The Washington Times

Published Every Evening in the Year at
THE MUNSEY BUILDING.
Penn. ave., between 13th and 14th sts.
Telephone Main 5260.

New York Office.....175 Fifth Ave.
Chicago Office....1710 Commercial Bank Bldg.
Boston Office.....Journal Building
Philadelphia Office.....612 Chestnut St.
Baltimore Office.....News Building

FRANK A. MUNSEY,
Proprietor.
EDGAR D. SHAW, *General Manager.* PAUL C. PATTERSON, *Managing Editor.*

TUESDAY, SEPTEMBER 13, 1910.

SUBSCRIPTION RATES BY MAIL.

	1 mo.	3 mos.	6 mos.	1 yr.
Daily and Sunday	$0.30	$0.90	$1.75	$3.50
Daily Only	.25	.75	1.50	3.00
Sunday Only			.25	.50

AUGUST CIRCULATION.

Daily.

The number of complete and perfect copies of The Washington Times printed daily during the month of August was as follows:

August 1	43,734	August 17	42,367
August 2	44,017	August 18	42,290
August 3	43,627	August 19	42,319
August 4	43,271	August 20	43,811
August 5	43,283	August 21	Sunday
August 6	44,626	August 22	42,171
August 7	Sunday	August 23	43,079
August 8	42,737	August 24	43,085
August 9	51,211	August 25	42,324
August 10	44,706	August 26	43,319
August 11	43,281	August 27	44,401
August 12	43,024	August 28	Sunday
August 13	45,175	August 29	41,832
August 14	Sunday	August 30	42,046
August 15	42,911	August 31	41,647
August 16	42,667		

Total for the month 1,169,859
Daily average for the month..... 43,328

The net total circulation of The Washington Times (daily) during the month of August was 1,010,866, all copies left over and returned being eliminated. This number, when divided by 27, the number of days of publication, shows the net daily average for August to have been 37,439.

Sunday.

The number of complete and perfect copies of The Washington Times printed Sundays during the month of August was as follows:

August 7	41,003	August 21	40,114
August 14	38,417	August 28	40,534

Total for the month..... 161,068
Sunday average for the month..... 40,267

The net total circulation of The Washington Times (Sunday) during the month of August was 139,452, all copies left over and returned by agents, being eliminated. This number, when divided by 4, the number of Sundays during August, shows the net Sunday average for August to have been 34,870.

In each issue of The Times the circulation figures for the previous day are plainly printed at the head of the first page at the left of the date line.

Entered at the Postoffice at Washington, D. C., as second-class matter.

Persons returning to the city may obtain prompt and satisfactory delivery of The Washington Times to their homes or offices by notifying this office either by mail or telephone. The Times will be delivered at the rate of 30 cents a month or 7 cents a week. Telephone Circulation Department, Main 5260.

PEOPLE REVOLT AGAINST MACHINE POLITICS

Political explanation factories are working overtime today on the raw material furnished by the Maine elections yesterday. Numerous influences combined to produce the overwhelming Democratic victory, and these are cited by various political experts, according to the personal opinions of the explainers. It must be recognized, however, that the primary cause of the overthrow of the Republicans was machine rule, of which the masses of the people had grown weary and which they were determined to break.

Prohibition was an issue. The tariff was an issue. The personality of candidates was an issue. The fact that this is an "off" year was partially responsible. Hale was an issue and Cannon was an issue. These influences all played their parts, but behind them all was the dissatisfaction of the people with Republican machine rule in Congress and Republican machine rule in the State under the hand of Representative Edwin C. Burleigh of the Third district.

For years Burleigh has been the boss of Maine. Even Senators Hale and Frye have been subservient to his will. The people chafed under Burleigh's dictatorship at home and resented the part that he played and that he forced his State to play in the national Republican organization. They have been gathering strength to file effective protest for five years. Yesterday they spoke. As a result, Burleigh, at least one other Representative, and perhaps all, the Republican governor, and probably the Republican legislature and a Republican United States Senator have been eliminated from Maine politics for the time being.

The action of the Maine voters, primarily, was prompted by the same feeling of dissatisfaction with the national Republican organization that has been displayed this year in the Foss and Havens elections, in the defeat of Senator Burrows, in the indorsement of Senator La Follette, in the Vermont election, and in the Republican primaries in Iowa, New Hampshire, Kansas, California, and Nebraska.

In Maine, the evidence that this dissatisfaction exists and is determined to assert itself was merely more strikingly demonstrated than in other communities. It means that, in States where the local bosses are Aldrich-Cannon men who have throttled independence and have attempted to force a reactionary policy upon the people, revolt may be expected.

In States where the demands and ambitions of the rank and file of Republicans have been recognized and have been given means of expression, Republican victories are probable. But where Republican voters do not see a hope of getting what they want through the platform and candidates of their own party, they will vote for Democrats.

The Maine election has probably come too late to be a lesson by which the reactionary leaders of the Republican party may profit. They have gone so far in their resolve to force indorsement of themselves and the things for which they stand that they can hardly turn back. If they could, it would probably do them little good.

The Maine election upholds the statements of John Snure, staff correspondent of The Washington Times on the Roosevelt trip, to the effect that the strength of the insurgent movement in the West tends to lessen Democratic chances in that section, and that if the Democrats get the House it will be by big gains in the East, where independent Republicans have less opportunity to register protest against the Republican organization through their own party and must turn to Democrats in their desire to retire their reactionary party managers.

SUPERINTENDENT STUART HAS RIGHT IDEA.

A. T. Stuart, superintendent of the public schools of Washington, is traveling in the right direction. His advocacy of trade branches in the public school course should appeal to every person interested in the welfare of the rising generation of the District. Mr. Stuart wants to teach boys and girls how to do something directly practical, so that when they leave school, as so many do, at the age of twelve, fourteen or sixteen years, they can step into positions that will make them at least self-supporting.

Throughout the country too much attention is given to what is commonly known as "book learning" in proportion to the attention given to vocational instruction. Superintendent Stuart proposes to change the proportion in Washington if possible, until in the schools of the District boys and girls not only learn to read, write, and do arithmetical sums, but also learn a trade, or at least enough about a trade, to be able to go from the school room to work that will furnish them a livelihood and in which they can see hope of early advancement.

It has been many years since so important a reform has been suggested in this city.

A TIP FOR STREET RAILWAY MANAGERS.

Here's a tip for the managers of the Washington Railway and Electric Company. It came in the form of a letter to The Times from a reader who is interested in the problem of Washington street cars, and is as follows:

To the Editor of The Washington Times:

Knowing of the great interest The Times takes in the public welfare, and anent the advent of "pay-as-you-enter" cars on all electric lines in the District of Columbia in the near future, and; as the car companies, in some instances, do not equip all of their cars with cross seats, why not divide the long, side seats into so many sections, or spaces per side by using "arms?"

This, in a measure, would overcome the "two-seat hog" or "spreader" and the "sideway sitters," who, when they occupy a seat, will turn half way round or spread themselves so as to occupy almost double space, thus depriving many "standers" of what they are entitled to—a seat.

There being no conductor to traverse the cars of this new system, there is no check on "spreaders," and to space the seats would overcome one of the most objectionable features that is now inflicted upon the traveling public.

Fortunately for the street car patrons of Washington, the Capital Traction Company has seen a great light. Its new cars, and presumably its equipment purchased in the future, will provide comfortable transportation for customers. The cars just ordered are to be the same type as those now used on the Chevy Chase line—open at front and rear and equipped with cross seats. The Washington Railway and Electric Company, however, is still apparently determined to hold out against public opinion. Its new cars for the F street line are to be of the closed, pay-as-you-enter type, with longitudinal seats.

The suggestion of The Times' correspondent is commended to the tractions officials for consideration.

The football season, with its de-brutalized rules, is almost upon us. It has already arrived at numerous institutions of learning throughout the country, and is holding the close attention of coaches, trainers, and players. Practice has started in practically all the academies and colleges and in many of the high schools. As yet no one has come forward with a comprehensive statement showing what the new rules will produce in the way of a game. Evidently, no one knows. The new rules will be judged by the casualty lists. Public opinion forced a change in them because of the increasing number of accidents. If accidents are fewer this fall, the new rules will be heralded as good. Otherwise, they will be stamped as bad, and the promoters of the sport will again face the necessity of changing them. As for the game itself, it will live. It is productive of too much wholesome enjoyment to be eliminated.

A man who is reported to be "well known in Washington" has been airing his views on health in one of the Washington newspapers. One of the things he denounces is the habit of frequent bathing, which large numbers of Americans have acquired in the last few years. The writer once had pneumonia, but since he stopped bathing every morning and adopted the practice of bathing only now and then, he has had good health. His experience reminds one of the old lady who had had rheumatism for thirty years. She tried the famous remedy of putting a raw potato in her bed. Since then she has never had rheumatism. Manifestly, the potato cured her.

While Connie Mack is winning pennants in Pennsylvania his brother is winning Congressional elections in Maine. How many people know that Connie's name is really McGillicuddy?

There is considerable speculation just now as to whether Mr. Ballinger's invitation to the Cabinet meeting of September 24 will be withdrawn.

WRITER TO MAIL BAG URGES CHEAP OPERA

Organist Condemns Washington Charges That Bar Humble Music Lovers.

FAVORS ADOPTION OF POLICY ABROAD

Censures Greedy Producers and Patrons Who Go to Talk and Show Finery.

Letter to Spur Thought if Not Convince

Note—The accompanying letter, while not indorsed by The Times in its entirety, still vitalizes so strikingly two important local issues that The Times is glad to give it space in its "Mail Bag" Department. Written by a musician, who evidently feels deeply on the two subjects discussed, it should cause Washingtonians to think, even if it fails to convert them to the writer's conclusions.—The Editor.

To the Editor of The Washington Times:

The Editor of The Times must evidently have a many cornered brain, because he is as well adapted to the consideration of artistic matters, as to other more sane and worldly affairs. I notice from time to time musical matters are mentioned editorially, and something worth while is always said.

Some time ago the question of popular prices for grand opera, as in other large cities, so that the masses might be able to attend, was splendidly brought to the attention of those who were in a position to remedy the evil of exorbitant admission fees for hearing opera. The real trouble here in Washington lies with the "middleman" or local representative of opera companies.

Too Much Expense.

It is much like certain foreign missionary societies that collect money for the "poor heathen." It often happens that about 75 per cent of the amount collected from the "missionary box" is used to pay high-salaried office staffs, etc., and what's left finds its way to the object of our charity. The local representatives of grand opera in their greediness profit in the proceeds, often to the extent of one-third the price of every ticket sold.

It naturally follows that this form of "middleman" must see that the proper (?) price is charged. One of these "middlemen" was so anxious to make the proper profits a few years ago that three seats were refused to as many poor blind women; I say seats, but mean standing room. These poor afflicted souls wanted to hear an opera, and being without funds were attempting to gain the consent of the "manager" to stand, just to hear the music. This was refused point blank, because "this is not a charity concert."

Opera For Rich.

The opera as it is conducted in Washington, and as it will probably be this winter, is strictly for the rich. The occupants of the boxes and select orchestra seats are not as a rule capable of being real judges of true music, because they are too busy with their silly gossip and rude, staring manners.

We really should not presume to know just why Mr. and Mrs. Peacock attend the opera anyway, but it is safe to make a guess that most of those who occupy the high places in the opera house, do so as a fitting prelude to a midnight frolic at a neighboring rathskeller; then too, their money has come to them so easily that a few seats at $5 per is a mere nothing, and what an elegant opportunity for the "Chollies" to run in and out, nursing their cigarette between the acts, and incidentally ogling the girls they met at the last german. Then the society "buds"—both would-be's, has-beens, and some long since in full bloom—have such an opportunity to stare each other out of countenance, and to appraise one anothers gowns and jewels.

How About Others?

Yes, opera in Washington answers these purposes, but what about the army of Government clerks here, who are working for meager salaries, and the hundreds of students in the various schools, to say nothing of the refined, cultured men and women who compose the so-called "small fry" brand. These are the people who would appreciate opera, and listen to it, if it was not put out of their reach by unfair prices of admission.

The real students and lovers of music are thus shut out when a first-class company comes to town. It may be possible, through great sacrifice, for these people to go to one performance during the week, and then to sit (or more often stand) in the "pit," with no ice water between the acts, when they should be downstairs, comfortably located as ladies and gentlemen.

Europe's System Different.

In Europe, in all the principal musical centers, opera is well within the limited means of the people. At Covent Garden, London, the home of grand opera, it is possible to hear the self-same artists (who later flock to America for the coin) for a respectable admission fee. The writer had the privilege (and Heaven knows an organist never has money) of hearing grand opera at Covent Garden two years ago, and of occupying a good seat for just what it costs here to stand up against the soft side of the gallery brick wall.

We had the greatest artists singing to us, and the people were of a class to listen to the singing. The late King Edward and his wife sat in a box in plain view of the audience, and did not talk during the singing or sit facing the audience, rather than the stage.

A person really might spend a week at Covent Garden for what it would cost to "get a look here."

"All We, Like Sheep."

Now that the theatrical season is again upon us, it is to be hoped that those in authority, backed by public demand, as expressed in The Times, will make it possible for us of the "out-of-the-40-class" to hear opera decently and in order, and not be compelled to jam together in the gallery, sweetly humming to ourselves the beautiful chorus from Handel's "Messiah," "All We, Like Sheep."

Things could be changed very easily if our Government would control the opera, as is done in so many European countries.

Band Concerts.

Then, too, the question of band concerts and the programs of the Marine and other military bands, is just now being discussed in the columns of The Times. No real musician has even accused the Marine Band of being a concert organization. The Marine Band is first class when it appears on the Avenue in stiring march tunes, but when it attempts classical work it is most decidedly out of its element. One of its principal players confided this much to the writer.

The Marine Band is a military band in the strict sense of the word, and nothing more. The band is composed of good musicians for this special work, the soloists of which furnish music for the dancing every evening at Chevy Chase Lake—and they certainly can "tear the rags" to smithereens.

No Artists Now.

This feature of the evening at the lake is vastly more popular than the "concert part," held amid the cool breezes on the brow of the hill, where the fat bass horn player worries us in his frantic efforts to keep cool.

The Marine Band, years ago, had as members graduate musicians who were artists on their respective instruments, such men as Henry Jaeger being soloists. This was in the days of Sousa and Fanciulli. The band today, while composed of good, all-round band men, lays no claim to being an organization of artists. This fact is well known, and all the more apparent from the fact that the stipend allowed each man is considerably less than an ordinary first-class day laborer could command. The musicians usually leave for larger and more fruitful fields, as soon as they "make good."

The writer has tried to enjoy the Marine Band concerts, does so, most decidedly, so far as fancy "rag time" is concerned. (Pardon me for approving "rags," but I do. It's simply a form of syncopation, which is used by all the great masters. Its use today, as constituted in "rag time," is simply an aggravated and exaggerated form.

A Suggestion.

So his talk about the merits of band concert programs would seem to favor the argument of those who want to hear popular music played as only a military band can play it.

One humble suggestion to the Marine Band management: "Why not have a traditional elephantine drum major, of ponderously prepossessing proportions, who can manipulate his baton after the approved manner of the vaudeville juggler, rather than having the band headed on certain public occasions by a microscopic vision of humanity?"

Very truly,
ERNEST T. WINCHESTER.
Organist of St. Paul's.
Washington.

What's on the Program in Washington

Meeting of the Central Labor Union at Eagles Hall morning and afternoon.
Building Managers and Owners convention at Arlington Hotel morning and afternoon.
Convention of printers, headquarters at Ebbitt House, afternoon and evening program.
Illustrated lecture by the Rev. W. P. Hines at Immanuel Baptist Church, Sixteenth and Columbia road at 8 p. m.
Petworth Citizens' Association will resume monthly meetings at Petworth M. E. Church, Shepherd street between Georgia avenue and Eighth street this evening.

Amusements Tonight.

Belasco—"The Little Damozel," 8:15 p. m.
National — "Get-Rich-Quick Wallingford," 8:15 p. m.
Columbia—Al H. Wilson, "Metz in Ireland," 8:15 p. m.
Chase's—Polite vaudeville, 8:15 p. m.
Academy—"The Wolf," 8:15 p. m.
Gayety—"The Big Banner Show."
Lyceum—"Cherry Blossoms."
Casino—Vaudeville and motion pictures.
Cosmos—Vaudeville and motion pictures.
Avenue Grand—Vaudeville and motion pictures.
Majestic—Vaudeville and motion pictures.
Masonic Auditorium—Motion pictures.
Georgetown Open Air Theater—Motion pictures.
Chevy Chase Lake—Section of Marine Band, dancing.
Arcade—Moving pictures.

Excursions.

Moonlight trip—Steamer Charles Macalester leaves Seventh street wharf 6:30 p. m.
Old Point Comfort and Norfolk steamer leaves Seventh street wharf 6:45 p. m.
Chesapeake Beach trains leave District line 2:20, 5:40, 7:45, and 9:45 p. m.

CRISIS IS NEARING IN LONDON STRIKE

Prospects of Early Settlement of Trouble Not Very Bright.

LONDON, Sept. 13.—Prospects of an early settlement of the boilermakers' lockout and the Lancashire cotton strike were wrecked today by the refusal of the cotton workers to treat with the operators, and the promise of financial support for the boilermakers from unions throughout England.

These developments have not only enraged the cotton manufacturers and the shipbuilding Employers' Federation, but they have convinced employers' federations generally that the slightest weakness on their part will precipitate a general strike.

A big mass meeting of unionists will be held next Sunday and employers fear that this will bring a crisis.

VETERANS MEETING IN ATLANTIC CITY

ATLANTIC CITY, N. J., Sept. 13.—Everything is in readiness for the annual national convention of the Union Veteran Legion, which will hold forth here during the next four days. Headquarters were opened at the Royal Palace Hotel today. The reguwlar sessions will begin tomorrow afternoon. Several hundred delegates have arrived, including National Commander Thomas J. Shannon and Adjt. Gen. O. P. Hallam.

NEW FALL HEADGEAR LARGER THAN EVER

NEWPORT, R. I., Sept. 13.—Feminine headgear will be considerably larger than the dress hats now in vogue if millinery creations now on display here are to be taken as a criterion.

Some of the Paris hats are a yard and a half in circumference, and are decorated with three large ostrich plumes.

TO ENTERTAIN PRINCE.

ANNAPOLIS, Md., Sept. 13.—The Naval Academy authorities have been notified that Prince Tsai Hsun, of China, will visit the institution September 28. A luncheon will be given in his honor by Superintendent Bowyer. The prince is a brother of Prince Tsai Tao, who visited the Academy last spring.

Brig. Gen. and Mrs. Aleshire Return to Home in Capital

New Residence on S Street Opened for the Season. Misses Marjorie and Dorothy Aleshire Accompany Parents to Washington From Wyoming.

Brig. Gen. and Mrs. J. B. Aleshire, accompanied by Miss Marjorie Aleshire and Miss Dorothy Aleshire, have arrived in Washington and opened their handsome new residence on S street.

Mrs. Aleshire and her daughters left Washington early in the summer for Parkman, Wyo., where they were the guests of Mrs. Aleshire's parents, Mr. and Mrs. T. R. Dana, on their ranch. General Aleshire joined his family several weeks before their return.

Lieut. J. P. Aleshire, U. S. A., who was graduated from West Point last June, and who spent the summer at Gloucester, Mass., has arrived in Washington for a few days' visit to his parents, before joining the Sixth Cavalry, to which regiment he has been attached, at Fort Des Moines, Iowa.

—✣—

Capt. and Mrs. Frank E. Beatty, of the Navy Yard, who have been on a camping trip in Maine, will go to Atlantic City in a few days for a stay of several weeks before returning to Washington for the season.

—✣—

Ambassador Takes Villa At Lenox.

The Austro-Hungarian Ambassador and Baroness Hengelmuller, who spend the autumn at Lenox each year, have taken apartments at the Bourne villa for the month of October. They are now at Bar Harbor, where they have been since their return from abroad.

—✣—

The former Attorney General and Mrs. Charles J. Bonaparte, are spending a few days in New York en route to their home in Baltimore from Lenox, where they spent the summer.

—✣—

Col. Spencer Cosby, U. S. A., has returned to Washington from a six weeks' trip abroad. Mrs. Cosby, who spent the summer at Lenox in his absence, is now visiting her mother, Mrs. Charles R. Shepard at the latter's summer home on Long Island. Colonel Cosby went abroad as a delegate to the International Waterways Commission at Brussels.

—✣—

Dr. and Mrs. J. J. Richardson have returned to Washington from the Virginia Hot Springs, where they spent the month of August. They spent a few days in New York upon the conclusion of their visit to the Hot Springs.

—✣—

The Rev. Richard Pardee Williams and Mrs. Williams have returned to Washington from an extended sojourn at Mountain Lake Park.

—✣—

Mrs. Mida C. Peabody has returned from an extended trip through the White Mountains.

—✣—

Miss Mindeleff To Wed H .E. Rockwell.

Mr. and Mrs. Victor Mindeleff, of 1642 Twenty-ninth street, announce the engagement of their daughter, Miss Natala Mindeleff, to Henry E. Rockwell.

The wedding will take place on Wednesday, September 14, at 1 o'clock, in the home of the bride's parents, the Rev. J. H. Dunham officiating.

—✣—

Announcement is made of the marriage of Miss Anna V. Cluerents and Edward E. Casen. The wedding took place at noon yesterday at the parsonage of the Metropolitan M. E. Church, the pastor, the Rev. John Reid Shannon, officiating in the presence of a small gathering of relatives and a few intimate friends.

—✣—

The marriage of Miss Mary Martin, of Washington, and Brown H. Plumb, of McKeesport, Pa., took place last evening, at 7 o'clock, in the parsonage of the Metropolitan M. E. Church, the pastor, the Rev. John Reid Shannon, officiating.

—✣—

Dr. and Mrs. Stavely are at the Hotel Dennis, Atlantic City.

—✣—

Mrs. Rhodes Goes To West Point.

Mr. and Mrs. D. H. Rhodes have left Washington for a stay of several weeks, Mr. Rhodes for an extended Northern trip, and Mrs. Rhodes for a visit to her sister at West Point, N. Y.

—✣—

Dr. H. H. Donnally has returned to the city after a vacation of six weeks spent in Massachusetts and at Cape Vincent, N. Y.

—✣—

Dr. W. C. Borden, dean of the department of medicine, George Washington University, has returned to the city, after spending the summer at his country home, Latonka, on Lake Ontario. Mrs. Borden is visiting friends in Elmira, N. Y., and will return about September 20.

—✣—

John Barrett, director of the International Bureau of American Republics, has returned to Washington from St. Paul.

—✣—

Dr. G. D. Kirkpatrick has returned to Washington from Canada, where he spent the summer.

—✣—

Mrs. William Kearney Carr, who has been abroad all summer, has returned to her country place near Washington for the autumn.

—✣—

Mrs. Audenreid Hostess At Hot Springs.

Mrs. Audenreid, who is spending the season at the Virginia Hot Springs, and is prominently identified with the Washington colony there, was hostess at luncheon at the Homestead yesterday for Judge and Mrs. William Harrison Jackson.

—✣—

Miss Elliott has gone to the Virginia Hot Springs for a few weeks of the autumn season at the Homestead.

—✣—

Mrs. Robert Hinckley, Miss Gladys Hinckley, Robert Hinckley, jr., and William Bowie Clarke comprise a Washington party at the Curtis Hotel at Lenox.

—✣—

A telegram from Augusta, Ga., announces the marriage of Miss Mattie Lou Cline, daughter of Mrs. Edith L. Cline, of Washington, to Fletcher Norton Mullin, of Atlanta, Ga., Monday, September 12.

After a bridal trip along the Great Lakes, Mr. and Mrs. Mullin will reside in Atlanta, where Mr. Mullin is engaged in business.

—✣—

Representative and Mrs. Boutell and Miss Alice Boutell, who spent the summer in Maine, will return to Washington about the middle of the month and open their apartment in the Highlands.

—✣—

Mr. and Mrs. Lester A. Barr, of the Wyoming, and their family, who spent the summer season at their cottage, in New Hampshire, have returned to Washington.

—✣—

Miss Natalie Driggs, daughter of Mrs. William H. Driggs, has gone to Buena Vista, Pa., to spend a few days.

Mrs. Driggs and Miss Driggs have recently returned to Washington from Atlantic City and the North Shore, where they spent the season.

—✣—

Mr. and Mrs. George Langdon Whitford have returned to their home on Newlands street, Chevy Chase, from their summer home, The Farms, Waterloo, N. H.

—✣—

Mrs. J. C. Berman and son, of the Kingham, have returned to the city, after having spent the summer abroad.

—✣—

Mrs. Charles Friedlander and sons, who have spent the summer with relatives in Newport News, are expected to return to their home in this city the latter part of the week.

—✣—

Mr. and Mrs. Milton Kronheim are again located in their home in the Willard apartment, after spending the last few months at Ingleside, Md.

—✣—

Capt. Bobbie Koller, who spent the week end in this city, has returned to his home in New York.

—✣—

Miss Florence Gusdorf and her guest, Miss Dorothy Garner, of Newport News, have returned to the city after spending several days with relatives in Baltimore.

PARDON IS REFUSED TO SUGAR WEIGHERS

NEW YORK, Sept. 12.—It was announced here today that President Taft has refused to pardon Edward Boyle, John Coyle, P. J. Hennessey, and Thomas Kehoe, sugar weighers convicted of participation in the sugar frauds. They are serving a year in Blackwell's Island penitentiary.

The quartet was convicted at the same time as was Oliver Spitzer, who later was pardoned and turned State's evidence.

Concerts Today

By the Fifteenth Cavalry Band, at Fort Myer, Va., at 7:45 p. m.

G. F. TYRRELL, Director.

PROGRAM.

March—"Tyrrell's" ..... Lewis
Overture—"Guy Mannering"...Bishop
Valse Oriental—"Vision of Salome" (by request).....Joyce
Poeme Symphonique—"Dance Macabre" .....Saint-Saens
Selection—"Cavaleria Rusticana" Mascagni
Reverie—"Moonlight on Manila Bay" .....Tyrrell
Excerpts from "The Maid and the Mummy" .....Bowers
March—"Perpetuum Mobile" Von Blon

By the U. S. Engineer Band, at Franklin Park, at 7:30 p. m.

JULIUS KAMPER, Chief Musician.

PROGRAM.

March—"The Dashing Sergeant" Fahrbach
Overture—"Ruy Blas"...Mendelssohn
Cornet Duet—"Kindred Souls" Eilenberg
Waltz—"Danube Waves"...Ivanovici
Selection—"Trovatore" .....Verdi
Japanese Intermezzo—"Hanakom" Aletter
Excerpts from "The Fortune Teller" .....Herbert
Grand Fantasie—"A Day at West Point" .....Bendix
"The Star-Spangled Banner."

YEAR OF SUCCESS FOR BATHING BEACH

Dr. Hudson Urges Pools In Other Sections of City.

PLANS FOR CLOSING ON SUNDAY NEXT

Action Taken to Avoid Possibilities of Boys "Playing Hookey."

The school year begins September 19. The bathing beach closes September 18. There's a reason.

Having had large experience with the small boy, Dr. W. B. Hudson, superintendent of the bathing beach, is well aware of the temptation offered by that institution to "play hookey." He has decided, therefore, notwithstanding the hot weather, to close the beach Sunday at 5 p. m. The doctor is of the opinion that were the beach pools to remain open after that date, many of the youngsters whose parents fondly imagine them deeply engaged in their studies would be found at the beach. Wishing to avoid controversy with the Board of Education, he has reached the conclusion that it will be a wise procedure to declare the season at an end before the beginning of the school year.

Season Most Successful.

The season which is nearing its close is the most successful in the history of the bathing beach. Since July 1, the opening day, the average daily attendance has been 600, and on some days it has reached as high as 1,400. The number of boys and girls who have been taught to swim during the last three months is over 700, which is considered by Mr. Hudson as an excellent argument for larger appropriations next year, and the establishment of swimming pools in Georgetown and the northeast section of the city.

"Twenty per cent of those who visit the bathing beach travel a distance of over five miles," said Dr. Hudson today. "We have had regular attendants who came from Chevy Chase, Tenleytown, Cleveland Park, and even as far as Laurel, Md. This to my mind is an indication of the necessity of pools in other parts of the city. The cost of their establishment and maintenance would be comparatively small compared with the enjoyment they would afford, and the good they would do in the way of instructing the youngsters in the art of swimming.

"Since the opening of the bathing beach there have been comparatively few drownings in the Potomac river, and with greater opportunity to learn to swim under competent instructors, the number would be less."

Attendance Ladies' Day.

That the present bathing beach is appreciated by members of the fair sex is indicated by the attendance which on "ladies' days" averaged 300. Early morning swimming parties became the vogue and many fair bathers were in the pools long before the sun had gilded the top of the Monument.

Dr. Hudson has in mind a number of improvements for next year for which he will ask appropriations from Congress. It is proposed to arrange the bath houses so as to entirely separate the white and colored bathers, to install new flooring, and to renovate the buildings by the addition of a coat of fresh paint.

The annual report of the superintendent containing a record of the season's operations and recommendations for next year will be submitted to the Commissioners about October 1.

The Business Doctor

By Roe Fulkerson

"HE IS not half as good a salesman as you are, and yet he is getting more money, eh?"

The Business Doctor smiled.

"My dear fellow, let me mildly suggest to you that the day he sold his services to this firm for more money than you are making, he demonstrated his ability as a salesman. He showed that he was a better salesmen than you according to your own admission, for he sold this house—and they are experienced buyers—an article inferior to the one you have to sell them and yet he got a better price for it.

"You sit down and study arguments, approaches, selling points, and general salesmanship in reference to the articles you have to sell from day to day here in the store. That is the reason you are a top notch man. Why don't you apply this same line of reasoning to the most important thing you have for sale? In fact, your services, your ability, your experience is the only thing you have for sale, and if you expect to make a good living, to get the full market value for those services, you will have to apply some of this salesmanship of yours to selling yourself.

"Take stock of your abilities, your accomplishments, and your education. When you have sized these all up, see what would be the most advantageous manner of arranging these goods to attract the eye of a prospective buyer. Study what would be the best manner of approaching him with your wares and the surest way of attracting his favorable attention to them.

"You say they are good goods. You insist that you are a good salesman. Now, there is no better place in the world to demonstrate this than right here by landing a better job.

"If you cannot sell yourself to this man, how can he hope that you will sell his stuff to the public?

"Get busy. Put some system into this matter and get your raise; for your employer is just as susceptible to salesmanship as any man in the world. Sell yourself to him."

The public little realizes the enormous development of the taxicab service of the country. San Francisco and St. Louis each support 4,000; New York and Chicago, 6,000 each.

Introduced into Washington two and a half years ago, there are now 3,000 taxicabs and livery touring cars in service, and of the 450 horse vehicles in public service at that time only about 100 remain. In one Jersey City storage warehouse there are 2,000 hansom cabs stored which will, undoubtedly, be broken up for the iron on them.

Weddings, receptions, and theaters use most of the taxicabs, but on at least one occasion they were used for an entire funeral cortege. Hurry-up calls for doctors and nurses at all hours of the night find the all-night stands at the Union Stations handy, and "Call a taxi" has become the first words in an emergency.

Says John Wanamaker:

"If there is any enterprise in the world that a 'quitter' should leave severely alone it is advertising. Advertising does not jerk, it pulls. It begins very gently at first, but the pull is steady. It increases day by day, year by year, until it exerts an irresistible power."

Success consists not in doing those things which no one else does, but in doing extremely well the things which other people do indifferently.

Where it is needed to turn a card in a card index to mark it for a letter or follow up, or to make it easily found for any particular reason, the simplest manner is to have the corners clipped from the top of all the cards, and then when it is desired to mark one it can be simply turned up side down in its place, and the corners will show so that it may be picked out at a glance.

Apparel is extremely important. It costs a lot of money to wear too many clothes, but it costs much more to wear too few.