoon fresh lemon juice, four leaves thoroughly washed and drained parsley and four leaves well-crushed and drained chervil. Set the pan on the corner of the range, let slowly reduce to one-half the quantity, gently mixing once in a while. Then press it through a cheese cloth into a bowl, crack in one fresh egg yolk, briskly mix with a whisk for one minute; then carefully drop in drop by drop one gill hot melted butter, briskly and continually mixing with a whisk while adding it. Season with two saltspoons salt and one-half saltspoon cayenne pepper, briskly whisk for one minute longer; press through a cloth in a bowl, add to it one-half teaspoon anchovy essence and beat until thoroughly cold. Whisk in one-half gill thick cream to a stiff froth and add to sauce, gently mixing with a spoon, then place in serving bowl. Dress salmon on a cold dish with a folded napkin; decorate with a little parsley green and send to table with sauce separately.

COLD LOBSTER, MAYONNAISE.

Plunge three live lobsters of one pound each into a gallon of boiling water with a teaspoon of salt, and let boil for 20 minutes. Remove and let cool off. Cut off claws and split the bodies in two lengthwise. Remove the contents from the heads and crack the claws. Arrange the bodies and claws neatly on a large dish. Decorate the fish all around with a few leaves of lettuce and fill up empty heads with capers and serve with a good mayonnaise sauce in a cold sauce bowl separately.

THE SCHOOLGIRL'S CLOTHES.

Don't get lingerie so sheer and so lace-bedecked that the first laundering will leave it in rags. Nothing is more serviceable for girl's use than French embroidered undeerwear without lace on heavy linen.

Don't wear yourself out with your daughter's clothes. Too many are only a nuisance, as fashions change so fast.

Don't fail to provide for her as pretty and becoming gowns as you can afford. Appearances count with youngsters, and many a nice girl is needlessly hampered by the poor taste of her mother.

Don't be too sure you know what is best for your daughter to wear. The taste of 16 may not be so good as your own, but it is less apt to clash with current schoolgirl fashions. While one is still young individuality in dressing is not popular.

Don't have rigid notions on underwear and try to enforce them with cast-iron promises. Most schoolgirls discard flannels as soon as they escape maternal vigilance, and many a girl is made hardier because of it.

Don't be too insistent on serviceable clothes. Girls suffer when made to wear unbecoming gowns because of their enduring qualities.

Don't forget that the surest way to keep your daughter well protected in rain storms is to buy her a stylish raincoat, waterproof shoes and umbrella.

Don't spend so much on your child's outfit that you cripple yourself and must stint on spending money. A reasonable allowance through the year counts more for a schoolgirl's good time than an elaborate wardrobe.

Don't get too many things at the start. Every school has its own idea of dressing, and your girl will soon be out of conceit of her pretty clothes if they are not what all the rest of the girls are wearing. Better buy less and fill out when your girl knows what she needs and wants.

CHEESE CRISP.

Dissolve a piece of butter the size of a walnut in chafing dish with three cups of rich cheese dry enough to be grated. When melted add a pinch of salt and two tablespoons of tomato catsup; serve on toasted thin crackers on warm plates piled high with very hot and crisp potato chips, which can be gotten at the grocery and heated hot in oven.

The ORIOLE DEPARTMENT STORES
907-909-911 W. BALTIMORE ST. NEAR POPPLETON.

Kirkman's Genuine Borax Soap (With this Coupon) 4 FOR 15c

THIS "OUT-OF-THE-HIGH-RENT-DISTRICT" STORE IS OPEN WEDNESDAY NIGHT UNTIL 9. PROMPT SERVICE & QUICK DELIVERIES.

16th SEMI-ANNUAL Clearing Sale

SALE OF 10,000 YARDS EMBROIDERY STRIPS

SALE OF DAINTY MUSLIN UNDERWEAR

THREE BIG SALES THAT WILL MAKE JANUARY FAMOUS.

The embroideries delighted the crowds Monday and were pronounced far better values than shown in any downtown store, particularly, the lots at 9c and 12½c that include the newest 1913 designs. "Those gowns at 44c are a dream" (according to one of the pleased buyers). They're just one example of the splendid values in this sale of muslin underwear "of the better kind."

Remnants of 8c and 10c WASH GOODS 3⅞c
Fancy Dress Ginghams; fast colored apron ginghams; fleeced flannelettes and remnants of dressmakers' cambric

DOMESTICS

Yard-Wide Percales; pretty figures & stripes; also navy blue grounds, with light designs. Value 10c.. 5¾c

45-Inch Sheeting; nicely bleached; for pillows, bolsters & sheets. Value 10c..... 7¾c

81x90 Double Bed Sheets; either bleached or unbleached; neatly seamed. Value 49c..... 39c

Canton Flannel; unbleached; good weight; thickly fleeced. Value 10c..... 6⅞c

Bleached Shaker Flannel; pure white; double fleeced. Value 7½c..... 5c

Toilet Twill Toweling; bleached. The best of its kind made. Value 8c..... 5c

English Long Cloth; yard wide, with soft even finish. Value 95c. 10-yards piece 69c

90x90 Seamless Double Sheets; bleached or unbleached, without a particle of dressing. Value 69c..... 59c

Genuine Red Star Birdeye; 24 inches wide, in sealed 10-yard package. Value 85c 65c

72-Inch Table Damask; the best mercerized damask made; in 1 to 5 yard lengths. Value 59c..... 39c

DRESS GOODS AND SILKS

High Grade Silks, in waist and dress lengths, Satin Foulards, Plaid Silks, Failles, etc., on one big table; worth to 59c. Also 50 pieces of New Wash Silks, in beautiful patterns of white grounds, with black and colored stripes. Value 35c. All at. 19c

Yard-Wide Wash Silks; large assortment of pretty patterns, for waists and men's shirts, etc. Value 69c... 48c

Yard-Wide Shirting Madras; handsome black and colored stripes, figures and dots, on white grounds, with white satin stripes; 2 to 10 yard pieces. Value 19c..... 10½c

50-Inch Storm Serge; extra quality, in navy blue and black. Value 65c..... 47c

36-Inch Serge Suiting; our regular 50c grade, in black only..... 33c

Black Venetian Cloth; 38 inches wide; also Black Albatross; both pure wool. Value 49c..... 29c

Galatea Cloth; guaranteed fast color; new spring designs, in plain, also pretty stripes and figures, for skirts, dresses, boys' suits, etc. Value 15c.. 12½c

Couch Covers; of red and green striped Roman Tapestry. Value 69c..... 49c

Heavy Woolnap Blankets; double bed size, in white and grey, pink and blue borders. Value $2.00.. $1.59

COATS & SUITS

All sizes for Women and Misses. Entire Stock at Clearing Prices.

$15.00 Suits, now....$6.50
$18.00 Suits, now....$9.50
$10.00 Coats, now....$4.95
$15.00 Coats, now....$7.50
$65 Pony Skin Coats.$35
$12 Coney Fur Sets.$6.50

NOTIONS

Sweetheart Soap; 3 for...10c
Elastic Shirtwaist Belts..2½c
Ironing Wax; 7 for.....5c
Clark's O. N. T. Darning Cotton; 3 spools for.....5c
Safety Pins; all sizes; dozen.....1c
Nickeled Scissors; assorted sizes.....7c
Percale Dusting Caps.....6c
Allover Hair Nets; 3 for...6c

CORSETS

C.-B. Corsets; a new model; extra long hip; medium bust; of fine coutil; double boned. Value $1.. 79c

Corsets, with two pairs hose supporters; splendid quality; long hip; lace trimmed top. Value 50c..... 29c

SWEATERS

Boys' Sweaters; heavy weave; only in blue and garnet; sizes 31 to 34. Value 50c. 37c

SCARFS & SQUARES

Embroidered Scarfs & Squares; sizes 18x50 and 30x30; pretty embroidered designs. Value 25c & 35c.. 19c

OF INTEREST TO WOMEN

Miss Duncan, of Oklahoma, Makes Few Plain Statements For Publication in Interest of Women.

Chapel, Okla.—"Please print this letter," writes Miss Mollie Duncan of this place, "as it may reach, and help, some poor suffering woman.

For 17 years I had been afflicted with womanly troubles and had tried different treatments, but none of them helped me any. I suffered so much I could hardly bear it.

I had such drawing-down pains, and a pain in my side. Also headache and those awful dizzy spells. I was very weak and could not be up at times. I decided to try Cardui, the woman's tonic, and I will say I am not sorry that I did, for it helped me wonderfully. I feel like an entirely new person. I can wash all day now and attend to my other household duties, and not feel tired when night comes.

I intend to keep Cardui in the house just as long as I live, for it has done me so much good."

Cardui is the ideal tonic remedy for women. Its ingredients are especially adapted for women's needs. It soothes pain, helps weakness, nervousness, dragging sensations, headache, backache and other symptoms of womanly trouble.

Cardui is purely vegetable and has no bad after-effects. Is good for young or old.

Try Cardui.

N. B.—*Write to*: Chattanooga Medicine Co., Ladies' Advisory Dept., Chattanooga, Tenn., for *Special Instructions* on your case and 64-page book, "Home Treatment for Women," sent in plain wrapper.

AN APPEAL FOR FRENCH REFORM

FATHER OF THE CHAMBER OF DEPUTIES SPEAKS.

Louis Passy Urges Election of a President Who Will Truly Represent the Greatness of France and Not the Interests of Politicians—M. Deschanel Re-elected President of the Deputies.

Paris, January 14.—A striking appeal for the election of a president of the French republic who would truly represent the greatness of France and not the interests of a party or a group of politicians was made today by Louis Passy, the father of the Chamber of Deputies, at the reopening of the session.

M. Passy, who is 83 years old and has sat as a Conservative, or Monarchist, member of the chamber ever since the foundation of the republic, declared to his fellow parliamentarians that the time had arrived when the president of the French republic should be more than a magistrate presiding at public ceremonies and resting in the shadow of parliament. The president of the future, he said, should exercise a real influence and make his voice heard by sending messages to parliament on matters of great public moment.

This, he continued, the French Constitution permits as well as it permits of the president being a permanent and vigilant guardian of the interests and honor of France.

M. Passy urged the president of the republic to surround himself with true patriots and not politicians. He declared that electoral reform measures should be adopted speedily, not as a revolution against the existing parliamentary system, but as an evolution against the encroachments of anarchy.

Paul Deschanel was today re-elected president of the French Chamber of Deputies.

The Socialist, Marie Edouard Vaillant, whom the extreme Socialists will support for the presidency of the republic at Friday's eelction, today received 61 votes against 345 votes cast for Deschanel.

Senator Antonin Dubost, another probable candidate for the presidency of the republic at Friday's election, was today re-elected president of the Senate, receiving 221 out of 272 votes.

M. Deschanel declared himself tonight as a candidate for the presidency of the republic. The other candidates who have been formally announced are Premier Raymond Poincare and ex-Premier Felix Ribot, while Jules Pams, minister of agriculture; Antonin Dubost, who was today re-elected president of the senate; Jean Dupuy, minister of public works, and Theophile Delcasse, minister of marine, are unofficially in the running.

There is some talk now that Leon Bourgeois may be induced to stand at the last moment as a compromise candidate, if only to serve for several months until the European crisis is ended.

HE BEAT THE WATCH TRUST

A Shrewd Dealer Who Is Now Under the Ban.

Bureau of The Baltimore American, 1410 Pennsylvania avenue, Washington, January 14.

Representatives of the various phases of the steel industry appeared before the House Committee on Ways and Means today to urge the committee to make no reductions in the tariff or to make only moderate cuts.

Among those who appeared were A. C. Morrison, of New York, a manufacturer of electric furnaces, who contended that his business was in such a condition that a change in the tariff might upset its equilibrium; Edwin K. Bacon, of the Globe Steel Company, of Mansfield, Ohio; W. L. Kann, president of the Pittsburgh Crushed Steel Company, of Pittsburgh; E. J. Wittmore, of New York, and E. P. Reichels, of the American Swiss File and Tool Company, of New York.

E. C. Fitch, of the Waltham Watch Company, of Waltham, Mass., urged the committee to retain the present duty on watches, and was sharply questioned by Representative Rainey, of Illinois, as to the prices and methods of selling. It developed that the Waltham company had contracted to sell watches in the Balkan states at $10 each, which are made of the same material and in the same machines as watches which sell in the United States for $32.50.

Explaining the difference in price here and abroad, Fitch said that the watches sold here were "touched up" more and in a better condition of adjustment. This, he contended, was the cause of the difference in price.

C. A. Keene, of New York, a watch retailer, whom Fitch criticised for violating the company's price standards, urged the committee to fix a tariff of 30 per cent. ad valorem on watch movements of all grades and with regard to watches brought back from abroad 20 per cent. to apply on the improvements only. He said he found several years ago it was quite profitable to go abroad to buy American watches to sell here. Other purchases included a Waltham movement, $9.90 here, foreign list price, $9.98, which he bought abroad for $8. He asserted the Waltham company now seeks to prevent the reshipment to America of their watches by adding dials to these watches after the latter get abroad, thus making them dutiable.

Mr. Keene was asked about the Waltham company selling watches on the expectation he would sell them in Egypt.

"Oh, yes," he said, "I put up that job, and by the way, those watches went to Aden, Arabia; we put on a new label there and then reshipped them to this country and I made about 30 per cent. profit." He said further that India, Ceylon, and other foreign places figured in similar transactions. He told of his being enjoined by the Waltham interests and how at the last, before the injunction, "he tried very hard to keep on getting the goods."

Embezzled Funds of Convicts.

Columbus, O., January 14.—Pleading guilty to a charge of embezzlement of funds belonging to convicts in the Ohio penitentiary, Irving M. Rex, deposed prison clerk, was sentenced by Judge Rogers to two years imprisonment in the penitentiary. Rex was formerly Probate judge of Seneca county.

THE LEADER THE LEADER

The Leader
CAHN, COBLENS CO.
Howard and Lexington Streets
TELEPHONE ST. PAUL 750. SEND US YOUR MAIL ORDERS.
STORE CLOSES AT 5:30 P. M. SATURDAYS EXCEPTED.

Beyond Doubt, The Biggest Values in Town Are to Be Had at THE LEADER

Real Reductions of 1/3 to 1/2 On All Our Good and Stylish WINTER CLOTHING For Men and Boys

$5.00 Men's Short or Drivers' OVERCOATS. Now..... $3.00
$8.75 Men's and Youths' Winter OVERCOATS or SUITS. Now.. $5.75
$12.50 Men's and Youths' Winter OVERCOATS or SUITS. Now..... $8.75
$15.00 Men's and Youths' Winter OVERCOATS or SUITS. Now..... $9.75
$12.50 Men's Fur-Trimmed OVERCOATS. Now..... $8.75
$35.00 Men's Fur-Trimmed OVERCOATS. Now..... $24.75
$2.50 Boys' SUITS or OVERCOATS. Now $1.50
$4.00 Boys' SUITS or OVERCOATS. Now $2.98
$7.50 Boys' SUITS or OVERCOATS. Now $5.00
50c Boys' Fancy Wool PANTS. Now..... 29c
25c Boys' CAPS..... 15c
25c Boys' BLOUSES..... 15c
$2.98 Boys' Beaver HATS. Now..... $1.00
$1.50 Men's TROUSERS. Now..... $1.00
$2.50 Men's TROUSERS. Now..... $1.65
$2.50 Men's Odd Wool COATS. Now $1.50

Stylish COATS & SUITS—These Real & Big Reductions Make Them a Good Investment

$8.00 Women's EXTRA SIZE BLACK COATS; hip lengths; sizes 40 to 56... $2.50
$8.50 and $10.00 Women's Chinchilla COATS; all sizes in the lot..... $5.00
$15.00 and $18.00 Chinchilla COATS; Gray, Navy and Brown..... $9.98
$12.50 Women's Stylish SUITS—Broadcloth or Serge..... $7.90
$18.50 Women's Stylish SUITS—Broadcloth or Serge..... $12.50
$22.50 Women's SUITS—Fine Mixtures, Diagonals and Serges..... $15.00
$22.50 and $25.00 Women's Extra-Size Black or Gray SUITS..... $16.50
$27.50 to $35.00 Fine SUITS of Diagonals, Serges or Cloths..... $20.00
—Second Floor.

THE LEADER THE LEADER

NEWBRO'S HERPICIDE KEEPS THE SCALP CLEAN AND STOPS THAT ITCHING

If your scalp itches you have dandruff. The itching is due to the increasing growth of the microbe that causes dandruff and this sets up an irritation in the scalp. Itching scalp is merely a warning, for wherever there is dandruff there is bound to be a loss of hair. Falling hair is never so slight that it may be disregarded Every hair that falls is bringing you just so much nearer the inevitable end—baldness.

To stop itching you must get rid of the dandruff. The use of Newbro's Herpicide will eradicate it completely. Every trace of the scale-like accumulation will disappear. The hair formerly dead and dull and falling out takes on snap and life which go only with a clean, healthy scalp. There is a world of satisfaction in the use of Newbro's Herpicide because you can see the results.

When troubled with dandruff and your hair growing thinner every day it is no time to experiment with some off brand preparation or a remedy which you are told is "just as good" as Herpicide. What you want is results—results that are quick and assured. Newbro's Herpicide is guaranteed to do as claimed or money refunded. Why take chances with the unknown article?

Sold everywhere in 50-cent and $1.00 sizes.

Applications at the better barber shops and hair dressing parlors.

Send ten cents in postage or silver to the Herpicide Company, Dept. S., Detroit, Mich., for sample bottle and booklet on the care of the hair.

Read Drug and Chemical Co., special agents.

FREE VALENTINE SURPRISE-PACKET

WIN A PRIZE

WIN A PRIZE

The above picture represents the name of a BIRD. Can you tell what bird it is? This is a most interesting puzzle, and you can solve it with a little study. SO DO SO. IF YOU CAN MAKE OUT THE NAME OF THE BIRD WE WILL SEND YOU A HANDSOME VALENTINE PACKET CONTAINING FIVE OF THE MOST BEAUTIFUL GOLD EMBOSSED VALENTINE POST-CARDS YOU EVER SAW—ALSO A CERTIFICATE OF ENTRY IN OUR GRAND FIVE THOUSAND DOLLAR ($5000) PRIZE CONTEST. All you have to do is to enclose with your answer 2 two-cent stamps to cover the cost of mailing, packing, etc. USE YOUR BRAINS. Try and make out the name of the bird. ACT QUICKLY. Write the name of the bird on a slip of paper—mail it to us immediately with your name and address and four cents in stamps, and we will promptly send you as a reward, all charges prepaid, A VALENTINE PACKET CONTAINING FIVE BEAUTIFULLY ARTISTIC GOLD EMBOSSED VALENTINE POST-CARDS. Also, A CERTIFICATE OF ENTRY IN OUR GRAND FIVE THOUSAND DOLLAR ($5000) PRIZE CONTEST. We will also send you a copy of a New York Magazine. THIS IS YOUR OPPORTUNITY TO GET A BEAUTIFUL VALENTINE PACKET CONTAINING FIVE REMARKABLY HANDSOME GOLD EMBOSSED VALENTINE POST-CARDS AND A CERTIFICATE OF ENTRY IN OUR GRAND FIVE THOUSAND DOLLAR ($5000) PRIZE CONTEST. ACT PROMPTLY. THIS IS YOUR OPPORTUNITY. Address,
M. B. MURPHY, 649 West 43d St., Dept. 337, New York

Buyers Attracted

We are pleased to say OUR January Reduction Sale is being taken advantage of quite liberally.

Reductions are Real---Goods all Desirable

THE SPECIAL SALE OF OSTERMOOR MATTRESSES Continues.

TRY ONE—YOU'LL LIKE THEM.

POLLACK'S
Isaac Davidson, Wm. B. Fallon } Props.
HOWARD & SARATOGA STS.

The Adclub Column

"The Importance of Good English in Advertising" will be the subject of a talk before the Advertising Club at its regular weekly luncheon today (Wednesday, January 15) on the mezzanine floor of the Hotel Emerson at 12.30 o'clock by Mr. Edwin L. Quarles.

Mr. Quarles is a director of the Greater Baltimore Committee and a delightful speaker. You will enjoy every minute of the time, and as the results obtained from advertising depend largely on the wording of the copy, this subject should prove an interesting one to all connected with advertising in any way. Come and hear Mr. Quarles. Membership in the Club is not necessary. All are welcome.

THE ADVERTISING CLUB of BALTIMORE

WHALEBONE PLATES.
The Lightest and Strongest Plates Known. Made Only By Us.
Hours—8 to 6 P. M. Sundays—10 to 1 P. M.
FITZGERALD DENTAL PARLORS
N. E. Cor. Lexington St. & Park Ave.
Entrance, 201 Park Ave., Opp. Putts

THIS SET OF TEETH GUARANTEED..... $5.00
PAINLESS EXTRACTING.....25c
Fillings .....50c.
Crowns and Bridge.....$3 to $5
TERMS TO SUIT.
Branch, ACME DENTAL PARLOR, ESTABLISHED 10 YEARS.
Third and Bank Sts., Highlandtown.
Hours—8 A. M. to 8 P. M. Sundays—12 A. M. to 1 P. M.

Painless Dentistry
Can be found at the Old Dental Establishment of
Dr. WARNER,
300 NORTH EUTAW STREET.
If you want your teeth extracted without pain and sets made to fit, if you want to take Vitalized Air or Gas by an experienced Dentist, if you want your teeth filled and last a lifetime, if you want Gold Crowns or Bridge Work done, if you want any kind of Dental Work done, be sure to consult Dr. WARNER. Don't worry about money. Terms to suit you. Bring this adv. with you—it is worth ten cents on every dollar. Established over 25 years. C. & P. Phone.

SANTAL CAPSULES MIDY
CATARRH OF THE BLADDER Relieved in 24 Hours
Each Capsule bears the name MIDY
Beware of counterfeits

FURS
Ten per cent. discount if you buy your furs today. We carry a full line of high-grade furs at very reasonable prices. Special attention to repairing and remodeling of all kinds of furs into the latest styles.
B. FEIKIN, 124 N. Eutaw St.
Next to Joel Gutman's. Phone, St. Paul 451.

ESTABLISHED 1885.
MOTHER'S JOY FLOUR
Always Satisfies
Sold at the Stores of
J. W. CROOK.

LAKEWOOD, N. J.
AN ATTRACTIVE FALL, WINTER and SPRING RESORT AMONG THE PINES, offering dry, healthful climate, social advantages and every opportunity for out-door recreation.
LAUREL IN THE PINES
New Open FRANK F. SHUTE, Mgr.
LAUREL HOUSE
New Open A. J. MURPHY, Mgr.
Chas. Vincent Murphy: Asst. Mgr.
Booklets and information on request.
Reached Via
CENTRAL R.R. of N.J.

THE AMERICAN IS THE BEST ADVERTISING MEDIUM IN BALTIMORE. IT IS READ BY THOSE WHO BUY, BY THOSE WHO PATRONIZE THEIR HOME STORES.

©Maryland State Archives, msa_sc4150_1_156-0316