AN INDEPENDENT DAILY NEWSPAPER
DEDICATED TO THE SERVICE OF THE PEOPLE, THAT NO GOOD CAUSE SHALL LACK A CHAMPION, AND THAT EVIL SHALL NOT THRIVE UNOPPOSED.
H. D. Slater, Editor-in-Chief and controlling owner, has directed The Herald for 15 Years; G. A. Martin is News Editor.

EL PASO HERALD
Editorial and Magazine Page
Saturday, October Eleventh, 1913.

THIRTY-THIRD YEAR OF PUBLICATION
Superior exclusive features and complete news report by Associated Press Leased Wire and 200 Special Correspondents covering Arizona, New Mexico, west Texas, Mexico, Washington, D. C., and New York.
Published by Herald News Co., Inc.: H. D. Slater (owner of two-thirds interest) President; J. C. Wilmarth (owner of one-fifth interest) Manager; the remaining one-eighth interest is owned among 12 stockholders who are as follows: H. L. Capell, H. B. Stevens, J. A. Smith, J. J. Mundy, Waters Davis, H. A. True, McGlennon estate, W. F. Payne, R. C. Canby, G. A. Martin, A. L. Sharpe, and John P. Ramsey.

The 24-Hour Clock

SWITZERLAND is considering the introduction of a 24 hour clock system to replace the two 12 hours of the 24; the names of the hours are to run from 1 to 24. The postoffice and customs and railway and telegraph service of the republic are all favorable and all the watch and clockmakers urge it (it means business for them right away), but the law has not yet been passed.

Italy and France having the 24 hour clocks and running their railways and telegraphs by that system, make a change of time necessary at Switzerland's Italian and French frontiers, but on the other hand Germany and Austria keep to the old fashioned 12 hour clocks, and what would be gained in convenience on the one side would be lost in confusion on the other.

So for the present Switzerland remains as she always has been, but the question is in politics now, with race and national issues to the fore. The United States has never yet agitated itself over the 24 hour clock, although there are people on this side who work themselves up considerably over it when they happen to think how illogical a 12 hour "day" is.

When president Wilson has the tariff correctly adjusted and the money system perfectly safe and sound and the cost of living reduced so you'd notice it and labor perfectly satisfied with hours, wages, and conditions, then he might as well turn his mind to woman's dress and see what he can do with its problems, so as perfectly to satisfy both women and men.

The commission men say that the apple crop is short this year. Apples are the perfect complexion food, friend to the liver, friend to the brain (if any), friend to the red corpuscles of the blood. The nation could better spare fried potatoes and pork chops and lobster newburg than one apple.

A Silent Preacher

NEW YORK has a "silent preacher" standing in a churchyard at the corner of Fourth avenue and 21st street, turning towards the busy streets and offices with a holy word of hope or command or promise. A text is written where all who come and go may read it plainly. At night it is lighted so that none who need it may miss the word. Such texts are chosen for the busy hurrying crowd as, "Cast thy burden on the Lord and he shall sustain thee"; "Commit thy way unto the Lord, trust also in him and he shall bring it to pass." The sermons, always short enough to be read on the run, are changed every few days. They are brief enough to catch the attention of the busy man, and never too brief to carry perfectly the promise.

It is a part of the newer idea of the church which was the idea of Christ—to make Christianity an everyday affair, not to keep it for Sundays; to reach more than the pew renters, and to provide a haven of promise and comfort and advice, day and night, seven days of the week.

Grover Cleveland's son, Dick, is making his way. He is 15 years old, has made some name at his school for good hockey, and is ambitious to succeed in football and also to get through Princeton. The sons and daughters of ex-presidents are not bothered by any left over halos. Talked of and written about continually while they are in the white house, the true democracy of our country insures that when another president is inaugurated they shall drop instantly out of the limelight. Alice Roosevelt was the talk of the country for the years when her father was in the white house, and has practically never been heard of since.

Rules of Life's Game

CHILDREN of a city need a play instructor. In England the play teacher has become a common factor in the lives of little folk. The children are very keen for the new schooling that has been introduced in summer time, in holiday time.

Play instructors are hired to teach the youngsters sports just as mathematics and French tutors are employed. They teach the children the rules of the game, and skill in whatever is undertaken; and they adjust games to ages and ages to games.

The young life of the city will set its pace by the games it plays; the honor of the childish games will be the later honor in business. The fair start, the honest competition, good humored acceptance of being beaten, constant willingness to start again—these are vital play lessons and vital life lessons.

Florida is counting over her oranges and hopes for a good crop. Florida is not dependent on the oranges as she used to be, having developed other crops since the bad year, 19 years ago, when the destruction of the orange groves nearly wrecked the peninsula. Still a good orange year is a good year for Florida.

The Race of the Cities

BERLIN has hopes and ambitions to be the biggest city in the world and claims to have passed the 4,000,000 mark, but that includes the suburbs. London has 4,000,000 in the city and more than 7,000,000 in its police and metropolitan boundaries. New York has 5,000,000. Philadelphia ranks in the same class as St. Petersburg, approaching 2,000,000, and comes about ninth in the world series; but Philadelphia claims to have more houses in proportion to her population than the greater cities, and therefore has the prouder record.

New York and London and Berlin have tenements so crowded that the very boast of numbers is a shame.

A city so large as to be the first, second, or third city of the world should uphold its pride by splendid civic ideals. Any city that boasts its size or importance should look to see that it decently houses its people.

Festivals In Shop Windows

WE NEED the festival spirit in our life and we can thank the fancy paper manufacturers for not letting us forget one single festival of the year. Now grinning pumpkins, black cats, old witches, devils, dragons, skeletons, and the mystic cabbage, remind us that we are nearing the night of pranks and love rites.

When the Hallowe'en is gone the shop windows will brighten up with snowy Santa Clauses and crammed stockings, red bells and tinsel glory. The day after Christmas come the diaries and journals and New Year postcards. Then Valentines and George Washington's birthday, making it impossible to forget the bright days.

Never Touched Him

THE miner who was entombed in a coal mine and had to be fed and warmed through a tube while miners dug a way inch by inch to him, and engineers and medical experts advised the best ways to get to him and keep him alive while the digging was going on, and a whole country held its breath and listened eagerly to what he said, was himself apparently little excited and very little affected by his experience. It may be so with death, that extremity of life—that all of the fear, the excitement, the wild unavailing efforts, are on this side, and that the dying walk calmly over.

14 Years Ago Today
From The Herald This Date 1899.

A. Krakauer went to New York this morning.

I. S. Goodwin went to Kansas City this morning.

Mrs. S. Jones, of Alamogordo, is in El Paso today.

Mrs. W. E. Baker came in from the north this morning.

Jerry Reilly, the future mayor of Clouderoft, is in the city.

W. R. McIver has gone to Chattanooga, Tenn., on business.

C. G. Pringley went to Charlotte, Vermont, today, over the Santa Fe.

Judge Harper was a passenger on the Santa Fe today for Las Cruces.

E. J. Dedman, purchasing agent of the White Oaks at Alamogordo, is in El Paso today.

Felix Kahn, a former merchant of Juarez, is in the city, en route to the City of Mexico.

A. J. Corbitt, junior master workman of the Order of Railway conductors, is in the city.

Miss Lillian Newman returned today from Kentucky and Ohio, where she has been visiting for the past four months.

Division superintendent E. Randolph, of the Tucson division of the Southern Pacific, came in today in his private car, on a trip of inspection.

El Paso is steadily growing in land area, but only fast enough to keep up with the demand for home sites on the part of the newcomers.

Superintendent W. R. Martin, of the El Paso division of the G. H., returned this afternoon to testify in a case in the United States court.

The special train on the White Oaks bearing the party of directors and stockholders of the road on a trip of inspection, returned to El Paso last evening.

The suit of John Wineland versus the T. & P. Railway company, went to the jury yesterday evening. P. H. Clarke, and Falvey and Davis were plantiff's attorneys, while judge Edwards and attorney Peticolas represented the defendant.

Otis Andrews, a grocer, has on foot a novel scheme for pleasure and profit. It is his intention he says to organize an expedition to explore the backbone of the Rocky mountains and other ranges from British Columbia to the Isthmus of Panama.

Work will begin on the new Mills building Monday. The steel columns will be here this week and the work will be pushed rapidly. The El Paso club will only occupy a small part of the second floor and there will be about 40 large offices on that floor. Gen. Mills will arrive in the city Friday and will personally superintend the work of construction. It is the general's intention to build a practically fire proof four story building.

Southern Girls More Cordial
Are No Better, No More Charming Than Northern Girls, but They Make You Feel More Welcome.
By Ella Wheeler Wilcox

CONVERSING with a bachelor a few weeks since, regarding summer resorts, he remarked: "I have enjoyed this past summer more than any other for many years. I have been sojourning at a resort where several southern girls were stopping, and I confess I found their society particularly interesting."

"Tell me why?" I asked. "Is it that you find them more beautiful than our northern or eastern or western girls?"

"No, I cannot say that I do," he answered. "I know the southern girl has that reputation, yet were mere beauty the consideration I should find it difficult to give the palm to any one locality. In fact there is greater variety in types of beauty to be found among northern girls. But the quality I find peculiarly pleasing in the southern girl is her affability, her seeming enjoyment of small pleasures.

She Enjoys Your Society.

"She does not hesitate to tell you she will be delighted to accept your society for some occasion when you offer it, and she takes pains afterward to convince you how much she enjoyed herself.

"This is wholly unlike the northern maiden.

"She is dignified and distant, and accepts your attentions with an air of condescension, if not of absolute toleration. She often impresses you as being bored by your gallantries. The New England girl is particularly indifferent, and at times austere. Perhaps she has been taught that a man is piqued to greater effort if a woman is difficult to approach, but I think the idea is a mistaken one. Men like to think they are agreeable companions and that an hour or two in their society is not a bore.

"Therefore, this affability and cordiality of the summer southern girl are particularly pleasing to them.

"I confess I would seek a resort which I knew was frequented by the southern girl far sooner than one where only northern belles congregate."

I give this statement just for what it is worth—the opinion of one bachelor.

Yet it is worth the consideration of young women from all localities.

The austere and glacial manner is not inviting or becoming in a woman. The extremely indifferent young woman is not the attractive one.

Such a Mien Hides Selfish Nature.

Such an exterior is sometimes a mask to a warm heart, but, as a rule, it is an evidence of a selfish and self-centered and egotistical nature.

Again, it is a cover for painful self-consciousness—the self-consciousness which is the result of lack of confidence and of self-deprecation.

The New England girl is reared with an idea that vanity is a sin, and she is not accustomed to hearing her personal charms mentioned in her family.

The southern girl is reared to hear compliments from her cradle up, and to expect them from her father, brother and friend. She regards them as the small coin of society, and they do not spoil her; but she is better fitted to enjoy companionship of the opposite sex than the girl who has been taught to distrust the man who pays a compliment and to be on her guard against flattery.

No Better Than the Girl of the North.

She is not afraid to show pleasure in the society of men, because she has grown up in an atmosphere of gallantry.

She is no better morally, and usually not as bright mentally, but she is more affable, more natural.

She makes no better wife or mother than her sisters of colder climes, but she makes a better comrade oftentimes for a season. And the qualities which render her so agreeable it might be, well for the northern girl to emulate.—Copyright, 1913, by Star Company.

Advice To the Lovelorn
By Beatrice Fairfax.

WHY NOT RECIPROCATE?

Dear Miss Fairfax:

My friend and I are members of a social club of which each fellow (except my friend and I) has a girl friend. In order to enjoy ourselves we must encroach upon the hospitality of the girls present. Of course we do not like to do this and we wish to resign from the club against the wishes of the other members. Do you think we are doing right in resigning?

Frank.

If you are in debt socially to these girls, you must not resign. On the contrary, you must remain in the club until at least you have had your turn at entertaining. It would be a very pleasing return for their hospitality for you and your friend to give a theater party to all of the girls in a bunch.

YOU MUST FORGET HIM.

Dear Miss Fairfax:

I have known a young man for about one year, and he has told me he loves me. This young man when he was out with me last promised to call and failed to do so. I love this young man dearly, but would like to know how I can win his love entirely.

I know he goes out with other young ladies, and when with me he calls me all pet names. Can you help me out in this matter, as I am wild about him?

Perplexed.

I am afraid he has been flirting with you. The fact that he calls you pet names signifies nothing. If he really loved you, he wouldn't care to go with other girls and he would not neglect an appointment with you.

He bears all the earmarks of a flirt, and, believe me, my dear, a girl is the gainer by losing such an admirer.

Human Folly
By Walt Mason

I remarked to Dr. Skate: "I'm increasing in my weight, and it's giving me the blues, for I cannot tie my shoes, so I want a pint of pills, or a syrup made of squills, or some other kind of dope; you can pull me down, I hope!" All the time at heart I know that I really ought to go to the woodpile with an ax, and get down to old brass tacks. Oh, I ought to do my chores and get busy out of doors, beating carpets good and hard, cleaning up the littered yard, with a mind and heart at peace, thus disposing of my grease. But, instead, I trot a block, and consult the four-eyed doc, and he shakes his head and sighs, and he looks confounded wise, gives me pellets labeled "Nux," and assesses me three bucks. And some forty million jays are as foolish, all their days. Ills and aches would travel hence if we'd use a little sense. If you have an aching tooth, have it pulled at once, good youth! But of course that simple plan won't appeal to any man; you will nurse your throbbing jaw and denounce the moral law, blow yourself for patent cures, and the chloroform that lures; then, with agony accursed, do what should be done at first. Most of us are dotards dense; few of us have any sense.—(Copyright, 1913, by George Matthews Adams.)

ABE MARTIN

Mr. and Mrs. Lafe Bud's little baby is cuttin' its teeth on a Ford tire. At th' rate "good fellers" are droppin' out these days it's a wonder th' supply don't give out.

Shall Women Be on Boards?
El Pasoans Familiar With School Board Work Are Divided in Their Opinions; Little Interviews.

HOW would El Pasoans like to see women serving upon the school board?

This question was put to a number of people who are interested in the educational problems of the city. Some heartily endorsed the idea and others balked and didn't wish to express themselves. Dr. E. H. Irvin, president of the school board, said: "Would I like to be the president of a board on which there were women? I never have found mixed boards in any work as effective as either all men or all women. The school board takes the final action on everything pertaining to the schools and I think it would be taking a long chance to try a mixed board. Make it all women, or all men, but for heaven's sake don't mix them."

Senator Claude B. Hudspeth said: "Not that in any way I would mean to criticize the school board as it is, but I think that a woman on any school board, provided she was a broad minded business woman, would be beneficial. In the town of Kent, Texas, the entire board is composed of women, and they have done very good work."

Mrs. E. Kohlberg, a prominent member of the Woman's club, said: "I endorse it absolutely, because as women are the mothers of the children, I think they come a little closer to the daily development of the child than the busy men can. In several states women are doing excellent work. Mrs. H. A. True, a former El Pasoan, who now lives in Denver, Colorado, not only is a member of the school board in Denver, but is the head of a school board of men, and is doing splendid work. I am of the opinion that sex after all does not count. It is a question of the personality. If a woman were to be added to our school board I would think it desirable to have a woman that has been both a school teacher and is a mother. Such a person would be excellent for a school board. I don't mean in any way to criticize the present school board, but a school board is, I think, a place where a woman belongs. I have advocated women on school boards for a great many years."

Prof. R. J. Tighe, superintendent of city schools, says he has had no experience with women on school boards. "I am perfectly satisfied with the present school board," he says. "If the right kind of a woman was put on a board she might be of help, if she will. A woman who is in sympathy with school movements and who is not too extreme; a woman who has been a school teacher would be better prepared for that kind of work. Beside financial matters the board has to consider and decide upon all matters of discipline, all methods and hours of work, and adding any new features to the school curriculum. A woman's point of view is frequently different from a man's. She is a little more sympathetic with the trials and troubles of the human race, but on the other hand she is not quite so practical."

"There are so very many business questions," said F. B. Simmons, a member of the school board, "that come up and that we men on the board have to meet in our every day business, that I hardly know how these would be handled if women were to be on a school board. With all the work that is ahead of El Paso's school board for the next four or five years, it is not going to be a path of roses by any means for the members of the school board. In the new buildings, would women go and inspect them in the course of construction, climb all over the unfinished walls as we did with the Alta Vista school while it was in the course of construction? The work of the school board has narrowed itself down to simply a business proposition, when a man has to use all the business ability he may possess. If we had half women and half men, the men would have to do all of the work, when it came to the real business issues, and I doubt if you could find real business men that would serve on a mixed board for that very reason."

* * *

"They're rounding up cattle around Deming," says C. P. Hill, of the International Auto company, who has just returned from the New Mexico town. "Thousands of cattle are being rounded up on the ranges around Deming and they are all apparently in fine condition. The ranges, however, are in poor shape and some anxiety is felt by the cowmen for the welfare of their stock this winter."

* * *

"Did you know that you could buy postage stamps in spools like ribbon and thread?" Miss Erma Whitley, chief clerk to assistant postmaster George Wilton said Friday afternoon. "Well, you can, and many El Pasoans do buy their stamps like they would as much ribbon. These stamps come in rolls of the various denominations and may be bought for the actual cost of the stamps, plus three cents a roll for the trouble of rolling them in the public printing office at Washington. We sell many of these rolls for the stamp machines which are used in the hotels, at the newsstands and in other public places."

* * *

"I see there are many persons who are only too anxious to censor and condemn the school board," said school auditor F. E. Sawyer, "but not one with even a suggestion of a remedy or a solution of the problems which some times confronts the board. The schools belong to the citizens and instead of being so willing to find fault with the board, why don't the people come forward with suggestions and help, which would assist the board in solving the school problems. If people were less willing to knock and more ready to give assistance, school matters might get along better."

Love an Event With Women
With Men It Is an Occurrence, and Not a Very Important Affair With Some of Them.
By Beatrice Fairfax

WITH woman, love is an event; with man, it is an occurrence.

There are many proofs that men love more lightly, more frequently, more critically, more selfishly than women.

"None of it," says Cupid, displaying his stock of man's love, "is as good and pure and faithful and unselfish as the love of a woman, and there is disillusion in store for the girl who expects it."

As proof that men love lightly. Somewhere, there are four girls in love with the same man. This is the way he writes about it.

"I am in love with four girls, and they are in love with me. One is a blonde who talks. Another has light brown hair and cooks. One is dark haired and is a musician, and the fourth is a brunette and dances. Which of the four would be the most economical for me to marry?

Doubtless each one of these four girls thinks she is the one-love-for-life in this man's heart. For his part he will not remember their names six months. He is loving like a man. They are loving as a woman loves.

Advice Wasted.

Advice to such an extravagantly emotional creature is wasted, for the reason that he has forgotten ere now that he asked it. If he rememberd and accepted it, his love for the girl suggested as "the most economical one to marry," would not survive the route from the engagement to the altar. He would not take advice, so why give it, for not one of these girls is the girl for him.

Is Much Worried Girl.

A very much worried girl tells of another variety of man's love. She and her sweetheart have been in love with each other for two years, and the only time he ever gives her is Sunday afternoon and evening, pleading in excuse that the ride to her home, which requires an hour, is too long. He is faithful, reliable and honorable; this is his only fault. Shall she give him up?

By no means! That would mean to lose him, and I don't want any girl to lose a man's heart when it is both sound and whole. Mixed with his love there is a grain of laziness and several grains of possessive selfishness, which means that he feels so secure of her affection he doesn't think any effort is needed to retain it.

Don't ask him to increase the number of his calls. Never mention the subject again, but occasionally tell him in the most innocent way of the men who call during the week. He will not come in response to entreaties, but he will come oftener to inquire into your happiness. That is the way a man loves.

A Tightwad.

Sophia has been keeping steady company for a six months with a man of good habits, of fine moral character, and who calls sometimes four evenings a week. But his time is all he spends on her. When not calling on her, he is going to the theater, or other places of amusement all by himself. He tells her he loves her, but so far hasn't shown proof in the price of a flower or a gum drop.

With the lamentations of wives of penurious men ringing in my ears, I can only urge, and almost command, Sophia, to refuse to see this man again. He loves in the way many men love, and it is the variety that means the greatest humiliation and privation for its object.

Another girl writes:

"I am 20, very attractive to the opposite sex, and this worries me because so many men propose to me. One of these men is now threatening to kill himself unless I reciprocate his affections. What shall I do to prevent the tragedy?"

Refuse him, of course! He will not kill himself, and if he did he would be doing you a greater kindness than if he compelled you, under such threats, to marry him.

Another little girl wails that her lover is indifferent to her before folks. She doesn't know that it is good sense to confine demonstrations of affection to moments when they are alone. She says he is good, honorable, kind, reliable, and her mother approves. With so much in his favor, I hope she will forget his fault. It is dangerous to make too much of a little flaw.

CROP MOVEMENT IS AN AID TO BUSINESS WORLD

New York, Oct. 11.—Bradstreet's today says: "Cross currents in trade is not apparent. However, retail trade is optimistic and the influence of crop moving is being felt in financial circles, buying of staple articles is liberal, reports indicate that trade generally is ahead of last year when jobbers and manufacturers were enjoying especial activity, collections continued to mend, demand for money for mercantile purposes is good and car shortages are in prospect.

"Wheat, including flour, exports from the United States and Canada for the week aggregate 6,148,198 bushels, against 6,431,281 last year."

GOOPS
By GELETT BURGESS

HANNAH SYME

Are you a Goop
like Hannah Syme,
Who asks for candy
all the time?
Whenever mother
goes to shops
Young Hannah begs
for chocolate drops—
Or else a soda,
or banana.
How would *you* like
a child like Hannah?

Don't Be A Goop!

"This Is My Birthday Anniversary"

HERE'S Saturday! A good breathing time after five hard days in school! Plenty of fresh air, some fun, a smile given here and there, a little time spent in helping mother—this is a good Saturday program. The Herald's congratulations are extended to the following boys and girls whose birthday anniversaries come on Saturday, October 11:

Robert Morris, 12.	William Michero, 11.
Julia Magee, 10.	Lucille Mayer, 15.
Ruven Puddy, 10.	Harland McDaniel, 9.
Homer Cherry, 13.	Nellie Boomer, 11.
Sam Bethea, 13.	William Coleman, 12.
James Titus, 15.	Gus Momsen, 10.

Walter Allen, 4.

Albert Baldwin was 15 years old October 6.

John Bussing was 11 years old yesterday.

In addition to the usual wish of "many happy returns of the day" The Herald has a ticket to the Crawford theater for each boy and girl in this list. Come to The Herald office and "Miss Birthday" will see that you get it. The attraction this week is "The Flirting Princess."

Like Potash Perlmutter
Successful Manufacturers of Women's Wear Must Keep Genius at Work Producing and Disposing of New Designs.
By Frederic J. Haskin

WASHINGTON, D. C., Oct. 11.—Inasmuch as the golden rule of the women's garment manufacturing industry is "Keep always first in mind selling the goods," much depends on the girls who wear the model suits and gowns for the buyers' inspection.

The first requirement, of course, is the figure. The model must be "perfect 36," or a "perfect 16," or a "perfect junior." Of course, her figure is aided by the most expensive and skillfully made corsets, but at the same time the foundation must be natural. If to a good figure the model can add a pleasant manner, a touch of native dignity, simplicity, and a trace of salesmanship, she may be assured of permanent work at remunerative wages. The penalty for the failure to observe the inexorable selling rule is failure. It may be a sudden crash, it may be a slow dying by inches, but the law is inexorable. The art of design, the skill of manufacture, the pride of production—every factor in the whole industry must always be subordinate to salesmanship.

Keen Competition Is Reason.

In other manufacturing industries this is not always the case. In none of them is it so markedly evident. The reason for this lies in the keen competition of the only considerable manufacturing industry in which the ancient individualism now obtains.

The women's wear manufacturers sell their goods in three principal ways: Directly to buyers, who call at the retail stores; and by mail, although the mail orders chiefly are confined to reorders.

Making and Selling Combine.

The successful manufacturing establishment is usually a partnership in which is represented salesmanship and manufacturing genius, and, not infrequently, the art of the designer. The firm composed of two men, one in general charge of the sales and the other in general charge of production, is almost classic, as in the case of the mythical Potash and Perlmutter. If the firm has six partners instead of two, the balance will be maintained.

The women's wear salesman on the road differs but slightly from the conventional "drummer" we have known for years. It is in the salesmanship methods used in the show rooms in New York that the modern refinements and improvements are to be discovered.

Salesmanship Surmounts Difficulties.

For instance, when suits and coats and gowns first began to be displayed entirely on living models, there were two possible faults in the system. If the models were too few in number and too slow in dressing, the buyer was forced to waste time and exercise patience in the waits between individual displays. Or if the models were too numerous, there was apt to be a too rapid procession which became kaleidoscopic and confused the buyers' mind.

It is interesting to see how the salesmanship instinct has surmounted these difficulties. In one suit-making establishment of rather above the average size, two salesmen are assigned to each buyer. The buyer is seated in his chair with his order book on a broat flat arm at his side. The model's dressing room has two entrances—one "in" and the other "out." The principal salesman stands close by the buyer's chair. The other takes up a fixed post at the "in" door.

Models Quickly Managed.

There are a sufficient number of models to enable one or more to be always dressed and ready to come into the show room. If the buyer is interested in the suit on display, he is given all the time he requires to examine it in every way. If he is not interested, the model quickly disappears and the man on the fixed post, by an imperceptible motion, brings in the next one.

The models are trained to watch the assistant salesman and never by any chance are two models permitted in the show rooms at the same time. The buyer does not consciously detain or dismiss a model. The man on the fixed post watches his face and expression and, by the exercise of a well-trained commercial psychology, manages to keep the buyer always interested. A bad model, from that particular buyer's standpoint, is in the room but a fraction of a minute. A good model stays until the buyer has written his order.

Models Essential to Success.

The comparative prosperity and success of an establishment often may be determined merely by looking at the models. Many of the more successful establishments keep their models on the pay roll the year round and are always searching not only in New York, but the whole country, for new mannequins.

Many concerns, indeed most of the small ones, engage models only in the season. These houses are naturally at the mercy of circumstances. Sometimes they are forced to pay extremely high wages and then not get the sort of models they want. The girls may have the figures, but they may be too bold of manner, too slovenly in the arrangement of their hair, or too stupid to add anything to the salesmanship force of the establishment.

Buyers Brook No Delays.

For instance, in such an establishment, although the line is comparatively good, a buyer sometimes leaves in disgust because he is forced to wait many minutes between displays, waiting while inexperienced models struggle into dresses that they evidently do not know how to wear. Their walk may be bad, or they may be forced each time to consult a tag to give the buyer the number and price of the model; or in some other way, by the failure of the personal equation, the gown or suit is not done justice by its wearer.

Some Hat Models Are Veterans.

Most prized among models is the one who is a successful wearer of hats in a millinery establishment. She must be of that rare type on whom any hat looks well, whether it be severely plain or elaborately trimmed, whether it be cheap or expensive. Such a model must wear a black frock of good cut and style, and must possess hair that will permit of any sort of treatment. She must be graceful and quick, and must have the wit to watch the buyer closely so as not to keep on a hat he does not like one second longer than his verdict is expressed in his face. Some hat models are veterans of a half dozen years. Such as these command good wages and some to be an almost integral part of the establishment.

Search Country for Mannequins.

The search for good and better models never ends. One costume establishment in New York has three models on its permanent staff. One came from Bufalo, one from Kansas City, and the other was discovered in New York. The traveling partner in this firm now is endeavoring to employ a young woman in Seattle, simply because she appears to be an ideal mannequin for the display of evening gowns.

The Manufacturer's Advantage.

The salesman in the manufacturing establishment has the advantage over the retailer. He is selling to a man, or a woman, who is not exercising his individual taste. Both the salesman and the buyer keep constantly in mind the ultimate wearer, far away and as yet unconscious of her share in the business. This enables the salesman and the buyer to discuss each particular model in an impersonal way, in reference to the taste of a third person who is conveniently absent.

V. The Trend of Fashion.

The Calliope
By GEORGE FITCH.
Author of "At Good Old Siwash."

THE calliope is the Caruso of musical instruments. On a calm day it can be heard ten miles.

Calliopes are not used in Grand Opera, however, but are confined to circuses and steamboats. Every circus has a calliope attached to its parade in order to scare away thunder showers, while most of the Mississippi river excursion steamers are armed with large and furious specimens.

A calliope is composed of a large number of steam whistles of various sizes so arranged that they form a musical instrument of three octaves. The performer thumps out a tune on the key board and the faithful whistles perform it for him in a series of terrific and terrifying toots.

At a distance of five miles, especially over water, the calliope, is a sweet sounding instrument and gives real pleasure. As the instrument draws nearer the pleasure decreases. A calliope at close range fills one with the same mad thrills of ecstacy that are produced by a boiler shop with the muffler off.

The calliope would not be so bad if it could be kept in tune. The various whistles wander from their keys like

"The Caruso of musical instruments."

pigs from the home pen. Once there was a calliope artist on the Mississippi river who detected something wrong with his beloved machine. He examined it and worked with it and tried to fix it up a little with an axe and an old pair of tin shears and it still had a peculiar note which elbowed into the most divine melodies and made them seem coarse and cheap.

At last the expert discovered the trouble. That one note was in tune.

Nobody knows why the calliope was invented, but it is thought that the ancient Greeks used them to repel beseigers from their city walls. River traffic in the United States was in a highly flourishing condition half a century ago. Then someone invented the calliope. Inside of twenty-five years the steamer had almost disappeared from our rivers.

However, the calliope can be made highly useful. If it will be domesticated and put on the stump during our political campaigns it will serve a great purpose. It will tell as much truth as most political orators and it will make no reckless promises which may later involve the party in deep and mucky morasses of defeat.—(Copyrighted by George Matthew Adams.)

TEXAN ARRESTED IN COUNTERFEITING RAID

Troy N. Y., Oct. 11.—A search of six months by government agents for a gang of counterfeiters ended in this city when three men and three women were arrested in a cellar of a house on the corner of Federal and Eighth streest and held on a charge of counterfeiting. One of them is a Texas student.

The place where the counterfeiting was done was raided and Charles Ash, his wife, Winona Ash, Edward Barry and his wife, Annie Barry, Paul A. Florian and Carry Van Natton, were arrested. Stephanie Pasquali, an Italian, who was in the place when the police broke in, took a quantity of acid used by the gang in making counterfeit money and died in 15 minutes.

The Van Natton woman is a resident of Albany. Florian's home is in Dallas, Tex., and he is a student at the Rensselaer Palytechnic institute in this city.

SAYS THAT MEN OF OTHER ROADS HOUND EMPLOYES

New York Oct. 11.—The last step but one toward the settlement of the controversy between the eastern railways and their conductors and trainmen has been taken. Counsel for both railroads and employes summed up their cases before the board.

W. W. Atterbury, vice president of the Pennsylvania railroad, maintained that well paid employes of his company had been hounded by the employes of other railroads not so well paid to enter into a labor agreement against the Pennsylvania company.