

A Home Printing Business in England

Carried On By Three Sisters and Found By Them To Be Congenial and Profitable.

"With the assistance of my two sisters, I carry on what is known as a home printing business in England," said a young English woman who has been travelling in this country for several months. "I haven't seen anything of the sort in America, though I should judge women over here might find such work both profitable and pleasant."

"We inherited the business from our grandfather. He taught us, just as he had our mother. Our father was not a printer, but after our grandfather's death our mother took up the business and we took it from her."

"We do all the work in our home, and to an American it may seem peculiar to have a printing press in one's home in a room adjoining the family living room, but there are a number of such establishments in England. Ruskin's books were all printed in a home press up to the time of his death, or even a little later. We do not print books of one author like the George Allen Company, which printed for Ruskin. We do a general line of job work and fill in our spare time by taking fancy printing orders from printing houses being a lower grade of work. We have some half dozen publishing houses on our list of customers and between them we get all the books we are able to print."

"In our family we are not specialists. Any one of us who chances to be idle does what comes up to be done. We learned that from our mother, who had to be proof reader, compositor and all the rest on one occasion when my grandfather fell ill, with a lot of important work to be finished by a certain time. After that experience she familiarized herself with every detail of the work and she had us do the same."

"A few years ago when there was a strike in the printing plant of a London publishing house we were busy night and day doing the work those people had contracted for. We never strike breakers, and so far as I know our doing the printing aroused no unpleasant feeling among the striking printers. The work came just as any other might have come with the

understanding that it was to be completed by a given date."

"There are seasons when we are at it early and late and other times when work is slacker than we would wish, but all things considered, our earnings are above what they would be unless we were unusually successful lawyers or physicians or had worked up a large shop business of some sort. We keep up the standard of our work and charge as much as larger establishments which do the same grade of printing and binding."

"Oh, yes, we bind books. Handbound books are said to outwear those bound by machinery. I am not sure that the two would not wear equally well if the same care and materials were used. The wear of a book depends largely upon the paper, the material with which it is bound and the sewing. Tape sewn books are much more lasting than the others. As the majority of handbound books are sewn with tape, you seldom find them falling to pieces."

"We solicit orders personally and by sending out circulars. In that department, as in every other, we take turns. Sometimes there are persons who are clearly easily managed by one of us than by another, and of course we handle in such cases that the business is handled by the person who can get the best results. In printing of our own paper was offered to us, but I didn't promise to say quite as well as our regular line and we refused it. Personally I should like to devote all our time to printing and binding books, good editions, but unfortunately that doesn't pay as well as certain branches of jobbing."

"When people hear I am a printer they sometimes fancy that I am or should be untidy. I mean over here in America. While it is not a work in which I would advise the wearing of white clothes, it is nothing like as hard to keep neat while engaged in doing housework. We wear short skirts and wash shirts, waists, and I don't believe it is very often that any one would find us too untidy to appear at a moment's notice. Our hands suffer to some extent from the ink, but it is possible to wear gloves in much of the work, but altogether I think it is as clean, womanly and remunerative as other professions. We prefer to be working in a factory or office, and I believe many women in America would find it congenial and profitable, especially in the smaller cities."

THE AUTHOR AS BUSINESS MAN

HARD WORK PUT INTO HIS BOOKS BY F. O. BARTLETT.

Writing Considered as a Profession—Regular Hours of Work and Much Revision Needed to Produce Results—A Chance Entrance Into Literature.

"The man who waits for an inspiration usually waits for a publisher," said Frederick Orin Bartlett, the novelist, to Witter Bynner in an interview for the *Book News Month*. "Most of the time, mysticism and claptrap with which authors used to fool themselves and the public about their ways and means of work has gone to the ash heap; a man doesn't have to be eccentric any longer to be considered a genius."

"The average author considers himself more a professional man than an artist. For that matter so does many an artist. He goes at his work soberly, seriously, industriously. He dreams his dreams, to be sure, but he spends the better part of the day in doing his work. First he learns to write and then, after a while, he learns to rewrite. He studies men and women to find material worth writing about. He studies the newspapers. He studies magazines."

"He studies his market, unless he prefers to remain a mute, inexpressive Milton. That doesn't mean that he bows slavishly to it and stifles anything of merit he may really have to say in acceptable form. And always he may have the comforting thought that if his ideas are big enough he may make his own market and voice his message in any form he chooses. In the meanwhile he need not starve to death in a garret. But the important thing is regular work."

"Personally, I prefer to do my work in the morning. I find myself fresher and the world fresher by beginning instead of ending the day at 4 A. M."

"I rise at this time, make a cup of coffee and do the best of my work between ten and 7:30. I stop for breakfast and continue until 11. I rewrite, rewrite, and correct proofs. Then I'm through for the day except for a walk in the afternoon and some reading in the evening. I go to bed before 9 than after."

"I do all of my work on the typewriter. I do this because on the first draft I work more rapidly than I can push a pencil. It is an unsentimental method, but an extremely practicable one. However, I don't stop there."

"The first draft is scarcely more than a scenario, although it is very apt to contain more words than the final draft. I go over this with a pencil, making from three to five alterations a line, cutting out whole pages and sometimes whole chapters. Then I take what is left and rewrite it on a typewriter. I don't know how many times I go over it, but I can't say it's play hard, joyful play."

"In the summer, when I have left my winter home in Cambridge for Brighton, Me., I very often lend my machine upon a wheelbarrow and go out among the pines for the morning's work. Behind my bungalow there is a stretch of woods five miles wide by three miles deep, unbroken save by wood roads, and there I have my choice of a thousand cool, shady studies. The tent is cheap, and if I don't like the other tenants of the building—the black ants have a weakness for white paper—I have only to lift the handles of my wheelbarrow and move on down the first pine-scented aisle to another location."

"I'm going to keep my bonds that way when I get 'em."

"I expect to have 'em some day," said Mr. Hopeful, "and when I do get them I'm going to keep them the way a man I know does that's got a lot 'em. I mean bonds."

"If a man owns one bond, or maybe two or three, he's likely to keep them folded up and then when he wants to cut the coupons he has to unfold the bonds to get at them. That I speak of is a man who has had and found in bonds. Kept in this way they are vastly more convenient to get at, and cutting the coupons is easy work."

"I'm going to keep my bonds that way when I get 'em."

"Softening the Blow."

From the *Atlantic Monthly*.
Our American negro, who for the most part have only a thin veneer of civilization, turn instinctively to rhythm in performing any simple task. The boy at the stand who blocks my shoes plays me a merry tune with brush and rag, and an old negro whose duty it is to awaken the guests in a Southern hotel tempers the early morning call with the following ditty:

I know you're tired, and sleepy too;
I hates to wake you, but I has to do;
So please raise up!

GILBERT AS THEY RECALL HIM

PERSONAL RECOLLECTIONS OF AUTHOR OF "PINAFORE."

A Good Dancer, but Not a Musician. The Sting in His Act. An Instance of His Kindness of Heart. His Idea of Himself—The Quickness of His Wit.

The July number of the *London Bookman* contains many personal recollections and anecdotes of W. S. Gilbert.

"I heard," relates George Grossmith, "a lady say to him, 'Oh, Mr. Gilbert, you never could write such perfect rhythm.' Indeed I am not," replied Gilbert. "I only know two tunes. One is 'God Save the Queen' and the other isn't."

"This was many years ago. There was a good deal of truth in it. At a cheery little dance about the year 1879 the band struck up 'The Sorcerer's Lancers.' The music was familiar to him and he immediately hoisted his slacks to a Jack Tar, fully under the impression that they were playing the 'Pinafore' lancers. Gilbert was a very excellent dancer, by the way."

"Gilbert was never provocative, but he was provoked he would reply with a courteous little sting which was far more painful than that of a wasp, because it lasted longer."

"I was seated beside Gilbert many years ago at the Beefsteak Club when a young scion of the aristocracy who had just been elected a member of the club came in with two of his supporters, and the three sat opposite to us. The young scion began talking loudly, exclaiming that he had been to see 'H. M. S. Pinafore' at the Opera Comique and that he had never witnessed such rot in his life."

"He continued dilating upon the subject until, after many efforts on the part of one member, by signs, to call his attention to the fact that the author was facing him, another friend sent him a little note. Gilbert never took his eyes off the plate, but I was watching the effect of the note; the change of countenance was extraordinary. After a pause the scion said, in a still louder voice:

"But of course I shall go again, because the draught was so awful, the wind was blowing all round the theatre, and I shall go again."

"Gilbert raised his head and said: 'I should not do that if I were you. The piece was not written for victims to atmospheric pressure!'"

"The excerpt: But to benefit humanity however much I plan. Yet everybody says I'm such a disagreeable man. And I can't think why!"

And in the splendid song, one of the best Sir William ever wrote—is sung by King Gama in 'Princess Ida.' It was very fortunate for me that this character it was my lot to play.

"One swallow may not make a summer, but," said Mr. Blinkinton, "one fly may make a lot of trouble."

"This is the fly that comes into our room with the first dawn of these early summer mornings, when by rights we have two hours sleep still due us, and lights on our nose and wakes us up and from that on continues to annoy us."

"I don't think much of the fly in any way and still I cannot believe that any fly so disconcerting to me. It has two wings, in waking us up and keeping us thereafter constantly disturbed until it is time for us to get up it is simply following a fly habit transmitted to it through countless generations of its race. It is not moved by any personal animus toward us, nor is it responsible for what it does; it is simply obeying its instinct to light on somebody."

"But for all that I swear it remorselessly when I can, as I would all flies if I could."

Steam Kissed Oranges.
From the *Dietetic and Hygienic Gazette*.
The final ripening process in the preparation of California oranges for the market is the exposure of the fruit to steam vapor, which imparts the golden yellow color described on the label. This process is also employed to a large extent in producing this steam vapor, electric immersion coils in open tanks of water are used for heating the oranges. The warm humidity required to give the final tint to the orange of commerce.

Where Breakage Is Expensive.
An aeroplane manufacturing company announces that it will organize several aviation schools and that it is looking now for students. Tuition will be given free to machine purchasers; to all others the price is \$500, payable in advance. Breakage is extra, but for the sum of \$500 extra the company will pay for any breakage during the tuition.

From the *Kansas City Journal*.
The five railroad counties of southwestern Kansas got more railroad surveys and fewer railroads than any other section of country in the civilized world. During the last twenty years more than twenty-five railroads have been surveyed in that section. At the present time six different surveys are being run.

At first the settlers out there took the matter seriously and had great hopes. But they pay no more attention now to a railroad surveying party than to a howling coyote. Nearly every township in the five counties has been gridironed with railroad surveys, but before the people get excited again they find that they must see the rails and ties before laid.

London's Great Fur Sales.
From the *London Graphic*.
An interesting sight in London is one of the great periodical sales of raw skins and furs held at a fur warehouse in the city. The magnitude of the trade and the vast amount of money involved would surprise any one who visited one of these sales for the first time. At the premises in Great Queen street one can wander from floor to floor piled with thousands upon thousands of skins until one begins to wonder where all the creatures they once clothed lived.

Big Up-State Elm.
From the *Watkins Review*.
One of the largest elm trees cut in this part of the State recently was one laid low by the storm of June 15 at Rock Stream. This monster measured four feet four inches across the stump and was over thirteen feet in height.

Power of an Air Brake.
From *Science Spectator*.
Some idea of the power of an air brake may be gained from the following facts: It takes a powerful locomotive drawing a train of ten passenger cars a distance of about five miles to reach a speed of sixty miles an hour on a straight and level track. The brakes will stop the same train from a speed of sixty miles an hour in 700 feet. Roughly it may be stated that a train may be stopped by the brakes in about 3 per cent. of the distance that must be covered to give it its speed.

FORTY YEARS OF PIG IRON.

Changes in the Sources and Handling of the Ore.

The changes occurring in what a writer in the *Iron Age* calls "forty years of pig iron" are shown in several ways. In 1871 iron rails commanded \$70 a ton. In 1910 no iron rails were made. In 1871 steel rails were \$102 a ton and in 1910 they were \$28 a ton.

The consumption of iron ore in the United States for the year 1870 was 3,831,891 and the production of pig iron was 1,665,179 gross tons. At that time Pennsylvania headed the list of States, with fully one-third of the iron ore won.

Later Michigan and subsequently Minnesota took the lead, the record for 1909 being: Minnesota, 28,975,149; Michigan, 11,900,844; and Pennsylvania, 666,989 gross tons, the estimated production of iron ore in the United States in 1910 being 53,500,000 tons.

For seventeen years before 1871 the Marquette range in Michigan had been shipping mineral, but the entire output of 1871 (813,379 gross tons) was less than the storage capacity in 1910 of the 6,918 pockets in the twenty-nine shipping docks on the Great Lakes, through which in that year 42,619,000 tons of iron ore were loaded into vessels. The total production of this range for seventeen years was less than the output in 1909.

Iron ores from the Marquette range of Michigan (the only producing section of the Lake Superior region) were then (1871) principally used to mix with other ores, and the various sources from which ores were assembled at blast furnaces are suggested by the record that in 1873 eleven furnaces in Pittsburgh and vicinity produced 141,773 gross tons of pig iron from the following localities:

By rail, Lake Superior ores	202,840
By rail, Lake Champlain ores	3,440
By rail, Iron Mountain, Mo. ores	24,380
By river, Iron Mountain, Mo. ores	88,488
Native ores (mostly carbonates)	1,492

Total 320,844.
In 1910 on the other hand, forty-seven blast furnaces in the Pittsburgh district produced 5,320,998 gross tons of pig iron from 10,000,000 tons of ore brought from the Lake Superior region, practically a tenfold increase. A furnace in a local district output augmented thirty times.

Much of the ore is now never touched by the miner, shipper, laborer or furnace-man from the time it leaves its natural bed, with corresponding quantities of flux and fuel, it enters into the charge of the modern blast furnace, the product of which averages ten times that of the larger furnaces of 1871. Indeed, a considerable portion of the iron ores now smelted are not touched by the hand of man until, after passing through the blast furnace, being handled by roller cars in a molten state to casting machines, rollers and converting plants and mills, they become finished merchantable products.

That One Fly That Comes in With the Dawn.

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THE REAL ESTATE MARKET

WEST SIDE THE MOST ACTIVE LAST WEEK.

Eight Apartment Houses in That Section Changed Hands—Dyckman Tract Continues to Attract Builders—More Lots for the Fourth Avenue District.

With the exception of the first two days last week's market could not be called dull. Of course it was not as active as a few weeks ago, but that must be expected as the midseason approaches. Trading the first two days was below the average, and for that reason it looked as if the dull period had arrived in earnest. Wednesday's trading, however, changed the appearance of things, as it proved to be one of the best days the market has had in at least ten days. On that day four apartment houses changed hands, as did a fine Fifth Avenue dwelling and a number of lots in the Dyckman tract.

Trading in the Dyckman section seems to be the feature of the current market. Hardly a week has passed since the first of the month in which there have not been two or three sales reported from that section.

Since the first of the week over fifty lots have been sold, most of which will be improved. There does not appear to be any reason for this activity. No new transit facilities have been provided for the section, and it is about a year since the car line through 207th street connecting The Bronx with the subway station at 207th street has been put into operation. This has brought much traffic into that section, which no doubt has had something to do with the present

speculative movement. If buying continues it is predicted the movement will develop into a full fledged boom. The Dyckman section has had several booms, but these have been of the forced kind brought about by a coterie of operators of the Dyckman property which corners of North avenue and 214th street, for their holdings. Whether the current activity is of the manufactured order is still to be seen. The Dyckman district has been dormant for several years, and is about ready for the builder. Much building has been going on in adjacent sections, and for this reason it is thought the present speculative buying is the forerunner of an extensive building campaign in that neighborhood.

That values have climbed high in that district since the opening of the subway is illustrated by the sale the other day of six lots on 21st street, near Tenth Avenue. These lots were sold in 1905 for \$1,600 each. In the recent transaction which was the sixth since 1905, they sold for \$9,000 each, an increase of nearly 600 per cent.

Most if not all the improved property sold during the week was secured by buyers for investment. The investment purchased comprised several big West Side apartment houses and a dwelling on Fifth Avenue opposite Central Park.

Of the apartment transactions that involving the Stadium View and Shore View was easily the best of the half dozen reported. They were bought by the New York Real Estate Security Company, which is the youngest of the big real estate corporations in this city. It was formed only a few months ago, yet it owns the twenty story office building at 42 Broadway, valued at \$7,500,000, and three apartment houses on Seventy-seventh street east of Madison Avenue, together with several other well located properties. The houses bought last week make the third big parcel acquired by the company since January.

The houses, which are not more than a year old, were valued by their builders, Paterno Bros., at \$80,000. They are twelve stories each and cover a plot of 117 1/2 feet on the Drive adjoining the north corner of 114th street.

The most interesting thing about the transaction is that they are the sixth apartment built by Paterno Bros. in the last eighteen months in that section to be sold. The firm built eight houses in that general neighborhood and with the exception of the Coliseum, at the south corner of Riverside Drive and 116th street, and the Sophomore, on Claremont Avenue just north of 116th street, has disposed of them all at most before they were finished.

There can be no better example of the strength of the market for high class

property than this. It is the high class apartment district of the city and owners are never burdened with vacancies. This section has not always been held in this high position. Three or four years ago it was, comparatively speaking, open country. Paterno Bros. were the first to see that it was the place for high class apartment houses. They built their first house in 116th street and have kept at it ever since.

In those days \$1,000 a front foot was a high price. The year following the advance of the Paternos into the section values jumped to \$27,000 for a lot 25 by 100. Last year Mr. Paterno paid \$127,000 for the two lots on which the Coliseum stands. It is a corner, but nevertheless it shows how values have increased in the neighborhood of Columbia College.

This was not the only apartment in that neighborhood that was sold last week. Amole Hall, on 111th street just east of Broadway, which was finished last year, figured in a deal in which a parcel in North Yonkers was given in part payment.

This is the last of a row of three eight story apartments on this block that has been sold inside of a few months. The other houses are the Charlemagne, and the Romano. They were bought by the Gray Realty and Development Company from Harry B. Davis.

In the sales of the West Point by the Henkle Construction Company to Bradley Martin and the Wilton apartment and Hamlet Court by Daly & Carlson the Heights was well represented.

In the deal for the West Point close to \$300,000 was involved. Mr. Martin gave in part payment fourteen lots at Nagle Avenue and Arden street, upon which Mr. Henkle will erect six houses. The sale of the Wilton apartment and Hamlet Court was probably the largest deal closed on Washington Heights in a considerable period. The houses which cover the west side of the block on Broadway from 164th to 166th streets, were acquired by the Hoguet estate, which gave in part payment seventeen lots in the Dyckman section. The property will be improved by

fourth north to Fifty-sixth streets. Here can be found most of the largest dealers in New York.

Though the deal has not yet been closed, it will be soon. Shortly after the deal is passed, it is said, the work of building a fifteen story structure will be started. Fourth Avenue, though not so active as usual, was by no means dead. On Twenty-third street, between Fourth and Lexington avenues, a parcel was bought by an adjoining owner, who plans to improve the combined lot with a twelve story building. This deal relates to the purchase of 117 by Mrs. D. W. Keith, who owns 115. The improvement is the third planned for the block, since the purchase and resale of the northwest corner of Lexington Avenue and Twenty-third street by the Fifth National Bank.

In Twenty-fifth street, between two and three avenues, two old dwellings were bought for improvement with a tall building. The name of the buyer was not announced, but it was said that A. L. Morlecci & Son, who bought the two houses in the rear at 121 and 123 East Twenty-fourth street, were the buyers. The success of the operation is not known by Henry Corn at the northeast corner of Fifth Avenue and Twelfth street was acquired last week by the leasing of the block by Samuel Rosenthal & Bros., one of the largest manufacturers of children's clothing in the city. When Mr. Corn bought the property from Thomas F. Ryan last March many thought he had made a mistake. It was pointed out that the section was a dead one and very few firms would be induced to locate there. Since the announcement of the Rosenthal lease those who saw failure before have changed their views. They believe the deal will not only boom the building, but also the entire section, which has never been a very strong business section. The building is to be finished next year. The firm will occupy about 162,000 square feet which is more than half the building. The lease, which is for ten years, involves between \$500,000 and \$600,000 in rent. The building is to be finished next year. The firm is now at the south side corner of Mercer and Bleeker streets, where they occupy a ten story building. As the



CLUBHOUSE AT LARCHMONT GARDENS.

new owners who apartment houses. The apartment lots are acquired by the Roguet estate six stories high and cover a plot 250x100. They will be sold by the estate as an investment. The disposal of the Dyckman property which corners of North avenue and 214th street, for their holdings. Whether the current activity is of the manufactured order is still to be seen. The Dyckman district has been dormant for several years, and is about ready for the builder. Much building has been going on in adjacent sections, and for this reason it is thought the present speculative buying is the forerunner of an extensive building campaign in that neighborhood.

That values have climbed high in that district since the opening of the subway is illustrated by the sale the other day of six lots on 21st street, near Tenth Avenue. These lots were sold in 1905 for \$1,600 each. In the recent transaction which was the sixth since 1905, they sold for \$9,000 each, an increase of nearly 600 per cent.

Most if not all the improved property sold during the week was secured by buyers for investment. The investment purchased comprised several big West Side apartment houses and a dwelling on Fifth Avenue opposite Central Park.

Of the apartment transactions that involving the Stadium View and Shore View was easily the best of the half dozen reported. They were bought by the New York Real Estate Security Company, which is the youngest of the big real estate corporations in this city. It was formed only a few months ago, yet it owns the twenty story office building at 42 Broadway, valued at \$7,500,000, and three apartment houses on Seventy-seventh street east of Madison Avenue, together with several other well located properties. The houses bought last week make the third big parcel acquired by the company since January.

The houses, which are not more than a year old, were valued by their builders, Paterno Bros., at \$80,000. They are twelve stories each and cover a plot of 117 1/2 feet on the Drive adjoining the north corner of 114th street.

The most interesting thing about the transaction is that they are the sixth apartment built by Paterno Bros. in the last eighteen months in that section to be sold. The firm built eight houses in that general neighborhood and with the exception of the Coliseum, at the south corner of Riverside Drive and 116th street, and the Sophomore, on Claremont Avenue just north of 116th street, has disposed of them all at most before they were finished.

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speculative movement. If buying continues it is predicted the movement will develop into a full fledged boom. The Dyckman section has had several booms, but these have been of the forced kind brought about by a coterie of operators of the Dyckman property which corners of North avenue and 214th street, for their holdings. Whether the current activity is of the manufactured order is still to be seen. The Dyckman district has been dormant for several years, and is about ready for the builder. Much building has been going on in adjacent sections, and for this reason it is thought the present speculative buying is the forerunner of an extensive building campaign in that neighborhood.

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