THE HOTEL CLERK'S CHANCES

BIG PRIZES WON BY WALDORF GRADUATES AND OTHERS.

The Possibilities of the Hotel Business Attracting Ambitious Young Men: Large Reward for Managers and Proprietors. Work Hard at the Start.

The announcement the other day that Villard H. Barse, who has been associated in the management of the Waldorf-Astoria for many years, had been selected by Isaac N. Emerson to run the big new hotel he is putting up in Baltimore has drawn attention to the possibilities of the hotel business as a career for a young man who starts in life without any other capital than ability and willingness to work.

The work of a hotel clerk in New York is hard. Usually it is a seven day job, which means that a man works twelve hours one day and six the next, and though on alternate days he has three-fourths of his time to himself there is no such thing as a whole day off, and men who have been in the business for years will tell you that it is a "demnition grind" year in and year out. At the same time there are those who like the work, and it is all the time attracting a better educated and more ambitious set of young men.

The example of George C. Boldt has been an incentive to many, but Mr. Boldt has done more than merely to furnish an example. He has provided opportunities for hundreds of young men, and those who have taken advantage of them have either risen to some high position in the Waldorf-Astoria itself or else, graduating from the "university" of which Mr. Boldt is dean, have become managers of other big hotels or even proprietors of their own establishments, which, with a successful hotel nowadays, is apt to mean wealth, or at least the way to it.

Mr. Barse started life among very modest surroundings up at Malone, N. Y. When still a boy he studied telegraphy and for a few years was a railroad telegrapher. Then he got a job in a hotel in the Adirondacks, where he attracted the attention of a New York man who was stopping there for the season.

"You ought to get a job at the Waldorf," said the visitor to young Barse.

"But how?" asked the clerk.

"Write to Mr. Thomas, the assistant manager."

Barse took the suggestion and wrote, and as a result came to New York for a personal interview. Nothing developed for several weeks, and then the day before New Year's twelve years ago young Barse, who had gone back to Malone, received a telegram bidding him report to Mr. Thomas the next day. He left Malone on the next train and went to work at noon on New Year's Day. His first job was as one of the bill clerks. A few years afterward he was made assistant to Mr. Thomas, and when the latter died he was promoted to his place.

Mr. Barse is said to have one of the widest circles of acquaintances of any hotel man in the country, and certainly he has the widest in New York of any. He is the man you have to see first if you want to get to Mr. Boldt and are not a personal acquaintance, and if you want to arrange about a banquet or a ball or to make inquiries about anything going on in the hotel it is to Mr. Barse that you have to apply.

Now he is going to run what is asserted to be the furthest step in hotel construction so far, a hotel which is so fitted up with modern conveniences that not only are a shower and a tub attached to every room but you will not have to ring for ice water; you just turn a spigot in your room and out it flows.

The number of Waldorf graduates and former students who have received their training under Mr. Boldt's direction and then made good elsewhere is large. Many have not waited until they got to "commencement day," but reaching a certain stage, such as room clerk, have taken good places in other hotels, here or elsewhere, and then gone on up to become managers or proprietors.

And you can get a good salary in a hotel. Of course everybody doesn't get a chance to draw the pay that Thomas M. Hilliard did when he was Mr. Boldt's right hand man. It was the common report, and Mr. Hilliard has since admitted it, that he drew a salary of $30,000 a year, a figure that would make the average bank president envious. The Waldorf-Astoria, however, does a lot more business than the average bank.

Mr. Hilliard was with Mr. Boldt many years, and he left to go into the manufacture of linen in Belfast, Ireland. He has since come over here every year, remaining several months, and through his acquaintance with hotel men his agents manage to keep up a big trade just in hotel linen alone.

In a big hotel office in New York a man usually starts in at a salary of $60 a month and his table board. The highest salary paid a room clerk is $300 a month and table board. One of the assistant managers at the Waldorf came to the hotel as a boy in the package room.

Higher than the room clerk in a few of the big hotels is the chief clerk, whose salary is matter for speculation, as is that of the assistant managers of the hotel. The value of a room clerk, and consequently his salary, increases as his acquaintance enlarges and he shows an ability to satisfy and smooth down people when they have reserved a big suite and can only get a bedroom.

He has to be a diplomat. His acquaintance is even more valuable at times than his diplomacy. When a new hotel opens the manager seeks to get room clerks who have a large acquaintance. The stranger who comes to a hotel likes to see somebody behind the desk who has a familiar face.

There is a room clerk at the Belmont who has worked in big hotels in Chicago and San Francisco, and he not only knows everybody who travels from those places and towns adjacent to them but with a large number he is able to talk on some subject in which both are interested if the visitor gets lonely and wants to talk to somebody. Besides when the guest enters the hotel the clerk is able to inquire after some common friend or a relative of the visitor, and this goes a long way, especially with Americans.

The ideal which the average ambitious hotel clerk of to-day has in his mind is a hotel of about 300 rooms with himself as proprietor. In such a hotel, in a good location and in New York, the proprietor, if he runs the hotel personally, can enjoy a bigger income than the President of the United States. There is a certain hotel whose proprietor, who was once a clerk and who is now only in middle age, clears besides living for himself and his family a sum that is estimated at fully $75,000 a year.

George Gazely was clerk in a little hotel in Newburgh before he came to New York to work in the old Madison Avenue Hotel. Then he went to the Waldorf and became room clerk there. Next he went to the St. Regis as manager when that hotel was opened. Then he got the idea that Chicago needed a first class hotel run along the lines of the Waldorf, so he worked among his acquaintances for a year or two with that bee in his bonnet and got enough money together to build a hotel out there, the La Salle, which is as big for Chicago as the Waldorf is for New York.

Mr. Gazely is managing director of the hotel. He has as his assistant manager John Conway-Hutchins, who started at the Waldorf as office stenographer, went out to St. Louis, came back to New York and became room clerk at the St. Regis, from which post he went to the La Salle when it was opened.

Frank S. Hight, manager of the New Willard Hotel in Washington, used to be one of the room clerks at the Waldorf and was one of the assistant managers when he went to the capital. Up in Ottawa, running the Russell House, is David Mulligan, who got his training at the Waldorf.

James Woods, who runs the big Hotel St. Francis in San Francisco, used to be chief clerk at the Waldorf, and even in Yokohama there is a Waldorf man in charge of a hotel, Halsey Mainwaring.

Walton Marshall, a recent graduate of the Waldorf, is going to be the manager of the new Hotel Vanderbilt. Mr. Marshall's training at the Waldorf was slightly different from the usual run. He started out in a minor position at the Holland House and then went with the American Auditing Company. Mr. Boldt got him and put him in charge of town accounts at the Waldorf.

There were a lot of bills owing that had seemed too difficult to collect. Young Marshall went at these accounts with energy and dealt with them so successfully that Mr. Boldt made him his personal representative and then vice-president of the hotel company.

Stanley Green, who runs a hotel in Detroit, was chief clerk at the Waldorf, and Alfred S. Amer, who has lately become manager of the St. Charles Hotel in New Orleans, was until last spring an assistant manager of the big hotel.

Of course there have been many examples of men succeeding in late years in the hotel business after modest beginnings who never had the advantage of a Waldorf training. There is one man who is the proprietor of a big New York hotel who started as a barkeeper in the old Hoffman House. He got the management of a suburban hotel and then a small hotel in the new Tenderloin which was pulled down several years ago. Next he got a lease of his present hotel, and his income may be judged from the fact that he has been quoted as saying he would not sell his lease for $5,000,000.

Fred Sterry, managing director of the Plaza and manager of a big hotel at Hot Springs, Va., and of another at Palm Beach, Fla., used to be cashier of a little hotel in Albany. He went to Saratoga and for many years was cashier of the United States Hotel, which in those days was frequented by thousands of wealthy and influential men from all parts of the country.

One of the proprietors opened a hotel at Lakewood, N. J., and sent Sterry down there as assistant manager. Next he went to Hot Springs and then to Palm Beach, and finally came to New York.

It is not often that a man gets into the hotel business in the way followed by R. H. Haan, proprietor of the St. Regis. Mr. Haan was educated in Hungary to be a banker. When he came to this country he decided that the outlook in the banking business was not so good as the wholesale wine business. Then, after some years, he started a restaurant uptown, and then when the Park Row Building was built he opened a restaurant in it.

When the St. Regis was built and it was announced that Mr. Haan was going to be its proprietor there were some hotel men who shook their heads.

"You can't make a hotel man out of a restaurateur," they said.

It was a pretty hard road at first for Mr. Haan, due to the fact that everything in the hotel in the way of furnishings was on a more elaborate scale than had ever been attempted before, and the word got about that only the very rich could afford to stop in the place. Publicity of this sort came near killing business at the hotel, and besides there was a fight on with the trustees of the neighboring church about a liquor license, which was prosecuted vigorously until surveyors demonstrated that the front wall of the church encroached something like two inches upon city property, and then Mr. Haan built a bar at the back of his hotel and nothing further was said.

Fred C. King, who is going to manage the new Hotel Reator, has been in the hotel business all his life, having started in a very small capacity. He has been connected with the opening of many hotels, until his friends have come to consider him as a sort of mascot, for no hotel with which he has been associated has ever failed. He was for years with Fred Sterry at Hot Springs, Va., and Palm Beach and helped Mr. Sterry to open the Plaza, where he was assistant manager until a few weeks ago.

The Cape to Cairo Railway.

From Daily Consular and Trade Reports.

The last section of the Cape to Cairo Railway from the north, viz., from Khartum to Wad Madani, about 100 miles, was opened on January 1, and the traffic during the first half year's working has surpassed all expectations.

The amount of produce secured from this new section has been a revelation to every one. The freight returns for the first month's working were $50,000. From most parts of the Sudan hitherto served by the railway one or two train loads a week would be considered good. On this new section a train every day has hardly been sufficient to carry down all the stuff, chiefly dhurra (native corn), gum and cotton. The fourth class native passenger traffic has produced almost enough to pay the working expenses of the section.

This is the first portion of the railway to leave the desert part of the Sudan and break into the edge of the land naturally fertile without artificial irrigation. If the success of this first 100 miles is any index to the possibilities of the rest of the country to the south, it would appear that the most sanguine forecasts of the country's commercial future were about to be realized. The rail head is now some distance further south, and the section will probably be opened to traffic next winter.

New English Fishing Ground.

From the London Daily Mail.

Some Yarmouth herring boats have discovered a new fishing ground off the coast of France, from which they are now bringing large catches to Yarmouth, or taking them into nearer southern ports in order to save the expense and avoid the delay involved in steaming back to the east coast. The discovery is the more important from the fact that the grounds off Lowestoft and Yarmouth have now been practically fished out this season.

A NEW SECT AND ITS PROPHET

Continued from First Page.

a couple of hours. I believe that the first experiment was successful and that he secured immunity from nausea.

But he said that the second time he tried it he was interrupted by one of the officers with a message from the captain begging him to desist on the ground that some of the lady passengers were frightened by his behavior, being under the impression that he was mentally deranged. He complied with the request, and deprived of his intellectual prophylactic his brain succumbed to physical sensations.

Even yet the controversy over the authorship of the famous "Flora" bust is not ended. It has been revived with undiminished bitterness by the action of Dr. Bode, who not only refuses to admit defeat but has authorized the bust to figure as frontispiece to the new guide to the Kaiser Friederich Museum. Leonardo da Vinci's name is boldly attached to it, despite the fact that the best expert evidence goes to prove that R. Cockle Lucas was the author of the bust. Dr. Bode also ignores the piece of bedquilt which on analysis was found to form the inside of the bust.

Dr. Bode's action has aroused a storm of protests from the partisans of Lucas, among them Dr. Pincus, who analyzed the wax of the bust. They are anxious to force the issue by an appeal to law.

The heirs of R. Cockle Lucas are being urged to start an action in the Prussian courts to obtain an injunction against Dr. Bode and the museum authorities to prevent them putting into circulation photographs or other reproductions of the "Flora" bust on the ground that being the work of an artist who died only in 1883 it is still protected for three years by the copyright act.

Recently too a book has been published by Otto Wigand in Leipsic on "The Leonardesque Flora, a Nineteenth Century Forgery." The author, Herr Martin Schauss, a sculptor, is one of the experts whom Dr. Bode himself invited to be present at the examination of the interior of the bust.

In his book, which consists of some seventy closely printed pages, with twenty-four illustrations, the result of personal research carried out in London, Paris, Lille, Dresden, Munich, Innsbruck, Florence, Verona, Padua and many other art centres, Herr Schauss not only proves conclusively that the bust at the Berlin Museum was cast by R. Cockle Lucas but he advances an entirely new theory as to the authorship of the clay model from which the coat cast was taken.

On the strength of some ingenious but not quite convincing arguments he endeavors to prove that the model for the "Flora" bust was produced about 1845 in the studio of Girolamo Torrini, the master of the famous Bastianini, whose imitations of Renaissance busts have more than once been bought by public museums as original works.

Bastianini was not a forger, but unscrupulous dealers did not hesitate to sell his works and presumably his master's as cinquecento originals. His now famous bust of Benivieni, for which Bastianini received £16, was bought by the Louvre as an early sixteenth century original for £544.

In spite of Herr Schauss's plausible arguments, those who have compared the profile of the "Flora" with the profile of the Clytie at the British Museum, a bust with which Lucas had occasion to become intimately acquainted at the time when he was daily working at the museum, will not be easily convinced that even the original model for the Flora wax bust was not Lucas's own handiwork.

The "brutal exploitation" of Jerusalem by its inhabitants for the sake of getting money from the tourist is complained of by a recent and evidently pious German traveller.

The road to Calvary, along which Jesus bore the cross, for example, is pointed out, although in fact the ancient city with its streets lies buried many a yard beneath the surface. The marks of His footsteps, the impression of His hand, the site of the Ascension and many other fanciful historical remains are used for the purpose of extracting backshish.

At the same time Dr. Richard Linde, the traveller in question, admits that not all he saw in the Holy City aroused such feelings of indignation. He was particularly and earnestly impressed by the scene that takes place each Sunday at the old wall of the Temple, three yards high and five long, where since the Middle Ages the Jews are wont to bemoan the vanished glory of their city. One hears the touching litany in the form of a dialogue between the leader of the lamentation and the wailing congregation around him.

"On account of the Temple which has been destroyed," begins the leader, and his song is taken up by the crowd with "sit we here solitary and weep."

"On account of the walls which have been destroyed, on account of the glory which has passed away," continues the leader, and again the crowd wailingly replies, "sit we here in solitude and weep," just as the daughters of Zion sat and wept by the waters of Babylon.

Or a prayer is put up to heaven. "Have mercy on the people of Zion!" sings the leader and the crowd continues, "Reassemble, the Children of Jerusalem!"

"Haste, haste, Thou Saviour of Zion!" and the crowd continues, "May the empire of Zion be again established!"

Such scenes as this, Dr. Linde says, suggest the true atmosphere of Jerusalem to the Christian, not the reliques and biblical travesties which are palmed off on the merely curious tourist.

The German Postmaster-General has just had put up at public auction the collection of Hanoverian stamps which was discovered a year ago. The auction was held at the well known mart of Lepke in Berlin, and resulted in the sum of nearly $22,000.

Private stamp collectors and dealers from England and most European countries competed. Chief interest was shown in a set of 1,500 green ten groschen stamps of the year 1861, divided into six lots and sold at from $750 to $1,250 the lot. The blue two groschen stamps of 1864 also led to lively scenes among the bidders.

The auction of the whole was so successful that the Postmaster-General has decided to hold similar auctions yearly.

King George and Queen Mary are choosing all British presents for their family and friends this Christmas. Articles made in other countries are rejected in favor of English manufactures. Queen Mary has purchased quantities of Irish lace, special calendars and pieces of British enamel work for her friends, while King George has chosen cigar and cigarette cases, matchboxes and scarf-pins.

The royal children follow their parents' example. Princess Mary is encouraged to make most of her gifts herself, and for some weeks past she has been industriously fashioning handkerchief cases, glove cases, photograph frames, &c., while the princes have had prolonged shopping tours, choosing all British articles for their parents and uncles, aunts and cousins.

To the older boys Christmas is a time for increasing their resources in machinery. Both the Prince of Wales and Prince Albert are deeply interested in anything connected with mechanical engineering. They have asked this year that complicated model machines be given them, so a model electric lighting plant has been purchased for the Prince of Wales.

It is complete to scale. Methylated spirits generate the steam. The boilers are of the vertical type, connected with speed engines directly coupled with Siemens armature dynamos. Prince Albert is to have a horizontal engine with Babcock water tube boiler, which is used to furnish power for a model workshop, including grindstone, sensitive pillar drill, a lathe and other tools.

The younger boys have asked for model railways which they can fit up themselves with station signal boxes, overhead bridges, etc. A special room is to be reserved at the palace for these railways.

Princess Mary, having passed the age of dolls, has asked especially for books, and some very finely bound sets are being prepared for her.

The latest "universal hair grower" discovered is a trip to the Arctic regions, or failing time and inclination for that, employment in a cold storage company. According to Sir Ernest Shackleton, the Antarctic explorer, extreme cold is one of the best means of strengthening the hair. In the course of an interview recently Sir Ernest said:

"All of the men who went with me on the south pole expedition with one or two exceptions possessed stronger crops of hair on their return to civilization.

"Extreme cold undoubtedly strengthens one's hair. As our party approached nearer the south pole our hair grew more slowly, but became thicker and stronger."

An official of a London cold storage company, interviewed on the same subject, stated that there was not a bald headed man in the employ of the company. He said that the men worked all day in a temperature of 20 degrees of frost and the cold undoubtedly made their hair thicker.

The Paris bar has been celebrating the centenary of the decree of 1810 by which Napoleon reestablished the Order of Advocates after its suppression at the beginning of the Revolution. Among the eleven hundred members of the French bar who were present at the banquet were about a dozen women.

There are fifteen qualified women lawyers at the Paris bar. The dean, Miss Jeanne Chauvin, is now a doctor in law, having been inscribed for ten years. She does not plead cases but teaches law. She is the author of a treatise on the law concerning children which is a text book on the subject. She lectures on law at five girls' schools in Paris.

Mme. Bocanowski-Petit, the second woman barrister inscribed, does not practise either. Mme. Benezech, a Russian, was very assiduous in her attendance at the Law Courts until she married a barrister and nowadays she is not so often seen there. She is very slight, with a childlike face—she was nicknamed "The Doll" by the other lawyers—and one day Judge Hugon, presiding in the Eighth Chamber, told the usher to "send away that child who has taken a place among the barristers."

Miss Marguerite Mile is the real dean of the woman lawyers who plead cases. She is skilful in her profession and her charming appearance is no detriment to her pleading. Mme. Maria Verone, who is married, is often heard in the Assize Court.

Another Russian, Miss Hélène Maropolsky, has had cases in the Assize Court, the correctional courts and the civil courts. She comes of a learned family. Her father and mother are both doctors in Paris, and her sister is becoming noted as a chemist. Her beauty and love of perfume may be guessed from the names by which she is known among her colleagues, "La Belle Hélène," "The Gazelle of the Law Courts," "La Jolie Parfumeuse." Mme. Grunberg, another frequent pleader, is the wife of a doctor and qualified as an advocate after her marriage. Most of the remaining woman lawyers are beginners and most of them also are endowed with an unusual share of good looks.

The committees of the various Paris academies which form the Institute have now discussed the question of the admission of women as members raised by Mme. Curie's candidature in the Academy of Sciences. Their decisions are kept secret, but it is known that in the Academie Française and in the Academies of Inscriptions and Belles Lettres and of the Moral Sciences a majority, a very strong majority, is opposed to the admission of women.

The Academy of Sciences has not yet declared vacant the chair formerly occupied by the late M. Gernez, so that no candidature for it is as yet officially in order. M. Gernez succeeded Prof. Curie in this chair, a fact which makes Mme. Curie's wish to occupy it easy to understand.

"At least half the accidents that happen to aeroplanes would not take place," writes Henry Farman in the Paris *Excelsior*, "but for the incredible carelessness of pilots. Of all the 200 I have trained only a very few take pains to examine their apparatus before starting.

"Although it needs only the breaking of an important wire, some slight displacement of the machine, a few grains of dust in the petrol, to stop the engine, many a novice who just knows how to fly will start across country or mount to a considerable height without having examined the apparatus. Others take an inverse risk: they modify their motor and alter the bearing surfaces of their planes, just as if they were skilled builders, never thinking of the danger they incur.

"It is no on training aerodromes that accidents occur, but at meetings held in unsuitable places where ten or fifteen aeroplanes are at work at the same moment. Trips across country seldom give rise to serious accidents. I have never had the slightest trouble, not even broken wire, and I have covered over 600 miles in the air.

"I consider the aeroplane less dangerous than the automobile when driven at the same speed."

The recent fight in Central Africa in which the French lost Lieut.-Col. Moll and seven other officers killed and four wounded has shown that the old Roman spirit is not dead in French mothers. Col. Moll's parents are both over 80, and this is the second son that France's colonial policy has cost them. Mme. Moll, the Colonel's mother, on hearing of the death of her son said:

"My second child has been killed in the service of France. My eldest, Xavier, a Lieutenant in the Tonkin sharpshooters, fell at Dec-Hat in 1890. His death was what decided his younger brother to enter the army. 'I will go to the colonies to avenge him,' he said.

"My country has already taken one of my sons and now it has taken another. This second loss is a supreme and grievous sorrow for me. But I think of France, for her the loss is irreparable. Destiny is truly cruel in carrying off from his country one of those who would have been a glory to it."

The Oldest Musician.

From the London Evening Standard.

William Kuhe, the veteran pianist, who claims the distinction of being the oldest musician in the world, is 87 to-day, having been born at Prague of German parents in 1823.

Throughout his long career Mr. Kuhe has given concerts in association with all the greatest artistes of the last half century and he introduced Patti, Trebelli and Christine Nilsson to the concert platform in this country.

Diamond in a Cigar.

Hillsboro correspondence Houston Post.

Citizens of Hubbard stopping at a local hotel here and attending District Court tell a strange story of suddenly acquired wealth. Will Kyle a few days ago bought a cigar from a dealer at that place. The cigar giving poor service on account of some impediment in the wrapping, an examination was made with a penknife and a diamond was found. The sparkler is valued at $225.

THE STAGE'S TRIBUTE TO HENRY IRVING'S MEMORY.

Bronze Statue Recently Unveiled Under the Walls of the Garrick Theatre in London. Paid For by the Dramatic Profession Alone.

Photo copyright by Topical Press, London.

STATUE OF SIR HENRY IRVING IN CHARING CROSS ROAD, LONDON.

LONDON, Dec. 15.—Within a stone's throw of the heart of London's theatreland, under the walls of the Garrick Theatre, stands on a plinth of Portland stone the nine foot high bronze statue of Henry Irving, which was unveiled recently. It was by subscriptions raised among the theatrical profession alone that the memorial was erected, "in unexampled and unique fact," as the veteran actor Sir John Hare observed upon performing the act of unveiling.

The statue is by Thomas Brock, a Royal Academician, and represents Irving wearing his doctor's gown and hood, in his left hand a roll of paper. The conventional masks of Tragedy and Comedy repose on either side. As a statue it may be said that there is more life in this latest addition to London's public monuments than there is in the great majority of the unhappy London statues.

H. B. Irving returned thanks on behalf of the family to his comrades of the profession. On the plinth is inscribed:

"Henry Irving, actor, born 1853, died 1905, knight; Lit. D., Dublin; D. Lit., Cambridge; LL. D., Glasgow; erected by English actors and actresses and others connected with the theatre in this country."

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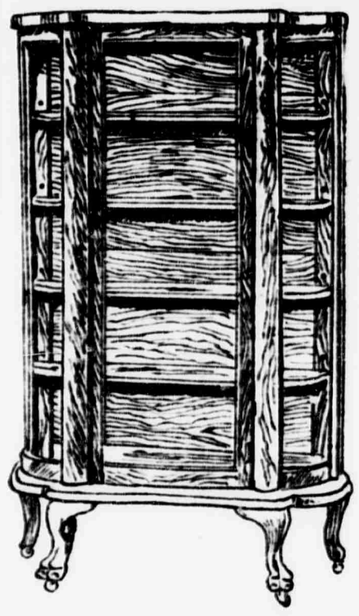

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