

come to appreciate its merits and usefulness enough to purchase the set at regular rates, which, after all, they must admit is a very reasonable price for the books. Thus, you see, the one set sold at introductory rates will be the means of selling two more at regular rates.

I assured Mr. Werner that the STANDARD would be glad to continue this offer to its subscribers indefinitely; that it was glad.

To Serve the Public

In this way, and besides that it was indirectly deriving considerable profit from the arrangement, as there are large numbers becoming subscribers to the STANDARD for the express purpose of availing themselves of the STANDARD's special offer.

"We do not question your willingness," he answered, "but you see we must consider our own interests in this matter; we have to depend on our after sales for the profit of our Montana business, and it must be left to your judgment to decide when it is expedient to resume regular prices."

"In Boston we placed a great number of sets at introductory rates, and now we are receiving more orders at the regular rate of \$2.50, \$3, \$3.50 and \$4 than we formerly received at introductory prices. This is what we mean by reaping our harvest after the seed is sown."

Another Busy Scene.

A scene very much like the one at the Chicago office is found at the STANDARD's Britannica headquarters. It is true the rooms are not as large nor the occupants as numerous, but everyone is just as active, and there are few places which pre-

A. says: The set arrived to-day in good order, and I consider I have made the best investment of my life."

F. B. Breden, United States Sampling Co., Helena, says: "I most heartily endorse the work, and have no hesitation in saying that it is, in my opinion, the best work of the kind printed."

R. E. Baell sends a very flattering letter wherein he says: "Placing such a work within the reach of the humblest, robs the uneducated man of his best excuse and compels him to raise the intellectual average of our people. As the possession of knowledge elevates, enables and inspires, the dispenser of it acts to be regarded as benefactors of the human race."

PAID FOR DOING NOTHING.

Great Ingenuity Displayed by Clerks in the Departments at Washington.

A great many young men secure places in the departments merely for the purpose of supporting themselves, while they are studying in the great schools of law and medicine here, says the Washington Star. Matters are arranged at these institutions that a clerk who stops work at 4 p. m. can get dinner and be on hand for the evening lectures, which begin at 6. The house has voted to reduce the annual vacation of the clerks from 30 to 15 days, in addition to which they are allowed 30 days sick leave in each year. Whenever there is a legal holiday there is usually a half-holiday on the day previous. The clerk takes the working part of that half day off. This gives him two days clear. But, on the day before the half-holiday, he goes to the chief of his bureau and asks permission to leave at 2:30 p. m., so as to catch a train.

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The recent completion of the Encyclopaedia Britannica, ninth edition, has enabled the public to take the measure of this incomparable work and place it in contrast with other encyclopaedias. The result has been to establish beyond question its unqualified superiority. It is a giant where others are pigmies. It stands the noblest work in all literature; the one only adequate representative of the advanced thought and scholarship of the world. It is the only cyclopaedia in which each principal subject is treated by an acknowledged authority upon that subject. No other has spent one-third as much money on literary labor as Britannica. No other can show a list of principal contributors, either so eminent in their departments of scholarship, or varied in nationality and profession, or so numerous. The full list of contributors number over 2,000 persons, and includes the most eminent literary and scientific names of Europe and America. While it is the acknowl-

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RECORDING AND CORRESPONDENCE ROOM AT "STANDARD" BRITANNICA HEADQUARTERS.

sent such a busy scene during so many hours of the day and night. An interior view of the recording and correspondence room is given elsewhere.

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### WHAT BUYERS SAY.

Opinions Concerning This Great Reference Library.

A few words are quoted below from the many letters which are daily received, bestowing the highest praise upon the STANDARD edition Encyclopaedia Britannica:

John B. Slater, lawyer, Colville, Wash., writes: "I am in receipt of your elegant set of Encyclopaedia, and I must say that I am delighted with it."

H. T. Engstrom, M. A., president Helena Business college, says: "It stands at the head of all encyclopaedias published and presents the actual state of human knowledge in all its phases."

Frank A. Deay writes: "The books have arrived. They are excellent; far better than expected."

M. L. Drew, Post Q. M. Sergeant, U. S.

Thus the single day's holiday is expanded into two days and a half. The ingenuity with which such affairs is managed is said to be wonderful. However, it should be explained that two-thirds of the employees rarely take a day of the sick leave allowed them. If a clerk is absent on account of illness over 60 days in any year he or she must pay a substitute. The civil service commission provides all the substitutes that are wanted. It is provided that the clerks shall give to the substitute a certain proportion of the pay, usually amounting to about 5 per cent. By thus hiring a substitute a clerk might retain his place in the service of the government for years, though himself blind, paralyzed and confined to his bed. In all cases of sickness a physician's certificate is required. Not long ago the treasury department made a rule to the effect that such certificate must always state the complaint. But the local medical society resolved in formal council that such a regulation was out of the question, and so the regulation fell to the ground.

One gets a vivid notion of the magnitude of the departments from the vast quantities of ice which are required to keep the throng of the twenty-three thousand clerks. The treasury consumes a ton and a half of ice daily, taking an average ton year around. An equal quantity is used in the war, state and navy buildings. But the department of the interior is the great devourer of ice. Including the post office it gobbles up from five to six tons every twenty-four hours. The quantities utilized are variable. Each department makes its own contract for ice, bids being advertised for annually. No definite amount to be provided is agreed on. The contractor gets so much for supplying all the frozen water required, whatever it may be. All the departments together with their branches, consume 24,000 pounds of ice every day. Any surplus can be a simple order increase the working hours of the clerks in his department to any extent which he thinks desirable.

For and About Women.

Queen Victoria expects to send specimens of her own art work to the Chicago fair. She will send three landscapes, mounted in plain frames, representing scenes near Balmoral. A fourth is a view of Aix-les-Bains, taken from the spot where the queen intended to build a villa. She will also send a sketch of Spot, her favorite terrier, and a sketch of Prince Henry of Battenberg's pug dog.

A remarkable instance of official regulation of morality in women has been reported from New Zealand. An important bill has been brought before the house of representatives which, if passed, will make it necessary for washerwomen to show to the minister of public works a certificate of character signed by four justices and a policeman. The certificate having been endorsed by the censors of feminine morals and the woman's premises having been inspected, provided the august authority is satisfied, she will receive a certificate of merit to scrub out soiled linen.

The setting of type seems to be a work especially adapted to the delicate fingers of a girl, and the fact that she is earning a comfortable competence ought to give her a dignity that demands the respect of those with whom she comes in contact. The actual work of picking up the type is no harder than playing scales on the piano, and not half so trying for the eyes as drawn work or embroidery. The men printers do their work standing, but the girls have high stools at the cases, and may sit or stand. It isn't clean work, but it is clean money, and ranges from \$3 to \$25 a week. A man is employed to do the heavy lifting of the forms, which is supposed to be too heavy for women, and the men who most object to this work for women are too hard, rarely think of lifting the wastebills or bringing up the coal, to say nothing of carrying the baby for the women they support and protect from drudgery.

edged standard, incomparably the best and most desirable encyclopaedia in existence, its high cost has heretofore placed it beyond the reach of the majority. The English edition is sold in this country at \$5 per volume, and the American edition at \$3 per volume, making the cost of the set from \$35 to \$50 in cloth binding.

The STANDARD has obtained a special contract with the Britannica publishers, whereby it has been enabled to offer a new and superior edition (brought down to date) at a remarkably low introductory rate, and that upon terms so easy that the humblest family may now own the latest and best reference library in print, and need not content themselves with out-of-date editions simply because they are cheap. Like old editions of Webster's dictionary, an out-of-date Britannica would be dear at any price, and judging from the way orders have been coming in at the STANDARD headquarters, the people of Montana have decided that they want the best—the STANDARD edition, the only up-to-date edition on the market.

### PRESIDENT ELIOT

Of Harvard University on Individual Instruction.

President Eliot in a recent lecture before the Lowell institute uttered these significant words:

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If you would avail yourself of this offer, you must take a year's subscription for the DAILY STANDARD, \$1 per month, (the payments to be included each month with the payments on Britannica) or the SUNDAY STANDARD, \$3 per year in advance. If you are already a subscriber for the DAILY STANDARD, we would suggest that you send the SUNDAY STANDARD to some friend whom you would like to interest in Britannica.

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