

## A SELLING CITY.

### An Incorporated City That Exists Simply to Sell Live Stock.

National City, Illinois, is a city created for one sole purpose. It is a "selling city" for live stock. It is incorporated because it was necessary to have a government to handle the 7,000 people who are at the St. Louis National stock yards and packing houses every week day and also provide police and fire protection for the many million dollars worth of property there, not to mention the hundred and fifty million dollars worth of live stock that is sent in there every year to be sold.

The total area of National City is six hundred acres. Half of this is occupied by the stock yards. They are divided into cattle, sheep, hog, horse and mule divisions. Each division is handled independently of the rest as far as the selling is concerned, but is part of the St. Louis National Stock Yards system by which all receipts are promptly unloaded, yarded, delivered to the selling pens, fed if required, weighed, driven to the shipping platforms if they are to be sent away, or over the viaducts if to be slaughtered locally.

The United States Government provides a large staff of inspectors who have an office in the St. Louis Live Stock Exchange Building in the center of the National Yards. All the principal railroads which bring stock to or carry it from the yards have offices here and their agents are experts in live stock traffic matters. The Exchange itself, the St. Louis National Stock Yards Company, and the National Stock Yards National Bank, have offices in the same building and work in co-operation for the entire live stock selling system that centers there—very much as the head offices of a big department store operate for the benefit of each department in its general affairs and for the good of the whole store. Billing, accounting, weighing, paying for stock as fast as it is sold, checking up claims against railroads, deducting animals that died in transit, cripples, docked animals, keeping track of receipts from various sections, etc., are all done, by the general offices, and the presence of the railroad agents to help handle claims is an important thing. They try to facilitate settlements on an equitable basis, under the new plan the majority of roads have adopted of trying to be popular by treating their customers as well as they can.

And yet each firm that does business on this market is independent of the rest, a store in itself where the goods displayed each day are the bait that attracts trade. Trade comes from buyers, just as it does in any store. The buyers represent local butchers, twenty-five or thirty St. Louis and East St. Louis packing houses, and other packers in Eastern cities who prefer to buy at St. Louis on account of its location saving time and money in shipment and also because St. Louis live stock has a high reputation for quality.

Competition between these buyers is what makes the prices high at St. Louis. Competition between commission firms is what makes trade brisk with them, each striving to attract increased receipts through superior salesmanship. Thus the firms which command the largest business are the ones which have shown the best salesmanship, the same as in a department store the departments that do the most business are the ones that are most successful. In this "selling city" of the stock yards the stores or firms that sell live stock number between thirty and forty and thus do an average of about three per cent of the total business of the yards. And this is the basis they compute their success. Their ability to do more than the average is their proof of good salesmanship. The firm that showed the largest average for 1911 was the National, doing over ten per cent of the total business at the National Yards and gaining over twenty-five per cent in sales during the year. Its ability to attract consignments is said to have been the greatest factor in its growth. That is traceable to the ability to make good sales, for the one is dependent on the other.

### THEY READ THE PAPERS.

#### The Most Successful Farmers and Shippers Are Regular Students of Conditions.

"The most successful farmers and shippers we come in contact with are men who read the newspapers," says a member of the National Live Stock Commission Company, the firm that does the largest business at the St. Louis National Stock Yards. "They keep posted. They know conditions. They know stock. They know markets. They know what sort of stock to raise and what it will bring at different markets."

"They keep their minds open to facts and figures. They are the best customers a firm can have. They appreciate good service. When we go to extra expense to better our system of selling stock the man who reads the newspapers and realizes what a saving of time and money modern organization is and what a profit-maker it is—that is the man who lets us

know we is with us. He has been doing the same thing on his farm. He has put in a motor where a motor will save him labor or money. He has put in better machinery, buys better seeds, uses better methods and expects us to do the same.

"He's the man who gets top of the market. He's the new kind of farmer, the kind that takes advantage of everything that will help him in his work and reads his newspaper to find out what it is."

### A WELL ORGANIZED INDUSTRY.

#### Live Stock Is Now Produced and Sold on a Plan That Protects the Farmer and Shipper Perfectly.

Edgar E. Overspeet, one of the leading live stock commission men at the St. Louis National Stock Yards, maintains that the live stock industry is now so well organized that the farmers and shippers are better served and protected than the producers or middle men in any other line of business. He states his views as follows:

"The live stock man has an open market. That is an immense advantage. His stock is sold to the highest bidder at a public sale under the most advantageous conditions. This is true when he ships to any of the big live stock markets, like St. Louis, for instance, where there are buyers for all the big packers and local butcher trade and for Eastern packers, too. These buyers furnish the competition that makes the price. If the stock is sold at a small market or at private sale the element of competition is largely lost.

"Secondly, the live stock man has his own agent. The commission man at a market like this acts for the shipper or farmer and nobody else. He is not employed to help the buyers but the owners. His value is his ability to get all the money there is in his consignments out of them and his success depends on his doing so.

"So the modern commission man puts in organization that is as perfect as that employed by the packers and employs salesmen who can meet the buyers for the packers on equal grounds. He also employs good men to handle the stock as it comes in and others to check it up, make out bills, and stenographers to write letters to customers keeping them posted. We employ three stenographers to do this and they are busy all the time. We are all busy, each doing some special thing that is part of the system by which we enable our customers to be as well served in their selling as they are in their shipping or banking."

### STRANGE ROMANCE IN ITALY

#### Young Fisherman at Bari Is Discovered by His Now Wealthy Parents Who Abandoned Him at Birth.

There is material for a thrilling romance in the remarkable story which comes from Bari, in Italy, concerning a fisherman who, though twenty years of age, has just found his father and mother. Twenty years ago, a young wife from Strasburg gave birth to a boy in an hotel at Bari. The child was so weak that it was not expected to live. The mother herself was ill, and her husband had her conveyed to Germany. The parents did not want to be bothered with the ailing child, so they confided it to an orphanage. The couple proceeded to Strasburg, where they prospered in business, making a large fortune. It now occurred to them to inquire after the fate of their child whom they feared must have died. To their great surprise they learned through the German consul that their son was not dead, but was earning his living as a fisherman. His mother arrived in Bari, and found in the young fisherman a strong resemblance to her husband. The young man, who does not understand a word of German, was at once rigged out in new clothes, and proceeded with his mother to Germany.

### JUDGE FOUND TRUE BILL

#### Thought Dissenting Opinions Would Insure More Care in Preparation of Case.

One of the New England judges prepared an opinion in a certain case, and then sent it around to the other judges. In due time it came back with a vigorous dissenting note from one of the judges who had examined the opinion. The judge who prepared the opinion then wrote the dissenting judge as follows:

"I am glad you have made a dissent to the opinion in ————, for it insures more care at least in the preparation of the case. My feelings, however, are similar

to those of the little fellow who, having in his morning devotion expressed the wish that the Lord might be able to make his brother Charley a good boy, in his evening prayer said: 'I still hope, Lord, that you can make Charley a good boy; but, to be frank with you, it don't seem to me the real Charley has changed a d—d bit since morning.'

### SMOKING AMONG STUDENTS.

The degree of mentality attained by the non-smoking student is greater than that of the smoker, while in physique the balance is in favor of the smoker. A compilation made of the members of one college class shows that during the period of undergraduate life, which is essentially 3½ years, the first group grows in weight 10.4 per cent. more than the second, and 11 per cent. more than the third; in girth of chest the first group grows 26.7 per cent. more than the second and 22 per cent. more than the third; in capacity of lungs the first group gains 77 per cent. more than the second and 49.5 per cent. more than the third. As a rule, the non-smoker is mentally superior to both the occasional and the habitual smoker. As a rule the non-smoker is equal, and probably slightly superior physically, to all members of the smoking classes except the athletes. It may well be queried as to whether the smoking athlete does not make his gain at too high a mental cost to make it pay.

### LOWELL'S AUTOGRAPH.

Bliss Carman told at a dinner a story about James Russell Lowell and a bad boy. "A Boston woman," said Mr. Carman, "asked Lowell to write in her autograph album and the post copying, wrote the line, 'What is so rare as a day in June?' Calling at this woman's house a few days later, Lowell idly turned the pages of the album until he came to his own autograph. Beneath it was written in a childish scrawl, 'A Chinaman with whiskers.'"

### PLAYING AN EASY PART.

Miss Lucy—I have given you sixpence, what more do you want?  
Tramp—I'm afraid that policeman is going to arrest me.  
Miss Lucy—How can I prevent that?  
Tramp—Just take my arm, and be talking to me lovingly, and he will think I'm your husband and let me pass.

### CALL MISSED HIS CALLING

#### Irate Woman Gives Her Opinion of Peace-Loving Philadelphia Magistrate.

Magistrate Joe Call believes in settling trivial cases amicably, and a dozen times a day he is called upon to act as umpire, mediator or arbitrator, as the case may be.

As the sequel to a neighbors' row recently, an irate woman proceeded to the magistrate's office, demanding a warrant for the arrest of her next-door neighbor and the husband. The prosecutor, after paying the \$2.50 which a warrant costs, chuckled with satisfaction as the constable went to arrest the pair designated as defendants.

When the hearing was held Magistrate Call tried hard to smooth things down, but, in spite of his friendly offices, the two women glared at each other and punctuated every minute with some tart remark. In the course of events the magistrate sought to have the case settled amicably, but the woman prosecutor was insistent that she get "satisfaction."

Sufficient evidence was produced to sustain the allegation and Magistrate Call held the pair in \$300 bail each to keep the peace. Inasmuch as they were without friends who could give that security, he allowed them to sign their own bonds and depart in peace.

This provoked the woman prosecutor, and after watching the departing neighbors go she turned to Magistrate Call and said:

"And that's what I got for my \$2.50? You're not a magistrate. You ought to be a minister."—Philadelphia Times.

## MILLIONAIRES OF GERMANY

### Growth of Large Private Fortunes in the Fatherland Is Comparatively Recent But Rapid.

A German income tax statistician gives interesting particulars of the comparatively recent growth of large private fortunes in the fatherland. Heading the list in Frau Bertha Krupp von Bohlen-Halbach, who was before her marriage Germany's wealthiest heiress. She has to pay on \$46,750,000. Five years ago she was still richer and contributed to the imperial exchequer on the basis of a fortune of \$53,800,000. Next comes Prince Henckel von Donnersmarck, the kaiser's friend and owner of various industrial undertakings who has increased his fortune during the last 15 years from \$12,400,000 to \$44,250,000. The third is the duke of Ujest, of the Hohenlohe family, a bachelor, who has improved himself in the last decade from \$13,500,000 to \$37,750,000. The fourth in order of riches is Baron Goldschmidt-Rothschild of Frankfurt, who owns \$26,750,000. The greatest capitalist of Berlin is Ernest von Mendelssohn-Bartholdy of the banking firm of that name, who possesses \$10,750,000. He, however, comes only seventeenth on the general list. The 16 richest people in Germany do not reside in the capital. The modest town of Kassel has a magnate Karl Henschel, whose wealth amounts to \$11,500,000.

### HEEDLESS OF TIME'S FLIGHT

#### Elderly Colored People of the South Rarely Know How Old They Are.

As every southerner knows, elderly colored people rarely know how old they are, and almost invariably assume an age much greater than belongs to them. At an Atlanta family there is employed an old chap named Joshua Bolton who has been with that family and the previous generation for more years than they can remember. In view, therefore, of his advanced age, it was with surprise that his employer received one day an application for a few days off in order that the old fellow might, as he put it, "go up to de ole state of Virginny" to see his aunt. "Your aunt must be pretty old," was the employer's comment. "Yassir," said Jeshua, "she's pretty ole now. I reckon she's 'bout a hundred and ten years ole." "One hundred and ten! But what on earth is she doing up in Virginny?"

"I don't jest know," explained Joshua, "but I understand she's up dere living wif her grandmother."—Harper's Weekly.

### LOW INFANT DEATH RATE.

Lady Stout, wife of Sir Robert Stout, chief justice of New Zealand, says that the infant death rate is lower in her country than in any other place in the world except Victoria. According to her statistics 214 babies die before they are one year out of every 1,000 born in Hungary; in Germany, 190; in France, 149; in England and Wales, 174; in Scotland, 125; in New Zealand, 77; in Victoria, 70. Lady Stout also says that before the granting of equal franchise to the women of New Zealand and Victoria the birth rate was very low. For the first few years after the decline continued, then the birth rate took an upward turn, which has continued ever since until now it is higher than that of England and Wales. These are, in Lady Stout's opinion, two strong arguments in favor of equal franchise.

### RELICS AT WINDSOR CASTLE.

In the "gold pantry" at Windsor castle is the gold tiger's head taken from Tipu Sahib's throne in 1789. It is life size and the teeth and eyes are of rock crystal. Another relic captured at the same time is the jeweled bird called the uma, shaped like a pigeon, with a peacock tail. The feathers blaze with precious stones and a great emerald hangs from its breast. According to an old Indian legend, whoever owns this bird will rule India.

## GREATEST TRUTHS INFINITE

### Immortality of the Soul and God Greatest Truths That Cannot Be Proven.

The great things cannot be proved. God cannot be proved, nor can the immortality of the soul. Argument is finite, and the great truths are infinite. What one believes of the infinite things one must feel. This is the privilege of the soul, whose existence is the corollary of this feeling. The great truths of God, of immortality and of the soul are the objectives of the intuition, or the longing, of the aspiration, which are above logic, reason and science, and the more they are cultivated and strengthened the closer one gets to the great facts of God and immortality. These thoughts come to us in noting the observation of Mr. Edison, who doubts if we have souls. If he could prove the soul's existence in his laboratory, we would have doubts, too. The hope, the yearning of the heart, the love of virtue and the sacrifice are things that do not get into Mr. Edison's crucible, and yet they belong to the formula of truth. We don't argue with a skeptic one minute. He cannot convince us, nor we him. We love him and go our way.

### NO MISTAKE.

Senator Newlands, in an address at Reno, said of a millionaire who had failed:

"The poor fellow weathered the terrible panic to go under in a mere financial flurry. He reminds me of Smithson.

"Smithson in the early summer went abroad. He visited London, Paris, Vienna and the other centers, and, though he went slumming night after night, he was not once robbed of a penny.

"But he had no sooner returned to New York than his pocket was picked on Broadway. In telling me about his loss, he said:

"'Abroad, I never lost a cent! Here, the first night I'm back, \$200 goes. This is the land of the free and no mistake, the land of the free—and easy.'"

### THE ONE IN PERIL.

"I warn you, miss," said the old gypsy fortune-teller, solemnly, "that an enemy will shortly cross your path."

"Huh!" rejoined the lady chauffeur, scornfully, "if he's going to cross my path you'd better warn him instead of yours truly."

### A KNOCK.

Goodley—They're in reduced circumstances, of course, but their family is a very old one and proud, even if they have lots of debts. They date back to the earliest colonial times—

Outing—The debts, you mean? I don't doubt that.

### A THIRTY THIRD.

There was a thirty third on Broadway the other night. He stole 45 cases of champagne and took along the wagon and horses with him. He is believed to have concealed them about his person, made a run of his bedclothes and escaped through the subway.—Philadelphia Inquirer.

### QUESTION OF SEX.

A local ironworker who has been married a couple of years always declared that his first son should be named Mat, after one of his best friends. Learning that the ironworker and his wife had recently been blessed with a charming baby, a friend smiled all over his face when he greeted the father on the street. "Well," he beamed, "how is little Mat?" "Mat, nothing," answered the father. "It's Mattress."—Youngstown Telegram.

### VIRTUES IN A FRIEND.

Every man is ready to give in a long catalogue of those virtues and good qualities he expects to find in the person of a friend; but very few of us are careful to cultivate them in ourselves.—Punchion.

### MARRY TO AVOID SCHOOL.

In New York when a young Italian girl does not want to go to school any longer and does not want to work, she evades the truant officer by getting married. It is difficult to handle the case after marriage and such cases are alarmingly frequent.