#### The Washington Times

Published Every Evening in the Year THE MUNSEY BUILDING. Penn. ave., between 13th and 14th sts. Telephone Main 5260.

FRANK A. MUNSEY.

EDGAR D. SHAW, PAUL C. PATTERSON. General Manager. WEDNESDAY, AUGUST 24, 1910.

EUESCRIPTION RATES BY MAIL 

#### JULY CIRCULATION.

Baily.  The number of complete and perfect of	opies.
of The Washington Times printed daily	dur-
Yester 4 44 555 July 16	45,331
7-1- 2 4: 712 July 17	inday
wuiy and a linky 18	43,051
July 3Sunday July 18	44,644
# Uly 1 28,014 July 20	45,209
July 5 46,310 July 21	44,368
Guly 6 48,406 July 22	43,081
July 7 46,438 July 22	43,420
July 8 45,075 July 24Su	inday
July 9 43 150 July 25	43,412
July 10 Sunday July 26	42,767
July 11 44,608 July 27	42,247
Fuly 12 44,810 July 28	43,726
	42,534
	64,507
July 15 43,383 July 31Su	
Total for the month	05,636 46,371

The net total circulation of The Times (dasily) during the month of July was 1,644,630, all copies left over and returned being eliminated. This number, when divided by 25, the number of days of publication, shows the net daily average for July to have been 49,175.

The number of cor	nday.  uplete and perfect copic Times printed Sunday July was as follows:	y:
July 3 38.	07July 24 \$8,8 05July 21 42,1	71
Total for the month Eunday average for	the month 29,4	

In each issue of The Times the circulation figures for the previous day are plainly printed at the head of the first page at the left of the date line.

Persons leaving the city for a long or short period during the summer can have The Times mailed to them at the rate of thirty cents a month, or seven sents a week. Addresses may be changed as often as desired. All mail subscriptions must be prid in advance.

#### IT'S NO WONDER SIBLEY HAS

spend \$42,500 for a nomination for sue: Shall big Hoke Smith or little Congress, to be condemned from one Joe Brown be it? There's just as end of the country to the other, to much excitement-and maybe morehave the results of his election con- in a Georgia gubernatorial campaign perience of Joseph C. Sibley, named in Hoke thunders up and down the the recent Pennsylvania primaries as State and Little Joe sits in his office the Republican candidate for the Na. and dictates campaign speeches for tional House in the Twenty-eighth other men to make and for news-

which often occur when a politician is the map. Nobody knows, the night accused of graft occurred in the Sibley before election, whose turn it is to case. Mr. Sibley discovered, just a be governor. The people decide the few hours before he was arrested, that next day, and two years later change his health would not permit him to their minds and reverse themselves. accept the nomination which the Re- Perhaps it's the delightful uncertainty publicans of his district had so gen- of Georgia politics that makes the upon him. He has retired, and his nent candidates and so enjoyable for investment of \$42,500 has presumably the rest of the country. been charged to profit and loss.

nomination, however, should not stop Fitzgerald resolution in the National with the candidate's withdrawal. When House. Three of them are reported a man signs his name to a sworn to have been renominated, while the statement that his election expenses fourth, Howard, of the Eighth district, amounted to an average of \$4 for is at least closely pressed and possibly each vote he received, running the defeated. The Congressional nomitotal up to \$42,500, even Pennsylvania nations, however, are purely incidental. should be shocked. As soon as Mr. Whether Little Joe or Big Hoke gets Sibley has recuperated from the effects the governorship always overshadows of his unfortunate illness an answer everything else political in Georgia. should be found to the mystery apparent in the fact that he spent for MAJOR SYBVESTER TACKLES his nomination more than twice the amount of his prospective salary as Representative.

#### FRATERNAL INSURANCE PEO- doubtful if he has ever tackled a PLE SHOW GOOD SENSE.

insurance societies are showing good children exposing themselves to danger sense in adopting plans for making in the streets. Of course, we all detheir rates adequate to meet their plore the fact that heedless and irrefuture liabilities. The action of the sponsible youngsters persist in dodg-National Fraternal Congress in De- ing in and out among horses, wagons, troit, in pledging itself to increased automobiles, and street cars, and of rates, followed by the Atlantic City course we would like to see them bemeeting of the Associated Fraternities have themselves and keep out of of America, which is expected to take harm's way. Nobody wants to see a the same action, is a big, although child injured, and the community as a long-delayed, step in the right direc- whole should uphold the Superinten-

carry nearly ten billion dollars of ever, that old saw which tells us fraternal insurance. In the past the that "boys will be boys" is right on rates of most of the societies have the job here in Washington, just as not been sufficient to guarantee the it is in every city in the land. person insured that his estate would Boys are just naturally bound to be collect the face value of his policy at reckless, heedless, and irresponsible his death. A movement for higher Otherwise they wouldn't be boys; rates has been gaining headway for they'd be mollycoddles. The police several years, and it is to be hoped the are going to have a fine large time discussions in the two conventions this making them take care of themselves. year will result in the much-needed Here's wishing them luck, and here's

good argument. The rates of each whatever for the feelings of the pubit will receive from its policyholders a here's predicting that the children will sum of money sufficient, with the keep right on doing as they have alinterest, to meet the payments which ways done. the company promises to make when Incidentally, it's an open question the policy matures or when the whether the arrest of a child for reck-

policyholder dies. If a company's less exposure to danger in the street e necessary, there will come a day grounds which most of the children sooner or later when that company might prefer as a place to play. As will be called upon to pay claims for the others, we'd simply have to which it has no funds to meet.

The fraternals have been the worst ow-rate offenders in the United Their managers owe it to their 8,000,000 policyholders to put their concerns on a legitimate basis.

#### FEW MORE AUTOMOBILES NEEDED FOR OUTING.

is too late, has arrived. The automo- jectionable to the insurgents as Mr. and the Associated Charities for the be elected Speaker, however, is of less infirm old ladies in the homes for aged in Washington will be held to-Twenty-five are desired.

of those who make the outing possible again. will have to hurry. A telephone message to The Times will put his name

#### SMITH'S TURN TO BE GOVER-NOR OF GEORGIA.

Down in Georgia the favorite pasime of the people is a little game called "Governor, governor, who'll be Apparently, it is Hoke Smith's turn this year. Two years ago it was "Little Joe" Brown's turn, while two years before that was Smith's turn. Occasionally somebody else takes it into his head that he'd (Sundays) during the month of July was like to be governor, but there's never 171,710, all copies left over and returned by agents being eliminated. This number, when divided by 5, the number of Sundays during July, shows the net Sunday average for July to have been 34,342. two, but have held strictly to the perfectly just proposition that if Smith gets one term, Brown gets the next, and vice versa. Surely, that's fair enough. Of course, it's a little hard on the nerves of Smith and Brown but what is that compared to the absolute impartiality with which the ob is passed from one to the other? In some Southern States governor-

ships are decided on political or economic issues. The candidates align themselves on one side or the other of such questions as railroad regulation, primary laws, prohibition, the pass evil, the race problem, and kindred minor problems. In Georgia the It's enough to make a man ill to governorship is purely a personal istested, and then to be accused of as in a campaign dealing with intribuying votes. This has been the ex- cate questions of government. Big papers to print. Feeling runs high One of those peculiar coincidences and the State is well nigh jarred off sly and spontaneously bestowed game so attractive to the two perma-

Campaigns were made on four mem-The investigation of the Sibley bers of Congress who supported the

harder one than he will find in his hands when his policemen begin to The managers of American fraternal enforce the regulations prohibiting dent of Police and his officers when Eight million people of America they attempt to enforce the law. How-

hoping the young rascals will heed the Insurance is one of those things for kindly warnings of the cops, and not which cheapness is not necessarily a risk their necks without any regard company or society must be such that lie and the future of the race, but

## policyholder dies. If a company's less exposure to danger in the street rates are less than the experience of a hundred years has demonstrated to provide numerous, attractive playtrust in Providence.

#### THE ANTI-CANNON MOVE-MENT IS SPREADING.

Following closely the anti-Cann eclaration of Nicholas Longworth of Ohio comes the announcement of Walter I. Smith of Iowa that he will be candidate for Speaker of the next The last day of grace, the eleventh House if he is returned to Congress. hour, the nick o' time, and all those Mr. Smith has been one of Mr. Canother popular periods of designating non's right-hand men for several years. the final moment in which it is pos- He is a thorough-going reactionary, sible to perform a given act before it and as Speaker would be just as obbile outing arranged by The Times Cannon has been. Whether he could significance just now than his announcement as a candidate. It shows morrow afternoon. Fifteen auto the growing anti-Cannon sentiment mobiles have been offered for use among standpatters, not because Mr. Cannon is the kind of Republican they Any auto owner who wants to share dislike, but because the public opposition in the pleasure that will be the portion to him makes it impolitic to elect him

Mr. Cannon recently said he could see nothing ahead but Republican victory. It should be remembered, in this nection, that, after his four of Kansas, Mr. Cannon announced that the Jayhawker insurgents were in for an awful lambasting.

As a bearer of messages to Garcia,

into silver than it is to change silver, of certain denominations into coppers.

Fortunately, the Vice President's deial clerk has not become rusty from ack of practice.

Anybody who doubts the strategy of the Nicaraguan insurgents should note now they've captured the first page of he American newspaper. The breakers have apparently sub-

ided, but from Utica, N. Y., it is re-orted that the deadly undertow threats serious damage. Any military man could tell at that it time for New York's

Republican Congressional campaign managers are inclined to agree with the weather forecasters who predict an early

ld guard to march off.

Duke Franz Josef has added one more american thrill to his list of new-world

#### What's on the Program in Washington

amp Meeting at Great Falls, Va.-Cars leave Thirty-sixth and M street every twenty minutes. Amusements. -"Raffles," 8:15 p. m.

Charles - Wildfire," 8:15 p. m. Chase's - Polite vaudeville, 8:15 p. m. Casino - Continuous motion pictures and yaudeville. osmos—Continuous motion pictures and vaudeville.
Avenue Grand—Vaudeville and motion "London Belles," 8:15 p. m. -"Girls From Dixie," 8:15

p. m. Majestic-Motion pictures and vaudeville. Masonic Auditorium-Motion pictures. Georgetown Open Air Theater-Motion pictures and vaudeville. Sien Echo-Dancing and motion pic-

Arcade-Music and motion pictures on roof garden. Howard-Vaudeville and motion pic-

Excursions Today.

Mt. Vernon-Boat leaves Seventh street wharf 10 a. m. and 2:30 p. m. Old Point Comfort and Norfolk steamer alester leaves Seventh street wharf 10 a. m., 2:30 and 6:30 p. m. arroll Council, No. 377, Knights of Columbus excursion to Chessapeake Beach Trains leave District line, 2:20, 5:40, 7:45, and 9:45 p. m. shington, Baltimore and Annapolis ectric line-Low rates to Baltimore op account of Moose convention. Full information at city ticket office, 124 New York avenue.

## TO FIRE-SWEPT AREA

Foresters in Northwest Get Brief Respite in Fighting Flames.

(Continued from First Page.)

Weaver, which took place today.

Weaver, which took place today.

Mr. and Mrs. Weaver will spend the next two weeks in Atlantic City and New York, and will be at home to their rivy saved their lives by immersing emselves in a small lake. Four men at Burke were killed by a falling timber, and probably treble is number perished in the flames. It admitted by all that for months to serve. One of the most dreadful pits possible is presented in the hostal at Walkace, Idaho, where many of emost serious cases are being atneed.

Mrs. John A. Johnson, widow of the four two weeks in Atlantic City and New York, and will be at home to their friends after September 24, at 1236 Thirty-third street.

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Mrs. Johnson has recently returned.

Weaver, which took place today.

Mr. and Mrs. Weaver will spend the next two weeks in Atlantic City and New York, and will be at home to their friends after September 24, at 1236 Thirty-third street.

Mrs. Johnson, widow of the former governor of Minnesota, has left was a simple of the properties of the properti ended.

In one ward, lighted only by the faint flow of a kerosene lamp, lie 165 victims. Almost every one of these men will lose his eyesight. Many will lose trus and hands, and some will prob-

Scenes of Suffering. The dim glow of the lamp serves only to accentuate the ghastliness of the scenes. Every face is swathed in band- Gap.

scenes. Every face is swathed in bandages, opening being left only for breathing. Every man lies still as death, while bandaged arms are raised as if in a heartrending p. ayer to the Almighty for mercy and compassion. For three days the declors have worked and worked until outraged nature refused to work longer. They slept last night in turns an hour or two each, and with their clothes on. And all the time the endless string of patients came, with bandaged eyes and arms.

leaves tomorrow for Buffalo and the Great Lakes, to visit relatives.

There has been no question of expense, no question of expense, no question of time or trougle or inconvenience. No flourish of umpets, but a quiet caim performance duly that has simply amazed the few ho have realized the magnitude of the ork. All the time the nurses work ith and for the doctors uncompiainty.

#### SITUATION WORSE NEAR LIBBY, MONT.

LIBBY, Mont., Aug. 24.-The fire situa

Lad fires are reported in all sections of Lincoln county. One hundred and fifty men arrived here last night and have been sent to the front. Five hundred men are needed in addition to the men now fighting fires.

#### MANY ARE DYING OF FIRE INJURIES

WALLACE, Idaho, Aug. 24.—The cashity list from fires is still oving rapid-swelled. WALLACE, Idaho, Aug. 24.-The cas

Tuesday afternoon the relief and medcal trains reached the scene of the disaster on Big creek on the St. Joe At this point eleven dead have been buried. The names of those identified

Robert Ames. Robert Ames.
Joseph Buchanan.
William Elliot.
William Erown.
Phelix Philemli.
William Cameron.
V. Atton.
Upton B. Smith.
A. Hukalo.
Other bodies fow

#### **NEW FIRES MENACE** WASHINGTON CAMPS

USK Wash., Aug. 24.-A terrible forest Dalkma, Kennedy's Camp and Hoisington's Camp are doomed.

The fire is traveling toward Sand Point, Idaho, with a terrific gale blowing. Another fire has come into view twelve miles west of Usk, over the Pend Orielle divide, traveling toward the towns of Usk and Casick, but ne serious alarm is felt. Everybody in the path of the fire has moved to a place of safety. A number of bears have been found by the roadside, burned to death.

## FOR FIRE VICTIMS

NEWPORT, Wash., Aug. 24.-Two fire rictims, Mrs. E. Deinhart, and George l, were buried last night in the MAJOR SYBVESTER TACKLES

HARD PROBLEM.

Major Sylvester has cracked a lot of hard nuts in his time, but it is doubtful in he has ever tackled a lot of hard nuts in his time, but it is doubtful if he has ever tackled a lot of hard nuts in his time, but it is doubtful if he has ever tackled a lot of hard nuts in his time, but it is doubtful if he has ever tackled a lot of hard nuts in his time, but it is doubtful if he has ever tackled a lot of her of the local property of her or write announce ments.)

Our dependent of Moose convention. Full campbell, were buried last time last time. New york avenue.

New York avenue.

Steamer St. Johns leaves Seventh street what 7 p. m.

(The Times will be pleased to an nounce meetings and entertainments in this column. Phone or write announce ments.)

## Short Talks on Classified Advertising

"He Who Does Not Advance, Recedes" (Latin Proverb.)

Mr. Business Man: Is your business advancing? Are your sales greater than they were a year ago? Are you putting forth the greatest amount of effort to gain new and more customers at the most reasonable expense?

DO YOU REALIZE that, at an expenditure of a few cents daily, you can put your wares or services before practically the entire city of Washington-that the classified advertising in The Times has proven successful to the extent that present users have voluntarily offered letters attesting to the remarkable results, facsimile reproductions of which appear daily on one of the classified pages?

Read them and investigate. Call up Main 5260, or address the Classified Advertising Manager, who will be glad to send representative to show you how YOU CAN IN-CREASE YOUR BUSINESS, by talking to the town through The Times.

The Average Ad Costs Less Than 25 Cents

## Miss Mary L. Ward Married To Ralph T. Weaver Today

Mrs. Albert W. Ward Issues Cards Announcing Wedding. Mrs. John A. Johnson, Widow of Former Governor of Minnesota, Leaves Washington for Her Home.

Mrs. Albert W. Ward has issued cards New York today for Europe on board announcing the marriage of her daugh-

A. J. Smith, at the latter's home on Lamont street, stopping a few days in Chicago, en route to her home in Min-

Mrs. Johnson has recently returned from a tour of Europe with Mme. Fremstad, the primma donna, a former school friend at St. Peter, Minn., their

Mrs. A. R. Fenning has returned from a several weeks' stay at Asbury Park, Pecono Mountains, and Delaware Water

Mrs. Bessie W. Briggs has gone to Atlantic City, accompanied by her sisters, Mrs. Cora Moise and Mrs. H. E. Grice, of New Orleans, La.

Miss Moise

To Visit Great Lakes. Miss Hettie Moise, of 1824 H street eaves tomorrow for Buffalo and the

Miss Jrene Manning has returned to Washington after a fortnight's visit to Mountain Lake Park.

Senator and Mrs. Chauncey M. Depew arrived in New York yesteray on the Kaiser Wilhelm from their nanual European sojourn.

annual European sojourn.

Major E. R. Lowndes, of Washington, is visiting his brother, James Lowndes, at Stockbridge, Mass.

Dr. Joseph Milton Heller has returned to Washington after a short stay at Long Branch, N. J.

Miss Maude Converse, daughter of Mrs. Converse and the late Rear Admiral Converse, U. S. N., sailed from

Weaver, which took place today.

Mr. and Mrs. Weaver will spend the next two weeks in Atlantic City and New York, and will be at home to their friends after September 24, at 1236 Thirty-third street.

Mr. and Mrs. William J. Boardman have as their gue to at their summer hand at Manche ter, Mrs. Zenas Marshall Crane, morter of Senator W. Mursay Crane and Miss Clara L. Crane, of ty-third street.

Hostess at Sunset Lodge. Miss Catherine Cameron, who is spending the summer at her place, Sunset Lodge, Spitfire Lake, in the Adiron dacks, entertained a party at a delight-ful at fresco dinner at Bear Pond last

Mrs. Lawrence Townsend is visiting Mrs. Edward R. Thomas, jr., at Paul Smith's, New York.

Mrs. M. Lewis Clarke, of Washington, is the guest of Mrs. Robert P. Huntington at Upper St. Regis Lake, in the Adirondacks.

Norman Wiser, William Gray, and George Campbell are spending a fortnight in Buffale, N. Y., Canada, and Niagara Falls, stopping in Philadelphia for a short stay on their way back.

Mrs. I. J. Rammels and Miss Rammels are spending several weeks at Asbury Park.

Mrs. Robert G. Burke is visiting her mother, Mrs. Annie Johnson, at Leesburg, Va.

E. D. Brown, jr., is visiting his parents, Mr. and Mrs. E. D. Brown, at Sunnyside, King George, Va.

Mr. and Mrs. J. T. Huddle are at Asbury Park for a short stay at the Albernarle.

Mr. and Mrs. S. Goldsmith, of 1829
Ontario place northwest, announce the engagement of their daughter. Helen, to Julius Wise, of Harrisonburg, Va.

Miss Mirlam Weinberg, who has been the guest of Mrs. A. W. Hertzberg, has left for her home in Baltimore.

Miss Ernestine Rich has returned home from a visit to Miss Margaret Hein, of Toledo, Ohio.

Morris Loudheimer has left the city for a fortnight stay in Beach Haven, N. J.

Monie Sanger and Miss Jennie Sanger have returned home from a trip to the Great Lakes.

Mr. and Mrs. Morton Luchs have re turned home from Braddock Heights.

## GAYNOR TO LEAVE RACE IN PANAMA

#### Battleships Warn Him of Fu- Will Go to Long Island or tility of Further Presidential Aspirations. Recovery.

PANAMA. Aug. 24.—A promise today of Acting President Mendoza that he stated at St. Mary's Hospital today infantile paralysis are not reported. would make a definite announcement within forty-eight hours as to his presidential candidacy. Is generally interpreted as foreshadowing his withdrawal from the race.

It is reported that four American battleships will arrive in Panama waters Monday. The United States gunboat Tacoma is now at Colon.

As the United States Government is known to oppose the election of Mendoza by the national assembly on September 1, the coming of these war vessels is said to have impressed Mendoza with the fullity of his presidential aspirations.

rations.
The United States is bound by treat

The United States is bound by the to uphold the Panamanian constitution, and as Mendoza's election would be inviolation of the constitution, it is believed that even should lie be elected, the United Statets would force his removal.

The country is greatly excited over the coming election and the fear of American intervention is so great that leaders of the Liberal and Conservative par-

## ies are in almost constant conference o outline a program that will forestal such action.

KILLS DOG WITH HANDS. EDINBORO, Pa., Aug. 24.-Unable to ubdue with a club a vicious buildog chich had bitten his daughter, F. M. locum threw ain:self upon the animal, nd grasping it about the throat choked to death.

### Concerts Today

By the United States Marine Band, at the Capitol, at 5:15 p. m. William H. Santelmann, Leader.

PROGRAM. March, "Herzog von Baden" 

Reverie ..... Leyb
Duet for cornets, "Dio Virtuosen" .. Leybach (Musicians A. Witcomb and H.

Joergensen.) Excerpts from "Samson and March, "Semper Fidelis"......Sousa "The Star-Spangled Banner."

By the United States Soldiers' Home Band, at 4 p. m.

Emil A. Fenstad. Second Leader. PROGRAM. March, "Lincoln Centennial,"

Lee Sanford Overture, "The Beautiful Gala-Idyll, "The Mill in the Forest" Grand Selection, "I Lombardi,"

Fantasia, "By the Suwanee night" Waltz, "Dreams of Childhood" Waldteufel

"The Star-Spangled Banner."

# HOSPITAL WONDAY

## Adirondacks to Complete

# **MEDICS TO STUDY**

Washington Association Determines to Investigate Disease Paralyzing Babies.

That a complete investigation will be made of the infantile paralysis situation in Washington was the announcement today of the Medical Association of the District of Columbia.

At the same time, the association, in an official builtein issued at the close of a meeting in George Washington University Hall last night, "deprecates the undue alarm which has been excited about this disease.

The meeting was behind closed doors. According to officials of the associa tion, no definite line of action was decided upon. The question of the com which there was a difference of opinion was discussed, but in regard to the

care and treatment of patients and the advisability of isolation the association did not commit itself.

These subjects will be given consideration by the association in its investigation of the disease, which will be conducted along the lines followed in New York's inquiry into the disease.

Statement to the Public.

The resolution announcing to the public that undue alarm has been caused by the publicity given the disease is as

"The Medical Association of the District of Columbia, convened in special session by order of the president, on August 23, to consider the prevalence of acute anterior polic nyelitis, which is reported to be rife in the District of

reported to be rife in the District of Columbia and its neighborhood.

"They unanimously desire to deprecate the undue alarm which has been excited about this disease. Even in severe epidemics only about one person per thousand is attacked, and one death per ten thousand of population is an unusually high mortality.

"Remembering that infantile diarrhoea claims one out of every twenty-three children who die, and that bronchitis and other respiratory diseases cause the death of one in every forty children, making a total in the District of Columbia of more than 400 per annum, it should be obvious how disproportionate is the alarm which is now excited about infantile paralysis."

Difference of Opinion.

Difference of Opinion.

In the discussion before the associa-ion opposite views were expressed by Officer Woodward and Dr.

Health Officer Woodward and Dr. George N. Acker, as to the communicability of the disease. Dr. Woodward advised that patients be isolated, and that all cases be reported to the Health Department.

"We want each of you to co-operate and do what you can to aid the Health Department in its investigation of the lisease," said the Health Officer. "I belive that we should work toward complete isolation of the disease and that all cases should be reported.

Dr. Acker expressed the opinion that the disease is not contagious, and said there is no evidence to show there is an epidemic.

"Think it was a mistake on the part of the Health Depurtment," said Dr. Acker, "to announce that the mortality rate has been between 16 and 18 per cent when in reality it has not been out; 5 per-cent."

Returns Incomplete. It was explained at the Health Department today that this statement, as announced at the time, was based on

## The Business Doctor

By Roe Fulkerson



vised the Business Doctor.

"All over the trade organiza-

tions and societies for their mutual good. My porium. earnest advice to every man is to get

tion worth while, If-every merchant of credit information will prevent a man from running up a bill at one store and then taking his trade to another only to repeat the process. The regulation of prices on standard articles is also well worth while, as many of them are now sold at a net loss.

Trust? Trust your grandmother! "Wherein does this system differ from the bar association, the medical and dental societies-what does the stand that it is unethical to advertise amount to expect a boycott on the newspaper :they are simply saved the expense of advertising, as they take none except the free sort they get through the

"The man who cries, 'Not in the man who gets outside of the organiza- waiting.

"GET into the tion admits that he is not good enough organiza- to he inside—that the standard of Miswork or his goods is so poor that he cannot demand or get the prices that ticular line," ad- the crackerjacks in his line can get.

"If any man doubts the power of these organizations let him go before Congress or a State Legislature any law affecting law, medicine, dencountry there are tistry, laundrymen, plano, shoe, china, organizations of fur, or grocery store and see how merchants who quickly he will stir out of retirement handle particular the organizations representing these lines, small man-trades and professions. Almost every ufacturers of line has them, and those which have goods for local not should organize instanter. Get into consumption who the band wagon and keep up with the have effected people who head your line.

"Let's don't go in there," he said just outside of the soda water em-

"I don't like their system. They into them. This matter of engages is the tendency of modern business—cooperation rather than throat cutting order for soda. I don't know their prices. I haven't decided how much prices. I haven't decided how much the condition of the condition than profit lost in a fight.

"There is no question but what any ence that their people behind the count-set of stores all selling the same article or are crooks, they insinuate also that I may be, if my girl decides she wants tage. The one question of business another hypo-phospho-choco-sundae or hours is sufficient to make organiza- Monday. I have to inquire the price, tion worth while. If every merchant leave my place at the dinky little table in one particular line agrees to close and go buy some more checks and the at 5 p. m. and 1 p. m. on Saturday, not whole system is so complicated that I'd one of them lose a cent. The exchange rather go dry than go up against it." Think it over, soda water foundries.

> Steam from an ordinary tea kettle was the creator of the present loco motive; kite flying brought about the lightning rod and the flying machine, and all great commercial oaks sprang from tiny acorns of thought, but remember the thought was of little consequence-it was the bull dog persistency of the man who developed that thought into semething practical. The Wright Brothers were not the first to think of a flying machine-but they

Fate has never falled to turn down the man who sat around waiting for something to turn up. The park benches trust, is simply voicing the cry of the of every city from Kalamazoo to weakling-sending up the yelp of the Keokuk, Iowa, are filled with men who whipped dog in the business fight! Men are waiting for something to turn up, in every trade and profession must or- and the benches are paid for by the for their own protection. The men who turned something up without