SHE MAKES $2,000 YEARLY WITH FAVORS

Buys and Sells Land From and To Soil Tillers With Substantial Profit.

WORKS HARD, BUT HAPPY

Every New Place Purchased Is Improved and Sold to Handsome Advantage.

"Two thousand a year and all expenses is what I get from my profession," said a woman who makes a business of picking up small country places at low prices, making them attractive and selling them at an advance. "I was formerly a school teacher. Seven years ago my mother and I went into a small New England town for the summer. We were not satisfied with our boarding house. Looking about for another, we discovered for sale a small farm of ten acres a little out from the centre of things.

"It had been without a tenant for several years and the house was not in very good repair. We liked it so much and both mother and I had such a craving for some place we could call home that we determined to try living in it that summer with a view to buying it for a permanent summer home. The rent was cheap and the owner willingly gave us a year's option on it.

"That summer I read a piece in a magazine written by a man who had bought a number of rundown farms, put them in working condition and then sold them at a profit. Mother and I talked the scheme over and decided to make the experiment. We spent that summer making that place as attractive as we could. We left our furniture in it during the winter and the next summer paid the first instalment of the purchase price, $1,000. We moved out early and I commuted back and forth to my school.

"By the time summer came we were so much attached to our little home that we discussed the advisability of taking it off the market. Before we carried out this idea the agent came over with a man looking for a summer home. He was a college professor and wanted a modest house with a few acres conveniently near a post-office. He paid us $1,200 cash for the house and five acres.

"We liked the little place so much that we kept the five acres intending to build on it. In the next town we found a tumbledown house with six acres for sale at $800 on easy terms. It was a large house and had been handsome in its day. The floors and roof were so bad that we were forced to go back boarding while carpenters made the place habitable, or at least three rooms of it.

"Once in the house we decided on having new plumbing and a furnace. We drew on our small bank account to the extent of $500 for repairs that fall. The next autumn we gave up our flat in town and I commuted until after Christmas. Then we came out again early in March, spent that month rehabilitating the interior and as soon as the ground was ready to work we began in the garden, the orchard and the chicken yard.

"You see this was quite a place and we determined to put it in perfect order and ask a high price. In July we sold it for $5,000. It had cost a few dollars less than $2,100. Of course mother and I had put a lot of hard work into it, but even at that it was a high profit. The beauty of it was that everybody agreed that it was fully worth our selling price.

"Besides making the house and gardens attractive we had put in a chicken yard with ten hens and one rooster, and in the cowhouse there was a graded Jersey cow fresh to the pail. The purchaser was a city family with several small children. They wanted both the milk and the eggs.

"From this place we moved to another vacant, dilapidated house with a few acres, most of it apple orchard. At least it had been an orchard, though when I bought it about half the trees were so nearly dead that I was strongly inclined to follow the advice of a neighbor, cut them all down and burn them up. Fortunately I decided first to consult a forester.

"Looking for one who would take the job at a reasonable price I came across a young woman who was just starting out as a practical forester. She came on to the farm for $5 and her railroad fare. After looking the place over she offered to trim and spray every tree on the place for $100. She told me afterward it was her first fee as a forester. It happened four years ago and to-day that orchard and the trees on the place are as handsome and thrifty as any in the vicinity.

"We lived in that place the second summer, enjoyed all the comforts of a large, handsome house, a good vegetable garden, fresh eggs and rich milk from our own stock and in the autumn sold the apples on the trees for $219. We moved out in October, having sold with a profit of $2,600.

"Having already picked out a fourth place to be made habitable we paid the necessary instalment and moved into town for the winter. The carpenters and plumbers began work on that house in February and we moved in a month later. We spent all that spring and summer putting it in order, making the flower and vegetable gardens, planting the farm of four acres, establishing our flock of chickens and making our cow feel at home. When the fall came we decided to remain in the country all the winter. I resigned my position as teacher, bought another run down farm near the one on which we were living and went to work to get it ready for occupancy the next spring.

"We felt by having two places we would be able to secure a home for ourselves. In case we sold either we wouldn't be forced to go back to boarding. We sold the first and larger house along in March. In June the second farm was bought by two sisters who wished to move in the next day. They came and we boarded with them for three weeks, until we could clean up another old house in which undesirable tenants had been living for years.

"This place was the most dilapidated I have ever undertaken. It took pretty hard work all that summer, the following winter and spring to make it attractive. Even then this attractiveness included only the interior of the house and the grounds. It was an old shingled house and we didn't care to go to the expense of recoloring the whole house. It had been painted a dark brown and we had freshened it by putting on one coat of paint.

We didn't have a single bid for that place the first summer, though it was one of the most comfortable homes we have ever had. We remained in it all the next winter working on a place near by. In the spring a friend suggested putting bright colored awnings on the old house which we were beginning to fear would never get a purchaser. The awnings went up at a cost of $50 and in less than a month we had sold the place at a good profit. That taught me a good lesson, the necessity of making a place cheerful looking outside as well as within.

"In selecting my places, I am careful to have them conveniently situated so far as post office and stores are concerned. This of course means a reasonable distance from the railroad station and usually a church and school. Most of my places have been bought by city people for summer homes, though now and then I sell to people who want to farm or raise poultry. One place I sold recently to a woman who now conducts a paying dairy farm on it.

"All my places since that very first farm have been equipped with new plumbing and heating apparatus before I put them on the market. People demand such conveniences and very few of them know what to do if such things are not already in the house. Though I greatly enjoy working up a place and watching its development, the majority of people want it to look attractive before they put their money in it."

1,500,000 HORSE-POWER.

Hydro-Electric Projects to Develop It in the South.

Hydro-electric developments under way and projected in the South probably exceed in the magnitude of money to be invested and the extent of power to be developed by hydro-electric operations in any other part of the world. English and Canadian capital is being turned into the South through these operations on a very large scale.

Without including companies operating prior to six months ago in construction work and taking only those that have been incorporated or definitely announced during the six months from October 1, the *Manufacturers' Record* has reported the organization of new companies for hydro-electric operations in the South with an aggregate capitalization of over $225,000,000 and whose plans look to the ultimate development of over 1,500,000 horse-power.

The magnitude of these enterprises is indicated in a capitalization of $55,000,000 of the company recently formed by London bankers to begin the immediate development of a 60,000 horse-power plant in Alabama and owning properties having an aggregate power of 400,000 horse-power which it is proposed to develop as rapidly as the situation justifies. In connection with this enterprise plans are being made for the utilization of a large amount of this power for the extraction of nitrates from the atmosphere.

A company recently organized to take over street railway and power plants and undeveloped power sites in Georgia has a capitalization of $57,000,000. This company is now developing a power plant of over 100,000 horse-power upon which about $11,000,000 are veing expended. It proposes additional development of over 200,000 horse-power, which with plants now controlled will give it an ownership of about 400,000 horse-power. In connection with this enterprise a comprehensive system of interurban electric railways is proposed.

Leading Pittsburg bankers have organized a $27,000,000 company and secured water-power sites on the Cheat River in West Virginia with a view to the development of hydro-electric power to be carried to western Pennsylvania and eastern Ohio. Chicago and New York capitalists have secured control of a number of developed and undeveloped powers in Tennessee, a railway system in Nashville and a railway and light company in Chattanooga, and have organized a company the securities of which are reported to have been three times oversubscribed a week ago when brought out. This company has developed powers and undeveloped powers which will be improved aggregating for the two about 130,000 horse-power.

Some of the same interests are identified with extensive work in southwest Virginia, where 29,000 horse-power is being developed by construction work under way, to be followed by an additional 75,000 horse-power, giving an aggregate of over 100,000 horse-power to the company, which is capitalized at about $25,000,000. Properties have been purchased in North Carolina by a Pittsburg company having an aggregate of several hundred thousand horse-power, and the utilization of which, including the building of a great aluminum plant, will represent an ultimate outlay of $12,000,000 to $15,000,000.

LEGUMINOTHERAPY.

Science of Frivolous Green Peas and Poetic String Beans.

Leguminotherapy is the latest scientific novelty. It is a big name for vegetable diet—not, however, the ordinary vegetable diet, but according to the *National Pharmacist* a scientific diet whereby the exact physiological and temperamental relations of each vegetable to the human system are carefully determined.

Green peas, for example, according to this new science, cause frivolity, and should be withheld from young ladies with a tendency to flirt. On the other hand, they are excellent for wall flowers and pessimists, and should be given in generous helpings to bashful boys.

Carrots develop good temper and amiability, and are particularly recommended for janitors, car conductors and ticket agents. The potato develops reason, as well as calmness and reflection; but care must be taken lest it induce apathy and indifference or that disinclination to work which is observable among boys who are fed daily on fried potatoes.

String beans stimulate the poetic and artistic faculties; while cabbage and cauliflower, nourishing though they are, excite to obstreporousness and are therefore to be shunned by those in training for the parlor.

Strange New Mexican Spring.

From Harper's Weekly.

One of the most remarkable springs in the world exists in New Mexico. It is saturated with sodium sulphate. Distilled water weighs eight and one-third pounds per gallon; the water of this spring weighs ten and two-thirds pounds. The temperature of the spring is a little over 110 degrees Fahrenheit.

As the saturated liquid overflows and cools it forms a crystalline mass like ice, which, in the course of ages, has spread into a snow white bed of solid sodium salts, miles in extent and as level as a lake. The warm brine, it is reported, is inhabited by a shrimp-like organism, and a species of plant is found growing in the dry expanse of sodium sulphate.

POEMS WORTH READING.

The Ever Grinding Mills.

Shower of rain and shower of sun—
  Soul of the soil, awake!
  Walls of the seed cell, break!
Strongly the generous juices run
In earth's full veins; each uttermost one,
  Glad in the year's glad morn,
  Stirs with a hope new born—!
Hope that each germinal fibre thrills,
Passion eld as the god of the hills:
  God of the hills, eterne,
  See how thy creatures yearn,
Being but grist for thy grinding mills.

Grist for the mills that grind: from the seed,
  Tiniest seed that lies
  Waiting the warming skies,
On to the mightiest breathing breed
Mothered of earth—the wheat and the weed,
  Man and his brother beast,
  Greatest not less than least,
All to be ground as the Miller wills;
Tell us, artificer of the hills,
  Are we but, as we seem,
  Parts of a living dream—
Dream creatures dreaming the grinding mills?

Grist for the mills: if the grist rebel,
  Bidding the harsh wheel halt,
  Is it the Miller's fault?
Giving us mind was cruel?—Ah, well,
Filling the mind with heaven and hell,
  Giving the soul a voice,
  Dressing up fate as choice
Was perhaps more well meaning than kind;
What if the will, and what if the mind
  (Will that forthbrought the plan,
  Mind that it gave to man)
Were themselves—grist for the mills that grind?

Outstreaming sun and down dropping rain—
  Spirit of pregnant earth,
  Praying to give in birth,
Soon thy baptism of exquisite pain!
Tremulous, burning pith of the grain,
  Find in the clod a soul!
  Seek, O my heart, thy goal—
Courage! Look up, look up to the hills!
Conviction comes, and God! how it thrills:
  Incomplete were the scheme
  And imperfect the dream
Save for the grist that feedeth the mills.

OWEN TERRY.

The Unfinished Song.

Unto my soul comes music sweet and clear,
  The keynote of celestial harmonies,
  Borne to me on the tide of memories,
Now sounding faint and distant and now near.
Alas, the song complete I never hear,
  But even the broken strains have made me glad
  When all the world was sombre hued and sad,
When joy was far and sorrow close and drear.

But, oh, I would that I might hear and learn,
  And give the world that haunting melody;
My ears are slow and dull and earthward turn,
  Else haply might it clearly come to me;
Yet am I glad, although I hear so ill,
That I can wait and hope and listen still.

NINETTE M. LOWATER.

A City Flute Player.

Fluter, you pipe so fine a reed
  Here 'mid the city's dust and din
That I am borne on fairy speed
  Away by lea and linn;

Away from this unceasing moil,
  Away from this unending strife,
Where, if there needs be vexing toil,
  It means a larger life;

A larger life mid God's free airs
  Blown about wooded hills and streams,
Where, after day's rough round of cares,
  There come refreshing dreams;

Dreams wherethrough poignant notes like yours
  Falter and float—nay, are not gone
Till o'er the broad and brackened moors
  Beacons the gold of dawn.

Then, fluter, pipe, and bear me far
  Into the wood, into the wild,
That I may roam 'neath sun and star
  Again a country child!

CLINTON SCOLLARD.

Repressed Emotion.

From the Washington Star.

Oh, the man who is shouting with might and with main
  To scatter his wisdom around,
Is a hero, although he may labor in vain
  For knowledge and light to abound.
Disappointment and toil he has willingly shared;
  Reward, if it came, has seemed small.
Yet he suffers but little in spirit compared
  To the man who says nothing at all.

When he's walking on tiptoe lest he may disturb
  The harmony friends hold so dear,
How he envies the fellow out there on the curb,
  Whose voice bids the multitude cheer.
His cheek is aflame and his hand slightly shakes
  As he harks to the old battle call;
But he forces a smile while his heart nearly breaks,
  The man who says nothing at all.

Pearls.

From the Medical Herald.

Float 'mid tropic breezes, ambient,
  Freighted deep with spice breath, where
Be it sun or moon light, radiant
  Floods the limpid, languorous air.

O'er pellucid southern ocean,
  Where your prose seems to be
Vibrant 'twixt skyed blue in motion,
  And a coral clustered lea.

There strange shellfish open waiting,
  For some ulcering germ of pain,
Nucleolar, harsh, birth dating
  Of the gem they fain would gain.

Pearls grow only from a paining,
  Firm embraced to inmost heart,
Worth's worth just the cost of gaining
  Love were not, were not grief's smart.

Still the shellfish turns to heaven,
  That the pearl within shall grow,
Seizes sunbeams, and the seven
  Hues the rainbow arches know.

With white Luna's milder glory,
  Softly run in lines between,
Waved to tell the zephyr's story,
  Of the night gleamed ripples' sheen.

Pearl of iridescent splendor
  Crystalled beauty from above,
Garnered nature, tinted tender
  Gift as pure as mother love.

Comes the diver, with the daydawn,
  Floating o'er old Orient's rim
Cleaves the water until Triton,
  Wearied, yields the prize to him.

Myriad shells are void of treasure,
  Some enshrine one tiny pearl,
One at length fills fullest measure,
  Sets the diver's brain awhirl.

Divers in life's psychic ocean,
  'Twixt eternities, both strange
We seek with the best emotion,
  Kindred soul with soul to range.

Many pause, clasp hands and name you,
  Some make pulses faster beat,
But the friendship which must claim you,
  Is the pearl makes life replete.

Give me then the friend, true, leal,
  Though that love leave sorrow deep,
Deeper than the deepest real
  Past the outmost star gleam's leap.

Though the pearl fish meanly perish,
  On the beach sands swift decays,
His pure pearl life men shall cherish,
  For its wealth of joys of days.

Who in love's pearled light live, basking,
  Win a worth grand as sublime,
Some way somehow seeking, asking,
  Pathway past the gates of time.

PARIS, Ill. G. HENRI BOGART, M. D.

Mirth Unending.

From the Washington Star.

Oh, wherefore should a mortal sigh
  And vow that life is full of care?
Each moment that goes swiftly by
  Is sure to bring a laugh somewhere;
And the supply is ever new
  And louder grows the note of cheer;
The clothes that Fashion brings to view
  Are getting funnier every year.

These hats and shoes and all the rest
  Of the attire that meets our gaze
We'll greet with wild hilarious zest
  As now we jest of other days.
The present price tag may exert
  A certain influence severe,
But look ahead for laughs alert;
  Our clothes get funnier every year.

Despondency.

I cannot sip the jewelled chalice
  That holds the cordial men call life
Without a heart instinct with malice,
  Without a soul distraught with strife;
Possessing no redeeming feature,
I am a misanthropic creature.

Why? Not that I must needs inherit
  A heart that's destitute of love;
Not that I look askance on merit,
  Or spurn the gods that dwell above;
I have no deep and occult reason
For such insane, ill natured treason.

I realize that it is folly
  To cut my erstwhile bosom friends;
I would be affable and jolly,
  But with the wish my effort ends;
I mutter bitter condemnations
On all my innocent relations.

Such is my pass; my view of living
  Is hardly kind as once it was;
I now am hard and unforgiving
  To all, and this is just because
Some petty minded, low down fellah
Has sneaked my silver topped umbrella.

H. ADYE PRICHARD.

QUESTIONS AND ANSWERS.

For Arbor Day celebration I should like to find an old poem of which I can remember no more than the refrain, "He who plants a tree plants peace," or something of that sort. Can you help me to find this old favorite? I have hunted through Stedman and Hutchinson fruitlessly.

AMY HARDING.

It is by Lucy Larcom, at least it is timely enough to reprint:

He who plants a tree
  Plants a hope.
Rootlets up through fibres blindly grope,
Leaves unfold into horizons free.
  So man's life must climb
  From the clods of time
  Unto heavens sublime.
Canst thou prophesy, thou little tree,
What the glory of thy boughs shall be?

He who plants a tree
  Plants a joy;
Plants a comfort that will never cloy,
Every day a fresh reality,
  Beautiful and strong;
  To whose shelter throng
  Creatures blithe with song.
If thou couldst but know, thou happy tree,
Of the bliss that shall inhabit thee.

He who plants a tree
  He plants peace.
Under its green curtain jargons cease,
Leaf and zephyrs murmur soothingly;
  Shadows soft with sleep
  Down tired eyelids creep,
  Balm of slumber deep.
Never hast thou dreamed, thou blessed tree,
Of the benediction thou shalt be.

He who plants a tree
  He plants youth,
Vigor won for centuries in sooth,
Life of time that hints eternity!
  Boughs their strength uprear,
  New shoots every year
  On old growths appear.
Thou shalt teach the ages, sturdy tree,
Youth of soul is immortality.

He who plants a tree
  He plants love;
Tents of coolness spreading out above
Wayfarers he may not live to see.
  Gifts that grow are best,
  Hands that bless are blest.
  Plant! Life does the rest!
Heaven and earth help him who plants a tree,
And his work its own reward shall be.

Benton used the quotation "there is East, there is India," in a speech delivered in St. Louis in 1849, favoring the completion of a transcontinental railroad as a necessary link in the original design of Columbus of a straight westward route from Europe to Asia. The speech concludes:

"Let us beseech the national Legislature to build a great road upon the great national line which unites Europe and Asia—the line which will find on our continent the bay of San Francisco on one end, St. Louis in the middle and the great national metropolis and emporium at the other, and which shall be adorned with its crowning honor, the colossal statue of the great Columbus, whose design it accomplishes, hewn from a granite mass of a peak of the Rocky Mountains, the mountain itself the pedestal and the statue a part of the mountain, pointing with outstretched arm to the western horizon, and saying to the flying passengers: 'There is East; there is India.'"

A report of the speech may be found in Justice Brewer's "World's Best Orations," volume II., page 429.

G. M. WHITNEY.

Was any Tammany chieftain ever a candidate for high office in the State? The question is prompted by a debate in which I have maintained that while Tammany has at times been influential enough to control nominations, it has never ventured to give the nomination for Governor to one of its leaders.

L. R. RINEHART.

The question is sufficiently answered by reference to the nomination of John Kelly for Governor. This was in 1879. Lucius Robinson was the regular Democratic candidate, but as the result of a bitter political and personal quarrel John Kelly bolted and Tammany with him. Kelly was nominated by Tammany as an Independent Democrat and lost, his defection giving the State to the Republicans, as appears in the comparison of the figures: Kelly's vote was 77,566, Robinson's vote was 375,790, total Democratic vote, 453,356. The Republican vote which elected A. B. Cornell was 418,567.

What is the origin of the dragon as the emblem of China?

G. M. W.

As shown in its prompt repudiation by the republic of China, the dragon was not the emblem of China; it was the emblem of the late imperial family of Manchus. This Oriental dragon is one of the powers of the air, although wingless; one of the forces of nature which the Taoist religion has deified. The dragon kings dwell partly in water and partly on land; their shrines are for that reason erected on river banks. The germ of the dragon idea in the primitive races inheres in some persistent memory of the greater lizards, such as the crocodile of the warmer waters. The Chinese dragon being without wings is accordingly closer to type than is the winged dragon of the mythology of our more remote and northern race. As late as the "Historia animalium" of Conrad Gesner (1554) science believed that one had but to travel far enough, say to the more remote defiles of the Alps, and he would surely encounter dragons.

Now that the starling has become a naturalized citizen in all the suburbs of New York perhaps you will note some mention of the bird in literature or life in general.

JAMES MACDONALD OGILVIE.

There is not much record of the bird; even the sparrow has come to higher honor; yet the starling is essentially a bird of kitchen doors and well disposed to humanity. All day long he chatters with little strains of mocking melody in imitation of other bird calls. It is only at dawn that the starling sings his own note, a sweet and varied tune. The anonymous author of the "Songs of Lucilia" devotes a strophe to this bird:

"Oh, starlings, from whose glossy throats,
As glib and numous come the notes
As gossamer at morn that floats!"

Gilbert White in the "Natural History of Selborne" comments on the companionship of the starlings with the rooks, and in the few years in which they have been American a similar association with crows has been noticed. English peasants are fond of tame starlings, and it is said that if the bird's tongue is slit with a sharpened sixpence it may be taught to speak. In "Our Feathered Friends" that homely naturalist, the Rev. J. G. Wood, mentions this practice in reprobation of its cruelty, but not at all in doubt of its feasibility.

What is the origin of the quotation, "The king is dead, long live the king?"

B. F. STRADER.

It is a translation of the French formula of the heralds on the sad occasion when its employment becomes necessary, commonly cited as "Le roi est mort, vive le roi." This is an incomplete, because a general, version. The proclamation in hereditary monarchies was essentially particular. Clad in tabards, surrounded by pursuivants, after the blast of the trumpet the king-at-arms, chief of the heralds, proclaimed "Le roi est mort, vive le roi Philippe," or whatever name was appropriate, and the loyal populace responded, "God save the king." The formula is of unknown origin, it occurs in Carlovingian times in France and its use by the heralds argues that even then it was no new thing when it first appears in the record of history.

What verse in particular (I have seen the statement that there was one which unlettered criminals knew by heart so that they might escape the noose) established for a condemned man the benefit of his clergy?

HENRY S. H. MAYNARD.

Psalms li., 1: "Have mercy upon me, O God, according to Thy loving kindness." When the judge, as representing the secular arm, called upon the convicted felon to show cause in bar of doom and the prisoner pleaded benefit of clergy the ordinary was sent for that the religious arm might identify the cleric. The Scriptures were presented and the prisoner bidden to read, for the law accepted ability to read as an evidence of the clerical profession. It was all a pious fiction of the law in its later period, the book always opened at one place, the ordinary always pointed to one verse, the neck verse as it was known in Newgate. The benefit of clergy was not wholly repealed in England until 1827, in the United States it was necessary to pass an act of Congress, April 30, 1790, prohibiting it.

Was O'Donovan Rossa ever a member of Parliament?

C. G. N.

Every effort was made on the part of his friends to secure him that honor. He was elected from Tipperary November 25, 1869, but the election was annulled February 10, 1870.

What is the highest land on Manhattan?

H. L. WALLACE.

Washington Heights, its elevation is 238 feet above the bench mark.

SCHOOL FOR CARD PLAYERS.

Auction Bridge. E. M. R. says: A leads a diamond and her partner, B, plays a spade to it, neither being the trump suit. A asks, "Have you no diamonds?" Is this question allowed? Z says it is calling attention to an incident of the play.

The rules not only permit but suggest that a player should always ask the partner if he has none of a suit to which he renounces so as to save a revoke, the penalty for which is so severe. Even the dummy is allowed to ask this question.

J. W. E. says: Playing royals, new count, Z bids his hand up to three in diamonds, which A doubles. Y redoubled. On the play the declarer won ten tricks and held simple honors. The scorer put down 112 points below and 164 above for Y and Z, the correctness of which is in dispute. Will you score the hand for us and explain why?

Diamonds doubled are worth 14 a trick, redoubled 28. Four by cards are therefore worth 112, so that part of the count is correct. Simple honors are worth 14. As Z fulfilled his contract after being doubled and redoubling he gets 100 extra for that, and as he got a trick over his contract that entitles him to another 100, so he scores 214 in honors, not 164, and the scorer is 50 points shy.

F. S. C. says: The winning declaration is to make three in hearts. Player on the right doubles. After twelve tricks have been played the declarer has two cards in his hand, while his opponent and dummy have only one each. Does the deal stand?

It is not stated what the other opponent had. If he had no card left the deal is void, as both sides are found with a wrong number of cards and both are at fault. If all three have a card, the declarer two cards, the tricks must be searched to see which is a card short, if any. If any trick is a card short then the pack is correct and the player with a card too many, not being dummy, having played to the next trick, either of his adversaries may demand a new deal. If they prefer to let the deal stand the superfluous card at the end of the hand is considered to have been played to the trick that is short, but it does not make a revoke in that trick no matter what it is.

M. I. G. says: We understand from the articles in THE SUN on auction that if the fourth hand doubles a no trumper declared by the dealer, no one else having made a bid, it calls for a spade lead, just as a double by that player at bridge called for a heart. What we want to know is, would it have the same significance if the second or third hand doubled, or what suit would they be calling for?

As the second player will have the original lead there is no need for her to call for a suit. She can lead it herself. The third hand is not allowed to double her own partner, unless to redouble. The idea of the convention is that the fourth hand should be willing to declare any suit but spades, if strong enough to win six or seven straight tricks in it; but as it would be too expensive to call six by cards, undertaking to make a little slam if left with the bid, just to get the suit led, it is conventional to double, showing that there are seven tricks in spades in the fourth hand if that suit is led to her at once.

A. L. W. says: The declaration is no trumps. The declarer sees that she can make every trick but one, as she has not the ace of spades, and says: "Well, I will have to give you one trick," and immediately after says, "Oh, there are only four cards left in the dummy!" each of the others holding five. Dummy had been of no account in the play, simply throwing away on the declarer's long suit. Opponents demanded a new deal, citing Elwell, and it was conceded. Next hand they won the rubber. We cannot find any law to cover this case.

Law 84, new 82, covers the case very completely. It says that dummy can play two or more cards to a trick and be two or more cards short, and no penalty attach to dummy for it. The tricks may be searched and if one is found to have a card too many, it may be restored to the dummy hand, if the players can agree upon the card and think it makes any difference. The adversaries had no right to a new deal, as it was just as much their fault as the declarer's that dummy played two cards to one trick.

W. S. W. says: The declarer is about to lead a card when dummy says, "Partner, the lead is from my hand." One of the adversaries remarked "If you say that again I shall call a lead, as dummy is not allowed to make any such remark." We cannot find any law that makes a called lead the penalty.

Law 96, new 94, says that either of the adversaries of the declaration may prevent his partner from leading out of turn if he sees that he is about to do so, but it does not include dummy, and as dummy's duties are enumerated in Law 62, it is generally held that he cannot prevent the declarer from leading out of turn by warning him. This is because the declarer incurs no penalty for the wrong lead, while the adversaries would. But the fact remains that the laws do not specify any penalty for dummy's calling the declarer's attention to the fact that he is about to lead out of turn, and if there is no penalty, what are you going to do about it if dummy does it?

A. N. Y. says: A insists that if a player leads a suit of four to the ace, the ace should always be led first. Why is this the rule?

That is only against a trump declaration, and the theory of it is that if you do not lead the ace the declarer may win the first trick with an inferior card and the ace may never make. As generally stated, the convention is: "If you must open a suit headed by the ace without the king when playing against a trump make, always lead the ace first."

C. E. C. wants the name of the best book on royals with the new count.

None is out yet. The articles in THE SUNDAY SUN are the only thing on the subject in print up to the present.

E. B. H. says: If the declaration is doubled, can the declarer or his partner bid something else?

Yes, provided it is a more valuable bid than the one that is doubled and made in the player's proper turn. A double reopens the bidding just as much as changing the suit would do.

W. E. S. says: Is a card from dummy's hand "boarded" after it has been touched by the player?

If it is touched by the dummy's partner without his having first announced that he arranges the cards, the card touched must be played. But if the player who touches the card is the dummy himself, either adversary may insist that the card be played or be not played, as dummy is not allowed to suggest the play of a card.

J. L. T. says: No score, dealer holds these cards: H. K 2; C. A 8 4 3; D. J 10 6 3; S. Q 4 3. Old style count, what is the declaration?

As the hand is just average many players would call no trumps. The more cautious would call a spade and wait, while others would show the club trick, hoping to encourage a better bid from the partner. The no trumper is probably the best bid on the hand, as it forces the other side to two tricks in anything they may have to declare.

C. B. T. says: If a bid is doubled and the hand is subsequently won by the declarant, does the value of each trick won go into the points column doubled, or are the tricks scored at normal values and the hundreds put above the line to cover doubling?

Tricks over the book are counted at double value in the score toward game, if the contract succeeds, and then the bonus for succeeding in the contract after being doubled and that for any tricks over the contract, at 50, not 100, a trick, are scored in the honor column.

Bridge. J. H. S. says: The dealer passes it and the third hand holds six hearts to the 10, 9, 8, two small clubs, two small diamonds and three small spades. What is the make?

Hearts. The dealer should not pass it unless he has a couple of tricks in his hand, and six trumps are supposed to be worth four tricks if the partner has the black suits. In bridge a player will often pass over a make when he is very strong in the black suits. As a spade the six hearts are worthless. As trumps they are worth something.

Poker. C. A. W. says: We have a discussion as to why a flush should outrank a straight, when a player has nine chances to fill the flush to eight for the straight if it is open end and four if it is inside. If hands are to rank by the difficulty of getting them, why is not the straight the better hand?

Because it is easier to get it than to get the flush. In order to have the nine chances to fill the flush you must first have the four card flush in your hand. The values of hands at poker are not computed by the draw but by the deal and the draw combined. It is 22½ to 1 against getting a four card flush on the deal and 4½ to 1 against filling it, which is about 96 to 1 against the double event. Against the straight of either kind, filled in the draw, it is less, as one will get four times as many interiors to draw to as open enders. In the pat hand it is 508 to 1 against the flush and only 254 to 1 against the pat straight, so that if we take the two together, pat and drawn, the flush is still the harder to get for the showdown.

H. S. says: A opens, B raises and C stays, A meeting the raise. A draws one, B takes three and C takes three. A bets a chip, B raises and C calls. A just sees the raise and B shows three sevens. C remarks, "That beats my queens up," and throws his cards into the deadwood. A looks at B's hand and finds he has six cards, so A shows two pairs, jacks up, and takes the pot. C insists that he wins the pot, as there is no question about his having had queens up, the hand being still together on the bottom of the pack that the next dealer had gathered.

What C had and threw away is not the question. He might have had seven cards. When B's hand is shown to be foul, C has no hand with which to dispute the possession of the pot. The pot goes to A.

R. S. A. wants to know if there is any text book dealing exclusively with jackpot poker.

Never heard of any.

POLITICAL NOTES.

The Taft and Roosevelt campaigners now have their eyes directed on the Massachusetts primaries, which occur Tuesday, April 30. The Republican Legislature chosen last fall, at the time Gov. Foss, Democrat, was elected, only recently adopted a Presidential preference primary for the State. All the leading Taft and Roosevelt campaigners and their lieutenants are putting in their best efforts to capture these primaries, the Taft people feeling that if they lose these primaries, the blow coming so quickly after the Illinois and Pennsylvania primaries, may be almost fatal to the President's renomination.

The Republican State organization is controlled by Senator Crane and Senator Lodge, and their friends and both Crane and Lodge have been keen advocates of President Taft's renomination.

Those primaries in Philadelphia a week ago yesterday were considered by most politicians as little short of a joke. For instance, in the primaries last fall to nominate a Mayor of Philadelphia the total Republican vote cast was 222,000, while a week ago yesterday the entire Taft and Roosevelt vote was but 109,000. In the Eighth ward, the home of Senator Boies Penrose, where on election day the normal vote is between 4,000 and 5,000, only 1,400 votes were cast at the Taft and Roosevelt primary, the former receiving 1,100 and the latter 300 votes.

In all the forty-seven wards of Philadelphia the same proportionate insignificant vote was cast at the primaries. The Taft people seemed to have taken everything for granted and didn't hustle to get out their vote, while the Roosevelt aherents worked like coal heavers.

While the term of Senator Penrose does not expire until March 3, 1915, half the State Senators to be elected in Pennsylvania next fall are to vote on Senator Penrose's successor. Ex-State Senator William Flinn of Pittsburg, who aspires to be the Republican leader of the State and who without doubt will be leader after the approaching State convention is held at Harrisburg on May 1, has already told his friends that Senator Penrose cannot possibly be reelected to the United States Senate.

The present proposition is to have Mr. Flinn take Mr. Penrose's place, even though Pittsburg now has a United States Senator, George T. Oliver, whose term expires March 3, 1917. At the expiration of Senator Oliver's term, the Flinn people say, they will give Philadelphia a United States Senator.

The idea, the Flinn people further explain, is that Flinn shall succeed Penrose as quickly as possible, and by that step both Penrose and Oliver, the latter by geographical lines, will be retired from the United States Senate.

Eminent national Democrats say they cannot quite understand William J. Bryan's attitude toward Gov. Judson Harmon of Ohio. They remark that Col. Bryan is now speaking of Gov. Harmon as "Wall Street's candidate for the Presidency." Then Bryan's friends recall that in the early spring of 1908 Col. Bryan and Harmon traversed the Southern States on an oratorical tour and spoke from the same platform on all occasions; that Bryan's third nomination for the Presidency was then almost assured by the Democratic party, and that Bryan and Bryan's friends spoke enthusiastically of Harmon as a candidate to run on the ticket for Vice-President that year.

The critics of Col. Bryan now insist that Gov. Harmon hasn't done anything within the last five years to warrant Bryan's speaking of him as he does. Then, too, a number of Gov. Harmon's friends are now speaking of a personal matter which they say occurred in 1908. If Gov. Harmon was not elected Governor of Ohio in that year, and Bryan was elected to the Presidency, they say that Harmon was to become a member of Bryan's Cabinet. Col. Bryan is now harking back to the campaign of 1896, when Harmon, as Attorney-General in Cleveland's Cabinet, did not support him. Bryan's friends, however, have believed that the friction over that incident ceased in 1900, when Harmon got up a big Bryan meeting in Cincinnati, presided at it and presented Bryan to the vast audience.

Then Col. Bryan's friends say that he is going altogether too far in his present efforts to defeat Gov. Harmon this year for the Democratic Presidential nomination; that the rank and file of the Democratic party, hitherto loyal always to Bryan, will not tolerate his conduct. The Democratic national committee, which in 1908 was a unit for him, is now opposed to him, according to the best information, by a vote of 38 to 13.

Democrats of the State of New York who ought to know what is going on tell you beneath their breath that the delegation at Baltimore will at first be for Mayor Gaynor, but eventually it will be demonstrated that the delegation voting under he unit rule will cast the ninety votes of the State for Harmon.

Bernard J. Haggerty, one of George W. Aldridge's chief Republican lieutenants in Monroe county, was the engineer in charge of the Republican State Convention recently held at Rochester. The arrangements were as near perfection, the delegates remarked, as is possible on this mundane sphere.

It is already apparent to Republican national campaigners that the national committee will be called upon at Chicago to settle more than one hundred contests. This work, it is believed, will take up two weeks before the first session of the convention is held on June 18. The briefs will be presented by lawyers and the proceedings will be conducted like a court trial, with the difference that on frequent occasions the lawyers and witnesses and contestants are liable to break out into fisticuffs and thump each other around the committee room.

The intense feeling is not aroused because of party loyalty so much as from a desire to control the Republican organizations in the Southern States, for it is these organizations which practically dispense the Federal patronage of a Republican President. It is from these States that most of the contests this year are to come.

The terms of the following Republican United States Senators expire with the present term of President Taft on March 3, 1913: Borah of Idaho, Bourne of Oregon, Briggs of New Jersey, Brown of Nebraska, Burnham of New Hampshire, Crane of Massachusetts, Cullom of Illinois, Curtis of Kansas, Dixon of Montana, Gambell of South Dakota, Guggenheim of Colorado, Kenyon of Iowa, Nelson of Minnesota, Richardson of Delaware, Smith of Michigan and Warren of Wyoming.

The terms of the following Democratic United States Senators expire on the same day: Bacon of Georgia, Bailey of Texas, Bankhead of Alabama, Davis of Arkansas, Foster of Louisiana, Gardner of Maine, Martin of Virginia, Owen of Oklahoma, Paynter of Kentucky, Percy of Mississippi, Simmons of North Carolina and Watson of West Virginia. The term of the successor of the late Senator Taylor of Tennessee will also expire on the same day.

The Democratic and Republican district primaries for Ohio are to be held on May 21. Bryan and his friends are pegging away in an effort to smash Gov. Harmon at these primaries. They are well aware, according to present information, that Harmon will have a vast majority of the delegates. Nevertheless, Harmon's opponents among Bryan's friends are daily putting in fresh efforts with a view to curtail Harmon's strength in the delegation.

On the Republican side the Roosevelt adversaries of Taft are putting in their best licks in an effort to humiliate the President in his own State by splitting the delegation to the national convention as much as possible. Ohio Republicans who come to New York candidly say that their organization hasn't been in such bad fighting shape in a quarter of a century as it is to-day. They remark that the events of the last seven years have sundered the organization in almost every county of the State; that this situation is well known at Washington and that efforts are now being made to straighten out matters.

On the other hand the Democratic State organization of Ohio, it is known, is not in first class trim. The warring leaders are Mayor Newton D. Baker of Cleveland and National Committeeman Harvey C. Garber.

Hugh Hastings, chief of the Republican State literary bureau, who succeeds Luther B. Little, who in turn succeeded John C. Reid, was formerly State Historian, having been appointed by Gov. Morton and reappointed by Gov. Roosevelt and Gov. Odell. Years before that Mr. Hastings was considered one of the best informed and most accurate newspaper political correspondents in the country. He is a nephew of the late Hugh Hastings, owner and editor of the old *Commercial Advertiser* and a Republican political leader who was associated with Thurlow Weed, Roscoe Conkling, Ulysses S. Grant, James G. Blaine and all of the renowned political statesmen of the early days of the Republican party.

State Senator J. Mayhew Wainwright, Republican, of the Westchester district has announced to his friends that he is not to be a candidate for renomination next fall. Two years ago William L. Ward, Republican national committeeman for the State and leader of Westchester county, was not particularly favorable to giving Senator Wainwright a renomination, but the Republican sentiment of the district was so strongly in favor of Wainwright that Ward decided to recognize it, and Wainwright was renominated. This year, however, Mr. Wainwright feels that it would be a good time for him to retire from politics.

Several of Police Commissioner Rhinelander Waldo's Democratic friends are now remarking that they hope to see him nominated for Mayor next year to succeed Mr. Gaynor. It is learned, though, that ex-Sheriff Tom Foley, who is very influential in the Democratic organization of New York county, does not at present look with favor on the programme outlined by Mr. Waldo's friends.

With Governor Dix sailing away on Tuesday to be gone until the eve of the Democratic national convention at Baltimore Lieut.-Gov. Conway will be acting Governor of the State. A bureau has already been opened for the promulgation of political literature favorable to Mr. Conway's nomination for Governor next fall.

EVERY LITTLE MOVEMENT.

In Some Kinds of Business It Has a Cost That's All Its Own.

In a large publishing house in Chicago which mails annually millions of circulars, form letters and sample copies the saving of even a single motion in the process of folding, enclosing or addressing means an economy, says a writer in *Business*, that is well worth thinking about.

When this idea first occurred to an officer of the company he devoted several weeks to a careful and analytical study of the work of the mailing department. The girls who folded and sealed the letters had formerly been allowed to arrange their work to suit themselves. A very little observation of their methods showed that there was much room for improvement.

Experiments were made to determine, in just what order each movement should be made in folding the letter and enclosure, picking them up and inserting them in the envelope. Crude as the first attempt necessarily was, it immediately increased the output of a girl. Further study revealed ways not only of eliminating many motions but of shortening the distance traversed by the hands in the motions that remained.

Finally a plan was devised for arranging and handling the envelopes and their enclosures so that each hand, on the completion of one motion, was in the proper position to begin immediately the next motion. The final motion—that of throwing the filled envelopes upon a pile—was entirely eliminated by placing a large basket upon the floor directly under the point where the enclosures were inserted in the envelope.

When the enclosures were once inside the girl simply let go of the envelope and it fell into the basket, gravity doing the work formerly done by the girl. After the girls had been taught the new methods of filling envelopes, their output was nearly four times as great as it had been when they were doing their work haphazard in any way that happened to occur to them.

"In spite of the greatly increased output of the girls, their accuracy in folding, sealing and enclosing, &c., was one-half greater than before," said the officer of this publishing firm. "We put the girls through a grinding course of training in the news scheme and made efficient employees of them. We appointed some of the most accurate and trustworthy as spectators or over-inspectors, and it was their duty to pass upon each day the work performed.

"An accurate daily report, both as to quality and quantity, was kept for each girl. In a comparatively short time this enabled the forelady to stir the ambition of all the girls by increasing the wages of those who turned out a large quantity and a good quality, at the same time lowering the pay of those who fell short, and discharging others who proved to be incorrigibly slow or careless. Talking while at work was stopped by seating the girls far apart. Two recesses of ten minutes each were given them, in the middle of the morning and afternoon, during which they were expected to leave their seats and were allowed to talk."

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