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A BUSINESS TRAINING

The Methods That Are Used in the Schools of Germany.

CLASS ROOMS AS OFFICES.

The Pupils Are Divided Into Firms That Carry on an Imaginary Trade With Each Other—The Course From Office Boy to Director.

No one will deny the fact that Germans are among the keenest business men in the world. And undoubtedly one of the secrets of their success lies in the fact that in German schools boys are taught the practical details of business. The writer recently returned from Hamburg after a year's course of education, and an outline of the system of training boys in business may be interesting.

On my first day's attendance I was handed a time table on which appeared, set out in formidable array, such subjects as commercial correspondence, laws of bills of exchange, currency, political economy and commercial law, none of which at the time conveyed much to me and raised serious doubts in my mind as to whether I should be able to understand and appreciate what appeared to be most abstruse subjects.

At 9 a. m. sharp on the following day the course began, prefaced by a couple of hours' hard study, for the Germans are gluttons to work and think nothing of a twelve hour day. The first course was called "business training." We worked in two spacious rooms furnished as offices, each room representing a different business house. These two firms carried on an imaginary trade with each other, and the routine adhered to was modeled exactly on the lines of a first class business establishment.

Each firm had a director, and these two were the most eminent students in the academy. They had subject to their management and control a complete staff of correspondents, short-hand writers, typists, bookkeepers, etc. The whole was supervised by a master, to whom reference was made in case of dispute or difficulty.

On making my appearance, I was informed that my services were in request as an office boy. I was some what taken back, by the lowly position assigned to me, and I gave the master to understand that I considered I was qualified to occupy a much better post than that which he had chosen for me. He did not seem in the least perturbed by my remarks, but said: "You have already made a mistake—a mistake of diplomacy. One of the great maxims of business as taught here is to do what you are told, to do it at once and do it well."

With that he handed me a pile of envelopes and a long list of addresses and told me to set to work addressing them. I did so, but not with a very good grace, the master coming round from time to time to inspect my work. For two solid hours I plodded on until 11 a. m., when the course came to an end. Then I took the opportunity of going up to the master's gate and asking him if he did not really think I had been wasting my time in what I had been doing.

"Not in the least," said he. "In everything, no matter how simple or how difficult, there is always a good deal to learn. If you have paid attention while you were working you will have learned something about the geography of the German empire, for each address contains the name of some important town and province in which it is situated and the name of some firm celebrated for some particular class of goods."

This gave me food for reflection. As a matter of fact, I had not paid the least attention to what I had been writing; consequently I had failed to derive the benefit which it was the master's intention I should obtain from what seemed to me at the onset a most senseless task. On the following day I resolved to follow out the master's instructions to the letter, and I was surprised to find how interesting the work became.

I continued addressing envelopes for two hours a day for a whole week, and the next week I received promotion. In this way I went through the whole routine, from office boy to director, and the experience which I obtained in the various capacities has proved invaluable to me in business.

As director I had to sign checks, dictate letters, enter into agreements with the other firm with reference to the sale and purchase of goods, keep an eye on the money market, work out arbitrage calculations, draw up and endorse bills of exchange and bills of lading, make out periodical statements of affairs, allow or dispute amounts placed to the debit of the firm on account of general average losses and generally supervise everything.

While we were thus drilled in practical work the theoretical side of business was not neglected. Lectures were given at fixed hours, bookkeeping and mercantile law. Thus we enjoyed the inestimable advantage of acquiring the theory and practice of business at the same time.—Detroit Free Press.

In Bad.
"I'll never offer any more friendly advice."
"Wouldn't he listen to you?"
"He listened to me carefully and then struck me for \$2. Of course I had to cough up."—Detroit Free Press.

Troubles comparatively seldom come to us; it is we who go to them.—Sir John Lubbock.

LOWEST RAILROAD RATES EVER GRANTED TO THE SOUTH

Announced for the Appalachian Exposition.

Unprecedented Southern Show to Be Given at Knoxville, Tenn., September 12 to October 12.

The Appalachian Exposition, to be held at Knoxville, Tenn., Sept. 12 to Oct. 12 of this year, will get the lowest coach excursion railroad rates ever granted for transportation of exhibition visitors in the south. This rate of approximately one cent per mile has been authorized by the Southeastern Passenger association, which includes all the railroads in the southeastern territory, of which the Appalachian region is a greater part. The splendid rate concessions which the railroads have made the Appalachian Exposition assure its success in point of attendance, as thousands of people will visit the great event who could not do so were the rates not so remarkably cheap. This is a great concession which the people throughout the Appalachian region will appreciate. The exposition being especially designed for the states of this region, Tennessee, Virginia, West Virginia, North Carolina, South Carolina, Georgia, Alabama and Kentucky, they will be splendidly represented in the attendance.

The coach rate tickets will be on sale on Tuesdays and Thursdays during the exposition period. Upon other days, a rate of one and one-half cents per mile will be granted.

Coach excursion tickets will be sold, from all points within a radius of 250 miles of Knoxville, on Tuesdays, Sept. 13, 20 and 27, and Oct. 4. These tickets will be limited to five days exclusive of date of sale.

Coach excursion tickets will also be sold from all points south of the Ohio and Potomac rivers and east of the Mississippi river, on Thursdays, Sept. 15, 22 and 29, and Oct. 6. Limit on these tickets will be eight days in addition to the date of sale.

Tickets at the rate of one and one-half cents per mile will be sold every day from Sept. 10 to Oct. 12, inclusive, final limit of ten days, not to exceed Oct. 18.

The one cent per mile, or "coach excursion" tickets, will not be good for transportation in Pullman sleepers, being confined to coaches exclusively. The one and one-half cent round trip tickets, however, will be good for any part of the train, from smoker to Pullman sleeper.

Some of the rates on the coach basis, from the point of selling to Knoxville and return, are as follows: Washington, \$10.75; Richmond, \$9.45; Norfolk, \$11.05; Memphis, \$3.70; Cincinnati, \$4.40; Atlanta, \$3.80; New Orleans, \$12.45; Jacksonville, \$11.20; St. Louis, \$12.55; Augusta, \$7.20; Charleston, \$10.80; Chattanooga, \$2.22; Bristol, \$2.62; Nashville, \$4.36.

Detailed information as to rates from any point may be obtained from H. F. Cary, general passenger agent of the Southern railway, Washington, D. C.; or W. A. Russell, general passenger agent of the Louisville & Nashville railroad, Louisville, Ky., of the Appalachian Exposition, Arnstein building, Knoxville, Tenn.

The main lines of the Southern and L. & N. railroads reach Knoxville, and through trains and direct connections with other roads from all points on these great systems make fast time into Knoxville. The railroads are already making extensive preparations for additional equipment and trains for the accommodation of this exposition business. It is confidently expected that at least 350,000 people will visit the exposition during the four weeks of its duration. Now that such unprecedented low railroad rates have been granted, the attendance may be even greater.

The Public Comfort department of the exposition is planning for housing and feeding every exhibition visitor, as Knoxville's homes will be thrown open as well as its many large and new or remodeled hotels. One hostelry of 100 rooms has just been completed and opened, and another of more than 150 rooms is nearing completion and will be opened before the exposition period.

MARBLE BAND STAND FOR APPALACHIAN EXPOSITION.

The Appalachian Exposition, to be held at Knoxville, Tenn., Sept. 12 to Oct. 12, next, will have a band stand that will become famous as have the two great bands which the exposition has engaged for the month. This band stand will be a beautiful structure and an exhibit. It will be built of the many varieties of marble that are furnished by the great quarries of East Tennessee, having high foundations and ten large columns constructed of sawed blocks, the floor being of polished pink and white marble. The size of this stand will be 35x35, the shape being octagonal, and the roof designed to give the most pleasing effect. The marble for this band stand will be furnished by quarry and mill companies of Knoxville which will also make extensive displays of marble and marble products in the main building of the exposition.

LONDON BANK CLERKS.

Their Dress and Mode of Living a Century Ago.

A hundred years ago the number of bank clerks in London must have been inconsiderable. The old banks needed only small staffs. Quite late in the eighteenth century one of the biggest conducted its business with two clerks. The engagement of a third created great excitement. His arrival was still more exciting, for we are assured that "he wore a long flapped coat with large pockets; the sleeves had broad cuffs, with three large buttons, somewhat like the coats worn by Greenwich pensioners; an embroidered waistcoat reaching nearly down to his knees, with an enormous bouquet in the buttonhole; a cocked hat, powdered hair, with pigtail and bagwig, and gold headed cane." This, no doubt, was something of a peacock, even for his time. A few years later, in the early part of the nineteenth century, the correct official garb was knee breeches, silk stockings, shoes with silver buckles and often a white tie. One can scarcely imagine a dress more suggestive of sober opulence.

But it does not seem that, according to our ideas, the manner of life was quite in harmony with this impressive appearance. Not for the bank clerk of the early eighteenth century the immaculately clean and elaborately fitted restaurants of the modern city! Not for him tea shops with varieties of harmless drinks and tempting light food! If he wanted a meal he went to the butcher and bought himself a chop or steak for fivepence halfpenny or sixpence. This he carried himself to an adjacent public house, where they cooked it for a penny. The public house, in fact, played no small part in his life.

Is it not a tradition that the clearing house has grown from the meetings of clerks in a tavern, where they met for the purpose of settling up accounts among themselves?—London Telegraph.

RARE WILD BEASTS.

The Kadiak Bear and the Tufted Ear Rhinoceros.

There are a number of beasts specimens of which are ardently desired not only by the zoological gardens of the world, but by the professional menageries as well. Among these may be mentioned the Kadiak bear, an extremely rare animal and one calculated to make a Rocky mountain grizzly appear insignificant.

South America contains a prize in the form of a species of jaguar never field in captivity. This jaguar is of tremendous size and coal black.

There are two rare birds in the Amazon forests whereof no specimens have ever been brought away—the "bell bird" and the "lost soul." These names are derived from the effects produced by the cries of the birds, the former having a voice likened to that of a silver bell and the latter possessing the eerie accompaniment for Whistler such a manner as to produce goose-flesh on the unfortunate person who hears its song.

The naturalists will also vote an expression of heartfelt thanks to the individual who will fetch them from far-off Burma a specimen of a rhinoceros having a black hide and big, tufted ears. No one has ever actually seen this rhinoceros; but, it is averred, white men have frequently seen his hide.

New Zealand is a land of animal mysteries. The most popular of the rare beasts whereof specimens are longed for by the civilized world is a kind of duck billed beast. No one seems certain what it should be called. Darwin, it is added, was always of the opinion that some day a true lizard-bird—i. e., not a flying lizard, but a true missing link between the birds and the reptiles—might be found in New Zealand.—Harper's Weekly.

The Catalpa Tree.

The catalpa tree is the "ouch" of the forest. It has a brief season of beauty, but this outburst of charm is so exceedingly ephemeral when compared with the long weeks and months when it seems to be fairly reveling in litter that the wonder is its presence is tolerated to the extent it has been in years gone by. We believe it was Lord Byron who once indulged in a few rhapsodical utterances over the catalpa blossoms, but it is safe to say he never had to clean up a yard which was marred by the presence of one or more of the trees or the sentiments expressed would have been in other than poetic vein.—Des Moines Capital.

European Tattooers.

Tattooing is not by any means confined to savage peoples. There are races in Europe which make it a regular practice, and men, women and children bear on their bodies ornaments that are as ornate and queer, although not as extensive, as are markings on the bodies of the south sea savages. These European tattooers are among the Albanians and Bosnians, who live in the famous Balkan peninsula.

Pride All Around.

"I'm proud to say," boasted the man with the large stomach and the immense solitaire, "that I ain't never wasted any time reading poetry."
"Well," ventured the gentleman with the steady clothes and the high brow, "if the poets were asked they would probably agree that they were proud of it too."—Chicago Record-Herald.

She Hadn't.

Patron (to busy waitress)—You haven't any suncure, have you?
Waitress—Sorry, sir, but we just served the last order.—Boston Transcript.

QUEEN SAAV'S READY WIT.

A Story Appropriated From the Annals of Irish Royalty.

The anger of King Colin was terrible. 'Twas a fortnight before he could address himself to his queen or look her in the face to say to her then was that she was a shamus and a disgrace to him, but sure what could he expect anyhow when he was such a notorious fool as ever to marry a beggar of a race of beggars. "Get up," says he, "and dress yourself, and leave my sight and my castle for evermore."

"Very well and good, me lord," says Saav, says she. "I'm ready, I was prepared for this, as you'll remember, before ever I married you; but," says she, "you remember your agreement—three back burdens of the greatest value I choose to carry out of your castle at my leavin'?"

"Thirty-three," says he, "if you like. 'Twill be a cheap price to get rid of you."

"Thanky, me lord," says she. "I'll only ask three. And before I've got them out maybe you'll think it's enough."

"What is the first back burden you choose?" says he.

"A back burden," says she, "of gold, silver, diamonds and jewelry."

In a short time the king had a burden of them piled on her that she almost broke her back, and with it she went out over the drawbridge.

When she laid it down and came back in again says the king, says he, "What will your second back burden be?"

"For my second back burden," says she, "hoist up on me our baby boy."

The king gave a groan that'd rent rocks. But he wasn't the man to be daunted before any woman. He lifted with his own hands the boy in whom his heart was wrapped up and, settin' his teeth hard, put him on Saav's shoulders. She carried him out over the drawbridge.

When she came back again says Colin, says he, "Now then, name your third and last burden, and we're done with you forever, thank God!"

Says Saav, says she, "Get on me back yourself."

King Colin and his good Queen Saav lived ever after the happiest and most contented couple that Ireland ever knew, a parable for all kings and queens and married couples in the nation. Saav lived and died the wisest, as her husband lived ever after and died the justest and most generous, most reasonable, sensible, affable and amiable king that Ireland ever knew.—Everybody's Magazine.

Whistler Let Them Wait.

Whistler's laxity in the matter of engagements was notorious. No one ever knew if he were coming or not to affairs. But his point of view is explained in his answer to a friend of his who knew that he had an engagement to dine with some swells in a distant part of London and who felt that it was most impolite for Whistler to offend them. It was growing late, and yet Whistler was pausing away maddly, intently.

"My dear fellow," he said to him at last, "it is frightfully late, and you have to dine with Lady Such-a-one. Don't you think you'd better stop?"

"Stop?" fairly shrieked Whistler. "Stop, when everything is going beautifully? Go and stuff myself with disgusting food when I can paint like this? Never! Never! Besides, they can't do anything until I get there! They never do!"

If Jupiter Were Inhabited.

Calculations as to the size required for human beings on the other planets vary widely, according to the basis of reckoning. According to those based upon the attraction of gravity, Jupiter should be peopled by pygmies of twenty-eight inches. Wolfius, on the other hand, argued that Goliath himself would be accounted decidedly undersized upon that planet. He worked from the feebleness of the sun's light there, which would demand that the pupil of the eye should be much more dilatate. Since the pupil stands in a constant proportion to the pall of the eye and that to the entire body, said Wolfius, a little calculation shows that an average Jovian must be nearly thirteen feet seven inches tall—not quite four inches shorter than Og, king of Bashan, according to the measure of his bedstead given in Deuteronomy.

A Bright Blacksmith.

The greatest improvement in vehicle construction was when some bright blacksmith thought of heating the tires and shrinking them on the wheel. While many claim the honor, it is not known to whom it rightly belongs. Previous to this event tires were made in short sections and held on the felloes with nails. When starting on a long haul the driver always laid in a good supply of nails to use on the trip.—Shop Notes Quarterly.

Winding Up His Affairs.

"Look here, Ben, what did you shoot at me for? I ain't got no quarrel with you."

"You had a feud with Jim Wombat, didn't ye?"

"I did, but Jim's dead."

"I'm his executor."—Kansas City Journal.

Like the Moon.

"He's a star after dinner speaker."

"A star? He's a moon."

"How?"

"The fuller the brighter."—Cleveland Leader.

Persons who really wish to become angels should take a start in that direction while they are yet mortals.—National Magazine.

Main Expo. Building

Commodious Structure Stands on Elevation Overlooking the Pretty Lake.

The main building of the Appalachian Exposition, to be held in Knoxville, Tenn., Sept. 12 to Oct. 12, next, stands on an elevation overlooking the upper lake of the exposition grounds. A wide driveway extends along the lake front, and approaches to the building are formed by three flights of steps, two of them twenty-five feet and one fifty feet wide, running from this driveway over terraces that add much to the natural beauty of the location. The building is 150 feet wide and 250 feet in length, two stories, giving about 30,000 square feet of exhibit space. The lower floor will be agricultural products and displays that will be made by the cities and towns of the Southern Appalachian region. The upper floor, a section of which rests on solid ground—a terrace formed in grading the site—will be filled with exhibits of all kinds, from heavy machinery to the most delicate art work. In appearance the main building will surpass in beauty of architecture and finish the most costly exhibition building that has been erected in this country. It is built with a view of housing permanent exhibits, and is, therefore, superior to any temporary exhibition structures.

The horticultural and woman's building, the forestry building, the cattle and live stock and pet stock building, and other buildings are being arranged for.

Exhibits of the Big Show

Will Come from the Government, Appalachian States, Various Counties and Progressive Cities.

The Appalachian Exposition, to be held at Knoxville, Tenn., Sept. 12 to Oct. 12, next, not only is attracting attention of the counties, agriculturists and mineralogists, but the government has recognized the Exposition and the Naval, War, Agricultural, Horticultural and Forestry Departments and Smithsonian Institute will have exhibits. Among the exhibit from the Navy Department will be shown models of the following battleships and cruisers: Vermont, Mississippi, Tennessee, St. Louis, Olympia and Nashville.

The exhibits from the other departments will be elaborate, instructive and entertaining.

Assurances have been received from the states of North and South Carolina that they will have exhibits of their resources at the Exposition. It is more than probable that Georgia and Virginia will also be represented.

A number of cities have already applied for space, including Augusta, Columbus, Rome and probably Macon and Atlanta, Ga.; Asheville, Charlotte and Winston-Salem, N. C.; a number of Tennessee and probably a large number of Virginia cities. The number of applications for information and space from states, cities and counties has surprised the management of the Exposition.

EXPOSITION WILL BE PROFITABLE INVESTMENT.

That the Appalachian Exposition at Knoxville, Tenn., Sept. 12 to Oct. 12, will be a profitable investment is now assured beyond a question of doubt. The selection of Knoxville for the holding of this meritorious event is most judicious. The wealth of her resources, her tremendous business, as well as her geographical position, and the fact that it is the center of a large population that has not had an exhibition of education, means a brilliant outlook for the artistic as well as financial standpoint for this event. It is a fact worthy of note that within a radius of 50 miles of Knoxville there is a population of 425,000; within a radius of 100 miles, of 900,000; within a radius of 200 miles, a population of 6,000,000, and within a radius of 300 miles, a population of 10,000,000 people. The transportation facilities of the trunk lines leading into Knoxville and the affiliated lines are capable of rendering the most efficient service. This added to the great interest that is being taken by the railroads means that success is bound to rebound to the work already inaugurated.

Barns and Sheds for Live Stock

No fair ever held in this country arranged such extensive and attractive accommodations for live stock as have been planned for the Appalachian Exposition, to be held in Knoxville, Tenn., Sept. 12 to Oct. 12, next. The horse barn will be a fine exhibition building, and the stalls, 250 in number, will be movable, so that the building may easily be converted into a hall for other attractions, such as bench shows, after the first week. There will be a thousand feet of live stock sheds, built in the most approved style under the direction of experienced fair people.

East Tennessee, the "Hay, Hog and Hominy" section of the South, with adjoining famous blue-grass regions and mountain grazing lands, can furnish a full will furnish a horse, hog and cattle show that will make this feature of the Exposition the greatest success of the kind ever known south of the Ohio.

Vacation Time

Remember your friends by writing to them.

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All Styles and Prices.

We want to see the little girls and boys, too, wearing Oxfords bought at CRAIG BROS. store for they certainly will have better goods for same money than others will sell.

Our reason for making the above assertion is that we sell for CASH and do not have the expense of collecting, book-keeping, and lost, but not least, the loss of accounts that cannot be collected.

We are not afraid to make the statement that we can and do sell goods on an average cheaper than the one who sells on credit.

We want you to visit our store often and we think we can convince you that it pays to buy for cash.

Craig Brothers,

One-price Cash Merchants,

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