BUSINESS VS. A PROFESSION

"Straight Talk" by Manager of a Big Wholesale House to His Youngest Son, John, Just Out of University-Older Sons Struggling in the Professions-Affirms Good Business Man Is Really a Professional Man-Insists That John Shall Take a Year's Study in His Own College, the "University of Hustle"-To Go on the Road as Helper to a Traveling Salesman.

By CHARLES N. CREWDSON

Maria Maria

the vault a big slice of the company's ing salesman. stock, juicy in dividends.

training for some profession.

half a yacht, trousers freshly creased road has a whole lot to learn. and rolled up at the bottom, straw hat,

John?

"Yes, father. Here it is. I'll show it to von.'

John took an initial silver cigarette case out of his pocket, lit a coffin nail with a wax match, and, slipping the bow knot of the blue ribbon tied around his degree, rolled his sheepskin out upon the old man's desk.

Read it to me.'

Wanted Straight American. soon to his own name, "Joannis Caro-

lianus Witherspoon." "Oh-hold on there with that stuff ness; give me the John-Charley of it! any professor I ever met. And you I want you to talk to your old dad in the straight American language. !

don't know anything about that stuff." Then Joannis began to stammer over his translation of his Latin sheepskin. He made such a botched job of

it that the old man soon blurted out: Well, never mind what it is just so long as you've got it." Then, like a business man, having brought one deal to a head the old man starte! in on another and turned to Joaquis with the

"Well, now look here, John; you are a man now. You are 21 years old and have this here degree, what are you a few trips." going to do?"

"Well, after I have my vacation

"Vacation, h-1! You haven't had anything but vacation since you were born and you haven't given a vacation to your mother and me since I used to walk you nights to keep you from howling. Now you've been through school and got what you wanted-you know I was kind of half a mind not to give you this last four years anyhow-now what are you going to do?"

"Well, father, I don't know just exactly but I thought I'd like to take a post graduate course and get a Ph. D. You see I have only a Ph. B.'

"Ph. D. umph? Well, there's only one letter between B and D-don't you think you've gone about far enough? As it is you can't read the one you have. What's the use of getting an-

"Well, you see, father, the Ph. B. nowadays is just sort of a starter. You must have the Ph. D.—that is, a doctor of philosophy degree—the Ph. B. is only a Bachelor of Philosophy degree-before a collegeman will recognize you as having done any-

about what college men think of you? species. These are very similar in They aren't going to support you general appearance to the humble Why, the poor beggars hardly get bees, in whose nests they lay their enough to eat. I've been out to re eggs. In this case the intruders do ceptions with them myself—one night not destroy, or starve, the rightful a couple of young professors got their owner, their presence only entailing hands against some fresh paint before additional labor for the industrious they came into the house where the humble bees. The species of Apathus reception was. When they took off form the only instance among our their spiked tail coats and rolled up bee parasites in which these resemtheir sleeves, why, confound it! although it was 22 degrees below zero, they are fed. Thus, a large black, those fellows were wearing minnow- red-tailed humble bee, Bombus lapidaseine underwear. I don't care what rius, is preyed upon by a large, reda man-who can't wear flannel next to tailed parasite. Apathus rupestris, his hide when snow is on the ground which only close and careful examthinks of you. I want you to have ination can distinguish from its host. a stand-in with the substantial men

of the country. "Now, I tell you, son-you've spent eight years in the grade schools, four ment railway, the Intercolonial, have years in the high school, had a special tutor for another year to get you has caused them to protest. The orready, and have put in four years in der limits all employes to one pass a the university. Of course this is all year. Heretofore there has been pracright. You aren't spoiled yet and if tically no limit on the number of you have your head set to it good and passes granted clerks, while the rule hard to take up a profession after a regarding other employes has been while, all very well and good! But loosely enforced. The new order look ahere-I am just right now send- shuts off men from getting passes for ing away-yes, see these checks-a their wives and families. hundred dollars each to two of your brothers. One of them has been practicing law for four years and Doctor over two years. They're both writing send home not less than \$50,000,000 to the old man to send them money to annually.

The manager of a large wholesale | pay their house rent. The only ones I house sat in his office. He had started don't have to put up for right along to rustle for himself at the age of 12 now are Ned, who took up electricity, In a little country store. By hard work and Sam that's a mining engineerhe had made himself the acting head and neither one of them right now is of a large wholesale firm and held in making as much as my average travel-

"Of course I say, if you want to be-When he had to quit school and go come a professional man, that's all to work he was just beginning the right. But I'll tell, you, son, the lawthird part of arithmetic and a simple yers and doctors get only a few grains volume of United States history. He of corn that fall through the cracks: would have had a much larger slice the business man owns the crib, full of the firm's stock had he not been a of ears. I've kind of got this profesdisbeliever in race suicide and had he sional man idea out of my head. I had not felt that all of his seven sons it good and hard when your older should have a university education and brothers were growing up-but if you want to do something of that kind, As the old man read his mail, his that's all very well and good; but, do youngest son, John, who only that you know, I've kind of got it into my morning had returned from nine nead that a business man is a promonths at the university, came into fessional men. Why, my buyer here the office. The old man was fond of in the silk department must know a his children and especially loved his whole lot of things-technical things youngest son. Although a man of bus- at that, too-and I don't see why he's iness the veteran was genial in his not just as much a professional man make-up; he was democratic; he felt as the fellow that yanks a tooth out of himself as good as a supreme court your head. Why, my traveling salesjudge and no better than the elevator men are professional men. They have to study their business. It has cost me John was togged in the latest fash- a good deal of money to find out that persistently grant unto herself the a veil of pale blue chiffon with a broad ion-on each foot a shoe the shape of the young fellow starting out on the "Now, maybe you would like to take

the band of which emblazoned his up a profession that none of your Greek letter fraternity colors. In one brothers have stooped to, and become of his gloved hands he carried a walk- a business man. Of course I say if ing stick-in the other his Ph. B. de- you wish to do any one of these other gree he had just got at Harvard. The things and don't agree with me, you old man was so glad to see John that shall have that liberty and I'll spend a he bugged him when he came into the thousand a year on you for four years more. But, before you do that, I'm go-"Well; you've got your degree, ing to have my say for just a little while. I want you to spend at least one year in the school that I've been going to for half a century. I want you to put in a little study in my college-the University of Hustle.

The "Higher Education."

"It seems to me that this so-called higher education, which is little more waist, the elbow sleeves of voile be- The white lawn dress, number two, or less than the reading of good books, comingly reveal lace under-sleeves to has muslin frills headed by lace in-"Hm, hm-you finally got it, John should be the pleasure picked up in the wrist, and the broad-brimmed hat, sertion, and the square-cut vest to the leisure hours of the business man John began mumbling over the Lat. in Chicago get into a talk with a lot of nots at one side of the front, slanting The tiny turban which crowns this is in words on his Ph. B. degree, coming professors on subjects of history, re- backwards over the brim, which rests set far back on the head from the iigion, philosophy and literature and on a bandeau ruched with brown tulle. front, and has a group of Wedgwood rearly skin them in an argument; and I grow daily more attracted by the blue feathers at the back, the hat I'm shot if I don't believe that he has pendant veil, realizing that when seemingly embedded in the hair, a better 'education,' as you call it, than know that your old dad himself isn't fect, alike upon the outline of her hat fashion which has come to us from such a slouch when it comes to books,

"But, here! This is Monday morning and two days' mail to go through. You run along out now and see your mother. You can take one day's vacation with her, but to-morrow morning you show up here with me, at eight o'clock. One of my traveling men has just told me that the young man who packs his trunks has got wise and is going to go out on the road on his own hoo! for another house. He needs a good, live boy to help him along, and I guess I'll just turn you over to him for

HIS VISION NARROWED.



"Have you ever seen a sea serpent in the course of your travels?" "Well, never since I signed the pledge, mister."

New Genus of Parasitic Bees.

Another genus of parasitic bees is "College nothing! What do I care known as Apathus, and numbers four

Limit Passes to Employes.

Employes of the Canadian governbeen notified of a new order, which

Chinese Send Much Money Home. It is calculated that Chinese living rspoon has had his sign out for and working in other countries now

THE RANGE OF THE MODES



the kindly influence of the sacque or which has indeed seen its best days adherence to a conservative pattern ted black blonde veil, takes unto itself of gown. Now she adopts every new the charms of the latest fashion, allied mode with avidity, and determines on to a supreme becomingness. individuality to its wear.

Indeed, a very model of a summer gowns for the late fall. by a small enamel buckle encircles the bow. orn by a w

What a curious change has come ample of millinery I have seen softover the spirit of dress for the ma- ened and rendered a thing of beauty tron! Some 50 years since, she would by careful and graceful adjustment of shelter of the bonnet, nor dream of hem at the border; and a quite orditaking her walks abroad save under nary white linen embroidered dress, cape, and she relegated to herself yester year, on being crowned by a sombre tones of color, and some rigid black crinoline hat, draped by a spot-

suiting, or at least trying to suit, her The accompanying picture illustrates two charming garden party

dress for a matron such as I have in On number one pink roses disport my mind's eye is made of brown and themselves upon a muslin background, white checked cotton voile, with and plain pink muslin is used to form small white spots upon its surface; its the little bouillonnes which deck the simple gathered bodice round at the skirt about the knees and below them. top reveals a vest formed of Valen. A pale pink taffeta outlines the musciennes lace, joined with light brown lin bolero, forms the waistband, and thorn-stitching; light brown silk held holds the sleeves above and at the el-

made of brown chip, has a bunch of little coat shows a tucked chemisette Wny, I've seen one of my friends here green oats and pale blue forget-me- of muslin tied with a velvet cravat. short, it may exercise a beneficial ef- large knobbed tortoiseshell pins-a and the contour of her chin. The Paris.

ELLEN OSMONDE.

EARLY FALL FASHIONS

predominating colors.

hardest and most unsatisfactory ex-

of white, and some of the large New brown lace veil, and the two make a York stores are making a feature of white silks of novelty weaves. These exhibitions included satin and taffeta, brocades, pekin stripes, satin messalines and radium weaves. Model gowns are being made up in white silks, and they are also being used extensively for linings and for separate

New York fashion leaders are showing more favor for yellows. Linen, silk and broadcloth costumes in yellows are being worn by the ultrafashionables. A beautiful model gown in pale yellow crepe de Chine is made princess style, with a guimpe in cream-colered Spanish lace. The gown is richly decorated in ribbon embroidery of the same tone and an applique of cream lace.

Another model is a strictly tailored suit with half-fitting coat about 36 inches long made of yellow linen. The coat collar and cuffs are faced with black linen. To be worn with this suit is a burnt leghorn hat in one of the new drooping-brim shapes, trimmed with dull yellow plumes and yellow

In the way of millinery yellow is just the dash of novelty required. the full novelty, but it is used in comdull green.

fall felt hats are being shown with presented for spring bookings.

Fashions for the early fall are ap- these brown lace veils for mountain pearing in the stores everywhere. wear and automobiling in the early From the models displayed it is evi- fall months. The white or light gray dont that brown will be one of the felt hat always makes its appearance at this season of the year. It is pre-Paris is expressing favor for shades sented now in conjunction with the



most attractive combination, and hold

According to that standard fashion bination with other colors. A hand- authority the Dry Goods Economist, some haft in brown beaver is trimmed one of the high novelties in fabrics for with large plumes showing shaded fall is the shadow embroidery on brown, peacock blue and yellow. An- crepe de Chine. This stimulates the other hat in dull buff, almost tan color, handwork that has been so popular has as a relief, an ostrich plume of and gives a very handsome effect. Paris is talking grenadines strongly Brown Chantilly lace veils are, if for spring, 1907, and samples of many anything, growing more popular. New new and desirable things are being

والمراجع والم والمراجع والمراجع والمراجع والمراجع والمراجع والمراجع والمراع Curio-Shop in the Dome

Exhibit of Patent Models.

walls of the dusty old room under the tique objects in New York city. curved roof are heaped records of the federal courts running away back to the year 1789, the year when the federal government was set a-going. Even more interesting than these, with their reminiscences of legal battles once famous, now almost forgotten, are the ranks and piles and heaped shelves of patent exhibits. Here are duplicates of every invention of note made during the nineteenth century. Howe's sewing machine, the Edison incandescent light, baby carriages, nail-making machines chanical invention of importance have

New York Federal Building Contains | local federal courts until the patent rights of one or the other claimant rave been established. As the suits The dome of the New York federal were brought exhibits, copies of the building is a genuine old curiosity- original inventions, were filed with shop such as it would delight the the court and ended here, contributheart of any thoroughgoing anti- ing to one of the most varied, extenquarian to rummage in. Around the sive and interesting collections of an-

> Both Satisfied. "So she's married, eh?"

"Yes." "Who was the lucky man?" "Her father thought he was, and the groom thought he was."-Houston

A Safe Conclusion. "Do you think animals feel pain a leeply as we do?"

"I've never studied the subject, but it is safe to say that they don't worry these and nearly every other me- as much as we do over pains that have not yet been felt."-Chicago Rec been the subject of litigation in the ord-Herald.

HER LITTLE MAN

Frenchmen would sing into innocuous desuetude were it not for their females. Paris, in particular, is the paradise of the incompetent and lazy good looker.

And, really, when a young husband brings a lump sum equal to his wife's dot, our American ideals may remain shocked at his contented laziness, but we find it hard to criticise with logic.

Pretty little Agnes B-, for exfrom her mother and she was engaged to Paul G-

"Do you give her only \$20,000?" asked Paul's mother. "Make it \$50,-000 and I will give Paul the same." Agnes's mother remained obdurate,

and Paul's refusing to make an unequal bargain, the young folks started life on \$20,000 each in gilt edged bonds, producing a joint income of \$1,500-and here comes the point. Paul had promised Agnes not to work.

"If I quit father and mother it will not be to live my days alone," she said, while to Paul she murmured. "You will rather be with me all day than go out and make money?"

After marriage it was up to Paul to make good.

"But we have only \$1,500 a year," he argued, and being tempted of the devil he accepted a congenial situation at \$25 per. And his young wife fell sick of it.

His own mother was uneasy and his mother-in-law scolded. His congenial occupation ought to be to jolly Agnes. Agnes grew anaemic, pined, had headaches and emotional anxiety.

In the end they had to spend \$1,200 in traveling to get her health back. Paul no longer works, and all is well. No other country has anything like this proportion of incomes from long family accumulations, where breaking into capital is considered a crime. One consequence is that women quite as frequently as men may have their own revenues.

Now, as Jules Simon pointed out, the French married woman wishes, above all, security for the enjoyment of her "little man." She fears change and is an enemy to enterprise. A French girl with \$20,000 marriage portion will certainly prefer a husband bringing the same or more-on condition that he be "serious"-say at

once, obedient. But having a sure income of her own of, say, \$750, she will just as certainly prefer an obedient young husband earning \$10 per week in a government office with short hours and a moderate pension, to a hustler who might double or quadruple her capital. And if she have \$1,500 per year she will still more certainly prefer an obedient young husband earning nothing to a wonder of enterprise-who is

always at his office! This explains the immense vogue in France of those professions called "of perfect repose." professions seldom tempt men to risk capital in uncertain investments; but repose of body is no stranger to their walks. They are army officer, government functionary (one French voter in ten is a government functionary). barrister, doctor, engineer and uni-

versity professor. Engineers, either of civil or military specialties or of private enterprises, are quoted high, but rather special. Often they are men who work. Sometimes they have oppor tunities to invest money advantage ously. It is a trifle too uncertain, too energetic, too masterful.

The mass of young Paris doctors. barristers, functionaries, professorsand all army officers-can be de pended on to make model French hus- and describes the machine: hands. I knew the case of a voung To my certain knowledge he has three fine girls with ample marriage portions chasing after him. The mother of one said the other day:

"I told him I would make Berthe's portion \$65,000 and pay my own expenses if he would agree on his word of honor that I should go with them."

"A dream of happiness!" her gos sip replied. "Your only daughter pigeonholed; a swell son-in-law, with high. At the same time six streams nothing to do, always beside you."

"And the relations, my dear-think professional relations.) We would in nearly a horizontal line 220 feet. fit from one watering place to another, hotels at half price, douches and inhalations for nothing, jump im- after the fires are started. mediately into the best medical sets of ville, Vittel, Plombieres.' "While he is writing his book?"

"Exactly, my dear! Provided he doesn't write it too quickly! If he marries Berthe, I'll see to that!" She need not worry. The young fellow will see to it himself-that as fire, but by employing steam in case before him at length. The law-

the daily jollying of Berthe.—Boston out any injury. Herald.

To Shrink Linen. For shrinking linen the following in-

structions have been found to be very satisfactory: First, after a bathtub has been carefully dusted fill it about quarter full with clear cold water. It should be first filtered if it is at all dark or cloudy. Then, leaving the linen in its folds, wrap it in a clean towel and allow it to remain in the water over night. When taken out in the morning do not wring the water from it, but leaving it still folded hang it up dripping. It will take some time to dry, but the material will be thor oughly shrunken and will not need to be pressed.

Locomotive Model for Prince. C. R. Crane, of Chicago, is shipping to Crown Prince Borus, the ten-year old son of Prince Ferdinand of Bul garia, a complete working model of the locomotive that draws the Twentieth Century limited.

Mr. Crane visited Prince Ferdinand on his recent tour and took a great fancy to the little crown prince. The boy expressed a great desire for a real locomotive and Mr. Crane promised to send him one.

The locomotive and its track are be Heved to be the most expensive toy ever made in the United States.

CHANGES IN THE CABINET.

NAVY DEPARTMENT.

Envoy to Russia Slated to Succeed Secretary Bonaparte, Who Will Take Post of Attorney General Moody.

post at St. Petersburg and become a zealous he might be in its upbuilding. council table are not far distant.



GEORGE L. MEYER. (Ambassador Who May Soon Enter the President's Cabinet.

front so prominently. Having taken an important part in the work of preparing for the trial of the Standard Oil cases Mr. Moody wishes to see the prosecution fully under way before relinquishing the portfolio.

Secretary Bonaparte is slated to succeed Attorney General Moody and Ambassador Meyer is slated to succeed Mr. Bonaparte as head of the navy department. The information that Ambassador Meyer has taken only a short is transferred to St. Petersburg it is lease of the Kleinmichel palace, where entirely probable that his successor at he now resides, because he expects to Rome either will be one of the present remain in St. Petersburg only a short time, is regarded as assurance of the or else there will be a change about understanding between him and Pres- which will afford opportunity for proident Roosevelt respecting the secretaryship of the navy.

it with any doubt-he will bring to bassies and legations.

AMBASSADOR MEYER TO HEAD | that position an expert knowledge such as has not been possessed by any predecessor of recent memory. At the very present he is utilizing his position in the diplomatic service to make a systematic study of the general naval situation in Europe, and so will be able to take charge of the American naval service in a manner that would Washington.-Rumors current some not be expected of a man chosen from time ago that George L. Meyer, am- private life here, no matter what his bassador to Russia, would quit his interest in it may have been or how

member of the Roosevelt cabinet, are It may be taken for granted that ample, had a \$20,000 marriage portion now fully confirmed. The latest Mr. Meyer is just the man President news from St. Petersburg regarding Roosevelt wants for his secretary of Ambassador Meyer's plans indicate the navy, for the Roosevelt programme that the cabinet changes which will is to make the United States a sea make room for him at the president's power in keeping with its new position among the nations. With his intimate It is probable that Attorney Gen- knowledge as to what the European eral Moody would have retired from powers are doing in the matter of the cabinet some time ago to engage their navies, gained through sources in the private practice of law had that could not be open to one in annot the anti-trust suits come to the other position, Mr. Meyer, it is declared, should be in a position to compel extraordinary attention at the hands of congress when further plans for our naval programme are contemplated.

He will, moreover, strengthen the cabinet in other particulars from the Roosevelt point of view, for he is a personal friend of the executive-a Harvard chum-and, in addition to that, he has gone through a school of experience in the diplomatic service that will make him a valuable adviser in the greater affairs of state along with Root and Taft.

There has been a good deal of speculation as to who will succeed Amhassador Meyer at St. Petersburg. It would not be a surprise if he were followed there by Henry White, who was appointed ambassador to Rome when Ambassador Meyer was transferred to Russia. Russia as a storm center of world politics during the next few years will form a field for the diplomats of other nations, and the post will call for talent of a high order. Ambasasdor White's work as a member of the commission which represented the United States at the Moroccan conference last November was so eminently satisfactory that it is regarded as natural that he should be selected to perform another important mission, such as the Russian ambassadorship will be in the immediate

In the event that Ambassador White lesser lights in the diplomatic service motion somewhere else. Under the new order of things the policy of this When Mr. Meyer becomes secretary government, as far as possible, is to of the navy-for it is regarded as so make ambassadors and ministers out much of a certainty in Washington of those who have been trained in the that it is hardly necessary to qualify diplomatic school as secretaries of em-

First Steam Fire Engine in Boston and distances Built in 1854.

Boston.-When the city fathers of in the fire departments of great cities, half a century ago purchased the first steamer for the Boston fire department, it required over a year to complete the transaction, as negotiations were begun in February, 1854, and the machine did not reach here for the "try out" until March 3, 1855.

The cost of the ancient fire fighter was \$7,000. Its name was the Miles Greenwood. The corner of Tremont and Park streets was the scene of the practical test of the steamer's capacity to throw streams of water in comparison with hand engines.

A publication of January 14, 1855, thus tells the story of the purchase,

"We present our readers with an doctor whose ambition is to write a accurate delineation of the new steam book on the French watering places. fire engine, invented by A. B. Lata, for which our city government appropriated the sum of \$7,000. The city of Cincinnati, which was the first roof of a 51/2 story building, 112 feet public benefactor." were in operation, throwing simultaneously 1,000 barrels of water per hour of his relations! (She referred to his five stories high. Water was thrown

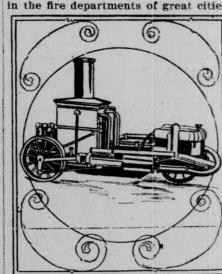
in operation in five or six minutes gant, says Case and Comment. He "A very peculiar and important fea-

made to pass from the steam chamber to his utterances. through a pipe into a building before | His old neighbors tell of a trip that a fire is fully developed, thereby he made to see his lawyers on a cersmothering it in its incipient stages, tain occasion when he had made up casions as much damage to property down with his lawyer and laid out his book will be his life work; that and this way, goods may be saved with yer said: "Well, on that statement

and while it is capable of throwing "Well, I can tell it another way."

WAS REGARDED AS A WONDER; as much water, it ejects with much greater force and to greater heights

> "We believe this machine is destined to work a complete revolution



BOSTON'S FIRST STEAM FIRE ENGINE.

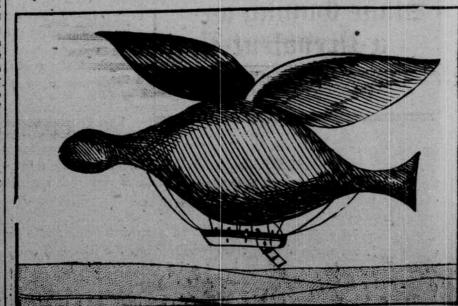
to adopt this important invention, has and that before long every large city three large engines in the process of and town will have two or three of construction. At an experimental them. Doubtless there will be imtrial in Cincinnati water was forced provements introduced, but the name through a line of hose 600 feet in of he inventor of this new engine length, throwing a stream upon the will ever be remembered as that of a

Could Tell It Another Way.

Many years ago an old and well to do farmer in western New York had The machine is capable of being put something of a reputation as a litihad a peculiar twist about his mouth when he talked due to some muscular Vichy, Bourboulle, Uriage, Contrexe- ture is that by which steam can be affection, which gave a striking effect

It has often been said that water oc- his mind to have a lawsuit. He sat you haven't any case." The old man "The capacity of this engine is hitched his trousers nervously. equal to that of six common engines, twitched his face, and hastily replied:

CHICAGO MAN'S IDEA OF AIRSHIP.



flight recently made by Santos-Dumont's flying machine. The latter made his successful flights in Paris and the Chicago man says his arguments convinced the inventor the flying machine and not the balloon must eventually solve the problem of navigating through the air.