

far worse than any blame you would have had to bear in confessing at once; the shame of being 'found out' will be far worse than any blame you would have had to bear in the first instance.

What if you have to stand by and hear another blamed for something you have done? If you don't speak up at once, what a miserable, shamed feeling will be yours when, as is pretty sure to be the case, the truth gets known at last.

What a difference there is in the very look of a truthful person; the eyes are so straightforward and clear, and meet those of the person they are speaking to; whilst one telling an untruth (unless, which is saddest of all, it is a hardened liar who is speaking) has a shifty, uncertain look, as if saying, 'I wonder if they will believe me or not?'

If you do wrong or commit some fault, bear the blame quietly, but don't ever allow yourself to have the shame of lying.

COMMERCIAL TRAVELLERS NOT NEW

It has generally been supposed that the commercial traveller is a product of our own busy day, but as early as 1757 a Sheffield cutlery manufacturer conceived the idea of sending to the Continent glib talkers to convince the merchants that the English-made cutlery was superior to that of local manufacturers, and so marked was his success that it was not long before the same idea was put into practice in other lines.

As early as 1765 the term 'bagman' had become common, the word being defined in Murray's Dictionary of that year, the example being quoted from Goldsmith.

The title 'commercial traveller' is the only modern part of the idea, the ancient bagman lasting until the improvements in travel caused the term to become obsolete.

In earlier years the salesman travelled with his samples in a bag strapped to his horse's back, and moved from place to place, and it was not until the passing of the stage coach days that the sample trunk became the feature of the traveller's outfit.

MOTTOES FOR WORKERS

Make your friends admire you.

Make most of your opportunities; they are valuable.

Make your word your bond; it saves time, money, and a lawyer.

Make sure you are right, then act, regardless of consequences.

Make your talents count. Gifts are given us for a purpose.

Make your energy count toward one thing. Side issues dissipate energies.

Make confidence, courage, continuity, and clean conscience form the four sides of the square of good fortune.

Make yourself understand that if you care for the small things, the great things will take care of themselves.

Make every experience, whether it result in success or failure, tell. For habit is a cable; you weave a thread of it every day, and at last you cannot break it.

Make time count. Do not waste time dreaming of the fun you are going to have when you get a grip on success; you may lose sight of your quarry. Catch first and dream afterwards.

FAMILY FUN

The Flying Sixpence.—A sixpence being placed in each hand and the arms extended shoulder high, it is required to bring both coins into one hand without allowing the arms to approach each other. This is how it is done:—Place yourself so as to bring one hand just over the mantelpiece, and drop the coin contained in such hand upon the mantelpiece. Then, keeping the arms still extended, turn the body round till the other hand comes over the coin. Pick it up, and you have solved the puzzle, both coins being now in one hand.

A Simple Coin and Card Trick.—Place a card on your forefinger, and on it place a sixpence. With the right hand give the corner of the card a flip so as to shoot it horizontally, hitting it neither up nor down, but fairly in the middle. The card flies off to the other end of the room, and the coin remains motionless on the finger-tip. Why is this? Why does not the coin follow the card? The experiment is an example of inertia. A body at rest can not of itself modify that motion. It is owing to this principle of inertia that when we strike our clothes with a stick we beat the dust out of them, and when we knock the handle into a hammer or a broom we do it best by striking the far end of the stick while holding the middle loosely in the hand.

All Sorts

Sunday School Superintendent: 'Now, children, I want you all to sing heartily. Do not let me hear a silent voice!'

A milliner meant originally one from Milan—a Milaner; just as a 'cordwainer,' or shoemaker, was a worker in leather from Cordova.

Mistress: 'Who was that gentleman that came in just now?'

Maid: 'That wasn't a gentleman, ma'am; it was only the master, who came back for his umbrella.'

All things come to him who waits,

If he waits in a place that is meet;

But never wait for an uptown tram

On the downtown side of the street.

The bayonet is so called because it was first used, it is said, near Bayonne. A Basque regiment, having exhausted their ammunition, placed long knives in the barrels of their muskets and made the original bayonne charge.

Sea-side Visitor (to old inhabitant): 'You don't mean to say that one can't get a daily paper here! Why, man, you can never know what is going on in Dunedin. Old Inhabitant: 'An' what about that? They don't know what is going on here, neither.'

There was a piece of cold pudding on the luncheon table, and mamma divided it between Willie and Elsie. Willie looked at his pudding, then at his mother's empty plate. 'Mamma,' he said earnestly, 'I can't enjoy my pudding when you haven't any. Take Elsie's.'

'We've been having a regular clearance at home,' explained Mr. X. at the office, 'throwing all sorts of old things away. I put one of my wedding presents on the fire this morning.' 'Did you really?' asked a horrified colleague; 'what was it?' 'A copper kettle,' replied X.

The first telegraph line in the United States was opened for business in 1844, and thirty-two years later the telephone was introduced. Comparison between the statistics of the two systems shows that the telephone extension increased by leaps and bounds over that of the telegraph, until in 1907 the telephone mileage was eight times as great as that of the telegraph.

Admiral Moore tells a good story of a peppery old seaman under whom he served many years ago. During some tactical operations one of the ships of the squadron had made some bad blunders, and at length the Admiral completely lost his temper. He stormed about the quarter-deck, and informed his officers of his opinion of the officer in command of the erring ship. When he paused for lack of breath he turned to the signaller and said to him, 'And now you can tell him that, sir.' The man scratched his head meditatively. 'I beg pardon, sir,' he ventured, 'but I don't think we have quite enough flags for all your remarks.'

The day of the wax candle is supposed to have gone by, with the advent of kerosene, gas, and the electric light; but, as a matter of fact, an enormous number are used every year all over the world. But the wax candle of today is not the wax candle of our grandfathers' day. The busy bee is as busy as ever, but very little of the wax he secretes is made up into candles. Mineral wax—generally known as ozokerit—has taken the place of beeswax, and is dug from the ground in Utah and California, and in Wales, Galicia, and Roumania. When found, it has a dark, rich brown color, slightly greenish and translucent in thin films, but when refined it resembles well-bleached beeswax.

Lake Vernagther, a beautiful sheet of water, the pride of a valley in the Tyrol, vanished in a night. Next morning the bed was bare mud. There was no earthquake on this occasion. The lake quietly disappeared as a bath empties when the plug is pulled out. Speaking of Swiss lakes calls to mind the extraordinary 'tidal' waves of Lake Geneva. They are called 'tidal' for want of a better name. At uncertain intervals the lake heaves itself up, and rises five or six feet in a few seconds. Why or wherefore, no one knows. Nor can any one tell what is happening in the Caspian Sea. For years past its waters have been falling, and it had been supposed that the great inland sea was gradually drying up. Recent soundings revealed the astonishing fact that the Caspian is at present actually deeper than it was a century ago. There is only one possible hypothesis. The bottom of the sea must be dropping out. In 1905 petroleum was struck near the town of Dalton, in Texas. Believing that an oil deposit actually underlay the town, a trial boring was made just outside the city. The result was alarming. At a depth of 250 feet the drill-points fell into what was evidently a gigantic subterranean cave, of which soundings failed to reach the bottom.

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