Diese Abteilung ist für die Familienglieder, welche am liebsten Deutsch lesen.

Vom Schauplatze des europäischen Völker-Krieges

Die am Neujahrstage erfolgte Zerstörung des englischen Schlachtschiffes „Formidable" durch ein deutsches Unterseeboot bei Devonshire im englischen Kanal bringt aufs Neue den Beweis, daß es mit der englischen Herrschaft über die Meere zu Ende geht. Nicht die Größe der Flotte kann die Meere beherrschen, sondern der Geist, welcher die Marine belebt. Und darin sind die deutschen Blaujacken den britischen Wahlhelden entschieden über. Die Szene, wo der „Formidable" dem Torpedo eines deutschen Unterseebootes zum Opfer fiel, ist uns Zeugen von Jeebrugge, der Operationsbasis, entfernt. Das Unterseeboot mußte also den ganzen Kanal durchfahren, um den englischen Panzerriesen zu finden. Ein absolo absoluter Beweis für die Leistungsfähigkeit und den Unternehmungsgeist der deutschen Flotte, wie dafür, daß England nicht einmal imstande ist, die Herrschaft über den Kanal aufrecht zu erhalten, ebensowenig wie über die Nordsee.

Angesichts dieser Tatsachen erscheint es absolut nicht sinnlogisch, daß die Drohung des Admirals Tirpitz in die Tat umgesetzt werden könnte, wenn Deutschland zum Zwecke der Selbsterhaltung zum äußersten getrieben wird, nämlich die Abschneidung der Zufuhr, die Isolierung der englischen Inseln. Deutschland kann nicht ausgehungert werden, da es in sich selbst stark genug ist; England dagegen, welches nur mit Unterstützung des Auslandes zu leben vermag, dürfte bald in sich selbst zugrunde gehen, wenn ihm die Zufuhr abgeschnitten wird. Selbst die überfreundliche Neutralität der Ver. Staaten kann dem perfiden Albion nichts nützen, wenn deutsche Minen und deutsche Schlachtschiffe dafür sorgen.

Es klingt zwar etwas gewagt; doch wer wollte es der deutschen Marineverwaltung verargen, wenn sie angesichts der englischen Seeräubereien, der Vergewaltigung selbst des neutralen Seehandels, zum Zwecke der Selbsterhaltung zu einem Gewaltmittel greift und einfach jedes für englische Häfen bestimmte mit Kriegsbedarf oder Nahrungsstoffe beladene Schiff torpediert. Es wäre dies nur dem Gegner mit gleicher Münze heimgezahlt. Und wenn die von den arrogansen Briten angedrohte rücksichtslose grausame Kriegführung fortwährend ihren Fortgang nimmt, wird England und mit ihm die Welt erst noch erleben, wozu der zum Aeußersten entfachte Furor Teutonicus fähig ist.

Beweise dafür hat die Welt schon genug erhalten. Die Vorgänge auf beiden Kriegsschauplätzen zeigen die Unbeugsamkeit der teutonischen Verbündeten gegen übermächtige Feinde. Im Russisch-Polen ist nicht nur die russische Offensive, welche zum Ergobern unserer blutigen Preßkolben ebenso wie zur Freude der Alliierten die deutschen Lande verwüsten sollte, total niedergebrochen, sondern die russischen Armeen befinden sich in einer schwierigen Lage. Warschau, ihr Hauptstützpunkt im Osten, dürfte voraussichtlich bald eine Beute des Russenbändigers Hindenburg werden.

Auf dem östlichen Kriegsschauplatz beobachtet Berlin, daß die deutschen Angriffe, Fortschritte gemacht haben. Wien bekanntet, daß die russische Offensive in Galizien zum Stillstand gebracht wurde, und Petrograd erklärt, daß die Russen überall vorgedrückt sind, Warschau nicht gefährdet ist und daß die Deutschen von den Flüssen Bzura und Rawka zurückgetrieben wurden. Daß die Berliner und Wiener Nachrichten glaubwürdiger sind als die russischen, braucht wohl nicht besonders hervorgehoben zu werden.

Ein Bild von der Schwächung der russischen Streitkräfte kann man sich machen, wenn man erfährt, daß vom 1. November an allein 136,000 Mann von den Deutschen gefangen genommen werden sind, dazu über 100 Kanonen und 300 Maschinengewehre. Die Petersburger Siegesnachrichten haben sich als Lügen oder doch wenigstens als starke Uebertreibungen herausgestellt; denn auch die österreichisch-ungarischen Truppen hatten der russischen Uebermacht wacker Stand und fügen dem Gegner enorme Verluste zu.

Ebenso günstig steht es für die Deutschen im Westen, wo an der deutschen Defensive sich die Alliierten die Köpfe einrennen. Gerade hier lernt die Welt die Ueberlegenheit der Teutonen kennen, indem die Alliierten bei all ihren verzweifelten Anstrengungen nicht imstande sind, den Gegner, der im Osten stark in Anspruch genommen ist, zu verdrängen oder auch nur zu beunruhigen.

Die Türken machen gegen die Russen im Kaukasus so ausgezeichnete Fortschritte, daß die Russen selbst gestehen, daß ihnen die Türken viel zu schaffen machen.

Biegen oder brechen!" sagte die preußische Garde und da hat sie die britische Schlachtlinie durchbrochen.

Verbot des Waffenexports.

Washington. Delegationen aus New York, Philadelphia, Chicago und Baltimore, unter ihnen Vertreter des Deutschamerikanischen Nationalbundes und des Ancient Order of Hibernians, erschienen vor dem Hausausschuß für auswärtige Angelegenheiten, um zugunsten der schwebenden Resolutionen zu sprechen, die dem Export von Kriegsmaterialien nach den kriegführenden Ländern in Europa ein Ende machen sollen.

Dr. C. J. Hexamer von Philadelphia, Präsident des Deutschamerikanischen Nationalbundes, überreichte Abschriften von Resolutionen, die in den verschiedenen Staatsbänden des Bundes angenommen wurden. Es wird darin verlangt, daß eine der im Kongreß schwebenden Resolutionen passiert wurde.

„Das Hauptübel als Folge der Situation ist der unfreie Handel zugefügte Schaden," sagte Dr. Hexamer. „Wir sollten durch eine besondere Handels-Kommission sofort unfreien Handel mit europäischen Ländern untersuchen lassen. Wir sollten verlangen, daß unsere neutraler Handel unbehindert weiter gehen dürfe, und daß es England nicht gestattet werde, uns von der Absendung von Waren abzuhalten, die für Italien, Holland, Dänemark, Norwegen und Schweden, die Schweiz oder irgend ein anderes Land, das unsere Waren kaufen will, im Kriegsfall nicht von direktem Nutzen sind. Ein Weg sollte gefunden werden, daß Verbot des Wieder-Exportes unserer Waren aus diesen Ländern an die zivile Bevölkerung von Deutschland und Oesterreich aufzuheben, ein Verbot, das durch England diktiert wurde.

„Aber in erster Linie muß der Export von Waffen und Munition verboten werden. Nur England und ihre Freunde können aus unserem Handel in Kriegsmaterialien Nutzen ziehen. Jeder Dollar, der von ein paar Fabrikanten von Kriegsmaterial, gemacht wird, ist mit dem Blute des Schlachtfeldes befleckt."

Horace L. Brand von Chicago, Vorsitzer des zentralen Legislativ-Ausschusses des Nationalbundes, sagte dem Ausschuß des Hauses, daß nur durch ein Verbot des Exportes von Kriegsmaterialien die Ver. Staaten wahre Neutralität üben könnten.

Theodore Sutro von New York trat für die Annahme der Resolutionen als ein Mittel zur Lösung der gegenwärtigen Schwierigkeiten mit Großbritannien über die amerikanische Schiffahrt ein.

„Verbieten Sie den Export aller Waffen und Munition, die Kriegs-Kontrabande ist," sagte er, „und Sie werden die Entschuldigung für das britische Verhalten beseitigt haben, das die kürzlich nach London gesandte Protestnote nötig gemacht hatte."

Das ungerüstete Land.

Washington. Rep. Gardner, der für seinen Vorschlag eintrat, daß eine Untersuchung über die Kriegsbereitheit der Ver. Staaten geführt würde, sagte dem Hausausschuß für Militärwesen, daß die „ganze Feldarmee, das Regulär- und alle anderen Militärpersonen der Ver. Staaten gerade zahlreich genug seien, um Paris mit einer Garnison zu versehen", und daß heute die Ver. Staaten etwas mehr als die Hälfte der Anzahl der Geschütze besitzen, die die Russen in der Schlacht mit Mücken hatten."

Herr Gardner geriet wiederholt in lebhaften Wortwechsel mit Mitgliedern des Ausschusses, denen er es zum Vorwurf machte, daß sie nicht General - Major Wood und Gen. Crozier vorluden, um deren Ansichten über die Kriegsbereitheit des Landes zu erfahren. Er zitierte Zahlen, um zu zeigen, daß die kombinierte Stärke der Regulären und Miliz eine Schlachtlinie von 65 Meilen bilden würde, nur zwei Drittel des Weges um Groß - New York, und das im Vergleich mit europäischen Nationen die Equipierung der amerikanischen Armee mit Feldgeschützen lächerlich gering ist.

Versuche mit dem Ishan - Geschoß.

Washington. Mit dem viel besprochenen Ishan Geschoß sollen demnächst von einer Marine - Kommission unter Leitung des Rear-Admirals Fiske ausgedehnte Versuche angestellt werden, nachdem man sich betreffs der Güte eines neuen Zünders, die Ausfuhr dazu betreffend, geeinigt hat. Die Schießversuchen werden entweder im unteren Potomac oder in der Chesapeake Bay vorgenommen werden. Das Ishan - Geschoß ist noch kein Prinzip konstruiert, dass die Explosion einer großen Quantität von Hochsprengstoffen an der Aufschlagfläche eines Panzers mehr Schaden anrichtet als ein die Schiffswände durchbohrendes Projektil.

Towner für Waffen - Ausfuhr - Verbot.

Washington. Repräsentant Towner von Illinois machte im Kongreß den dringenden Vorschlag, den Präsidenten mit der Macht zu bekleiden, die Ausfuhr von Kriegsmaterial zu verbieten. Nicht nur die Frage der Neutralität, so führte er aus, komme hierbei in Betracht, sondern ebenso wichtig sei die der Selbstverteidigung. Die Möglichkeit, in den europäischen Krieg schließlich doch noch hineingezogen zu werden, sei durchaus nicht ausgeschlossen.

SUFFRAGE FAILS TO PASS HOUSE

VOTE OF 204 TO 174 DEFEATS AMENDMENT FOR SECOND TIME.

LEADERS ARE NOT DISMAYED

Mondell Resolution to Submit Question of Votes for Women to States Is Lost in Lower House.

Washington.—The house of representatives Tuesday night by a vote of 204 against to 174 for the proposal, refused to submit to the states an amendment to the federal constitution to enfranchise women.

The vote, the second in the history of congress on the woman suffrage issue, came at the close of a day prepared for oratory during which the many speakers were listened to with frequent evidences of approval or disapproval by packed galleries. The question was before the house on the Mondell resolution to submit a constitutional amendment providing that the right of suffrage should not be abridged "on account of sex."

A two-thirds affirmative vote was necessary to pass the resolution, it was defeated by a majority of 30.

Party lines were not strictly drawn in the fight, though Democrat Leader Underwood, voicing the attitude of his party that suffrage is a state issue, strongly opposed the resolution, while Republican Leader Mann was one of the chief speakers of the suffragists.

Enthusiasm mingled with dejection when Speaker Clark announced the result, and into the corridors from opposite galleries filed the hundreds of suffragists, with their purple and yellow sashes and the red-rose bedecked anti-suffragists.

This was the second defeat for the suffrage cause in the national legislature within a year. March 19, last, an equal suffrage constitutional amendment, proposed by Senator Chamberlain, of Oregon, received a vote of 35 to 34 in the senate, securing a bare majority, but failing of the necessary two-thirds.

However, suffragist leaders are not dismayed. As they left the galleries, led by Dr. Anna Howard Shaw, Mrs. Carrie Chapmann Catt, and other champions of the cause, they declared that the fight was by no means over, and that the suffrage propaganda would be pressed forward and onward until every woman in America should have the right to cast a ballot.

CLAIM FRENCH SHIP IS SUNK

Vienna Reports Officially That Courbet Is Victim of Submarine.

Berlin, Via Wireless to Sayville.—Vienna reported officially to Berlin Monday that the French dreadnought Courbet had been sunk, following an attack by Austrian submarine No. 12.

The Austrian report says it has been ascertained that after the Courbet was hit by the Austrian submarine, the dreadnought Jean Bart, sister ship of the Courbet, tried to tow her to port. The Jean Bart, while maneuvering, rammed the Courbet and she sank.

The Jean Bart afterward docked at Malta.

The Vienna report states that the French officials have been concealing the news concerning the loss of the Courbet and have announced merely that the Jean Bart was injured. The fate of the Courbet's crew is not stated.

Wilson Against Literacy Test.

Washington — President Wilson Monday reiterated his opposition to the literacy test in the immigration bill to a delegation of women from Chicago, headed by Jane Addams, who asked that he veto the measure. The president did not state definitely his intention to veto the bill, but the women said they were hopeful he would.

With Miss Addams were Miss Mary E. McDowell, and Miss Lydia Schmidt, Mrs. W. D. Lloyd, Mrs. Bertram Sippy, Mrs. M. H. Wylmarth and Miss Florence Holbrook.

Mr. Wilson told the delegation he had long been of the opinion that a literary test was not a proper method of determining qualifications of foreigners to enter the United States.

BRIEF NEWS OF THE WAR

Lima, Peru.—The government authorities have received information that two Japanese warships will soon arrive at Callao.

Brighton, Eng.—King George and Queen Mary, accompanied by a large escort, Saturday visited the hospitals here which have been set aside for the wounded of the Indian expeditionary forces. The king and queen talked at length with many of the wounded.

London, by mail to New York.—Great Britain has lost, since the war began, a total of 1,174 officers killed and 2,360 wounded. In addition there 650 officers reported as missing. These are the figures contained in the officers' casualty list for the last 12 days given out Saturday.

Rome—The Turks are hastening the construction of three railway lines across the Sihai peninsula, according to a dispatch from Cairo, which adds that the Turks expect to be ready to invade Egypt in February.

Rome—The Italian and French envoys and a majority of the Italian cabinets have left Durazzo. It is possible that the Italian warships will recalled from Durazzo, thus leaving Italy completely disinterested in the future fate of the Albanian, port, where the Greek cruiser Hellas will remain to protect foreigners.

LETTER FROM THE STATE CAPITOL

PERE MARQUETTE RECEIVES ASK ADVANCE IN PASSENGER FARES.

PRESENT RATE CAUSES LOSS

Banking Commissioner Doyle in Annual Report Strongly Urges State Supervision Over Private Banks.

[By Gord M. Hayes.]

Lansing—In a communication authorized by Federal Judge Arthur J. Tuttle, of Detroit, and filed with the legislature by the receivers of the Pere Marquette railway, the proposal for legislative authorization to increase the passenger fare rate in Michigan officially came before the house and senate.

The communication sets forth that ten railways doing business in Michigan have lost a total of $18,000,000 since the two cent rate became operative and of this the Pere Marquette alone dropped $4,266,233. This figures to an average passenger department loss of $600,000 per annum for the Pere Marquette.

The Pere Marquette communication is but an introductory to similar demands by other railways doing business in Michigan and it is promised collective data be furnished by all roads for consideration by the legislature. It is pointed out that the Pere Marquette does not ask nor expect individual relief if for no other reason that that permission to increase its own rates would serve as no relief. Unless all Michigan roads also increase their rates, passenger traffic would be diverted from the Pere Marquette if it alone increased its fare.

It refers to Governor Ferris' statement that no institution is expected to do business at a loss; that the interstate commerce commission authorized 2 1-2 cents rate on interstate business and then quoted figures to show its passenger income averaged 1.89 cents per mile and the cost was 2.2 cents. Its train mile cost averaged $1.43 and its train mile income was but $1.21.

The receivers claim they have carried economy to the limit even to the elimination of needed service and that economy alone will not suffice. They claim the Pere Marquette is strictly a Michigan institution, serving fortyfive counties and more than two million population and as an important factor in the welfare of the state is entitled to a fair and just income on the investment.

It is added that the reasons contributing to the cut in passenger fares eight years ago do not exist today; that the cost of everything entering into the building, operation and maintenance of railways has gone up and there has not been the increased passenger traffic promise as a result of the lower rate. The assertion is made that the Pere Marquette occupies a disadvantageous position as a result of water competition and has no rich and populous stations. It is claimed its freight rates in the Michigan district are the lowest without exception in the whole United States.

The receivers conclude with the statement that their only aim is to give Michigan the best possible service and that the road shall have just and adequate return for its service and they voice the desire that the matter may be given speedy consideration in order that relief may come quickly.

Two bills in which the state insurance department is deeply interested are scheduled for introduction in the house at the beginning of the regular work of the session. One of these provides that, companies writing insurance must do so with policies bearing their own names. This called the underwriter agency bill. The other provides for the classifications of insurance agents as special agents, local agents and solicitors. These must file special reports with the insurance commissioner showing their duties and the extent of their operations. The insurance department has several other bills ready for introduction all designed to afford better protection to the policy holders of companies doing fire, life, accident and surety business in Michigan.

Governor Woodbridge N. Ferris' first batch of interim appointments to be sent to the state senate for confirmation will include nine names. In addition to these, the reappointment of Charles S. Cunningham as labor will be made and submitted to the senate. The list includes:

Dr. Angus McLean, Detroit, member state board of health; Dr. John L. Burkhart, Big Rapids, member state board of health; Nelsen McLaughlin, Lake Odessa, state board of registration in medicine; Enos C. Kinsman, Saginaw, state board of registration in medicine; Bruce L. Hayden, Saginaw, member state board of registration and examination in Osteopathy; Hugh W. Conklin, Battle Creek, state board of registration and examination in Osteopathy; Ernest F. Gamble, Coldwater, board of trustees of state sanatorium; George Dunphy, Rochester, state veterinarian; Thomas B. Gloster, Detroit, Wayne county, member industrial accident board.

When the senate convened Tuesday afternoon Senator Henry Straight presented a bill for an appropriation of $157,336 for the state public school at Coldwater. Of this amount $54,240 is for maintenance for the fiscal year ending June 30, 1916 and $62,150 for the following fiscal year.

Included in the general appropriation is an item of $40,446 to be used for the completion of a building started since the last legislature when an appropriation of $25,000 was allowed. The Coldwater school, which was the first of its kind in the United States has cared for 8,100 children during the forty years of its existence.

The new building which is now in the process of construction and for which additional funds are needed provides manual training and domestic science facilities on a small scale for the dependant children. Boys and girls sent to the Coldwater school are not mentally incompetent, but are children whose parents have been unable to care for them and in a majority of cases they are orphans.

Senator Straight feels that the school is entitled to a liberal appropriation and as he is a man of considerable influence in the legislature this year, the state institution located in his district will not be neglected.

Banking Commissioner E. A. Doyle paid his respects to the private banker in his annual report Tuesday when he reiterated the statement he has made several times during his administration, that the private bank should be abolished except in small villages where by reason of lack of sufficient business he says that a state bank with a minimum capital of $20,000 could not possibly pay.

"I have come to the conclusion that in no case should private banks exist in Michigan unless subject to state supervision," said Commissioner Doyle. "In other words, I recommend the passage of a law such as would eliminate private banks in cities or villages capable of supporting a state bank with a minimum capital of $20,000, the limination to be by liquidation or conversation to a state or national banks, a sufficient length of time being allowed in which to bring about such a liquidation or conversation without working any hardship."

"Excessive interest is charged in some sections of the state, notwithstanding the provisions of act 156 of the public acts of 1891, which voids all interest where excesses of the legal rate is either directly or indirectly charged and collected. In instances of this practice were rare, or obtained only where extenuating circumstances prevailed, no criticism could properly apply. Complaints however, indicate nothing more nor less than extortion, and I strongly urge an amendment to said act 156 which will void both the principal and interest where usury is proven. This, I am informed, is the law in some of the other states."

Some of the Senate Committees Named By Lieut.-Gov. Dickinson.

Michigan Home and Training school —Barnes, Groger, Hilsendegen.

Michigan reformatory — Verdier, Gansser, Williams.

Military affairs—Gansser, Fitzgibbon, Verdier.

Mining interests—Williams, Tripp, Hilsendegen.

Newbery state hospital—Foster, Taylor, Verdier.

Normal college—Deland, Hofma, Marford.

Normal school at Kalamazoo—Martha, Straight, Odell.

Normal college at Mt. Pleasant—Hanley, Hofma, Groger.

Normal school at Marquette—Woodworth, Kelley, Deland.

Pontiac state hospital—Williams, Walker, Fitzgibbon.

Printing—Scott, Barnes, Corliss.

Public buildings—Ogg, Kelley, Woodworth.

Public health—Hofma, Marford, Scott.

Railroads—Taylor, Corliss, Williams, Smith, Ogg.

Religous and benevolent societies—Kelley, Planck, Groger.

Roads and bridges—Covert, McPhillips, Paul.

Rules and joint rules—Straight, Scott, Corliss.

Saline interests—Odell, Planck, Verdier.

School for blind—Planck, Paul, Damon.

School for deaf—Tripp, Ogg, Deland.

Soldiers home—McPhillips, Tripp, Martha.

State affairs—Woodworth, Hanley, Powell, Planck, Odell.

State library—Hilsendegen, Wood, Taylor.

State prison, Jackson—Barnes, Taylor, Hanley.

State prison, Marquette—Smith, Planck, Covert.

State public school—Gansser, Corliss, Barnes.

Tuberculosis sanatorium—Roberts, Kelley, Walter.

Supplies and expenditures—Powell, Roberts, Woodworth.

Taxation—Kelley, Smith, Hanley, Tripp, Roberts.

Traverse City state hospital—Covert, Hofma, Straight.

University of Michigan—Planck, Barnes, Foster.

More stringent marriage laws to prevent the union of mentally incompetents are also advocated, and like the commission which framed the new domestic relations act, the eugenics commission would require that the names of all insane persons, mentally incompetents and those suffering from epileptic or venereal diseases be posted at the office of the state board of health and that marriage licenses be denied to this class.

At the last session of the legislature a bill was passed creating a commission to investigate the extent of feeble-mindedness, epilepsy, insanity and other conditions of mental defectiveness in Michigan, and the report of that commission, which will be filed in the near future and the statistics gathered by this commission are so startling that it is not improbable that the lawmakers will be moved to advocate some radical remedial legislation along these lines before the present session has completed its deliberations.

Confessions of a Mail Order Man

By Mr. M. O. X.

Revelations by One Whose Experience in the Business Covers a Range From Office Boy to General Manager

HOW ENORMOUS PROFITS ARE MADE.

I bought where I could get things the cheapest and where our money would go the farthest. Not satisfied with doubling on the cost of an article in other words making 100 per cent on your money, I began to scratch and dig for the little profits on the side, in addition to the big profits I made on the price.

For instance, I would advertise an article for sale in our catalogue at six dollars. This article would cost us, in the house of the wholesale dealer, for example, $2.50. By paying cash I would make two per cent additional and for quantity (I agreeing to take, say 1,000 of this particular thing) I would obtain a discount of say five per cent.

This is how I would figure it out:

Cost of article	$2.50
Cash discount at 2 per cent.	.05
Quantity discount at 5 per cent.	.12½
Discounts	.17½ 17½
Net cost	2.32½
Selling price to YOU	6.00
Our profit	3.67½

You can see for yourself that when I was making such profits it was but natural that I should grow to be proper to spend the money on trips to Europe add up the Nile, etc. Of course, I had plenty of money to spend. Even way back when the concern was in its infancy I always made big money. And it made no difference what the financial barometer said about the money market. I was not bothered by bank failures nor by financial stringencies. I did not have to borrow any money. Of course not. You furnished it.

Good gracious, if you had furnished your local merchants with the cash you sent to me, in advance, they would all be millionaires now, instead of plodding along trying to make both ends meet.

Take it, for instance, that you sent me an order for a lot of things including hardware. Did you ever wonder why the hatchets and hammers and other tools broke so easily or would not keep an edge? Did you wonder why the locks became broken and out of order? Did you wonder why nothing would work just as it should?

Your dealer in your city when you buys goods that he feels sure will give service and be satisfactory. If not you can make him give you a duplicate that will fill the bill. But he is a different proposition. He has to be right there in his store to meet you face to face while my concern is a long ways off.

In groceries, too. It was my custom to buy up what are call "job lots" of any merchandise whatever. If a merchant went broke and went into bankruptcy I used to bid on his stock. I would buy it, for cash, for all the way from fifteen cents to forty or fifty cents on the dollar. He always wanted cash and was willing to sacrifice his goods at any price. When I would take the stuff and parcel it out. All was fish that came to my net. I would offer some old junk that he had kept on his shelves for many years, as special bargains, and would quote descriptions as though the stuff were new. And I make a price that sounded low. I would call an article "canned at" say $5, and price it at $3.50. It would have cost us about half a dollar or perhaps less.

Cases of tomatoes, corn, fruit and other canned goods were my specialty. Many and many a time have I dug up from the cellar or from the back of the shelves of some old merchant whom I bought out for cash at a very small price, a lot of old cans, bulged out, and rusted and looking as if they had been there for years. And they had, probably. I would set a boy to work cleaning and polishing these cans and then I would paste new labels on them. Sometimes there were no labels and then I could have a lot of fun deciding what labels to put on them. There were many surprises in store for those who bought such stuff at a "bargain." I would paste new labels on such cans as I could not tell the contents of, and ship them out to our customers.

Sugar, that had become wet, and which I had to break up with an ax, salt the same, prunes full of worms, corn meal alive with roaches, salt fish strong enough to float a ship, flour and crackers filled with vermin, yes, I bought all sorts of stuff and sold it at a great profit.

And clothing—there's where I made some of my greatest profits, for the clothing I sold, in a majority of instances, was made by half grown Jewish girls and boys in what are known to the trade as "sweatshops."

The vest I sold a pair of your suit was probably cut by a sweating young Jew from Russia, who cannot speak more than a half dozen words of our language. He cuts them out in lots, a pile of cloth a foot deep and he cuts them with a knife that looks more like a straw or hay knife—the kind you use to cut hay out of a stack with. It's the same way with the coats and trousers.

Then these pieces of cloth are sewed together by perspiring young Jewesses. They get a few cents for sewing a vest. Another gets a few pennies for putting in the pockets. Another gets a similar amount for sewing on a collar, etc. All this work is done by the dozen. So many cents per dozen.

The coatmakers are generally men, but some shops have women because they are cheaper. Most of the work is done right there in the shop so an inspector can watch the poor sweating men and girls at work and keep them speeded up. The poor slaves who sew the garments I sold have never placed a hand on a well-dressed man nor worn a well-fitting garment themselves.

It's the same with the cloaks and suits I sold. A woman talks. All this stuff is cut out by the dozen at one time with a big knife—literally sawed out. The making is done in the same manner. If you could only see the dirt and filth of these foreign slaves who cut and sew the garments I sold you would shudder with horror at the prospect of placing the garments on your back.

Your own tailor or dressmaker, right in your home town, will make you a suit or a coat much better than the sweatshop workers and you can be sure that you are not going to catch any disease from it. You will find that it is sewed better, that it won't rip, that the buttons won't fall off, and that your pockets won't turn into sieves. Again you will find that the material is better and dependable, that the style is better, etc. In every way it will be more desirable.

It will be the same way with your hats and shirts and shoes. In fact you will discover that with everything sold there will be something lacking.

It may look good for the first few times. Then it will fade, the rain will pull it out of shape, the seams will rip wherever there is an ordinary strain, and you will find out that it looks cheap and shoddy. It is.

Buy at home, for the things that are dependable and worth having.

Buy from your local dealers. It's cheapest for you in the long run, and you are not sending your money out of town. Be patriotic and spend your money at home. It's a good investment for you. It will advance your own interests.

WOODS OF VARIOUS STRENGTH

Investigation Has Shown That Presence or Absence of Tylose Makes a Great Difference.

The reason why one kind of wood is more durable than another is owing to the fact that one contains the substance known as tylose in more generous quantities. Tylose is the material which, fills the pores of the wood and resists the entrance or action of decay. For instance, white oak is well suited and much used for barrel staves, where barrels are to contain liquid, while, on the other hand, red oak, which is apparently of the same structure, is not at all suited for the purpose.

A close examination of the white oak reveals the presence of the tylose which seals all the little pores of the wood. Red oak has none of the tylose. For this reason a fence post of white oak will last much longer in service than one of red. Timber engineers who inject creosote and other substances into wood to retard decay long ago made lists of species that were hard to treat, and others which were easy.

The preservative fluids, we are told, penetrate certain woods to a considerable depths when moderate pressure is applied; while others are almost impervious, no matter how great the pressure. Those hardest to penetrate by preservative fluids are those best supplied with tylose.

Eulogy on the Bob White.

The following is the eulogy on the Bob White, by William T. Hornaday, once director of the New York zoological park:

"To my friend the epicure: The next time you regale a good appetite with bloaters, terrapin stew, fillet of sole and saddle of mutton, touched up here and there with the high lights of rare old sherry, rich claret and of monopole, pause as the dead quail is laid before you on a funeral pyre of toast and consider this:

"Here lie the charred remains of the farmer's pally and friend, poor Bob White. In life he devoured 140 different kinds of bad insects and the seeds of 129 noxious weeds. For the smaller pests of the farm he was the most marvelous engine of destruction that God ever put together of flesh and blood. He was good, beautiful and true; and his small life was blameless. Now here he lies dead and snatched away from his field of labor and destroyed in order that I may be tempted to dine three minutes longer after. I have already eaten to satiety."

Then go on and finish Bob White.

For Homesickness.

At 5:30 the city salesman wanted to go home, but his friend insisted on staying around Lower Broadway till six o'clock.

"Wait till the big wholesale houses close for the night," he explained, "you'll see how full of these town shivers coming down."

The city salesman seemed really alarmed.

"Heavens, man," he gasped, "can't you find noise enough in other parts of the city? I'm not used to it."

"I can get noise enough, but it isn't the right kind. The clanking of those shutters just fills the bill. It reminds me of home. I was brought up in a tropical country where I was rocked to sleep every few nights by an earthquake. Since I came to New York I've been homesick for it. When I get homesickness good and bad all I have to do is to stand here in the evening and listen to that delectable noise, and I feel better right away."—New York Evening Post.

How to Get the Mazzuma.

We have schools of finance here, but the latest in that line is a course in education on how to get the long green. Mrs. Genevieve A. Salak, sole teacher of the School of Builders, says if you want plenty of the mazzuma all you have to do is to apply the natural law right. There's no use at wishing, hoping or longing for the weekly stuff to come your way because it won't. In the first place, it isn't pretty well worked down, and in the second place it has no wings. If you care to be in the Rockefeller and Carnegie set this is the way to get your roll: In the first place, you must learn how to find both mental and physical quiet. And after you have found both you just say to yourself, "I will"—this must be dominant. Then you reach out for the elusive yellow and green fellows and they are soon within your grasp. Sounds easy, doesn't it?—New York Sun.