

INSTRUCTIVE STUDIES BY NOTED MEN AND WOMEN



young pupils to work up a little repertoire as soon as they begin to have pieces at all. They should be taught to memorize everything, and as they progress from one piece to another the old ones should be reviewed in order, at least once every day, that they may not be forgotten. By doing this a child may acquire a very delightful little repertoire, and so be able to play at a moment's notice any number of pretty pieces and studies correctly and musically. The more accustomed the child becomes to doing this sort of thing the better he will do it, and as he gains confidence he will be able to throw more and more soul into his rendition of the music, and will become in truth a veritable little artist.

Memorizing Music.

BY ANICE TERHUNE.

(Song writer, formerly director of music in the College of St. John the Baptist, New York.)

Copyright, 1904, by Joseph B. Bowles.

Memorizing, like accompaniment playing, is a gift. The music student who has it is able to carry away twice as much from a concert to which he has been listening as his less fortunate fellow student to whom memorizing is a sealed book. He can upon his return



MEMORIZING AWAY FROM PIANO.

home, go to the piano and play the different airs and motifs he has just heard, fixing them in this way in his mind, where they are stored up for future use. All this helps him to become musically intelligent, to find out for himself the different characteristics of each composer to whose music he listens, besides making it possible for him to "bring home a little bit of the concert," so to speak, to the members of the family.

Nowadays memorizing is reduced to a science, and even the pupil who has no natural aptitude in that direction will be able, if he follows my instruction carefully, to memorize unflinchingly.

The natural method of memorization is by the ear. That is, a person hears a tune, and immediately it seems to sing itself into his mind without any conscious effort on his part. This is a most delightful way of memorizing, but it is also apt to prove very unreliable, and the music is liable to desert one at the wrong moment. For instance, if a pianist who relies upon his ear alone is playing before a number of people and becomes nervous his memory may fail him. A little nervousness, a little lack of concentration, a moment of absent-mindedness and all is lost.

There is another way of memorizing, however (and this is the true and proper way), which never fails—"photograph" the music upon one's brain. This is sometimes difficult at first and requires something of a brain to start with, but if children are trained to it from the beginning it does not trouble them.

Let the pupil take one "measure" of a piece of music, look at it carefully, then shut his eyes or look away, and try to play what he sees in his mind's eye. At first he will probably fail to see anything at all, but after trying a few times he will be able to see at least a few notes and to play them from memory—in other words, from what he reads in his mind. As soon as he is able to play one measure in this way, let him try the next, and so on, until he is able to play a whole bar of music by this method. When the bar of music is



MEMORIZING AT THE PIANO.

fixed in his mind he should proceed to the next, and so on until he has the whole piece at his command.

When he has once acquired the knack of committing music to memory in this way it will always remain with him, no matter how nervous and ill at ease he may be at the thought of playing before a large company of people without his music. All he has to do is to turn his mind resolutely away from his audience—forget them entirely, if possible—and fixing his mental vision on the picture of the music as his brain opens it before him, he will play as easily from it as he possibly could from the actual printed sheet, without fear of a breakdown.

In this way the pupil may memorize the most difficult music, and in the course of time even the intricate harmonies of Bach's "Fugues" will not be beyond him.

It is an excellent thing for every

The training that he gets in this way will be of priceless value to him in later years, too, for by practice the "photographic" method of memorizing becomes second nature to the musician and requires even less effort than the method of "playing by ear."

The two methods do not conflict at all, by the way, although some people contend that they do. I have used both methods all my life, playing by ear because I "was born that way" and could not help it, and memorizing by way of the "mental picture" also.

In connection with the subject of memorizing, there is another point which I wish to bring up, and that is the way in which a child should be taught to listen to music.

The technical side of this we discussed in one of the earlier lessons, where I urged parents to take their children to hear good music, but in addition to the technical the imaginative side of the music should be made to mean something to the child, and his fancy should be taught to paint pictures descriptive of every piece of music he hears.

Tell him that the composer had a certain picture, or rather, a certain scene in his mind when he wrote the music and that he (the boy) must try to find out what it was. Tell him that the music will describe it to him and he must listen well to what the music is saying so that he may find what it is all about.

Listening to music becomes intensely interesting to children when presented in this manner, and the way in which they sometimes grasp the idea of the composer is truly astonishing.

Never laugh at the fancies the music may suggest to a child, no matter how absurd they may seem to you. As long as you can get him to think about the music at all you are educating him, and the power for clever musical analysis will grow as the years advance.

It is always a good thing to take a child to a concert in company with some other child and let the two compare notes between numbers as to



PLAYING WITHOUT NOTES.

what the music seems to mean to each of them.

It is not at all necessary (nor at all likely) that it should mean the same thing to both. Even grown people rarely interpret music alike, and its grandeur and breadth is shown in that very thing—that one piece of music may suggest an entirely different picture to each person in a vast audience, and yet the picture in the mind of each will be absolutely correct and not conflict with the idea of the composer either. It is all according to the mind of the listener—a broad, receptive mind will see things in a large way, will receive an impression of greatness and nearness to nature in music like Beethoven's, where a smaller soul will see only what his mind can grasp.

Some children are born with musical insight and some have to acquire it. In either case they should be helped and encouraged to give their views and ideas in regard to what they hear, and should be listened to with unflinching attention by their elders, for it is not easy for them at first to acquire the habit of putting what they feel into words, and they must be made to understand that the doing of it is worth while, and that "mother" is interested, heart and soul, in the music as it is interpreted by her little boy.

In our next lesson we will take up ensemble playing—which should have its place in the life of every music student.

Somewhat Mixed.

Says a London newspaper: "Cases of bigamy do not, as a rule, attract attention, but at West Ham Police Court recently there was revealed a matrimonial tangle which revealed the most cunning brain to unravel. Florence R. Redhead is the wife of William Gamble Redhead. Supposing his wife to be dead, she married Henry Foster. Her mother, also assuming Redhead's decease, married Redhead's father. When Redhead turned up he found (1) that his father was his stepfather-in-law; (2) that his mother-in-law was his stepmother; and (3) that his wife was his step-sister (not his half-sister)."

After the Wedding.—He—It certainly was a pretty wedding, and everything was so nicely arranged. She—That's just what I think; and the music was especially appropriate. He—I don't remember. What did they play? She—"The Last Hope."—Lippincott's Magazine.

THE SAN FRANCISCO CALL

JOHN D. SPRECKELS, Proprietor Address All Communications to JOHN McNAUGHT, Manager

Publication Office Third and Market Streets, S. F.

WEDNESDAY JANUARY 27, 1904

GOVERNMENT IN BUSINESS.

THOSE who advocate public ownership of public utilities by municipalities are in the habit of pointing with pride to the Federal administration of the postoffice of the business of receiving and sending mail to its destination, and the transaction of a banking business in the sale of money orders. As we have already pointed out, the greatest public scandals we have had have occurred, and under all parties, in the Postoffice Department. The next greatest have been in the Interior Department, and both are handling property, buying and selling, in business.

From the time that Benjamin Franklin was Postmaster General, under the Confederacy, until now it has been the dream and the struggle of every Postmaster General to make the business pay. In annual reports we have rosy predictions that were never fulfilled. No matter how greatly the revenues increased the deficits have appeared with all the regularity of seedtime and harvest, and every session of Congress finds them the largest in the annual deficiency appropriation.

It is interesting to observe that as we recede from the government departments that are handling property and doing business, and approach those which are engaged in the legitimate purpose of government, which is governing, a political function entirely, the scars of scandal grow less frequent and less pronounced. If this be the case in the Federal government, what can be expected from municipal government in business? The answer is found in the revelations in New York and Philadelphia, in Boston and Chicago.

The report of the Postmaster General every year is an interesting history of the incompetence of government in business. Twenty years ago the postal deficit was \$20,000,000 annually. Three years ago it ran down to \$3,000,000, and the department had great hopes of making both ends meet, and ventured again to promise that the business would be made self-supporting. But the last report shows that the deficit at the close of this fiscal year will be \$7,000,000, and that of the year ending June 30, 1905, will be \$8,000,000. As deficits, like the first statement of liabilities in bankruptcy cases, never grow less and usually grow larger, it is safe to say that this \$15,000,000 may be trusted to be \$20,000,000. It is all the time plain that there would be no deficit at all if those who use postal facilities were compelled to pay what they cost. But, as it is a mixture of business and politics, favor is sought with the users of those facilities by making them cheap and the deficit is charged off to the taxpayers. So we have had letter postage reduced to two cents, and we have had promised a one-cent rate, but the resulting deficit comes out of the taxpayers' pockets.

There are those who contend that the control of its mails by a country is necessary to government, and that its political interests require that it have that power, and that, therefore, the system is no more to be expected to support itself than Congress, or the Department of State or of Justice. This view was not accepted in the beginning of our government, for then it was the general view that the postal business was a business, and not a proper political function of government. In the result, in the constant deficits, in their fluctuation to a minimum and then their steady rise to a maximum, we have cumulative testimony to the incapacity of government for business. Why make it self-supporting when losses can be taken out of the taxpayers?

The record is the best evidence of the validity of our contention that if municipalities insist upon going into the business of selling water, light or power, or running street railways, they be prevented at the start from charging off deficits to the taxpayers. The postal business of the government is a sufficient warning in this particular. If a municipality issue bonds to enter upon the public ownership of a public utility, let them rest upon the plant they create and be paid by those who use it. In that way only can we hope for an approach to an honest and business administration of the utilities.

Suppose that the Postmaster General were empowered to provide for a prospective deficit by adding to the price of letter stamps, of money orders and of the parcels post, is it likely that we would have as many deficits? The users of the facility would feel it at once, and they would be moved to demand a more careful oversight of the business. But the deficit is paid indirectly by taxes, and only the few who read the annual report know that a deficit exists, but they pay it just the same. Carried into municipal administration of a business, the losses caused by incompetency and dishonesty would have to be made good by increasing the price of water, light or power to the rate-payer, and of street railway fares to the passengers. It would hit them directly, and be felt, instead of being taken out of them indirectly and practically without their knowledge.

The people will do well to join the most enlightened advocates of public utilities in demanding that every plant carry its own bonds and the cost of its administration.

One of the strangest accidents in American railroad history in recent years happened a few days since at Marshall Pass. Purely by an accident of being two minutes late a crowded train was not sent down a cliff two hundred feet to destruction. Every precedent in our railway management warranted the wrecking of this train, the death of its passengers and the customary subterfuges to evade responsibility. The railroad people will probably censure the trainmen for being late.

TRANSFORMING THE DESERT.

IN two great forms of endeavor the United States Government is striving to add largely to the agricultural areas of the national domain. Each of them is worthy of the careful attention of thinking men. On the one hand it is proposed to reclaim vast wastes and literally to "make the desert blossom as the rose" by the application of water flowing in ditches and irrigating otherwise dry sands. On the other hand, the agriculturists at the head of a national department seek to wash portions of other great "deserts" clear of the objectionable substances now in the soils that are a preventive of strong vegetation.

T. P. Means of the Bureau of Soils of the United States Department of Agriculture is conducting an agricultural experimental drainage farm in the Salt River valley in Arizona. He says that demonstration is better for the farmers than tons of reports and manuals, so experiments are being tried with various crops, including citrus fruits. Mr. Means says that some of the crops that are common in the valley of the Nile ought to do well in the Salt River valley. He believes Arizona will yet put out a good grade of cotton, but there is the alkali in the soil that has first to be eliminated. "In reclaiming a piece of alkali land," says Mr. Means,

"ordinary drains are laid under the ground and water is applied until the alkali in the upper layer of soil has all been dissolved away. After that the problem is to irrigate to just such a degree that, while the crops have plenty of moisture, the lower alkali will never be stirred up. If the land is irrigated too heavily the alkali that lies deep will be disturbed and then the land will be spoiled."

How shall the agriculturist find out just how much water to place on alkali land to leach it to just the right extent? That is what the United States Department of Agriculture is trying to find out for the farmer's benefit. Wherever there are deserts, generally speaking, there are high temperatures in the season when there are agricultural crops to mature and fruits to ripen. Heat and water, with only fair soil, are sufficient to produce rank vegetation.

Mr. Means says that there is a mistaken notion that Egypt is irrigated by turning loose the whole Nile. The greater part of Egypt is freshened by methods similar to those in use in Southern California. Quite a large amount of land in Arizona may be reclaimed in the primary work of the Department of Agriculture. It is estimated that possibly but one-thirtieth of Arizona can be irrigated with the present water supply when fully utilized, but still that area will be respectable as measured by standards supplied by Eastern States.

The Tonto dam, which is being constructed above Phoenix, will supply water for about 200,000 acres. The dam on the Colorado River will irrigate a similar area. It is safe to allow 100,000 acres more to be irrigated by small streams in the Gila River drainage system, so that half a million acres of Arizona lands that are now waste may be turned into farms. Incidentally it may be said that the comparative lack of water in Arizona supplies an incentive to the Government to ascertain the minimum amount that is necessary to sustain certain crops.

Hawaii is in another turmoil of political unrest and apparent unreason. The island Supreme Court has declared the county act void, and neither the legislative enactments nor the laws of the counties are now operative. Why there should be a hubbub in consequence it is not easy to understand. During her interesting career as an American Territory Hawaii has displayed a charmingly complete disregard for new laws of whatever sort by whomsoever enacted.

A WINTERLESS LAND.

JOAQUIN MILLER named Idaho the "Gem of the Mountains" and gave to Oregon its nickname, "the Emerald Land." California has named itself, "the Winterless Land." Through its length of nearly a thousand miles it knows no winter, except on its mountain summits, where the snow is everlasting. Cool and bracing weather comes to the valleys, but no winter. There is no freezing of the ground, none of the keen biting of the frost which nips the East for nearly half the year. As a result even poverty here enjoys comforts and conditions that plenty cannot buy for itself in the East. Our people read in the daily news of cities racked by storms and held in the grip of a zero temperature or below, and of the check to business and the sufferings of the poor. Then they read of a rise in temperature, cold rain and epidemics of pneumonia and other acute and deadly diseases of the respiratory system, and can hardly comprehend it all.

We published recently a description of Marysville in mid-January, with the children dressed in gingham, flowers in bloom, ripe oranges hanging on the trees along the streets, and the foliage of the palm and banana gleaming in the sunshine. The same description would fit Chico, Colusa, Red Bluff and Redding, towns still farther north and all of them in latitudes which in the East present the most forbidding winter aspect.

The phrase, "the sunny South," has become a fable. Hard winter sweeps through the Carolinas, Georgia, Alabama and Florida. The changes are acute and the fluctuations in temperature great. On the same date the difference between the highest and lowest temperature in San Francisco is 10 degrees, in Florida the fluctuation was 20, in Arkansas 34, in Tennessee 20, in Louisiana 28, in Mississippi 24, in Texas 16. In the Northern States there was but little fluctuation, for they were all near to zero, and there was no let up. But a daily fluctuation of 40 to 60 degrees is not uncommon in New York, Boston, Philadelphia, Chicago and at other points in that Janus-faced climate.

These great fluctuations breed diseases, abridge the comfort and impair the enjoyment of life. Every day they subject the system to a violent wrench and finally men break under it. Their effect upon industrial production is seriously felt. In California the climate and its equality are factors in the production of labor. All industrial operations may go on here, uninterrupted by violent changes of temperature or the embargo of winter.

In the East people think that we boast of our climate only because of its ever-blooming flowers, and the physical beauties with which it garnishes our landscape. While we by no means ignore this contribution to the refined tastes and to the pleasures of life, and appreciate that satisfaction of the spirit and senses in the fadeless beauties which garland California, we are by no means left to count them as all we have in our endowment of climate. It does for our materialities quite as much as for our pleasures. Kindly to man and beast, it feeds them all with a generous hand and with its capacity untaxed and unexhausted.

The people of Marysville have done well to emphasize the characteristics of the winterless land. Let others follow their example, and let each make the story stronger by stating the latitude of the place. The Call goes and is read everywhere. It goes to every State in the Union, and these articles descriptive of California are widely read. When an Eastern reader who knows his latitude sits down by a red hot stove with a blizzard booming outdoors, the country school closed because the children cannot reach it through the snow, the disconsolate cattle with backs arched to the storm, and reads that in the same latitude in California the school-children dress in gingham and pick wild flowers, while the fruit hangs ripe on the orange trees, and palm and banana gladden the eye, he will fall into deep reflection and long to see the Winterless Land.

The Alameda man who wrote his own funeral oration, chose his own pall-bearers, provided a feast for them and then gave up a peaceful but eccentric life deserves a place of honor in a temple of suspicion. The man who can't trust his friends to bury him with fitting respect either had pretty bad friends or deserved them.

TALK OF THE TOWN AND TOPICS OF THE TIMES

Autumn Love.

Slowly and with great caution "Old Tom," the patriarch of the patriarchs who have purchased for themselves a comfortable resting place for their age-wearied bodies at St. Mary's Hospital, picked up his campstool. With great stealth he peered around the yard surrounding the hospital, and then, feeling assured that his movements were not noticed by his hoary-headed companions, who, contentedly smoking and reading, were sitting about in the glorious sunlight, he slipped quietly around the corner of the building.

Once out of sight of his companions his age seemed to drop from him as would a cloak. Almost sprightly became his step and his age-bedimmed blue eyes seemed once more to be lighted. His cane did not bend and creak under the weight of his body as was its wont when he "paraded up and down with the old homers"; neither was his big slouch hat pulled down low on his forehead as he usually wore it. The cane now swung almost jauntily; the hat sat rakishly on the side of his head, and as he walked he faintly but gayly hummed a love ditty of the long ago.

Suddenly the humming ceased and Old Tom stopped short in his walk. The cane lost its jaunty swing, and with a shaky, wrinkled hand he reached up and pulled the old slouch hat down over his eyes just in time to hide the big tears that bedimmed them. Tottlingly he walked to the side of the big building and leaned against it for support and then with a groan he placed his campstool and disconsolately sat down.

The sunshine in the bright, black eyes of the sweet-faced, little old lady of the Old Ladies' Annex, in which Old Tom was wont to bask, was not for him this time. Another campstool stood where his had been and another "homer" was seated thereon receiving the smiles that Old Tom considered his very own.

As Others See Us.

J. Calvin Ewing, owner of the Oakland baseball team, has a fund of good stories to tell about the things he sees and hears at the league matches. One of the collection is a faithful recounting of an Englishman's estimate of the great American game. "Cat" overheard the Englishman expatiating on the demerits of the sport to his friend, another John Bull, on a Sunday afternoon last season when the amenities between the opposing teams were not closely observed. In fact, a good deal of "rough-housing" was going on and it was simply dessert for the Britisher's theme. As near as "cat" can remember this is what he said:

"It's quite extraordinary, don't you know, the way these Americans treat their baseball umpires. I have attended one or two of these beastly games, and why, really, it's as much as a man's life is worth to be an umpire. As I understand it, the umpire must please both sides and the people, too—'fanatics' they call them. Why, very often, you know, he can't please any side. Then the players rush at him and shake their fists and bats in his face and curse him roundly. In the meantime the audience shouts the most extraordinary things, such as, 'You robber!' 'Give them the game!' and 'Rotten!' If he tries your patience, don't you know, sometimes, if the decision seems to be flagrantly 'rotten,' as they call it, the spectators bolt their seats and rush out to help the players assault the umpire. You see, the umpire wears a sort of coat of mail, but this affords the unfortunate man little protection against the mob, as they drag it off him by main force. 'Why, I was informed by a gentleman recently that from fifteen to twenty umpires are killed annually in America by these so-called 'fanatics.' I should think the police would prohibit such exhibitions of barbarism, for it is barbarism, really."

A Sable Philosopher.

Ain't growlin' at de winter,
Or raisin' of a quater at me—
Kaze of it wuz de summer time
De'y'd have me at de plow!

Wid a "Gee—haw—gee"—
En de white man atter me—
En de hot sun des a-blazin'
Lak hereafter gwine ter be!

Ain't a growlin' at de winter—
Though de win' a-blowin' so!
Kaze of it wuz de summer time
De'y'd hit me to de bone!

Choppin' cotton fur en free,
Wid de white man atter me—
En de hot sun des a-blazin'
Lak hereafter gwine ter be!

—Atlanta Constitution.

Royal Children.

Whatever may be charged as to the faults and foibles of the ruling families of Europe, it is to be said to the credit of most of them that their home life is of a high and pure order, and that the children, of which they have many, are not neglected or turned over exclusively to the care of servants. The ruling sovereigns of Germany, Russia, Sweden and Norway are devoted husbands and fathers and set an excellent example in these respects. Nicholas of Russia and William of Germany are men of strong domestic tastes and lovers of children. The same is true of the members of the present royal family of England. Queen Alexandra is devoted to small boys and girls, and, as Princess of Wales, she started the fashion of entertaining her children's little friends at Marlborough House. Prince Edward of Wales, his brothers' and his little sister are the rulers of the nursery kingdom in England now. They often have occasion to do the honors of their home to their small relations and contemporaries.—Leslie's Weekly.

The Waiter.

See the waiter.
He is divided into three distinct types—automatic, majestic, supercilious.
Observe the captivating grace of the automatic waiter, spreading a napkin, proffering a bill of fare, removing imaginary crumbs from the cloth, adjusting platters with swift but delicate accuracy, needlessly indicating the salt



and pepper with faint touches, setting forward the tabasco a thousandth part of an inch—all impersonally executed while thinking backward into the past or forward into the future mechanically. The automatic waiter accepts a tip like a slot machine, smiling an instant, perhaps registering the amount on an unseen indicator.

Behold the majestic waiter! Whiskers adorn him. He moves with a kingly air. If he wore medals and gold braid who would dare remain seated while ordering porters and Bass' ale? Imagine any one telling the majestic waiter to hurry. Tipping the majestic waiter is a task to be accomplished humbly—and it must be done by adepts if at all. It is no small thing to offend an Emperor.

The supercilious waiter wears a sneer which sensitive people foolishly arrogate to themselves. How many have hastily ordered \$15 worth they could not afford to pay for after one glance at that cold sneer! How many have paid the tribute of the tip, watching the dread countenance for some indication that the amount was not insufficient.

A waiter who had been constantly employed for three years loaned a customer \$10,000 on mortgages. Whether he had accumulated this fortune by automatic, supercilious or majestic means is immaterial.—New York Tribune.

Natural History Lesson.

The Boston Advertiser seems to believe that skunks climb trees. Upon the strength of that assumption it prints the following lament:

"Members of the Massachusetts Automobile Club are telling this one: A pair of black and white cats of the variety whose close acquaintance is never sought, and who are sometimes called American sable, sat on the limb of a tree by the side of a country road. And as they sat in silence there dashed by an automobile, leaving behind it the usual dark green atmosphere. And one of the animals turned to the other and said mournfully, 'What's the use?'"

To Protect Birds.

The Audubon societies, through their organ, Bird Lore, make an urgent appeal to the women of America to abstain from using aigrettes. It is claimed that the herons from which these aigrette plumes are taken are rapidly approaching extinction. The dealers' offer of \$2 per ounce for raw plumes tempts hunters to defy the law, and it is believed that if woman does not abandon the use of aigrettes the white herons throughout the world will be exterminated. Bird Lore publishes a detailed statement of the facts in the case by William Dutcher.

Answers to Queries.

THE INDEPENDENCE.—Subscriber, City. The steamer Independence was wrecked on the lower coast of California, February 16, 1853. The vessel after striking took fire and 140 persons were either burned to death or drowned.

GOVERNMENT PUBLICATION.—J. N. City. If you desire the Government publications named in letter of inquiry, make application for the same to the Representative in Congress of the Congressional District in which you reside.

ACCREDITED SCHOOLS.—The roll of the University of California shows that the recommended graduates of 115 schools, 99 public and 19 private, are admitted without examination in subjects specified. This department has not the space to publish the list of such schools. The recorder of the university can furnish the list.

FOTOCKA.—A. O. S. City. The Countess Potocka, so the story goes, was a rather pretty Russian peasant girl, who attracted the attention of a Russian family that adopted her. When she grew up to womanhood she eloped with Count Potocka. A long account of the Countess has been published in the periodicals and such can be seen in the periodical room of the Free Public Library.

THUG.—Subscriber, City. Thug, a term applied to a criminal, is taken from that name which is given to men in India, who claim Devi or Kali, the wife of Siva, as their goddess. They live by plunder and to obtain it they never halt at violence, even murder. They band together in gangs mounted on horseback, assuming the appearance of merchants. Some two or more of such gangs meet as if by accident at a given town where they ascertain when some rich merchants are about to journey and either join the party or lay in wait for it. This being arranged, the victim is duly caught with a lasso, plundered and strangled. Thus, in the United States, a criminal who resorts to trick and violence to obtain plunder is called a thug.

Townsend's California glass fruits and candies, 60c a pound, in artistic frosted boxes. A nice present for Christmas friends. 715 Market st., above Call bldg.

Special information supplied daily to business houses and public men by the Press Clipping Bureau (Allen's), 220 California street. Telephone Main 1042.

We are closing out several odd lots of framed pictures at one-half the regular prices. Sanborn, Vail & Co., 741 Market st.