PHYSICIANS WRITE



Subject Interestingly Discussed Last Evening by D. W. McAllister.

ALWAYS ROOM FOR GOOD MEN.

says it is Necessary to Become Familiar With Every Detail of The Business.

D. W. McAllister addressed the Y. M. C. A. Salesmanship class last evening, when he declared that there is always room for good salesmen just as there always is room for them in the store, or in fact for capable men in any business or profession. There are some traveling salesmen who earn \$10,000 a year, and they are worth it, and there are others who do not earn f1,000, simply because they are not worth that limited amount. As a rule, wlary depends largely on ability in all

callings. The speaker said:

Young Gentlemen of the Y. M. C. A .: Some splendid and instructive ad-dresses have been delivered before you, depicting the characteristics that should be cultivated and possessed by those who desire to become successful, high-salaried salesmen in stores. I have been asked to supplement that have been asked to supplement that saries of good lectures with a falk on

saries of good lectures with a talk on similar lines concerning salesmen on the road, drummers, or commercial travelers, as they are called. I think it necessaray to preface my remaraks by stating that I can talk 10 or 20 hours a day, if necessary, to customers to whom I am trying to sell goods, but I can not deliver an extempore address to a crowd for five sel goods, but I can not deliver an exempore address to a crowd for five minutes without getting confused, therefore I respectfully request your induigence while I read the notes I have written. The chairman will greatly oblige you and me if he will got a stop to the reading as soon as my alloted time has expired.

I know it is not "good form" for a genter to talk about himself in a paker to talk about himself in a public address, but I may be justified in making a few personal references, as they relate to the subject on which am expected to address you.

I am expected to address you. I served an apprenticeship of five years in a large wholesale house, and was fortunate in being given ample oppertunity to acquire a thorough knowledge of goods and prices in the departments to which I was assigned; iso had abundant opportunities to learn how to induce customers to purchase.

This five years' apprenticeship has been followed with about 20 years' experience as a traveling salesman, principally in Utah, but including also, Idaho, Montana, Wyoming and some portions of Missouri.

Now I will proceed to tell you some things I have learned in that extensive experience, that may be of value to you who may hereafter go on the

Perhaps I should first say a few ords about what inducements there e, if any, for a young man to adopt hat calling.

hat calling. Well, there is always room for good salesmen on the road, just as there al-ways is room for them in the store, or in fact for capable men in any bitdess or profession. There are some traveling salesmen who earn \$10000 a year, and they are worth it, and there are others who do not earn 11.000, simply because they are not worth that limited amount. As a rule, salary depends largely on ability, in

Royal Baking Powder Absolutely Pure

DISTINCTIVELY A CREAM OF TARTAR BAKING POWDER

Royal does not contain an atom of phosphatic acid (which is the product of bones digested in sulphuric acid) or of alum (which is one-third sulphuric acid) substances adopted for other baking powders because of their cheapness.

the so-called hotels be kept clean, and that the bed linen be changed for each genial in disposition, a rustler who does not waste his own time or that of his new occupant. have often slept in the wagon, on

I have the honor to be a leading offi-I have often slept in the wagon, on top of my sample trunks, rather than suffer the infliction of trying to sleep in a stuffy little room with a host of bed bugs or fleas for companions. For similar reason, I have preferred some-times to sleep in a hay stack, or on a pile of straw on the barn floor. cer of the United Commercial Travelers' organization in Utah, Montana and Idaho, and I can truthfully say that the members of the organization take pride in the fact that they are gentlemen. The old, unfavorable reputation is no pile of straw on the barn floor. I have been asked why the keepers of those country hotels don't cock chickens for their guests, because chickens are plentiful and cheap in the country. The answer is that chickens are equivalent to coin of the realm, and the people can not afford to kill them until they are too old to lay ergs.

lay eggs.

inghouse

One of the severe trials of a trav-

eling man who visits out of the way places is the difficulty he experiences

in finding a satisfactory method of showing his samples. Often, for lack of room, he is limited to opening only

one trunk of samples at a time, and then it may be he has to spread the

samples on a store counter. on a kitchen table, on a bed, in a barn, out

in the yard, in a school room, or meet-

I will pass by mention of many other disagreeable experiences that traveling men have to encounter oc-

casionally. The long absences from home, worry about family affairs, sickness sometimes, and lack of com-

fort as a rule. There are many mar-ried men among the fraternity, but it

ried men among the traternity, but it is really an undesirable occupation for most of them, single men are better adapted to it. Nevertheless, most men who have become accustomed to it seem to be satisfied. They find en-joyment in change of scene and in making numerous acquaintances, and, when the salary is good, as it fre-quently is, they become perfectly sat-isfied to continue.

longer deserved. Do not indulge in the reprehensible practise of speaking against a competipractise of speaking against a compet-tor. If you cannot speak kindly about competitors, say nothing. A traveling man who sneers about others who are trying to sell the same line of goods he carries is likely to make enemies, who may succeed in depriving him of his job his job.

customer.

his job. Another thing, don't be a jumping-jack salesman, trying to head off oth-ers who are on the road at the same time you are. You can't sell all the goods to all the merchants. Steady ap-plication to your own business and non-interference with others, will gain you interference with others, will gain you a sufficient amount of business; but if you are worrying, and trying to beat the others who are just ahead or just behind you, then you will be pretty sure to have lots of trouble and small

orders. If you are fortunate enough to make big sales, don't brag about it. It is not a good thing to make others of the not a good thing to make others of the fraternity envious, or annoyed by your boasting about excelling them. Your firm will duly appreciate the big sales, and that is of most consequence to you. In this regard, follow the homely ad-vice, "say nothing, but saw wood." Be careful in soliciting new trade to select only such as are likely to be de-sirable customers, who will promptly pay bills when due.

sirable customers, who will promptly pay bills when due. Endeavor to gain the merchant's con-fidence by being straightforward and honest in all you tell him about goods and prices. Keep him posted about styles, and give him nothing but re-liable advice about what and when to buy. The confidence of customers is the salesman's best can'tal. Sometimes

buy. The confidence of customers is the salesman's best capital. Sometimes, especially in new locations, mining camps for instance, the merchant de-pends largely on the judgment of the traveling salesman for the selection of stock. Then is when the drummer needs to exercise his best skill, to assist the pioneer merchant and thus secure a good and permanent customer for

quently is, they become perfectly sat-isfied to continue. In closing, I desire to emphasize what I said in the beginning. Learn all the points of the business you are engaged in as thoroughly as possible. If necessaray, become an apprentice and acquire a practical knowledge of every detail that will be of advantage in the line you decide to make a means of livelihood. Make up your mind to work, work, work until you are the best workman in the shop or on the road. Cultivate a kind and sunny disposi-tion. It is astonishing how much a good and permanent und thus sectie a good and permanent customer for the firm. Talking about pioneer merchants re-minds me that I should make a few re-marks about the difficulties the travel-ing man encounters in seeking trade in tion. It is astonishing how much easier that will make the path of life for yourself and others. After Mr. Calder has concluded his spaceh I will be plassed to accoming man encounters in seeking trade in new localities and in places distant from railroads. I will allude to only a few, because I don't want to 'steal the thun-der'' of our friend Will Calder, who is to enterialn you after I sit down. One of the troubles a drummer occa-sionally has to grin and bear is travel-ing in a springless wagon, loaded with sample trunks, 30 or 40 miles a day, in sweltering heat and dust, or intensely cold and stormy. At his journey's end pretentious talk. in sweltering heat and dust, or intensely cold and stormy. At his journey's end he may have to put up at an apology for a hotel, paying as much for the miserable accommodation as at a first-class hotel in the city. I have vivid recollections of many such experiences. When the landlord or landlady has condescended to ask me what I would like to eat. I have created consternation by saying "anything but pork and sal-eratus biscuits." You must understand that pork in some shape, and saleratus biscuits are, or where, the staple and uni-versal article of food served to commer-cial travelers, at most places outside the line of railroad. I remember becom-ing so sick of the constant repetition, ing so sick of the constant repetition, three times daily, of eggs fried in a bath of bacon grease, ("sow-belly" is the vulgar name,) that I confined my diet to peaches and cream exclusively for three days, and the cream could not be bragged about. Some of the landladies of these so-



VISITED EMINENT SURGEONS.

On Date of Communication They Were On Board Steamer and Were Nearing Gibraltar.

Special Correspondence.

On board steamship Canopie, near Gibraltar, Nov. 25, 1906.

Thinking it may be of interest to our friends to hear of our whereabouts and something of the events of our journey thus far, we are taking an interval between storms to prepare this letter to be mailed at Gibral.

tar, where we expect to make a chorn stay Monday. We have visited briefly most of the noted surgeons of our own country and saw their work and learned from them the new things that have been discovered in the surgical world since our advent at Johns Hopkins four years ago. years ago.

Our first visit was with the Mayo brothers of Rochester. Minn., where we remained 10 days. It is marvelous what these young men have accom-plished in their country town which has a population no larger than Provo, Patients from most and physicians from all countries of the world come to their hospital, the former for treat-ment and the latter for instruction. From Rochester we came on to Chi-cago. Here also we visited many em-inent surgeons, Drs. Beaven, Vauhook, McArthur, the Ouchsners, and Nich-olas Senn. The latter gave us letters of introduction to some of the lead-ing surgeons of Europe. He is a man of eminent standing abroad, being sur-geon in chief to the United States army.

We spent two very profitable days at the Battle Creek sanitarium. Bat-tle Creek, Mich. This huge institution handles from 1,000 to 1,500 patients all the time, and is reaching a class of neurasthenics that have not been benefited by other methods of treat-ment. The genius of this institution is Dr, Kellog, a most interesting char-acter. He is scholar, author, inventor, philanthropist and physician and sur-geon. He is doing enough work for 10 men, but seems cheerful and cour-ageous all the time. At Baltimore we met many of the physicians with whom we worked four years ago in Johns Hopkins hospital, and they received us courteously, and did what they could with letters of introduction, etc., to facilitate our work abroad. It is very interesting to note the onward march of medical and surgical science. The phenomenal work of Wright of London seems to indicate that we shall soon have a specific remedy for

every specific disease. We spent three or four days with much profit in Philadelphia, and were obliged to cut short our New York that through a chart our hew York visit, through a change in the date of sailing for Europe. We are now nearing Gibraltar, from

whence we go onward to Naples. Italy. From Rome we intend to go zig-zag across the continent, visiting the most across the contract, visiting the most noted clincis, and getting the latest ideas of the most distinguished sur-geons. We will be pleased by times to contribute to the "News" such ob-servations of the peoples and countries we shall visit, as we think will be in-teresting to our friends and the pat-

rons of your paper. GEORGE W. MIDDLETON, SAMUEL H. ALLEN.

ECEMBER 13 1906

AN ALARMING SITUATION.

frequently results from neglect of clog-ged howels and torpid liver, until con-stipation becomes chronic. This condistipation becomes caronic. This condi-tion is unknown to those who use Dr. King's New Life Pills; the best and gentlest regulators of Stomach and Bowels. Guaranteed by Z. C. M. I. Drug Dept., 112-114 S. Main S., drug-gist. Price 25c.

You remember how good were the Picnic Lunches of Mount's Pork and Beans. Hot Dinners of the same are just as Good.

AMUSEMENTS.

Theater-Tomorrow afternoon comes the long awaited Symphony Orchestra concert with the famous cellist, Anton concert with the famous center, Anton Hecking as the soloist. The house has been practically sold out in advance, and that at increased prices. The con-cert will last from 4 to 5.30 and will no doubt be a big social and artistic event. Mr. Shepherd on this occasion will wave the baton over 52 instrumentalists, eight or ten of them being ladies.

Orpheum-The management of the Orpheum announces the following bill for next week: Chris Bruno and Mabel Russell, in a comedy skit; Leah Russell, the Bells of the Ghetto; Klein & Clifton, "The Dummy's Holiday;" Fred Zobedie, hand balancer; Swor Brothers, impersonators of the southern negro: Irene Boljea, impersonator, and the kinodrome.

Grand-Tonight sees the first pre-sentation of "The Little Homestead," it is to run the remainder of the week with a Saturday matinee.

Lyric-The melodrama of "The Stoway" continues to attract strong business at this house. It will run the remainder of the week, with a matinee Saturday afternoon.

Hekking's Program—A telegram received today states that Hekking will reach Salt Lake early tomorrow morn-ing. He will rehearse with Prof. Shepherd at noon. The following rate program has been provided, the sec-ered and fourth numbers being renond and fourth numbers being ren-dered by Hekking, the others by the orchestra.

2 Air de ballet Angelus

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CASE IS DISMISSED.

The appeal in the case of George E. Lyon against Michael Mauss, marshal of Murray City, and Charles Brown, ap-

pellants, has been dismissed by the supreme court for the reason that the assignment of errors relied upon for a reversal of the case was not fied by the attorneys for appellants within the time required in the rules of the sutime required in the rules of the su-preme court. The oplinon dismissing the appeal was written by Justice Frick and concurred in by Chief Justice Mc-Carty and Dist. Judge Morse, who sat in the case in the place of Justice Straup Straup.

A jury in the Third district court gave Lyon a verdict for damages in the total sum of \$350 for false imprisonment at the hands of Mauss and Brown. The defendants then appealed to the su-preme court and the appeal is now dis-

Suit for divorce has been filed in the district court by Letitla D. Freed against S. B. Freed on the grounds of desertion and failure to support. They were married at Provo on July 21, 1897, supreme court. The supreme court, in its opinion written by Justice Frick and concurred in by Chief Justice McCarty and Dis-trict Judge Armstrong, who sat in the case in the place of Justice Straup. holds that there was no attempt on the part of the defendant to defraud or

salary depends largely on ability, in all callings

It is my purpose to make a few sug-gestions as to how you may, as trafeedons as to how you may, as tra-veing salesman, convince your em-players that you are worth more than ithousand a year. Make yourselves as thoroughly familiar as possible with each and every detail affecting the value of the goods you are selling; and you will thus be well prepared to convince the buyer that the prices you quote are all right; he can not bluff row because you are fortified by that familiarity to sustain your argument amiliarity to sustain your argument in favor of the prices asked. No mat-ter how insignificant and low priced the goods are, you should be able to isseribe every detail concerning them teadily as if it were mining ma-Mary, farming implements, mining Mak, or railroads; the same rule ap-Mas equally to notions, dry goods, or Everies. This familiarity gives you the necessary confidence in selling; You know what you are taiking about, and the customer soon discovers that You know it, and thereby you secure his confidence and he will give you an Other if he needs the goods. Den't if he needs the goods. Don't the mistake of insisting upon his suying if you discover he does not need the article you are offering. The cus-Other will never forgive you if you acceed in selling him something that is can not readily dispose of, or that has to sell at a sacrifice. Aim to tertain what he needs, then use your st judgment and skill in trying to induce him to purchase in those lines as liberally as his trade justifies. It Is just as bad to get a customer to buy more than he requires of an article, or 10 "stuff" his order, as it is to crowd upon him something he can not sell radiu.

courteous and obliging to those who buy small quantities, because they can not consistently buy largely. Make them feel that you are satisfied and pleased to receive their small orders. They may, by their prudence, become in time large buyers, and your courte-sy will be remembered by them to your dvanage. Marshall Field was a small buyer before he became able to place million dollar odrers. Remember, the firm you travel for will measure your success, and remun-

will measure your success, and remun-erate you accordingly, by the number of steady buying customers you secure. who continue purchasing month month, and year after year, rather than by the occasional clever sales may make, but which do not secure the buyer as a steady customer.

The firm that employes traveling salesmen will not regard with favor those who sell only staple goods for the most part. It requires no ability to sell the merchant what he must have have. A good salesman will make it his business to ascertain what goods his firm is most desirous to sell, and and

his firm is most desirous to sell, and will exert himself to dispose of as much as possible of them, without overloading his customers. You must be an observer of human nature. Much of your success depends upon outck comprehension of the char-acter and disposition of the customer you are endeavoing to do business You are endeavoring to do business with. It is always in order to be polite and gentlemanly, especially when you first approach any one whose trade you desire, then adapt your manner and conversation to that style which your keen observation indicates will be most pleasing. There was a time when most pleasing. There was a time when most traveling salesmen seemed to think that all they had to do to secure trade was all they had to do to secure trade was to tell funny stories (not always de-cent), and treas the merchant to liberal quantities of liquor and cigars. Hap-plly, the merchants who can be induced to order goods of a drummer who in-duges in those almost obsolete methods are now few and far between. Now, the man who gets the big trade must be a gentleman, thoroughly posted about the goods he is selling, bright and

called hotels pride themselves on mak-ing ples, and you have to fill up on pie ing ples, and you have to fill up on ple for breakfast, lunch, dinner and sup-per, in addition to the regular pork, eggs and saleratus biscuits. I wish the legislatures of Utah, idaho and Ne-vada would enact a few laws for the benefit of the traveling salesmen, mak-ing it a misdemeanor, punishable by fine and imprisonment, to serve them such alleged food; also requiring that

AFTER TYPHOID

The Insatiable Appetite Must be Care-fully Watched. An attack of typhold fever usually leaves one with an enormous appetite. The wasted body cries out for food ma-terial to repair the loss of body tissues. If care is not used, the weakened di-gestive organs may be overwhelmed before they have become strong. There is no food that has the tissue-building and energy-producing qualities equal to Grape-Nuts.

equal to Grape-Nuts. This food is predigested-the organs are relieved of the necessity of digesting it; it is concentrated --- for dina much nourishment with little bulk; contains all the essential food elements for repair and energy. It is therefore valuable under conditions of health as

well as convalesence. A Callf, young lady learned the truth about Grape-Nuts. She writes: "About four years ago I had a severe attack of typhoid fever. After recover-ing I had a wild longing for food which

"I tried the best of everything, but was always weak and hungry. A change to a milder climate did not mend matters-food did not agree with

eech, I will be pleased to account pany any of you who may desire to visit the Scoweroft company's sample room, in the Orpheum building, and will be glad to spend a little time with you in giving a practical illus-tration of selling goods from samples. Gentlemen, I thank you for your kind attention in listening to my un-restantions table

HEADACHES AND NEURALGIA FROM COLDS.

world-wide Cold and Grip remedy removes cause. Call for full name. Look for signature E. W. Grove, 25c.

LECTURE TO STUDENTS.

Prof. Shull Spoke on the Subject of Plant Evolution.

Prof. George H. Shull, the biologist, lectured before the state university students on plant evolution, when he showed that in all lines of investigation there are two classes of investigation there are two classes of investigators— first, the scientific worker; and second, the man who is hunting for ideas of economic importance. Too many peo-ple regard the two as working against each other. Nothing could be further from the truth in the matter. As an ex-ample the speaker pointed to the work ample, the speaker pointed to the work of Luther Burbank, who is also study-ing along the lines of plant evolution. The evolution of plants seems to be based upon Darwin's theory-the sur-vival of the fittest. The changes and alterations that occur in the plant are due to the necessity of meeting the different conditions under which the plant may be placed.

WHEN ALL ELSE FAILS Cuticura succeeds in curing the worst forms of itching, scaly humors.

LECTURE COURSE WILL

BE CARRIED THROUGH.

In response to the call for a mass meet-ing of the officers of the Mutual Improvement association, there was an enthusiastic turnout at Barratt Hall last night. The stormy weather prevented a full turnout but those in attnedance represented the five stakes interested in the lecture course, and there was any amount of interest apparent. Geo. G. Morris presided, and laid the question before the meeting, which was whether or not the lecture course as mapped out should be abandoned or proceeded with. A decision was unanimously reached that the course should be continued, those speaking in laver of it being H. G. Whitney, Maj. Richard W. Young, B. F. Grant, Edward H. Anderson and several others. Chairman horris laid the hnanclai report before the meeting and showed that the

mend matters—food did not agree with me.
The field persuaded me to try Grape-Nuts. To my great surprise I did not experience that hungry feeling between the sector of the sector of

WHEN TO GO HOME.

WHEN TO GO HOME. From the Bluffton, Ind., Banner: "When tired out, go home. When you want con-solation, go home. When you want fun, go home. When you want to show others that you have reformed, go home and let your family get acqueinted with the fact. When you want to show yourself at your best, go home and do the act there. When you feel like being extra liberal, go home and practice on your wife and children first. When you want to shine with extra brilliancy, go home and light up the whole household." To which we would add, when you have a bad cold, go home and take Chamberialn's Cough Remedy and a quick cure is certain. For sale by all druggists.

People who live well are the most en-husiastic Patrons of MOUNTS thusiastic Pickles.

HOW MISS GATES SURPRISED SOME PARIS MUSICIANS.

The standard set for grand opera singers is rising year by year. Once, the voice was all-sufficient; but now, there must be a voice, temperament, vigorous health. several languages thoroughly learned. dramatic art, and above all, common sense. Added to these, must be the training of a fine musician in other than the voice requirements. Melba plays the piano, and Sembrich is an accomplished violinist. The all-round training that is given by the modern conservatory is a necessity nowadays for the successful aspirant for honors in the grand opera field.

An incident in the career of that favorite Utah singer, Miss Emma Lucy Gates, fi-

lustrates well the absolute necessity for an all-round education for any ambitious

Prepared---Not Manufactured.

Ghirardelli's Ground Chocolate is prepared, not manufactured. There's a difference. It is made by Nature and prepared by Ghirardelli.

The Ghirardelli process simply renders available all the natural goodness of the cocoa bean. That's why it is so pure. delicious, satisfying and health giving, and that's why everybody likes it so well.

Ask your grocer for it. Be sure that you get it.

Ghirardelli's Ground Chocolate



Mr. and Mrs. Samuel Newhouse were guests of honor at an elaborate dinner last night given by Mr. and Mrs. C. A. Walker, the table being beautifully decor-ated with American Beauty roses, while the same flowers were all about. Covers were laid for about a dozen.

Tomorrow afternoon the Symphony Or-chestra concert takes place at the Salt Lake Theater, and he evidences are that society will be there in force to enjoy the musical treat promised in the pro-gram. The stalls are sold and many other parties will fill seats in the house. The holders of the stall and the loges are Mrs. David Keith, Mrs. M. H. Walker, Mrs. Russell Schulder, Mrs. Newhouse, Mrs. Walter Fitch, Mrs. Thomas Jennings, Mrs. O. J. Salisbury, Mrs. Jacob Mortiz, Miss Blanche Kimball and Mrs. E. Bonnemort, Mrs. L. A. Balley will entertain at two

Mrs. L. A. Bailey will entertain at two afternoon affairs next week on Tuesday and Thursday.

Mrs. Louis Cates is in the city and will remain till after the holidays.

Mr. and Mrs. Leslie L. Savage are here from Goldfield and will remain till after the holidays, the guests of Julge and Mrs. Goodwin. Goodwin. . . .

Mr. and Mrs. A. H. Peabody entertained informally at their home last night.

Mrs. L. L. Savage will give a box-party at the Orpheum on Saturday.

Mrs. Ellsworth Daggett left yesterday for New York and Washington for an ex-inded stay.



Has Been Af-

firmed.

In an opinion handed down by the

supreme court today, the judgment of

the lower court is affirmed in the case

of the Rocky Mountain Bell Telephone

company, appellant, against the Utah

Independent Telephone company and

Elmer B. Jones. The action was brought by the plaintiff to enjoin the

defendant from using "number 888" for

its trouble operator. It was claimed

by plaintiff that it had the exclusive use of that number for its trouble de-

partment by reason of priority of use

and that the defendant had no right to

use the same numbers as plaintiff in

its operating departments. The lower court sustained defendant's demurrer and dismissed the case, and an appeal was taken by the Bell company to the supreme court.



Ask your druggist for a 25 cent vial of Munyon's Cold Cure. If it fails to cure I will refund your money. MUNYON.

Every precaution should be taken to check a cold before it assumes the form of Grip or Pneumonia. My advice is check a cold at once. Don't let it get two or three days the start of you. If I could hand you the names of thousands of people who have been saved from long spells of sickness by the use of my Cold Cure, I

who have been saved from long spells of sickness by the use of my Cold Cure, I doubt if there would be a family in this city that would be without this remedy. These little poliets check discharges of the Nose and Eyes, stop Snezing, promptly relieve the Throat and Lungs, allay inflammation and Fever, and Tone up the Sys-tem. They are invaluable in all forms of influenza or obstinate colds. I want every Rhemautic to get a 25-cent vial of my Rheumatism Cure. If you don't feel better after two hours and cured in a few days I will refund your money. I want every person who suffers with any kidney aliment to invest 25 cents in Mun-yon's Kidney Cure if it does not give satisfaction I will refund your money. I want every person who suffers with indigestion or any stomach or liver trouble to get a 25-cent vial of Munyon's Dysposia Cure. If it does not cure indigestion, con-stituation, sour stomach, belching wind, dizziness, headaches and all stomach and liver aliments, I will refund your money. Munyon.





There's satisfaction in knowing that what one gives is useful. Such presents not only arouse all the powers of appreciation for the kindness of the giver, but he or she is doubly praised for using good judgment as well.

