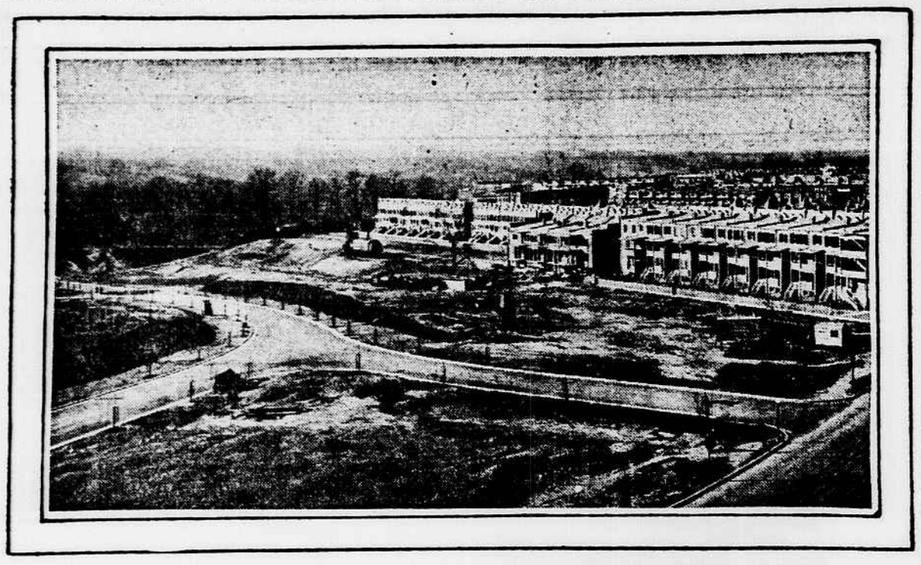
BREUNINGER TO START ANOTHER IMPORTANT DEVELOPMENT



Announcement was made today that Lewis E. Breuninger, builder, is about to start another addition to the Rock Creek Vista improvement, west of 16th street and north of the new entrance to the Zoological Park, which will involve an outlay of about $60,000. It is to consist of two detached and two semi-detached residences, costing from $10,000 to $22,000 each, to be erected on the north side of the entrance to the park, which, it is stated, is to be named Harvard boulevard. Upon their completion, it is reported, Mr. Breuninger plans to build several other dwellings adjoining them.

An interesting feature of the improvement is to be a rough granite wall, about six feet high, to be built along the fronts of the lots on the north side of the thoroughfare, in order to retain the embankment so that the yards in front of the houses may be of the double-terraced type. The house to be erected nearest to 16th street is to be of the central hall type, two stories high and containing ten room and three baths. It is to be located on a lot having a frontage on the boulevard of ninety-one feet. The house will be of light-colored, rough-texture brick, with limestone trimming, and will cost in the neighborhood of $22,000. N. L. Sansbury Company, real estate brokers, report that a contract to purchase the house upon its completion already has been signed by a prominent physician of this city.

The second house is to be of the two-story and finished attic type, containing ten rooms and three baths. It is to be twenty-nine feet wide, and will occupy a lot having a frontage of forty-five feet. The cost of the house will be about $18,000. It is to become the property of a local clergyman upon its completion, N. L. Sansbury Company reports.

The third house will be twenty-nine feet wide, and will be located on a lot having a frontage of thirty-six feet. It will be of the semi-detached type, three stories high, with twelve rooms and three baths. It is to be of light brick construction, with large stone porch at the front and red tile roof. The house will cost in the neighborhood of $15,000, and upon its completion is to be the home of a physician, who has contracted for its purchase.

The fourth house is to be semi-detached, with two stories and attic. It will contain eight rooms and two baths; will occupy a lot thirty-four feet wide and cost about $10,000, it is stated. The Sansbury Company reports that this house is to become the home of a local business man upon its completion.

All four of the houses are to be erected from plans prepared by Henry L. Breuninger, architect. The accompanying view of the new entrance to the Zoological Park and the Rock Creek Vista development, lying to the north of it, was taken from the roof of an apartment on 16th street. The property on which Mr. Breuninger is to erect the four residences is located between the boulevard and the row of homes which he recently completed on the south side of Hobart street.

REALTY MAN GIVES IDEAS ON EFFECTIVE ADVERTISING

Urges Care in Preparation of Copy—Says Three Requirements Which Should Be Met to Produce Results.

Following is part of an address made by James A. Webb of Cleveland, Ohio, before the recent convention of the Ohio Association of Real Estate Exchanges:

Advertising should be a definite division of your business and should be given very serious study. Few real estate brokers seem to realize that it should be as much a part of their business as ability to judge values or to close sales. Most real estate brokers write their copy, shoot it to the newspaper, and that is about all the attention advertising gets. Besides the study of advertising in general, each property we propose to advertise should be carefully studied and a campaign outlined for it. You ought to study the circulation of the papers in your city, so that you will know which to use to reach the workingman, the investor or the business man most effectively. The character of the property to be advertised will determine which of these groups will furnish the prospective purchasers, and the advertisement should be run in the paper with the corresponding circulation. Make a practice of mentally blocking out your advertising as soon as you have inspected the property to be advertised. Always write your advertisement one or two days before it goes to the paper, and with sufficient time to work the advertisement up carefully.

What I shall have to say deals more particularly with improved residence property, but may be applied to all advertisements run in classified space.

Three Requirements Specified.

There are three requirements which should be met by each advertisement that we write: First, each advertisement must be a thoroughly good one of the particular property advertised; second, it should have a strong element of general publicity for your name, so that you may get the benefit of the accumulative effect of your advertising as years go by; and, third, the first two are to be accomplished in the least space possible for good advertising. I shall take these three points up in detail a little farther on. To accomplish these three requirements of good advertising is more difficult for the broker who is making a single sale from each advertisement than for any other class of advertiser. An allotment developer can afford to use much larger space than a broker, for the allotment developer expects from his advertisement to sell several or even a considerable number of lots all from one large tract. And so with the users of display space, such as store advertising, automobile advertising and the advertising of hundreds of other things of which any number may be manufactured. This advertising is expected to create demand in quantities. These advertisers can afford to use large space.

Analyze Good Advertisements.

Now, if you will look through any newspaper and pick out the most striking display advertisements and then analyze them you will find the principal elements to be the use of sufficient white space to set them off from the surrounding advertisements or reading matter; often an artistic cut which tells or illustrates the story in the advertisement; a good balance in the several sizes of type and interesting reading matter. In such an advertisement will be found a trade mark or the firm's name in some special type or design. This is always used for the general publicity feature gained from readers seeing that trade mark or distinctive name day after day. We must apply these elements to our advertisements with the very great handicap of having to use the minimum of space.

"First—It must be a thoroughly good advertisement of the particular property described. A quarter-inch white space all around an advertisement in the classified columns will set it off so as to catch the eye of the reader easily. White space around an advertisement is usually better than a border. The average reader of the classified columns does not sit down and run his finger down each column to be sure to see each advertisement, but rather he glances down each column and the striking advertisements catch his eye. There he will read. The strongest attraction of the property to be advertised, such as price, if it is a special bargain; easy terms, location, lot size, or other item, should be featured in type somewhat larger than agate type used in the main body of the advertisement, with secondary items of interest, if these are strong enough to be featured, in a type between.

Selection of Type.

"Always keep a good balance of the several sizes of type. Do not use such large type for your feature lines as to make your advertisement top heavy. These feature lines will draw the reader on to read the main body of the advertisement, and when he has done that you have secured your audience and placed your proposition before him, which is the function of advertising. Well written advertisements, with neither headings nor white space, are poor advertisements, for they are likely to be overlooked in the great mass of advertising. The agate type body is the kernel of the whole advertisement, and it must be interesting reading to make the reader want your offering. Write it as though you were telling a customer about the property. This part of the advertisement should be written in sufficient detail, expressed concisely, as to bring out the attractive features, such as large porches, tile vestibule, special interior finish, sizes of specially large rooms, built-in furniture, wood fireplaces, sleeping porches and all other features which are being put into the best new homes and which would seem to appeal to a prospective purchaser.

Value of Completeness.

"The more complete an advertisement is in concisely setting forth the special details of the property advertised, the better is that advertisement. So I believe that the best advertisement you can write on a given property should also give the exact street and house number, price and best terms, so that nothing is left unanswered to the interested reader in your advertisement. A cut of the property is highly desirable, but usually a cut has to be two columns wide to be worth much, and so economy in use of space does not often permit of their use. Never put the body of an advertisement in capitals, for they are very difficult to read. Use lower-case type, such as is used in all ordinary printing.

"Now as to the second requirement, general publicity. Finish your advertisements with your name in distinctive design, easily read, or in the same type used for the heading, and always use the same style to impress your name on the readers of the classified columns. The feature head covers the particular advertisement, while the featured name being seen over and over again gives you an accumulating publicity from all your advertising. Each property should be advertised separately, for this will give a greater representation by having several advertisements, each distinctive, scattered through the issue, than would be had by grouping several advertisements together in one larger advertisement.

Should "Keep at It."

"We who use classified space should have advertisements in the classified columns as often as possible, for the best results from advertising only come by keeping continually at it. However, do not advertise just to be represented in an issue, but see to it that you have something worth advertising. Then if you fail to get inquiries or if you do get inquiries and the property does not sell quickly, analyze your advertising, for it is probably giving a wrong impression.

"It is much better to have advertising almost continually in the best newspaper of your city than to scatter a few advertisements over several different papers. The special editions and special schemes, such, for example, as the full-page outline of a turkey at Thanksgiving filled in with advertising matter from a number of firms, should be avoided."

Plant a Tree.

Whether it be a fruit tree, an ornamental tree or a timber tree, the time devoted to planting it is well and worthily spent, says the Louisville Courier-Journal. Within the last two decades the whole country has awakened to the importance of the forestry question. All states should be interested in preserving the remnants of our goodly forest heritage, and in passing on to future generations a land beautified and glorified by its wealth of trees.

It requires years for nature to build a perfect tree, and it requires only a few moments for man to destroy nature's work. The time has come when nature must be assisted in the beneficent task of reforestation.

Workbench on Wheels.

A Cleveland woodworker has mounted a work bench on wheels and tows it behind his automobile, using the power of the latter to drive a band saw and other tools, says the National Real Estate Journal.

CHALFONTE APARTMENT CHANGES HANDS.

The Chalfonte apartment, at 2116 P street northwest, has been purchased by William G. Fulton from James T. Anyon. The sale was negotiated by Moore & Hill, real estate brokers. Trusts on the property and tax stamps placed on the deed conveying its ownership indicate a total consideration of about $68,500.

The Chalfonte is a four-story building, containing twenty-four suites of rooms. The property has a frontage on P street of fifty feet and a depth of 135 feet.

APARTMENT SANITATION IS IMPORTANT FACTOR

Rooms Should Be Well Ventilated, Declares Magazine Writer.

There is one feature of the apartment house that is deserving of at least a certain amount of careful thought on the part of those who either build or rent. This is in reference to sanitation. Speaking broadly, sanitation as applied to apartment structures entails several considerations that should demand deep thought, says Warfield Webb in the National Real Estate Journal. The housing of many families under a single roof entails at least several considerations that will likely cause unpleasant surroundings unless the greatest care in construction and maintenance is adhered to.

This is an age of fresh air and sanitation. It is an age when the value of air, both night and day, has become of the utmost importance to every individual, and there must be an ample supply permitted to circulate through every room of the living abode at all times. We need light and air, and we need sunshine and its accompanying influence as much as we need food to sustain our bodies. Not alone do we need these elements during the day, but at night as well, and in order to obtain them, pure and untrammeled, our living abodes must be constructed to make this possible.

Sanitation Often Disregarded.

Those of us who are at all familiar with the apartment building understand readily enough that this important factor is sometimes disregarded, and the consequences are far from being favorable to the tenants. We must think of the welfare of the renters as well as of the dollars that are received from them and the lives that are under our care to a degree. If the living rooms are not so arranged as to permit ample sunshine and air, we are, in some measure at least, partly responsible for the conditions that bring about illness and suffering.

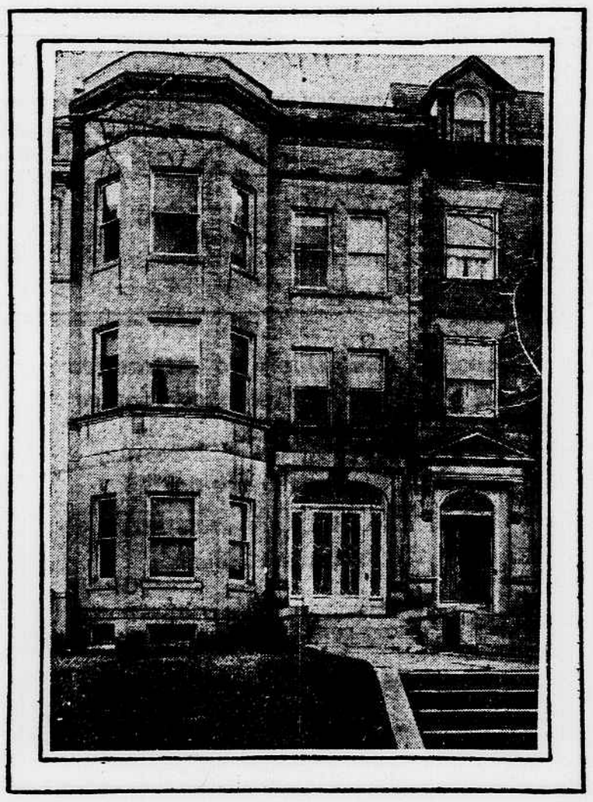
As we progress along more intelligent lines with reference to the real meaning of an apartment house, we come to see that it is of as much importance to have the rooms light and airy as to have them well heated. There has been progress made in this direction within a few years that proves the assertion. We are profressing along intelligent lines and along lines of sanitation which means good health. There is still room for improvement, as one can note in visits to any large city, where the apartment house is popular.

Slight Least Used Room.

If any room in a living abode is to be deprived of sunshine and air, let it be the best room. The least used room and the one that is less frequently occupied as a sleeping apartment. However, with our advanced ideas of hygiene and our newer and better way of constructing the apartment building there is room for a more general distribution of sanitary laws and sanitary ideas in the matter of arrangement. One notes, sometimes at least, the location of a bathroom as being far from desirable. We are putting it lightly here. Undesirable in reality means that it is insanitary and sometimes positively the cause of illness. Cases can be cited where the bathroom opens into the bedroom. What if the bathroom has an outside window, the fact of its location does not eliminate the insanitary surroundings.

At other times we find it so close to the dining room or the kitchen as to make it far from being an adjunct to increase our good health.

SELLS MASSACHUSETTS AVENUE RESIDENCE.



Harry Wardman has sold the residence at 2208 Massachusetts avenue northwest acquired by him some time ago in a trade. The purchaser, whose name is being withheld for the present, is said to be a local business man. The sale was negotiated by Moore & Hill, real estate brokers, and the consideration is reported to have been in the neighborhood of $30,000.

The house is of the three-story and basement type and contains fourteen rooms and four baths. It is of light brick construction with limestone trimming.

Buys Lincoln Park Home.

Thomas J. Fisher & Co. report the sale for the estate of William F. Foulke to Mrs. Mary D. Sutton of the property 1203 East Capitol street, a three-story, nine-room brick dwelling. It is understood that the consideration was in the neighborhood of $4,500.

Little Towns With Big Names.

The names of our great cities are in a number of cases also borne by small villages and towns throughout the country. For instance, there is in Henderson county, Tex., a small place, which contains but few inhabitants and dwellings, that is called New York, says the National Real Estate Journal.

In addition to the big city on Lake Michigan, there are three little Chicagos and two New Chicagos. One Chicago is in the mountains of Marion county, Ky. Another is quite a town in Huron county, Ohio, and the other is in Dawson county, Tex. The New Chicagos are in Indiana and Montana.

There are seven little Philadelphias, none of them particularly distinguished by thrift or enterprise. One is in Jefferson county, N. Y. There are at least two towns that have adopted the name of Hub—in Georgia and Mississippi—presumably in compliment to Boston. Brooklyn is a favorite name. There are over twenty Brooklyns; but none more pleasantly situated than Brooklyn, Pa.

Nearly every state has a Washington. Washington, Ky., is one of the oldest towns in the state, and is almost of an age with the National Capital.

There are a number of Baltimores, and some states have more than one. New Baltimores are also numerous. High in the snow-capped Big Horn mountains of Wyoming is a Buffalo.

Hint to Renting Agents.

It will be found that in approaching prospective tenants they often ask, "Who is in your building?" If tenants have been well selected and those who have not a good reputation have been rejected, an agent should take pleasure in showing the prospect a list of tenants. This is a material help in the renting of offices, says the National Real Estate Journal.

Barracks for Fort Myer.

Plans are being prepared by the War Department for a new barracks building and officers' quarters to be erected at Fort Myer, Va. The barracks will be of brick and the officers' quarters of frame construction, and the two buildings will cost about $20,000. Richardson & Burgess are the lowest bidders for the work.

Residence for J. S. Flannery.

Marsh & Peter, architects, are preparing plans for a residence to be erected on California avenue near 24th street northwest for J. S. Flannery. It will be of the two-story and basement type of colonial brick and limestone construction, and will cost in the vicinity of $20,000, it is stated.

FIRM REPORTS ACTIVITY

Says Fine Weather Has Benefited Suburban Realty Business.

The fine weather of the past week resulted in considerable activity in suburban real estate, according to Thomas J. Fisher & Co., who today reported the following sales in Chevy Chase:

To Mrs. Anne J. C. Maguire, an eighty-foot lot on the north side of Hesketh street, about one block west of Connecticut avenue, in Chevy Chase, Md. It is understood that the new owner will improve the property very shortly with a residence for her own occupancy.

To W. Granville Guss, a sixty-foot lot immediately adjoining that sold to Mrs. Maguire. Mr. Guss has completed plans for a two-story and attic frame dwelling to occupy this site and work will be commenced within the next week.

J. N. P. Beall has bought a sixty-foot frontage on the south side of Irving street in the block west of Connecticut avenue, where he will build a residence for his own use, plans having been completed by W. Granville Guss. The work on this house will commence within a week.

Arthur B. Campbell is the purchaser of a fifty-foot lot on the south side of Shepherd street, between Georgia and Florida streets, in section 3 of Chevy Chase. It is understood that Mr. Campbell intends to improve his new purchase with a seven-room frame dwelling which he will himself occupy.

A sixty-foot frontage on the north side of Jenifer street between 38th and 39th streets in Chevy Chase Heigths, D. C., has been sold to Mr. William G. Fischer. Mr. Fischer is having plans prepared for a residence to be built on the property.

TO ENLARGE HOSPITAL

Fireproof Structure to Contain Provision for Sixty Beds.

Plans for a three-story and basement addition to Casualty Hospital, Massachusetts avenue between 7th and 8th streets northeast, to contain provision for sixty beds, are being drawn by L. H. Russell, architect. The building is to measure 47 by 83 feet, and is to be of fireproof construction. It will be built of red brick with limestone trimming. The roof will be arranged as a roof garden.

The first floor is to contain an emergency room, clinics, waiting room, pharmacy, detention room, and the necessary service rooms. Four wards will occupy the second floor; two for men and two for women. There also will be a diet kitchen on this floor.

The third floor will contain a maternity room and ward, nursery, laboratory and private rooms. In the basement of the building provision will be made for four strong rooms. There will be a central heating plant, which will furnish heat for the new structure, the present hospital building and the nurses' home.

It is estimated that the building will cost about $40,000.

THE EVENING STORY.

"THAT I GAVE."

(Copyright, 1915, by W. Werner.)

Mrs. Simmonds knew there had never been a coleus like it when the seedling first declared itself. It was the nearest to being red, white and blue of any plant ever grown. She was wild with delight at this strange "sport" nature had given to her. As the plant grew larger she put it on display and showed it to every one she knew. Some admired and some tried to detract from it with little envious words.

"I never cared much for them coleuses," said Bertha Grant. "I can't see any sense in a flower whose beauty ain't in anything but the leaves. The bloom itself ain't fit to pick. An' there ain't no smell to it."

Mrs. Simmonds smiled. She was not disturbed by the other's words. Right well she knew that if money could buy one like it it would repose in Mrs. Grant's greenhouse before the week was out. "Well," she said, "every one to their taste. I wouldn't give up my coleus for any flower I know of. It ain't jest pretty an' it ain't jest sweet. But it's odd. Far as I know there ain't an' never will be another one in the world."

"Jest as well," said Mrs. Grant, her mouth shut grimly. "There's plenty o' pretty, sweet flowers without such makeshifts as that."

It seemed strange how it had come to her. She was never done thinking about it—she who had wanted so much all her life that she had not been able to procure.

How often she had envied Bertha Grant this or that! How often she had wished that she might put up a greenhouse and raise fine flowers, as Bertha's gardener did! How she had resented Bertha having so much, without the gift of appreciation, and she having the gift and little else!

Now she had something that she knew was keeping Bertha awake nights. She had a warm little spot in her heart when she thought of that. "Ever since we was married she got the best o' me," she said to herself. "Now I got somethin' she can't get, however much she wants it. An' I'm glad. I won't pretend. I'm jest honestly glad for once. She had more'n her share o' all the good things. Her husband made a success an' mine didn't. Her children was raised an' married off nice. Mine died. She's had everything. I've had next to nothin'. Now I got somethin' I know she's just dyin' for, thanks be!"

Mrs. Grant, indeed, had a different

"DON'T YOU WANT TO COME IN, MISS BLAKE?"

life from that of her old schoolmate, though they had started in with equal chances. Everything that Mr. Grant had touched had turned to gold. Everything that Mr. Simmonds had attempted had resulted in failure. Now in middle life Mrs. Grant had a fine home, children and grandchildren. Mrs. Simmonds had a small home, a pittance to live on and her coleus!

She gloated over her triumph, the one precious thing which the wealth of her neighbor could not buy. Full well she knew, had she been minded to sell, she could have bought many more needed things with the proceeds. But she was never tempted to sell. Once or twice a florist, having heard of the wonderful plant, came with offers that would have tempted almost any one. They would have tempted Mrs. Simmonds had she not known that Mrs. Grant would buy the first plant on sale. "An' I'd rather not have anything than fur her to have that to add to her collection," she mused to herself.

Mrs. Grant's gardener led a hard life for a time, urged on, commanded, to duplicate the strange colored coleus. But he never succeeded.

Mrs. Grant went more often to Mrs. Simmonds' than she had done in years. She sat quietly while there, a strange eagerness in her—an eagerness for the coleus, an eagerness to avoid showing that she wanted it. But Mrs. Simmonds knew.

She knew that every neighbor wanted it. But she never gave away the tiniest slip. It seemed strange for her to hold so tightly to anything, she who had given away things all her life. And she would cheerfully have given away a good part of that had it not been for fear Mrs. Grant would get it. People hinted for it covertly and openly. It was so bright that it would have brightened the darkest room. Mrs. Simmonds kept it in the sunniest window of the house. And it was strange, indeed, for a passerby not to stop and admire it. It became the talk of the little town.

It had grown to an immense plant by the time spring came around. It was dazzling in the window by the sun. Mrs. Simmonds' pleasure in it had never decreased. Mrs. Grant still watched it with wistful eyes. At times she had to close her lips tightly to avoid offering to buy it.

One day Mrs. Simmonds had an impulse about sharing the joy in her wonderful plant that she could not resist. The little pale dressmaker stopped before the window and looked within with wistful eyes.

Mrs. Simmonds called to her. "Don't you want to come in, Miss Blake, and see my coleus?"

Miss Blake gladly came in. And she did not stint her words of praise.

Mrs. Simmonds thought long as the girl stood there. She knew something about how few pleasures, how many sorrows, had come her way. "My dear," she said at last, "I'm going to give you a cutting to carry home. You can root it in water quite easily."

Miss Blake protested, even while her cheeks flushed with pleasure. "Oh—I—I couldn't let you!" she said.

"I want to," said Mrs. Simmonds. "I know what a pleasure the plant is to me, and I want to share it with you. There's only one thing about it. I want you to promise me solemnly not to give a slip of it away."

Miss Blake grave the required promise and went on her way rejoicing.

Mrs. Simmonds looked thoughtfully after her. "I'm glad I gave it to her," she said. "I love to think of what a pleasure it will be. And as long as Bertha Grant didn't get it I don't care who does."

She worried over it later, however, fearing lest in some unforeseen way it should fall into her rival's hands. She made an especial trip to Miss Blake to reassure herself.

"I don't even let any one see it," Miss Blake said. "You can be sure it's perfectly safe. I wouldn't think of either giving it or selling it to any one. If you ever decide to sell you can have this one back."

It was in the summer that Mrs. Simmonds found food for thought more engrossing than the coleus. Her sister was ill and wrote to her, with an urgent plea for her to come to her. Mrs. Simmonds made ready at once. At the last moment she remembered the coleus. "What can I do?" she asked herself. "I can't leave it with any one. Bertha'd surely manage to snip off a slip if I left it with Miss Blake. Taking that big thing with me is out of the question. There's only one thing to do, fix a pan with water, like I've read, so that the plant can get its water when it wants it."

It was the one thing to do, as she knew. And it was safe. There was but one trouble in regard to it. The pan leaked. In her hurry Mrs. Simmonds did not notice.

The trip to her sister was an anxious one for her, as were the days that followed. It was four weeks and more before her sister was well enough for her to leave her. But she left her fully recovered and the promise of long years before her. Her heart was light as she went home. She was almost there before she remembered the coleus.

"There maybe was water enough," she comforted herself. "That pan held a sight."

When she reached home she ran to look at the coleus before she took off her wraps. The celeus was dead beyond

THE COLEUS WAS DEAD BEYOND RECOGNITION.

resurrection. Mrs. Simmonds threw herself down on the bed and cried.

Late in the afternoon a gentle tap aroused her. She peeped through a corner of the curtain before opening the door. "It's Bertha, of course," she said to herself, "comin' in to rejoice that my plant's gone. I won't let her in. I can't bear for her to see how things is turned out. That's the way anything o' mine allus does."

And then she heard a voice calling her name. For a moment she could not place it. Then she remembered. It was Mary Blake. She would sympathize. For the first time Mrs. Simmonds felt she could bear to see some one. She threw the door wide. "Come in, Miss Blake," she said. "I wasn't goin' to open the door. I had sech a misfortune I felt as I couldn't bear to see no one."

Miss Blake glanced at her red eyes. "Your sister?" she faltered.

"Well, you remind me how wicked I be to be frettin'," she said. "My sister's as right as a fiddle, thank God! It's a very small trouble to be cryin' about. But—my coleus—look! An' no way to replace it."

"Oh, yes, there is," said Miss Blake. "Don't you remember the one you gave me? Well, it's more than ready to give you slips back now. It's grown so big!"

When the little dressmaker had gone happily home Mrs. Simmonds cried a little to herself. "That I gave, that I kept," she repeated over and over to herself. "My dear flower was lost for good, if I'd 'a' kep' my selfishness up. An' that's how God reads me a lesson. I'll go to Mary Blake an' get slips tomorrow. I'll get two. One's for Bertha."

(THE END.)

NOVEL WEATHER-VANES.

Hints for the Handy Boy With the Jackknife.

From St. Nicholas.

Every boy likes to see a weather-vane spinning round and round, and especially when there is a good big wind that keeps it fairly whizzing for hours at a time; but it would be more interesting if it were not for the fact that nearly all the weather-vanes look alike. If an attempt is made to have something different it is usually a sailor holding a pair of paddles to catch the wind.

There is no need for this. Any clever boy can make a great variety of weather-vanes. It needs considerable ingenuity and a lot of patience, but it is always worth while.

An attractive weather-vane, representing a yacht race, can be made by means of four toy boats. These are fastened to light oak sticks or small metal rods. If the sails are cut out of strong canvas and firmly wired into place, they will stand two or three seasons of weather. On top of this, for a wind indicator, make a small oar.

With few exceptions these ornamental weather-vanes are made to spin around and around with the wind just for the sake of the attraction there is in them; but these spinning things do not really show the direction in which the wind is blowing, and so the wind indicators are needed in addition. Always make wind indicators in keeping with the subject or style of the spinner.

A wind indicator moves back and forth only slightly, varying with the wind. They do not spin around, but only serve to tell us from which direction the wind is blowing. For this reason the side that catches the wind should extend the farthest from the supporting rod.

The combination wind-indicator and weather-vane is the biplane weather-vane. Make an ordinary little biplane with two very thin boards or pieces of tin, and balance it on the supporting rod by means of the light wooden frame, the tail piece, or rudder, helping to balance it. On the front there is a propeller, made of tin. Now the wind will blow this whole biplane back and forth just as an ordinary wind indicator would vary with every breeze. At the same time the wind will keep the propeller spinning around and around, and in this manner you get the combination weather-vane and weather-indicator.

The Founders.

From the Toledo Blade.

Nature and the old-time iron founder were alike in this, that for all they worked with mighty forces, neither could resist the challenge of delicate and perishable things.

Nature made casts of the trilobite, ancestor of the crayfish, and so well that today you can count its eyes and gain an understanding of its anatomical and physiological characteristics. She has left us the true figures of the graptolites, plume - like organisms with no more substance than the weed waving in the runlet of a spring. She preserved the form of jellyfish, made copies of the wings of butterflies, the feet of cockroaches, the scales of fishes and the spores of ferns, even the borings of worms and the tracks that shellfish made in the mud.

The old-time iron founder used to test his skill by making casts of the morning-glory and the leaves of roses. The trail of his failures was long. His successes were few. So it was with the greater founder. She has left a wonderful record of achievements, some of them in rocks that go almost back to the beginning of life. But her failures must be beyond counting. Whole families and orders and classes of animal and vegetable life must have lived, died and passed away, with not one mold or tracing to tell what like they were.

Doctor—I have to report, sir, that you are the father of triplets.

Politician—Impossible! I'll demand a recount.—Puck.

THE PUBLIC LIBRARY

SELECTED LIST OF BOOKS RECENTLY ADDED.

The following list, arranged by subjects, includes some of the latest additions to the Public Library.

The lists which appear in this column each Saturday are reprinted, at the end of the month, in the library's monthly bulletin. Copies of this may be obtained free at the library, or will be sent by mail for 15 cents a year.

The European War.

Baldwin, E. F. The World War. F3079-B198w.
Beck, J. M. The Evidence in the Case. F3079-B384e.
Davis, R. H. With the Allies. F3079-D29w.
Dickinson, A. D., ed. The Kaiser. F4772-D566.
Gibbons, H. A. The New Map of Europe. F3079-G353n.
McCabe, Joseph. Treitschke and the Great War. F3079-M127t.
Martin, E. S. The War Week by Week as Seen From New York. F3079-M364w.
Mason, Gregory, ed. Europe in the Melting Pot. F3079-M389e.
Okie, H. P. Causes and Consequences of the War of 1914. F3079-O434.
O'Ryan, J. F., and Anderson, W. D. A. The Modern Army in Action. UCA-Or99m.
Phillips, W. A. The Confederation of Europe. F3078-P544c.
Powys, J. C. The War and Culture. F3079-P878w.
The Real Kaiser. F4772-R228.
Sheip, S. S., ed. Handbook of the European War. F3079-Sh44h. Reference.
The Times War Atlas (With Supplement). F80-6T48. Reference.
Treitschke, H. G. von. Doctrine of German Destiny and of International Relations. JU47-T714.E.
The War Book of Facts. F3079-W199. Reference.
Whitridge, F. W. One American's Opinion of the European War. F3079-W617.
Why We Are at War: Great Britain's Case. F3079-W628.
William II, Emperor of Germany. The War Lord. F4772-W676w.
The Year 1914 Illustrated. F3079-Y3.

Industrial Department.

Bond, A. R. Pick, Shovel and Pluck. R-B66p.
Thomson, H. C. Patents, Trade-marks, Design Patents. 1913. RR-T39p.
Gould, G. B., and Hubbard, G. W. The Cost of Power. RPC-G73.
Smith, W. C. The Business of Farming. RG-Sm68.
Bennett, H. H. The Agricultural Possibilities of the Canal Zone. 1912. RG981-Un3.
Crissey, Forrest. Where Opportunity Knocks Twice. RGB-C954w.
King, M. L. Silos. 1913. RGBS-K58s.
Lighton, W. R. Letters of an Old Farmer to His Son. RGC-L624l.
Sutton, M. J. Permanent and Temporary Pastures. 1911. RHJ-Su87p.
Hitchcock, A. S. A Text-book of Grasses. RHK-H633t.
Fuld, Maurice. The Twentieth Century Method. RISB-F953.
Graves, H. S. Forest Mensuration. 1906. RJ-G783f.
Sherman, H. C. Food Products. RU-Sh56f.
Yulte, H. T., and Vanderbilt, S. B. Food Industries. RU-Y975.
Burt, H. J. Steel Construction. SDS-B93s.
Metcalf, Leonard, and Eddy, H. P. American Sewerage Practice. V. 1. SJX-M567.
Houston, A. C. Studies in Water Supply. SL-H818s.
Garnett, W. H. S. Seamanship for Scouts. 1913. SOS-G196s.
Brennan, A. L., jr. Automobile Operation. SUZ-B756.
Hall, M. A. Motorists' "First Aid" Hand-book. SUZ-H14m.
Whitman, R. B. Motor-cycle Principles and the Light Car. SUZ-W597mc.
Protheroe, Ernest. The Railways of the World. SV-P947r.
Miller, C. M. Kitecraft and Kite Tournaments. SZQ-M614k.
Clewell, C. E. Laboratory Manual. TDZ-C399l.
Jansky, C. M. Elementary Magnetism and Electricity. TEEA-J28?e.
Lancaster, Mrs. M. L. Electric Cooking, Heating and Cleaning. TGU-L223.
Brisco, N. A. Economics of Efficiency. TIB-B777e.
West, T. D. The Efficient Man. TIB-W53e.
Heat-treatment of Steel. TJD-H357.
Machine Shop Catechism. 1913. TJE-M185.
Fox, W. P. Woodwork and Mechanical Drawing. TLF-F83w.
Procter, H. R. The Making of Leather. TQL-P942m.
Hitching, Wilena, and Lutes, D. T. Baby Clothing. TTC-H633.

Cookery.

Colling, E. M. Popular Dishes. 1906. RZ-C694p.
Fox, M. C., comp. The Blue Grass Cook Book. 1904. RZ-F83.
Gillmore, Mrs. M. M. Meatless Cookery. RZ-G416m.
Girard, Eugene. Practical and Artistic Cookery. 1900. RZ-G444p.
Gregory, A. R. Woman's Favorite Cook Book. 1902. RZ-G864w.
Hulse, O. M. Two Hundred Recipes for Cooking in Casseroles. RZ-H878tc.
Pickenpaugh, Mrs. L. D. New-old Southern Cookery. 1902. RZ-P584n.
Rorer, Mrs. S. T. World's Fair Souvenir Cook Book. 1904. RZ-R892w.
Story, Josephine. For the Comfort of the Family. RZ-St77f.
Three hundred and Sixty-five Cakes and Cookies. 1904. RZ-T413c.

The "Santa Fe Style."

From the New York Evening Post.

An architect's axiom is that any real movement toward building distinction or improvement must be, not one-man deep, but 10-000-men deep. The attempt of New Mexicans to perpetuate a native style of architecture has almost reached these proportions; and success is the more probable in that it is proved that environmental adaptation and constructional economy unite with historical propriety to commend "the Sante Fe style."

The renascence of an architectural art that had almost disappeared before the wave of modernism that came in with the American occupation is signalized by a prize competition that the Sante Fe Chamber of Commerce has just conducted, by the construction within two years of scores of residences after old native designs, by the building of hotels, warehouses, stores and sanatoria to harmonize, and by the adoption of the style by the state for the building now completed at the Panama exposition. The models have been churches, houses and governors' residences that date in some instances from before 1650. Their characteristics are well known and attractive.

For variety and historical color the preservation of a distinctive sectional architecture, whether in California, New Mexico, the south or New England, is to be encouraged.

Evolution of the Hog.

From the Savannah News.

The time-honored razor-back hog is giving place to the sleek porker on whose broad back a square meal could be displayed without a drop of coffee being spilled and with no danger of even one of the dishes sliding to the ground. The rooter is being shouldered out of the way in Georgia by the hog that doesn't have to root for a living and is so fat that its efforts to root would be ludicrous. Scientists say that when any part of an animal is long unused it tends gradually to disappear. Does that mean that pig culture will cause the final disappearance of the nasal protuberance of the hog with which it formerly was accustomed to root for its living?

The Real Trouble.

From the Boston Transcript.

"So you missed your train by just a minute. How was that; was your watch slow?"

"No, my feet."

GUARANTEED.

Sparks—So you've bought a car, O'Brien? Well, it won't take two months for the novelty to wear off.

Barks—Well if it does, the agent must replace it—he guaranteed everything for a year.