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COOPERSTOWN, NORTH DAKOTA, OCTOBER 19, 1905.

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All surface cancers are now known to be curable, by Bucklen's Arnica Salve. Jas. Walters, of Duffield, Va., writes: "I had a cancer on my lip for years, that seemed incurable, till Bucklen's Arnica Salve healed it, and now it is perfectly well." Guaranteed cure for cuts and burns. 25c at H. H. Bateman's drug store.

BOX OFFICE TRICKS.

THE BERTH OF A THEATER TICKET SELLER IS NOT A SINECURE.

Why the Man Who Sits Behind the Wicket Must Be a Good Judge of Human Nature—The Art of "Dressing" a Light House.

To the average theater goer the man who sits behind the wicket in the box office and sells tickets seems to have one of the sinecures of earth. True, he has to answer many fool questions and deal with many fool persons who are often ugly because others with more foresight have picked up early all the good seats. He has to handle diplomatically the woman who wants dollar seats for 75 cents and the other fellow who wants "first row, center," after the play has begun and that has been sold for a week ahead. But all these things seem but his share of the minor ills of earth. Outside of them apparently his job is what is generally known as a "snap."

But the man in the box office has other things to do besides sell tickets. True, that is where he comes in contact with the general public, and that is all that is usually thought about his duties. But at the same time he is serving the public he is working for two masters behind the scenes, the proprietor of the house and the manager of the attraction, and he must serve them equally, while their interests sometimes conflict sharply. Furthermore, he must serve them as against the public if need there be, and it keeps him hustling to hold his job to do it too.

The man behind the wicket is a good man if he can make you buy a seat that costs you more than you intended to invest to see that particular "show"—all attractions in a playhouse are "shows" in the parlance, be they opera, comedy or vaudeville. Now, most men think they know what they are going to get when they visit a theater, and they especially have the price fixed in their minds. Perhaps, psychologically speaking, they are stronger minded than the house treasurer. Then they do get what they want, and he never questions it. But the average man is not. The treasurer is trained in ticket selling. It is his daily routine, while it is an occasional act on the man's part. Hence he is fortified for the public, and the latter is not for him, and so when the people step up, especially if it is rather late and there is something of a rush, a clever ticket man can easily get the extra price out of them for a higher selling seat.

How does he do it? Largely by the power of suggestion. He implies that you want it, for instance, when you go up. In other words, he puts the question as to what priced seat by asking you about the higher ones before he mentions the lower ones, and when he does refer to the latter, at your suggestion, he does it rather apologetically. He has the higher rate tickets in his hand, and if you do not take them he reaches to the rack for the others, and all the time the line is waiting, those back of you are scowling, if not making remarks, and every one within earshot of the window knows that you have refused the higher seats for the lower priced ones. This is embarrassing. Especially is it so if a girl is with you, waiting just outside the rail that separates the mob from the line, and the chances are 10 to 1 that you will take the cue, involuntarily, and pay a quarter more, when you had no intention of doing so when you approached the clever man in the box.

That is one way. It doesn't require any falsehood. It does require a good knowledge of human nature. Some men wouldn't "stand for" that. They would be offended, and it might hurt the house. That is for the treasurer to beware. He must "size up" his customers and act accordingly.

There is a great gain in time in selling without a chart. A man will then step up and ask for a "good seat" about a certain place. Running through his lists, the seller finds him something very near there, and he is satisfied. That one man is finished in a few seconds. It would take minutes if the sheets were there. Time is important when the orchestra is playing and the curtain about to go up.

Still further, the absence of a chart enables the seller to "dress" his house, provided the sale is light, and to keep out "singles" if it is heavy. "Singles" are seats left alone when the adjoining pairs have been selected from a chart. "Singles" are hard to sell because very few persons attend a theater alone. Almost all seats are sold in pairs. A treasurer with a bunch of "singles" on his hands, even with a house threatening to sell out, is "up against it," for often he will lose sales that would have meant capacity but for the fact that he cannot place a couple in adjoining seats, though he may have several odd ones left.

"Dressing" a house is the avoidance of this condition in one sense, but it applies to light houses generally. When a show is not doing well it is up to the box office to make the house look full even though it be only partly sold. He does this by scattering the crowd. Instead of selling a section solid and leaving adjoining sections vacant he sells a few here, a few there, and thus the empty spaces are not concentrated.

Men usually dress a house from the center out. They will sell a good part of the center section, scattering, and then will work out on the left and right. This is because seats on the center edge of the house are not so good, and people expect them to be vacant except in a heavy house anyhow and do not notice them so soon. He knows his house like a book, and he knows early in the day whether or not he will have a crowd. Hence he acts accordingly.—Kansas City Journal.

HEROISM OF AUTHORS

BRAVE BATTLES WAGED AGAINST THE AGONY OF DISEASE.

Literature, as Well as Art and Science and History, Is Indebted to Pain and Worry and Suffering For Some of Its Choicest Gems.

There are heroes of the pen as well as of the sword, and the victories of the study are quite as affecting and memorable as those of the battlefield.

If a complete list of the fine examples of heroism of authors were compiled it would reach well out into the thousands and include a large number of illustrious names. In fact, it is said that few authors have done really great work except under adverse circumstances. Literature, as well as science, art and history, is indebted to pain and worry and suffering for some of its choicest gems.

There are few finer examples of the heroism of the study than that presented by Professor Finsen, the discoverer of the light cure for lupus. For the last twenty years of his too short life he suffered from painful diseases of the heart and liver, to which dropsy was superadded, and it was only by daily self denial and the strictest dieting that he was able to live at all.

Yet for all these years, lived in the very shadow of death and in constant suffering, he stuck bravely to his great life work, even studying his own diseases with the keenest attention and writing articles on them for medical journals. The last two or three years of his life were spent lying on his back, unable even to be carried to his beloved institute a few yards away, and yet the lion hearted scientist never relaxed for a single day his gallant fight for his fellow men against disease.

The heroism of the Danish professor suggests a similar brave battle waged by an English professor, J. R. Green, the historian, against disease and pain. It was in 1869, when the disease which had assailed him for many years finally prostrated him and when the doctors gave him no hope of living more than six months, that Green set to work to write his famous "Short History of the English People." Day after day he toiled at his task, holding desperately on to life and in a state of ceaseless pain and exhaustion, and so brave was the man's spirit that he actually prolonged his life for five years. Even he was bound to confess, "I wonder how in those years of physical pain and despondency I could ever have written the book at all."

General Grant's memoirs, which brought his widow the enormous sum of $500,000, were written under even more trying conditions than Green's history. In 1884, the year before his death, the ex-president found himself bankrupt through the failure of the Marine bank and face to face with the prospect of dying penniless and leaving his wife destitute. It was at this terrible crisis that he began to write the story of his stirring career. But the cup of his misfortune was not yet full. A cancer formed at the root of his tongue, and the gallant soldier was compelled to write day after day, suffering constant and severe agony.

Mrs. Browning, too, wrote most of her beautiful poems confined to a darkened chamber, to which only her own family and a few devoted friends could be admitted, in great weakness and almost unintermittent suffering, with her favorite spaniel as her companion.

The German poet Heine was another martyr and hero of the study. The last seven years of his life were spent on his "mattress grave," racked with such excruciating pain that he had to take doses of opium large enough to have killed several men in order to give him a few blessed hours of freedom from it. Through all these years of torture he not only bore himself with a noble resignation and cheerfulness, but produced many of his finest and most finished works, including his "Last Poems and Thoughts" and his "Confessions."

Sir Walter Scott's heroic struggle with misfortune and failing health during the closing years of his life is perhaps too well known to call for more than mention. After the commercial crash came which left him crushed with debt and with shattered health he set to work "with wearied eyes and worn brain" and toiled for years, often as much as fourteen hours a day, until the end came and with it the lifting of all burdens, including that of his debts, every penny of which his monumental toil had paid.

In the list are also Frank Smedley, who wrote his book on "a bed of anguish;" Edna Lyall, who kept death at bay by her brave spirit and busy pen, and Clark Russell, who set a magnificent example of patience by his industry when racked with rheumatism. It is also said that much of Sir Arthur Sullivan's sweetest music was distilled from pain.—New York Herald.

Economy.

The following letter was received from his sister by a New Yorker who was away from home on a visit:

I am sending by mail a parcel containing the golf coat you wanted. As the brass buttons are heavy I have cut them off to save postage. Your loving sister,
J.

P. S.—You will find the buttons in the right hand pocket of the coat.

Would Leave It.

"I insist upon your leaving the house," she said angrily.

"Certainly," replied the tramp blandly. "I have no intention of taking it with me."

To every duty performed there is attached an inward satisfaction which deepens with the difficulty of the task.—Scott.

The First French Navy.

Away back in the eighth century Charlemagne had organized a sort of coast guard by enrolling all the seaboard population who lived within one and a half miles of the shore, but with the dismemberment of the vast Carlovingian empire all dreams of naval greatness were dissipated. Long afterward Charles V. built some military nefs on the Atlantic, and Louis XI.'s galleys chased the Barbary pirates who infested the shores of the Mediterranean, but it was Francis I. apparently who first conceived the idea of a war fleet, purchased and equipped from the royal treasury.

He converted the small fishing village of Havre into a fortified port, which speedily attracted commerce to the mouth of the Seine, and he projected a scheme—which he did not live to realize—for the construction of an oceanic navy under canvas. "Fleets were massed in the Mediterranean," writes Mr. Norman in his "Corsairs of France," "and for the first time in history a French squadron, passing through the strait of Gibraltar, defeated an English fleet off Brest, and then, moving round to the eastward, drove off the blockading squadrons of Henry VIII. from Boulogne."

An Eloquent Criticism.

Theodore Thomas, in conducting an orchestra, seemed impassive, imperturbable. A writer in the Outlook commenting upon this says that he was apparently without passion or feeling, yet the appearance was not reality, and at one of Mr. Thomas' rehearsals it was fully contradicted.

At a certain point in the symphony the orchestra was playing in perfect time and tune, but with a certain mechanical effect which no one had noticed until Mr. Thomas suddenly rapped the music stand before him.

The orchestra stopped. Then with his hand he imitated the action of an organ grinder.

With only a word to indicate the bar at which the orchestra was to take up the music, he struck the rack before him for attention, and with a movement of his baton gave the signal.

The orchestra repeated the passage he had criticised by dumb show, and this time it played with spirit and fire.

A Silent Land.

In the rainless interior of Australia there is a silence of the grave. This deathlike silence has a peculiarly depressing effect. If two men are camped and one of them goes to a distant township to get provisions while the other remains behind to look after the camp, the man who is to remain says to his mate in forcible gold fields language, "Now, Bill, don't you be long away. You know what kind of a place this is to live in by yourself." If his mate is away for two or three days, the silence gets upon the man's nerves, and in the end he shouts in order to make a noise, and then he is afraid of the sound of his own voice.

Cinnamon.

Ceylon provides us with the bulk of our cinnamon, which is the aromatic bark of certain trees common to that island. The trees are never allowed to grow higher than ten feet. During the season of harvesting, of which there are two a year, the branches of three to five years' growth are cut down and the top surface of the bark scraped away. Then the bark is ripped up longitudinally into slices, which when exposed to the sun to dry curl up into quills. In the course of drying the oil, upon which the aroma and flavor depend, is diffused throughout the bark.

Origin of Graft.

Municipal corruption of various kinds is generally indicated by the word "graft." The origin of this term is obscure, but it is believed to have arisen from dishonesty in lowlier spheres. Bartlett's Dictionary of Americanisms defines "grafting" as pocket picking, and Hotten's Slang Dictionary suggests that the slang use of "graft" might be a corruption of "craft" or a generalization from the special work of gardening.

Moisture and Temperature.

A cubic foot of air at the temperature of zero (Fahrenheit) can contain only .5 of a grain of water vapor; at 32 degrees it can hold 2.13 grains; at 65 it can contain 6.8 grains, and at 98 it can hold 18.96 grains of moisture in suspension. These figures go to show that summer air can hold at least nine times the quantity of dampness that air can when reduced to the temperature of freezing.

An Error In English.

Even the greatest authors now and then make a little slip in their English. Thus Sir Walter Scott in his "Legend of Montrose" has this sentence: "But ere Montrose could almost see what happened Allan McAulay had rushed past him." The "almost" should come before "ere" in order to express the author's meaning.—St. Nicholas.

Lucky Man.

He (a former suitor)—So you are married after all. You told me once that you never intended to belong to any man. She—Well, that remark still holds good. "But your husband?" "Oh, he belongs to me."

Spanish Proverbs.

A Spanish proverb says that "he who makes himself all sugar the flies will eat up," but another observes, "He who makes himself all vinegar will never catch any flies."

There would be more excitement in the world if fish and hailstones were as big as the stories told about them.—Washington Post.

Chinese Mohammedans.

A traveler in the upper Yangtse provinces of China found in the town of Hinganfu many Chinese Mohammedans who keep up communication with their fellow religionists of Arabia. A missionary who has lived among them for years declares that they are very quarrelsome, much given to boasting of their Turkestan origin, and, in spite of the prophet's injunctions, drink a great deal of wine. This is usually the case with Chinese Mohammedans. In Hinganfu, and more especially in Kansuh, a few of their spiritual teachers keep up their knowledge of Arabic and are occasionally visited by Arab or central Asian mollahs, who follow the old Arab trade route by way of Hami, by which the Arabs originally traded and propagated their faith. These mollahs visit every country in the east where the followers of the prophet are to be found and keep up the ties of the faithful with Islam. As they often stir up dissatisfaction and foment disturbances against the Chinese authorities, the latter regard them with suspicion.

How Swallows Drink.

Of course we know that swallows drink as they skim over the surface of water. We have seen how here and there the water ripples on a pond when swallows are gracefully skimming to and fro. One day I sat down beside a small pond where every evening many barn swallows came to bathe and drink on the surface of the glassy water. With sketch book and pencil in hand I closely watched the birds, and you may imagine my delight to see just how they managed to touch and dip up the water as they came within a few steps of me. You see, the swallow takes up water in its lower bill just as you would dip up a little water in a spoon or in the hollow of your hand while you glided over the surface in a boat. Only the under half of the open bill touches the water. If the upper half were also to touch, the water would be forced out on either side instead of being scooped up into the bill. —St. Nicholas.

A Lake That Stores Heat.

There is a lake that stores the sun's heat at Medeve, in northeastern Transylvania. Thick beds of rock salt underlie the district, and a similar formation appears upon the surface in mounds, some of them over 100 feet in height. Among these the lake rests at fully 1,500 feet above sea level. Upon the surface its water is almost sweet, four inches below there is a twentieth of salt, at two feet there is one-fifth, and at five feet the water is practically saturated with salt. In September, after a summer's sunshine, the thermometer showed the lake's waters to be 150 degrees four feet down. Even by April, after a whole season of wintry weather, it had only been reduced to 80 degrees. Experiments have proved that this is due to absorption and retention of the sun's heat by the salt saturated solution.

Grace Knives.

There is a curious class of knives of the sixteenth century the blades of which have engraved on one side the musical notes to the benediction of the table, or grace before meat, and on the other the grace after meat. These knives usually went in sets of four, representing a four part harmony of bass, tenor, alto and treble. They were kept in an upright case of stamped leather and were placed before the singers according to the adaptation of each one to his particular part. As may be supposed, the inscription was usually in Latin. The following specimen is taken from actual knives of the period: "Pro tuis beneficiis Deus, gratias agimus tibi" (For thy good gifts, O God, we thank thee).

Mares and Fillies.

A song of bygone generation reproached the French with calling their mothers "mares" and all their daughters "fillies," and it is easy to imagine that "filly" is connected with "fille." As a matter of fact, the word "filly" is of Scandinavian origin and is really a diminutive of "foal." Shakespeare makes Puck disguise himself in "likeness of a filly foal." "Mare" is the Anglo-Saxon "mere," feminine of "mearh," a horse, a trace of which remains in "marshal," which properly signifies master of the horse.

The Most Accurate Frontier.

As an instance of the jealousy existing in the relations between Norway and Sweden it may be noted that the boundary line between the two countries is the most minutely exact in Europe. In every parish touched by the line there is deposited an elaborate plan which is renewed every ten years, the whole of the work of surveying, etc., being carefully repeated each time.—Pearson's Magazine.

Qualities and the Sexes.

One of the charms of an intimacy between two persons of different sexes is that the man loves the woman for qualities he does not envy, and the woman appreciates the man for qualities she does not pretend to possess. — Nineteenth Century.

Outrageous.

Miss Listener—Then you didn't join that philanthropic organization? Mrs. Chatterbox—No; when I intimated to the ladies that I wanted to do something for charity one of them suggested that I might begin by holding my tongue.

Working Up.

Elsie—Your Uncle Harry seems awful young to be a doctor. Willie—Yes, he ain't a real growed up doctor yet. I expect he's only 'tendin' to children yet, so' to get some practice.

Excuses don't pay back borrowed cash.—Louisville Herald.

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