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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	42,734	August 17	42,363
August 2	44,017	August 18	42,200
August 3	43,627	August 19	42,199
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	41,211	August 25	42,524
August 10	44,706	August 26	40,319
August 11	43,281	August 27	44,401
August 12	43,034	August 28	Sunday
August 13	43,175	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..... 42,328

The net total circulation of The Washington Times (daily) during the month of August was 1,010,868, 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	39,417	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 159,482, 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 39,870.

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.

THE DECREASE IN MORTALITY RATES.

The cost of living has become greater, but there is some consolation in the fact that we are living longer than we formerly did. The Census Bureau has just given out statistics showing that the death rate last year in the bureau's registration area was only 15 to each 1,000 inhabitants, which was four-tenths under the rate per thousand during the year before.

The statistics give us some interesting sidelights and shatter some venerable illusions. For instance, the sweet free air of the country is not so conducive to long life in England and Wales, at least, as are the smoke and fog of "dear old Lunnon." In the country at large, it appears, the death rate was 14.5 per thousand of population, while in London itself the death rate was only 14.

Returning to our own country, the Census Bureau informs us that March is the most fatal month of all the year, while June, the month of brides and roses, in keeping with the eternal fitness of things, is the month in which the mortality is lowest.

It is a rare day that goes by without the discovery of some new germ, but the evidence would go to show that for every new germ there is a discovery of a germicide; two of them, in fact, since the mortality is constantly diminishing.

The optimist who sees the doughnut rather than the hole and believes that the world is growing better all the time is sustained by the facts in regard to vital statistics. Let the earth rejoice.

THE MEANING OF THE FIGHT IN NEW YORK.

The contest in New York State over the chairmanship of the Republican convention at Saratoga tomorrow is not the real issue upon which the Republican party in New York is divided. The fight for control of the convention is not the real issue. Roosevelt is not the real issue, Sherman is not the real issue, and Barnes is not the real issue. The ambition of one faction or the other to name the Republican candidate for governor and to write the Republican platform is not the real issue. The United States Senatorship, lurking in the background, is not the real issue.

All these things are minor issues, about which we have heard a great deal in the last few weeks. The actual casus belli is popular government. The question to be determined is: "Shall industrial, financial, and commercial interests, operating through a ring of spoils politicians, continue to administer the affairs of the State, for the benefit of the interests and the few political bosses, or shall the people administer the affairs of the State for their own benefit?"

Under the leadership of Roosevelt and Hughes a large proportion of the Republicans of New York State are trying to establish real popular government. Under the leadership of Barnes, Woodruff, and Wadsworth, some of the great business-political organizations, are trying to defeat popular government.

The mere chairmanship of a convention, the mere personality of a candidate for governor, the mere declaration for or against direct primaries, could not produce the bitterness that today engulfs the Republicans who are assembled at Saratoga. The Roosevelt-Hughes men are fighting for political and governmental freedom. The Barnes-Woodruff-Wadsworth men are fighting for political and governmental spoils. Within the next few hours it will be definitely determined whether the Republican party in New York stands for popular government, alongside the branches of the party in the progressive States, or whether it stands for the spoils system of politics and the interests of business, alongside the branches of the party in the reactionary States.

All the arguments that have been used for years against progress within the Republican party in other communities are being used assiduously in New York today. It is encouraging, however, to observe that, at this time, they seem to have failed of their purpose. The rank and file of Republicans of the Empire State seem to be alive to the real, underlying issue of their campaign. Reports from Saratoga today indicate that they are about to resume control of their party organization and to offer to the people of New York a progressive policy worthy of confidence and support.

COMMISSIONER LANE ON RATE INCREASE.

The average layman cannot hope to understand all the mysteries of what is generally known as the "railroad question," and ordinarily should be conservative in his attitude toward the increase in freight rates which the railroads propose from time to time. It is safe, generally speaking, to leave those questions for the determination of the Interstate Commerce Commission, which has had considerable experience in penetrating the arcana of railroad rates.

A bold and clear-cut statement by Franklin K. Lane of the Interstate Commerce Commission, made during the present hearing in Chicago, is therefore of more than passing interest. The attorney for the Chicago, Milwaukee, and St. Paul railroad said that his railroad was "suffering from too much business," and that this meant an increase in the unit of cost which grew faster than the unit of income. In other words, as the business of the railroad grew, there would have to be a constant increase in freight rates.

At this point Commissioner Lane made the statement that he regarded it as a serious menace to the Western country—whose railroads were under immediate investigation—if the rates are constantly to be increased, and then he added:

We must work out this problem on lines other than by the proposed method of raising the tariffs. If not, there is no time when we can say the maximum has been reached.

Coming from such a source, this is a warning which the railroads of the country will have to consider seriously. In this connection it may be added that, as developed in the hearing, the Chicago, Milwaukee, and St. Paul sold to its stockholders at par large quantities of stock which was worth from 180 to 200 on the open market. The facts carry their own comment.

A SUCCESSFUL WOMAN OPPOSES WOMAN'S ACTIVITY.

It is not yet a settled question whether women are either intended or equipped for commercial pursuits, and all the examples cited to prove the affimative contention do not settle it. They are merely individual cases.

To quote a case to the contrary, Mrs. Agnes Murphy-Mulligan, the only woman member of the New York Real Estate Exchange, announces her retirement from money-making pursuits and remarks that her experience has taught her that "women should not be in business."

She began selling real estate thirty years ago. Her father died, and the care of an invalid mother fell to her. She continued her father's business and has been successful.

"But," says she, "thirty years of business has convinced me that woman's sphere is home and motherhood, not business." She turned to business because she was forced to do so by circumstances.

Mrs. Murphy-Mulligan thinks that women are not physically capable of going into business. She declares that their chances of success are remote and that even a small measure of success makes them forget home and lose their ideals.

Incidentally, this woman suggests that a desire to vote and plunge into politics is "equally foolish."

Not every woman will admit that Mrs. Murphy-Mulligan is talking sense when she says that the way a woman should "go into business is to remain at home and be the partner of her husband, instead of defeating her own ends by becoming a competitor."

She has a pretty good angle of view—she has tried business for thirty years, she is married, lives happily and has five growing daughters.

WEST POINT HEAD APPEALS TO TAFT

Major General Barry Presents Facts In "Silencing" Case.

(Continued from First Page.)

to start back to West Point this afternoon.

Officials Are Astounded.

War Department officials and old West Point men, astounded at the news of the arrest of the entire cadet corps at West Point, expressed the opinion today that the situation would have to be dealt with by Major Gen. Thomas H. Barry, in command of the Academy, as a "breach of discipline."

The "silencing" of Captain Longan, by the entire corps, presents a problem such as army officials have not been confronted with in years. It is the first important case of "silencing" at the Academy in a long time.

A few months ago the midshipmen at Annapolis, administered "silence" to Lieut. Wallace Bartholf, but after Superintendent Bowyer deprived a few midshipmen of their privileges, the incident was passed over and the offense was not repeated.

Creates Serious Situation.

The action of the entire corps at West Point in refusing to speak when Captain Longan entered the dining room Saturday night, and the repetition of that method of showing their dislike and disrespect for a superior officer yesterday, is looked upon here as creating a situation of the utmost seriousness.

Strict disciplinarians declare that such a breach of order must be given severe treatment. But army men would look upon it as a national shame and disgrace if the entire corps were court-martialed. It would be considered a disaster, scarcely to be considered, to expel a majority of the cadets. With this muddled prospect, army officers and War Department officials are watching the situation with intense interest.

Entire Corps Under Arrest.

WEST POINT, N. Y., Sept. 26.—With the entire cadet corps under arrest for alleged disrespect to Capt. Rufus E. Longan, a board of inquiry is endeavoring to find out the reason for the universal attitude toward the officer, who only arrived here September 1.

The cadets have thus far stubbornly refused to divulge the secret for their apparent dislike for Captain Longan, and the whole matter is veiled in deep mystery. First-class men are as deeply involved in the case as are the others.

It is believed here today that the entire cadet corps will face a general court-martial, and that wholesale dismissals will result, dismissal being the penalty for the offense.

Captain Longan, who came here September 1, and was assigned to the department of tactics, which has to do with the discipline of the cadet corps, was "silenced" Saturday for no reason that is known to the officers of the academy. After mess Saturday evening the cadets were sent to their quarters, and an inquiry was begun at once and it lasted until early this morning.

The attitude of the cadets was not changed to any material degree on Sunday, although the "silence," which consisted of the cadets stopping eating and talking when Captain Longan appeared, was hardly as pronounced as it was on Saturday.

Because the cadets were sent to their quarters Saturday evening they missed a hop in Memorial Hall, and many young women, who had come from New York, Albany, Poughkeepsie, and other places, were doomed to disappointment. The Y. M. C. A. services Sunday evening were also discontinued because of the discipline imposed on the 500 cadets.

The board of inquiry, which is investigating the matter is comprised of Col. Walter A. Bethel, Major Robinson, Capt. Charles P. Summerhall, and Capt. Frederick W. Sibley.

WIRELESS IS MADE HIGH SCHOOL STUDY

Everett, Mass., School Board First to Sanction New Telegraphy Course.

EVERETT, Mass., Sept. 26.—The first evening high school to offer a course in wireless telegraphy will open here October 10. The school committee has voted to permit instruction in wireless, and also to extend the curriculum of the school.

Submaster Herrick will be in charge of the new course, assisted by Harold Powers, a recent graduate, who has had much practice at American wireless stations. The course will also be given to day pupils.

DICKINSON IS HONORED.

PEKING, Sept. 26.—The elaborate program of entertainment which has attended the visit here of Jacob M. Dickinson, American Secretary of War, concluded today with a review of over 10,000 troops of the modern Chinese army in the presence of Secretary Dickinson and his party.

What's on the Program in Washington

Band concert, U. S. Soldiers' Home, 4 p. m., Soldiers' Home Band.

Band concert, Lincoln Park, 7:30 p. m., Fifteenth United States Cavalry Band.

Band concert, Washington Barracks, 8 p. m., U. S. Engineer Band.

Amusements Tonight.

Belasco—"Mary Jane's Pa," 8:15.
Columbia—"A Fool There Was," 8:15.
National—"Your Humble Servant," 8:15.
Chase's—Polite Vaudeville, 8:15.
Academy—"The Fortunes of Betty," 8:15.
Gayety—Al Reeve's Big Beauty Show, 8:15.
Lyceum—Tom Miner's Bohemian Burlesquers, 8:15.
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 the Marine Band and dancing.
Arcade—Motion pictures.
Alhambra Theater—Motion pictures.

EXCURSIONS.

Steamer Charles Macalester leaves Seventh street wharf at 10 and 2:30 o'clock for Mount Vernon.

Old Point Comfort and Norfolk steamer leaves Seventh street wharf 6:45 p. m.

GORDON IS LEADING INDIANA INSURGENTS

Republican Managers Will Fight Along Most Progressive Lines.

EDITOR OF PAPER BACKED BY OWNER

Since Taking Charge Prominent Politician Has Made Big Change in State.

INDIANAPOLIS, Ind., Sept. 26.—The Indiana Republican State committee has decided to make the campaign of 1910 on insurgent lines.

The winds of the North and West have wafted great courage into the party leaders.

Insurgency had its inception in the Hoosier State more than five years ago. Strange as it may seem, the strenuous political idea first came to light in one of the oldest and most conservative towns of the State, Richmond, founded by Quakers, and noted for its conservatism, gave to Hoosierdom the new light.

The father of insurgency in Indiana? James Bennett Gordon.

A little bundle of wires—all alive, it seems. His shock of fiery red hair resembles nothing less than shooting flames. His nervous energy gives truth to the assertion that he is a bundle of wires. He weighs less than a hundred, but he writes like a giant. Great, big, solar-plexus-reaching sentences come from his pen.

He writes what he thinks—what he knows. The charm of his writing lies in the fact that he usually thinks right—and knows what is right.

Foulke Was His Partner.

About five years ago James Bennett Gordon was the partner of William Dudley Foulke—known by his essays and comradeship with men of greatness—in the publication of the Richmond Item.

Occasionally came from Richmond—from the Item—a splutter, in the blue light of which were gleaned unusual facts about the machinations of such astute politicians as Charles Warren Fairbanks, James E. Watson, James A. Hemenway, and others. The Item was a Republican newspaper. The people began to notice that they were hearing things about certain Republicans through the columns of the Item that other Republican newspapers had never printed—never had dared to print and still keep the editor in the postmastership.

Insurgency was sprouting.

James Bennett Gordon was telling things—telling of the Pittsburg conference at which Fairbanks, Watson, Hemenway, and James P. Goodrich gathered and decided that Fairbanks was to be the Republican nominee for President, Hemenway was to be Senator, Watson was to be governor, and so on, all without consulting the rank and file of the party.

At the moment the Richmond Item was becoming most interesting, William Dudley Foulke announced that James Bennett Gordon was no longer connected with the Item. The world may never know how Gordon was separated from the editorial tripod. It was done. Gordon did not squeal. He never squeals. Once a man tried to bite off his ear. Gordon never noticed the ear. He kept fighting on.

Gordon Gets New Job.

Stuffing a collar and a nightrobe into a grip, Gordon struck out for Milwaukee, in the State of live wire insurgency. A man who can "throw ink" like Gordon is not long out of a job. Soon the columns of the insurgent daily in Milwaukee began to sizzle. Gordon had obtained a job.

The second epoch of insurgency in Indiana came with the entrance into newspaper activity of Rudolph G. Leeds, also of Richmond. The son of the late William B. Leeds, tinplate magnate, young Rudolph—now only twenty-five—came into possession of at least one million. Some say the amount reaches five times one.

Fresh from school, young Leeds immediately sought a field of actvity. In Richmond was the Palladium, the Republican rival of the Item. Leeds bought it. The paper was down and out for sure when he came into ownership of a basketful of type and an old brass press, all of which was junk, and which he hastened to throw into the junk heap. The Palladium, fresh from the new type and a good press, looked the new paper that it was.

In the early days of his newspaper career, Leeds did several things to arouse the ire of the fiery Gordon and when Gordon left Richmond he and Leeds were not on speaking terms.

When Leeds' Richmond Palladium began showing insurgent tendencies there came a new surprise to Indiana Republicans.

"How can it be that Rudolph Leeds is demanding tariff revision?" the old line bosses asked. "Why, didn't his father attain his great fortune in the tinplate industry—the industry that was made in America by the McKinley high tariff?" they ventured.

All of which is true, but young Leeds kept on and while the Item, without Gordon, had gone back to regularism, the Palladium, under Leeds, became the insurgent organ of the State.

But Richmond was not big enough field for Leeds with his liberal fortune. He cast eyes toward the capital—Indianapolis.

Leeds Buys Paper.

As nonchalently as some men walk up to a cigar counter and flip a dime for a cigar, Leeds one day walked into the office of the Indianapolis Sun, asked if the paper was for sale, and when told it was, figuratively speaking, flipped a check across the counter for something less than two hundred thousand dollars and took possession of the plant.

The Sun, theretofore "independent," became so radically insurgent that its old battered type wouldn't hold the pace. Following his course at Richmond, it was the junk heap for much that was in the old Sun office, and today appears in Indianapolis a newspaper that is the typographical equal of any in the country.

"Can't guess who I am going to get for editor-in-chief," bantered the young millionaire to a friend a couple of days after his purchase of the Sun.

"Best man money can bring," prophesied the friend.

"Yes, I think so," said Leeds. "I have just phoned James Bennett Gordon to come down here from Milwaukee and take charge."

And Gordon came.

Leeds, acknowledged to be the most level-headed man for his age and wealth in the middle West, was big enough to forget the animosities at Richmond.

And so Gordon is insurging. He has won the Republican managers to his way of thinking.

Fairbanks, Watson, Hemenway—they are fighting outside the breastworks. For whom? That's where the guess comes in.

Gordon, Leeds, the Palladium, and the Sun are fighting for the re-election of Beveridge. They say "Beveridge" is the slogan for insurgency.

CITIZENS GREATLY AROUSED IN CRUSADE AGAINST CARS

Residents From Every Section Come Forward With Expressions of Appreciation for Efforts of The Washington Times to Compel Traction Company to Afford Better Service to Patrons on Different Lines.

That the people of Washington do not propose to submit without protest to the discomfort imposed upon them by the policy of the Washington Railway and Electric Company in adopting an objectionable type of P-A-Y-E cars, is indicated by the letters which are coming into The Times office in every mail from citizens of all classes. Following are some of the letters received by The Times today:

To the Editor of The Washington Times:

I want to thank you for your efforts to retire the longitudinal-seat P.-A.-Y.-E. cars just installed on the F street line. They are an abomination.

Sunday I entered one at Fourteenth street and New York avenue to ride to Georgetown, and a more uncomfortable ride I never took. The car was so crowded that I not only could get no seat, but I could not get a strap to hold and the consequence was that I bumped from side to side till I reached Dupont circle. Had there been cross seats I could have supported myself by clinging to the tops thereof, but as it was I was simply at the mercy of every jolt from a curve or from starting and stopping en route.

As I have passed my three score and ten you can readily imagine my discomfort.

Thanking you again, especially for Saturday's editorial, I am, very respectfully.

J. P. THOMAS.

Injustice To Public.

To the Editor of The Washington Times:

The Times is doing splendid work in behalf of a suffering people who are at the command of the street railways in the District. The Pay-as-you-enter cars are classed as a nuisance, unsanitary, and unsaintly, and the patrons of the Eleventh street railway are becoming more and more strong in their opinions that they should be entirely eliminated.

In the first place there are not enough cars on the Eleventh street railway line to accommodate the people, and besides cars are about 15 minutes apart, so we must wait, or rather abide our time, in getting to our place of business.

A woman who is employed in the Government service says that once or twice she has reached the department where she is employed, at a quarter of 9 o'clock, but, a majority of the times traveling on that line she has been 15 minutes late.

And then, again, back to our theme: Those "P. A. Y. E." cars are unclean and foul in their stench, thereby causing sickness and death, which open the way for legal proceedings. And, again, the straps are dirty, the carpet on the longitudinal seats is dusty, and the floor unclean with scraps of paper here and there. And then, again, as we wait, wait, and wait for a car to come along its way down town, we bow, not from courtesy, but against our will, to the conductor in our acquisance of entering a car with the longitudinal seats, or rather narrow benches, already occupied on both sides of the car, and, as we near Euclid street, other passengers file in and the conductor then gives his usual command, so instructed by the railway company, by shouting: "Move forward, please! Move forward!"

In the language of the conductor, "Why don't you move!"

And then, again, the car is filled to overflowing with passengers as we reach U street, and of course, "under instructions," the motorman stops the car at every street, fearful of not getting enough passengers on his trip. And then again, the children, both boys and girls, who are on their way to the different schools down town, must fight their way to the "exit" door, and, where there are a lot of workmen on their way to dig sewers, in their working clothes, which they have been wearing since "landing" in Washington from Georgia or South Carolina, and they become somewhat riled of giving way in order to permit the children to get off the car in time for school.

And then again, in the mixture of the different classes of people who ride, there are a few who insist that a newspaper should be read thoroughly spread wide open at that, before arriving at the office, and that takes space; but the reader, upon inquiry, replies by saying that he reads the paper in order to make room for breathing properly. A good idea.

And then again, we must wait "our turn" in getting on and off these so-called "beautiful and accommodating" cars, and it is always at the command of the conductor, "All aboard!" and by the command of the motorman, "Wait till the door opens!" thinking that the passengers intend jumping through the glass in the door.

Why, is it that again and then again, that we hear comments not to be printed from the patrons up in Columbia Heights, as well as down along the line, in regard to the pay-as-you-enter cars. Why, the patrons desire to be accommodated when they pay their money, the same as going to a store and spending their money, to get a square deal.

Give us cross-seats as soon as possible in every car running on the Eleventh street railway line, clean cars, and plenty of them to carry all the passengers who wish to ride to their places of business.

A move by the Citizens' Associations, such as the Columbia Heights Citizens' Association, the Park View, all of the Brightwood and Takoma Park Citizens' Associations, is needed. Arise and demand better accommodations, and by strong resolutions condemn these pay-as-you-enter cars as they are at present being operated on Eleventh street and Georgia avenue.

COLUMBIA HEIGHTS.

West of Georgetown.

To the Editor of The Washington Times:

Reading in the Sunday Evening edition of The Times an editorial on the Washington Railway and Electric Company's P-A-Y-E cars, caused me to write you to call the attention of the District Electric Railway Commission to the service given the people west of Georgetown University, that is, on the line running from Thirty-sixth street to Cabin John Bridge.

The only service given on this line this time of the year is half-hourly unless it is a warm Sunday. Then they may run cars every fifteen minutes.

This service is the worst in the city. If you happen to be one minute late you wait one-half an hour for another car; that is, you do if they don't have a tie-up on the line, which may cause you to wait a half hour to an hour and a half, which happens quite often.

Cars on this line can make a trip from Georgetown to Cabin John in twenty minutes at the longest; to the District line in about one-half that time.

Now I think there is a remedy for this. There ought to be some regulation to compel the company to run the cars on the Georgetown line to the District line, instead of loafing at Thirty-sixth street and Prospect avenue for from six to eight minutes at times. At other times cars leave Thirty-sixth street to go downtown when they hear one of the half-hour cars coming in, so it will be inconvenient for the people on the half-hour line.

In the winter, standing at the corner of Thirty-sixth street and Prospect avenue in hail, rain, snow, and wintry blasts is not a very healthy or pleasant proposition.

They could run cars at least every fifteen minutes, or even every twenty minutes, which would only be one car more an hour, but it would help some.

The railroad people could make any number of excuses for not running more cars, and the main excuse—not reason—would be not enough traffic for more cars.

You be one of the judges, Mr. Editor. Try this line some Saturday night, when it is especially bad, from 7 to 10:30. Yours sincerely,

P. J. O'CONNOR.

Credit To The Times.

To the Editor of The Washington Times:

Your editorial "More High-handed Street Car Tactics," in the edition of Saturday evening expresses the sentiment of every wide-awake, hustling, progressive citizen. There is something radically wrong with the street railway system of Washington. It is simply antediluvian.

Four years ago Cleveland, Ohio, adopted nothing but air-brake P. A. Y. E. cars.

I live at the top of the hill in the Mt. Pleasant district, on the Brightwood avenue, via Georgia avenue, system, and always stand coming up, unless I start at the Center Market end of the line—the distance must be at least five miles—while other cities run cars ten miles for one fare.

Washington will wake up some day when it has a few more progressive papers like The Times, and will see how far it is behind.

The Times was the first in the field to be metropolitan. It is the best today for the interests and welfare of the people. I would rather go to bed without my coffee than miss the Evening Times.

Respectfully,
Mrs. JOHN B. FOSTER.

POLICEMAN STOPS MUSICAL STRAINS

Four Italians Returning From Wedding End In Station House.

Sweet strains of Italian light operas mingling with the sordid sounds of a scuffle, then a great blast from a trombone, and minor notes that were given birth by a flute, caused Sergeant Lee and Policeman Lurrick, of the First precinct, to investigate the varied clamor that echoed around and about the corner of Ninth and D streets early this morning.

They found four Italian musicians, Louis Tomassi, Frank Bossi, Philip Batonia, and Felice Iarrinica, who were on their way home from a wedding with their instruments, trying to inflict a little melody on the public. Each, with dreamy eyes, but unsteady legs—admitted having imbibed freely of Mascala—was doing his best at a reproduction of certain classics, among them "Ma Cousin, Caruse," something that might have passed as a passage from "El Trovatore," and a sprinkling of "Its Moonlight in Ancient Venice."

The minions of the law were not up on light opera. It sounded to them like a wail from the throat of demons—combined with the screeching of a car wheel in the clutches of the brake—and they promptly arrested the four strolling players.

Each forfeited his collateral of $3 in Police Court this morning.

GROCERS HAVE OUTING.

Officers of the Retail Grocers' Association are receiving congratulations today on the success of their oyster roast and picnic at Marshall Hall yesterday. F. A. Dodge, president of the association, made the address of welcome.

Concerts Today

By the U. S. Engineer Band, at Washington Barracks, at 8 P. M.

JULIUS KAMPER, Chief Musician.

PROGRAM.

March, "Down in Yucatan"....Henry
Overture, "Merry Wives of Windsor" .....Nicolai
Waltz, "La Gran Via".....Valverdi
Selection, "The Bartered Bride," Smetana
Idyl, "The Glow Worm".....Linke
Excerpts from the comic opera, "The Mikado".....Sullivan
"The Star-Spangled Banner."

By the United States Soldiers' Home Band, at 4 p. m.

JOHN S. M. ZIMMERMANN, Director.

PROGRAM.

March, "On the Avenue".....Pierson
Overture, "Il Guarany".....Gomez
Nocturne, "Liebestraum (A Dream of Love).....Liszt
Grand Selection, "Macbeth".....Verdi
Hungarian Dances, Nos. 5 and 6, Brahms
American Fantasia, "America Forever" .....Tobani
Waltz Suite, "Au Revoir" (Requested) .....Waldteufel
March, "The Rifle Range"....Lincoln
"The Star-Spangled Banner."

By the Fifteenth Cavalry Band, at Lincoln Park, at 7:30 p. m.

G. F. TYRRELL, Director.

PROGRAM.

March, "Rakoeczy".....Boettger
Overture, "Semiramide".....Rossini
Waltz, "La Serenata".....Jaxone
"The Dance of the Serpents," Boccalari
Grand Selection, "Macbeth"....Verdi
Intermezzo, "Mauresque Capuice," Boccalari
Fantasia, "Albion".....Baetens
March, "The Gun Fire"..... Heed
"The Star-Spangled Banner."

The Business Doctor

By Roe Fulkerson

"NO one in your line has ever done it that way?" repeated the Business Doctor.

"So you don't like to do it, eh?

"My friend, you are offering the very best reason on earth why you should do it instead of why you should not take this line of action. In the entire business world, it is the hustlers, the innovators, who skim the cream and the followers who get the blue skimmed milk.

"There is no worse condition for a man to be in than to be merely a follower of the general rut into which his line has fallen.

"The only difference between a rut and a grave is the depth.

"Most business men are prone to do things a certain way just because they have always seen them done so, yet a moment's thought will convince any one that the people who have made the real big successes in life are the people who have had the nerve to step out of the beaten path and blaze a trail of their own. If the man who made the razor you shaved with this morning had been content to follow the old rut in making razors, he would not have had a factory in every country in the world and counted his wealth in tens of millions. If Cyrus McCormick had followed the rut men might still have cut their wheat with a scythe.

"The young business man generally has ideas of his own, and when he first starts out, he generally creates quite a stir because he puts them into active operation, and the reason the older men say he will soon fiz out is because they know that sooner or later he will drop into the mental condition of letting well enough alone, and this is death to all progress.

"Strive in every way possible to inject a little originality into your dealings with the public, a new manner of packing your goods, a new scheme of delivery, a new or novel manner of waiting on your trade—in fact, anything that is new and different from the way the other fellows in your line do it is an improvement, even if it is only equally as good. The craving for novelty has never ceased and never will, for our American public is as fickle and as undependable as a loose joker in a poker game.

"Many men in business are under the impression that because they have made a success in the past with certain methods that it is playing safe to continue those same methods, but this will not do.

"New life, new methods, new thoughts are just as much needed as new goods for the very novelties which brought you a certain trade will become old and the innovator will take them from you as you once took them from some other merchant."

No man has ever been able to solve the problem as to why one side of any given shopping street has double the trade the other side has, yet it is invariably true. There is always more traffic on one side than on the other, and one business house in New York makes stock of it by calling attention to the fact that their store is No. 564, "on the wrong side of the street."

The bargain counter booster is the latest thing in Chicago department stores.

This woman's work—it is always a woman—is to go from counter to counter where things are a little slack and pick up articles from the counter, remarking, "Well, that's a genuine bargain," or to find a customer in doubt about a purchase, and in a purely disinterested (?) manner tell her that it is particularly becoming. She earns her salary a dozen times over. It amounts to simply a saleswoman in disguise; a saleswoman on the outside of the counter with a hat on, ready to offer advice, or encouragement to any weak-kneed or uninformed patron.

A lorgnette in the handle of an umbrella is the latest Parisian freak. Its difficulty lies in the fact that when the umbrella is up the lorgnette is out of commission.

John Jacob Astor is reported to have invented a device to keep a revolving chair from revolving.

Who is it insists that all our rich are idle? It does seem as though this is a case of misdirected energy, however, and that he would have been better employed making a nonrevolving chair revolve, but he has money enough to be called eccentric where you or I would be plain crazy.