

# WHITE WAY

## Huge Profits Glittering Restaurants.

Revelation of a New York Steward— Asserts Patrons Don't Believe They Are Getting the Best Unless They Are Overcharged.

New York.—Walking up Broadway the other day, my companion pointed to one of the big gaudy restaurants on Long Acre square, wagged his head and said:

"I don't see how those restaurant fellows make any money. Take that place,—pointing again—the rent must be enormous, and think of what he must have to pay for the service, waiters, coat boys and that sort of thing. People say his prices are high, but you can bet they're not high enough to keep him out of deep water."

Foolish friend! His is the popular view of the restaurant business. As a matter of fact, the prices charged by the restaurant he designated are high enough to permit the proprietor to keep two motor cars, which translated into dollars means that his income must be about \$50,000 a year, says a writer. And it is to show how such incomes are possible, how the restaurateurs manipulate their scales in prices and service that I am writing this article. Were I to tell you my name it would mean nothing to you. Were I to tell you the restaurant whose steward I have been for years you would recognize it instantly.

Broadly, the first of the facts I have to present is that on every dish the successful restaurateur sells he makes a profit of from 75 to 300 per cent.

The second is that the item of service, the common excuse for his high prices, does not cost him one cent. Instead it is a source of revenue.

But before I take up these two broad divisions let us see why it is that such restaurants are possible. As you know, there are more gaudy restaurants in New York than in any city of the world except Paris. The New York restaurant is decidedly an institution. Its reputation has spread throughout the country, which I believe to be one of the strongest reasons for its success financially.

"In nearly every village, town and city," they declared, "are men and women, especially women, who hope some day to go to New York and among other things to dine in the lobster palaces, where they may watch the crowd, its dress, its actions and manners."

Suppose that the dinner hour is at hand and you go to one of the lobster palaces. Imagine I am beside you dissecting the menu card item by item.

Beginning at the top, we see the words hors d'oeuvres, and we learn that for 69 cents we may get a special individual portion.

As steward I know that the dish does not cost 20 cents. My employer sells it for 60, making 300 per cent profit.

And now let me show you how the element of service instead of being an expense that eats up the profits on food is a source of revenue that wells them. Let us begin with the head carriage starter. He opens the door of your cab. At our restaurant he pays the proprietor several hundred dollars a year for the privilege of doing this.

This is an incident that occurred two years after we had opened. One day the representative of a taxicab company came to us and offered to pay a liberal yearly rental if we would give over that section of the street just outside of the restaurant to his taxicabs exclusively. An agreement was reached, so you see we received an income from the street that is supposed to belong to the city and the taxpayer.

The hat and coat and wash rooms are another source of income. About the same time that the deal was made with the taxicab company a man came along with a proposition to pay us \$3,000 a year for our coatroom and washroom privileges.

Two years later we found that the trust was collecting about \$40,000 a year from tips received by its boys.

The waiters, contrary to general opinion, do not cost us a penny.

And there it is—the crowd! Listen to what my employer once told me. "Certainly our prices are robbery," he grinned, when I wondered how he dared charge so. "If I didn't charge heavily I wouldn't get the crowd. They'd think I was falling and cutting prices to save myself. They'd quit this place as rats leave a sinking ship."

### MIRACLE CURE IS REPORTED

Kerchief Which Touched the Virgin's Statue Said to Have Healed Paralytic Girl.

Beziers, France.—Great excitement has been caused in the Beziers region by the report of a miracle. A few days ago a woman went to the old cemetery of Beziers to decorate her relatives' graves. She noticed that the stone statue of the virgin on the mausoleum of the Arnaud Palva-nae family was covered with moss, which she cleared away with her handkerchief. On returning home, according to the report, she touched her little paralytic daughter with the handkerchief, and the girl was completely cured.

Large numbers of pilgrims now go every day to the tomb.

### SOME WEATHER CONTRASTS

New York Hears Odd Stories as it Waits for "Much Colder" Predicted.

New York.—"Cattle Freeze to Death in the West," "First Straw Hat Out in New Jersey," "Traffic Blocked by Snow in Chicago," "Tulips Budding Upstate." These were headline contrasts coincident with an official forecast of "much colder" here. With the mercury near 70 it could be much cold-

## DAUGHTERS OF SECRETARY OF THE NAVY



The Misses Alys and Julia von Meyer, daughters of the secretary of the navy and Mrs. Meyer. The Misses Meyer are thought to be twins because they look so much alike and dress alike, although there is several years difference in their ages. They are very American in nearly everything but dress, and they are European in this, as Europeans think sisters must dress alike.

## MUST KNOW BRANDS

### Inspector at Kansas City Is Kept Busy Watching Cattle.

Animals Sent to Market Not Bearing Copyright Mark of the Shipper Are Picked Out and Payment Stopped.

Kansas City.—"Talk about hieroglyphics of the ancient Egyptians, you ought to see the different brands on cattle that come to the Kansas City market," W. L. Calohan, brand inspector for the Cattle Raisers' association of Texas, said.

"All I have to do is to be on the lookout for about 9,000 different brands and know whose brands they are, and when there are as many as 35,000 heads of cattle unloaded at the stock yards in a single day things are going some in my department. Of course in the busy season I have assistance. Sometimes there are four inspectors working here for the Texas association."

The Texas Cattle Raisers' association has about 3,000 members, and each of these members has on an average of three different brands. The membership of the association includes cattle raisers of Old Mexico, New Mexico, Oklahoma, Kansas and Arizona.

It has about 40 inspectors of brands in all the markets to which cattle from this territory are shipped as well as on the range. W. L. Calohan is in charge of what is known as the native division, with headquarters here in Kansas City, Kan., there is another inspector, who is in charge of the quarantine division.

"Our work is to look over all the cattle brought to the Kansas City market," Mr. Calohan said. "When we find cattle branded differently from the brand of the shipper, and he cannot give a satisfactory explanation, payment on these cattle is stopped. All we have to do is to leave a filled-out form with the commission house handling the cattle and describe the brands of the cattle not belonging to the shipper."

"The commission concern holds out the money for the cattle and sends it to the secretary of the association, E. D. Spiller of Fort Worth, Tex. The association takes out 10 per cent of the net proceeds of the cattle recovered by the inspectors and sends the balance to the rightful owners. This helps to keep up the association."

The extent to which cattle shippers from the southwest make mistakes in brands is shown in Mr. Calohan's books for the last three years. In 1910 he recovered 375 steers for members of his association. In 1911 he found 309 that had strayed from one range to another and were shipped to Kansas City by men who did not own them. Last year he took charge of more than 300. The total value of

the cattle he has recovered in less than three years of the four he has been the association's inspector here is \$49,200.

"No effort is made here to prosecute the men who ship cattle here with brands not their own," Mr. Calohan said. "That is done in the state from where the cattle are shipped."

"One of the greatest troubles we have is with cattle that are shipped out of Texas in the spring to be pastured in Oklahoma and Kansas. At that time they have shaggy coats that often hide the brands, and no matter how careful buyers are, they often get a steer with the wrong brand. By the time the animal has been fed for the market he has shed his long coat and often there is the wrong brand to stare the buyer in the face. He is the loser."

Mr. Calohan, who is in charge of the native division here, was born and reared on a Texas ranch. He has been a cowboy from infancy, he declares. He has been an inspector of brands for the Texas association for 21 years, and knows the 9,000 brands of the members of the association just about as well as he knows his A B C's.

### "SAVE THE BIRDS," IS PLEA

John Burroughs and Ernest Thompson-Seton Unite in Appeal to Pupils in U. S.

New York.—John Burroughs and Ernest Thompson-Seton issued a joint appeal to the school children of America in which they say:

"An urgent appeal we make to you in behalf of our native birds, many species of which are in danger of extermination. To you is now given the opportunity to render substantial help toward their preservation. A measure is now before congress, the purpose of which is to place all migratory birds under the protection of the federal government."

"Such a law is greatly needed. If it is not passed our birds will continue to decrease—to the great and everlasting disadvantage and shame of the American people. The destruction of bird life is costing American farmers millions of dollars annually through the constantly increasing devastations of harmful insects upon which the birds feed. But a greater loss their slaughter is bringing to all who love God's great out-of-doors."

"We therefore appeal to the school children of America to help in this vitally important matter. We ask you to get your parents, teachers and friends to write or telegraph to the congressmen of your district and the two senators of your state, now in Washington, urging immediate action upon the pending bird protection bill—that they may understand how deep is the interest in it and how great is the need for it."

### Student Refuses Bail

New Haven, Conn.—Edmund R. Pendleton, the Yale student arrested for sending false fire alarms, has rejected offers of friends to put up \$1,000 bail for his release, saying he prefers to remain in jail.

### Says Wealthy Are Childless.

Boston.—Three-fourths of Boston's wealthiest families are childless, according to statistics gathered by Rev. Dr. Austin Kennedy De Blois of the First Baptist church.

## MAN'S SPIRIT A THIEF

### Professor James Declared to Have Robbed a Guest.

Psychical Research Leader Tells of Weird Conference With Departed Thinker—Boy Medium Is Cut by Razor Blade.

New York.—William James, who was professor of philosophy at Harvard when he died, August 26, 1910, and who, before his death, promised his friend, Dr. James H. Hyslop of the American Society for Psychical Research, that he would strive to send such messages from the spirit world as would demonstrate indubitably the truth of spiritualism, has been trying once more, according to Dr. Hyslop, to communicate with Hyslop and others.

Prof. James has been communicating lately through the medium of a fifteen-year-old boy, who, as Dr. Hyslop says, is the son of a clergyman known on both sides of the Atlantic, and who is apparently normal in every other way, except for the psychical control under which he falls when the light is turned off.

Dr. Hyslop began his experiments with the boy on November 20, 1911. There was violent table tipping and levitation, in which the table rose two feet from the floor. Then an attempt was made for the "translation of objects;" that is, to see whether the spirits would move objects from one room to another.

"Doors were closed again and the lights turned out," Dr. Hyslop reported. "In a few moments something fell, sounding like two objects. Up went the lights, and within two feet of each other were two pairs of scissors which belonged in another room."

The next were a nail cleaner and the boy's knife, both from the room upstairs. Then a drinking cup struck the boy on the head, and seemed to have hurt him.

"In the next experiment the boy suddenly exclaimed that he was cut. The light was turned up and his right thumb was bleeding at the root of the nail, and the chair on which he was sitting was found to have a neat slit in the leather covering."

Presently razor blades were thrown into the room, the electric light bulbs were smashed with a violently thrown stone and a book was hurled against the boy's head. At a similar seance later a man with Dr. Hyslop complained that his pocket had been picked.

A spirit had abstracted a two-bit piece.

Dr. Hyslop asked Prof. James to give a distinct proof of his identity. James replied:

"I took you to paradise and you— (Pause.) "Hang it all! I took you to lots of places. I took you once into my study and we agreed on a sign. You remember?" Hyslop did not remember, and the spirit of James, apparently vexed, answered excitedly:

"Hyslop, Hyslop! Your undivided

## Says Tramp Is Not a Hobo

President of International Association of Unemployed Defines Classes.

Chicago.—Tramp—A man who roams the world but will not work. Bum—A tramp without ambition to travel.

Hobo—A migratory worker.

Anyone who has an idea that a tramp, a hobo and a bum are identical is sadly mistaken, according to Jeff Davis, president of the International Association of the Unemployed, the dignified name for the hoboes' union.

Davis told members of the Chicago Federation of Labor that there is a great difference between the three classes of men, and that they should be careful in judging the "down and outs."

"If a man applies at a farmhouse with unshaven whiskers and outstretched hand, asking for a 'bite to eat,' and then runs away at the sight of a wood pile, he is a tramp," Davis said.

"If a man sits all day on the curb in front of a 'barrel house,' without nerve or ambition to look for work, he is a bum.

"But when a man applies at the door of a farmhouse and asks the right to work for a few hours to pay for breakfast, he is a member of the International Association of the Unemployed—a hobo."

Davis yesterday afternoon asked the Chicago Federation of Labor to speak of the organization he represented in terms of respect because the members are union men.

"We were forced to organize for self-protection," he said, after defining the three classes of "down and outs." "When the police could not tell the difference between an auto bandit and a man looking for work they arrested men who could not produce a sample of the coin of the realm, and booked them as 'bums.'"

"Society has been investigating the hobo for a thousand years, and now the hoboes are going to investigate society."

"This investigation will be made at the convention of the hoboes' union, to be held at New Orleans. We are going to ask that any member of the hoboes' union with a card in his pocket be given the right to vote at a national election, no matter in what part of the country his fancy may land him."

## MADE MILLIONS TINKERING

Moscow Character Enjoyed Howling Like a Dog at Passerby and Committed Other Odd Acts.

Moscow.—There has recently died one of the best-known characters in the city, the very wealthy Balasheff, who worked his way up in the world from a mere tinker who mended the samovars (tea urns) to a full-fledged man of millions. That he was more than a bit "cracked" is undeniable.

## SINGING TO SUPPORT YOUNG MOTT



Mrs. Frances Hewett Bowne, whose most recent photograph is presented here, eloped last May with J. Lawrence Mott, third son of a millionaire iron manufacturer, and is helping to keep the wolf from the door of their little home in Hong Kong by singing in public. Hector Fuller, the erstwhile war correspondent who went to Hong Kong in an effort to bring Mr. Mott back to the home occupied in Riverdale-on-the-Hudson by his wife and daughter, returned recently and reported the failure of his errand.

attention, undivided! Hands off the table!

The spirit continued rapidly: "Better summon friends to make an agreement and not follow my example locking up my papers on which all hangs. Now that I am dead I can not describe it. Wait till I can find it."

"If you find the paper, on top you will find my sign, at the bottom a coat of arms of the duke of Fairfax with two swords crossed above a helmet, and an arm holding another like my sign, picture to the left myself, wife to right, mother in the middle. Ready?"

At the time of the death of Prof. James there was a story current to the effect that he had left with some member of his family or some friends a sealed message. The report went that Prof. James told the one with whom he had left this message that

## URGES KINDNESS TO COWS

Wisconsin Man Writes a Series of Injunctions to Dairymen and to Milkers.

Madison, Wis.—"Speak to a cow as you would to a lady"—the motto of an early Wisconsin dairymen—is also the message of Malcolm H. Gardner of Delavan, Wis., superintendent of the Advanced Registry Holstein-Friesian Association of America, who was one of the speakers at the annual meetings of Wisconsin live stock breeders' associations here.

"If a person desires to install a music box in his stable," runs the Gardner philosophy, "it may be that it will work all right, but the less of singing, whistling and loud talking there is the better it will be. Indeed, talking of all kinds except the low spoken, soothing words of the milkier to the cow, should be prohibited. No man who hates milking and dislikes cows can make any great success; there must be sympathy between the cow and the milkier. Motherhood and milk production go together. Treat the cow like a mother. Be kind; it will pay, and pay big."

The "personal equation," according to Mr. Gardner, represented by the regard the cow has for her attendant, gives hand milking an advantage over the machine. There is usually a vast difference in results, he says, between the milkier who gets the cow into position by pushing the leg of the stool into her flank and then kicks her on the shin to make her step back and the man who gains the same ends with patience and gentleness.

"Who can blame the cow for wanting to kick the first man?" he says.

## ASK CURB ON EASY MARRIAGE

Delaware Governor Would Require Six Days' Residence in State Before Ceremony.

Dover, Dela.—Revision of the marriage laws of the state "in order to restrain youthful, hasty marriages and to prevent elopements into our state from other sections of the country," was the principal recommendation of Gov. Charles R. Miller in his inaugural address. He urged a law requiring residence within the state for at least six days by one of the parties to the marriage.

Gov. Miller is a Republican, while all the other state officers are Democrats.

The Democrats also control the legislature and will select a United States senator.

## TELLS WIVES "STOP NAGGING"

Brockton Minister, Also Married Woman, Warns Others Against the Habit.

Brockton, Mass.—Rev. Mrs. Myra C. Hoyt, pastor of the Wales Avenue Free Baptist church believes that nagging by married women is one of the chief reasons for the domestic unhappiness.

"The reason why so many men prefer to spend their evenings away from home is because of the nagging of their wives," declared Mrs. Hoyt. "If women really want the companionship of their husbands after the business of the day is over, they should stop their nagging."

## Interstate Travelers.

Of course the birds should be protected by federal law; they are interstate travelers.—Boston Herald

## RELIC OF OLD TEXAS

### First Capitol Building of State Has Fallen to Decay.

Famous Structure of Republic is Located at the Brazos River in Columbia and Near the San Jacinto Battlefield.

San Antonio, Tex.—Dear to the heart of every Texan are the memories of its early history. Those days when oppression brought the foremost ranks of the men of courage and won the land from tyranny and ignorance. This land called Texas (Paradise), by the Indian aborigines has far surpassed the white man's expectations.

Though the Alamo, the "crucible" of the western hemisphere, is now generally known as the state's greatest historic relic, there is another spot almost equally revered. This is marked by the old capitol building situated on the Brazos river in the town of Columbia, Texas, not far from the San Jacinto battlefield, the sacred camp, or sacred ground on which was fought the fight that won the Texas independence. Today, the aged frame structure of unpretentious construction and design has fallen to decay.

Though much has been done to beautify the battleground, the first capitol Texas ever had stands dilapidate. In front of the door of the old house still remains the tree trunk in which the Mexican dictator, Santa Anna, when captured by the Texas patriots, was tied before his identity became known to his captors.

The Declaration of Independence of Texas from Mexico, drawn up and signed March 2, 1836, aroused the vindictive hatred of Santa Anna. On receiving word that the Texans were gathering in numbers in the northern part of the then Mexican state, Columbia, Santa Anna dispatched a large



Birthplace of Republic of Texas.

body of troops to the scene of rebellion. On their way the number was increased by reinforcements and on reaching San Antonio they numbered 4,000 strong. They left a trail of cruelties and outrage in their wake. This came the massacre of the Alamo, March 6, 1836, following an 11 day siege of the town. Here, one of the most inhuman butcheries of history took place. One hundred and sixty-eight Texas settlers defended the fort against odds of one to thirty-five, and after a valiant fight, the ten surviving Texans surrendered and were beheaded.

## OATS SPROUTED IN HIS EYE

Jersey Farmer Has Seed Remedy When It Becomes Too Painful.

Branchville, N. J.—The human eye is a fertile field for growing grain. Jacob Rose, of Greene township, across the river, well known, has made a start in the direction of intensive oats farming, using his optic for that purpose, but the experiment became so painful that a doctor removed the seed and left the eye free to exercise again its normal functions.

Rose did not know what was wrong until the doctor fetched out the oat kernel, sprout and all. The distress had become most intense at the time the sprout began rambling around the interior of the eyeball, in search of a place where it might pierce through to more nourishing soil.

The seed flew into his eye when Rose was thrashing oats last summer. It caused him pain at the time but he could not reach it. After a week or two or half blindness was the irritation died away and he forgot about it. The growth of the seed lately renewed his trouble and he sought the advice of a doctor.

## OLD MARE TIES UP TOWN

How Street Corner Quarrel Developed Into Big Village Battle at Rosedale, Kansas.

Kansas City, Mo.—From a street corner quarrel as to whether an old gray mare, said to have been unable to eat until its teeth were filed, worth the \$192 the city paid for a pitched battle for the control of Rosedale, Kan., a suburb of Kansas City.

The first legal skirmish took place when the Taxpayers' Good Government league of the town went into court with a long list of allegations. Recently the Rosedale officials were restrained under a temporary injunction from paying salaries or spending a cent of public money until the court hears the charges against Mayor Samuel Clasen and his official colleagues.

## JUDGE NOT TO FIGHT DUELS

Virginian Takes Old-Fashioned Oath in Assuming Ermine—Has Never Been on Field of Honor.

Alexandria, Va.—When Judge Louis C. Barley of the corporation court was sworn in for another term the old-time oath of office was administered for the first time in the memory of court officials. The oath, among other obligations, pledged the judge not to fight a duel or take part in one. In addition the jurist was sworn to swear solemnly that he would not resort to the field of honor and that he had never sent or accepted a challenge to mortal combat.