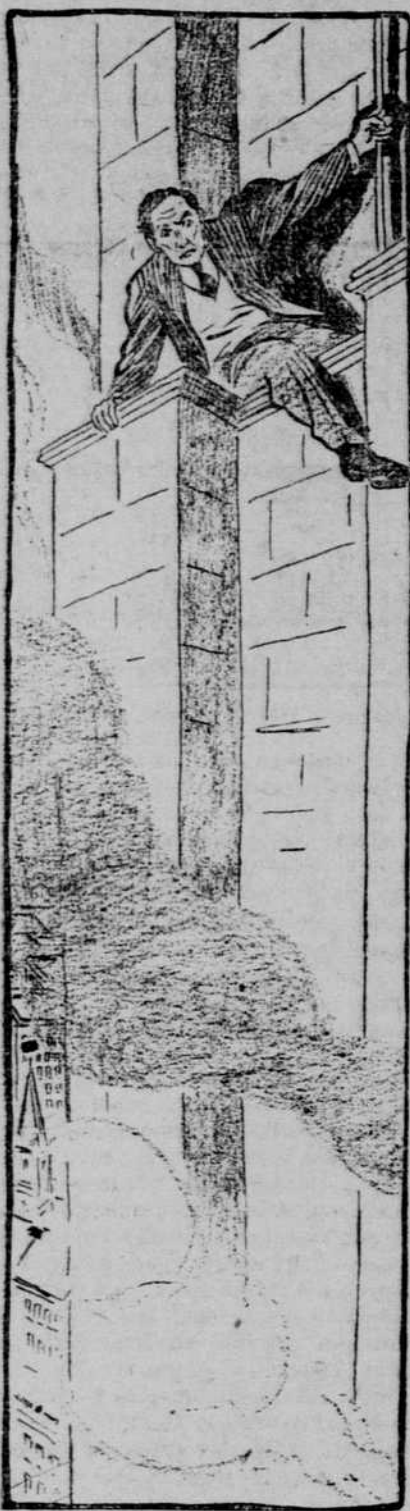


# MARROONED 50 HOURS OF SKYSCRAPER



on the opposite ledge, his hands clenched around the little pipe, paralyzed by horror.

His nerve had failed him completely. He fully expected to fall and be dashed to death. Later he commenced calling for help. Twice he made efforts to crawl around the projection, but his strength and nerve both had failed him and he sat numb with terror and despair, except that at times he broke into frantic crying for help.

**Discharged for Being Absent.**

The next morning his absence was noticed, the fact of his disappearance the previous day was recalled, the janitor gave his testimony, some of his fellows were puzzled, and he was marked discharged for absence without reason or excuse.

Night came on and the chill crept up from the bay and numbed Lammert. He still clung to his giddy perch and at intervals shouted for help. Several patrolmen and night watchmen heard his cries, but faintly, and as they could not locate the sounds, they gave up the search. Daylight brought fresh hope to Lammert. Hunger, he says, revived him and spurred him on to fresh attempts to escape.

His first thought was to slide down the pipe, but he found that it ended four stories below, apparently in a hole in the wall its own size. He discovered, too, that it carried telephone wires to the upper stories. During the morning he decided to call for help every half hour, and took out his watch for that purpose. Also he found that he could see two windows of a building across the street, apparently windows to washrooms, from the irregularity. He could not see any office windows.

**Vain Effort to Escape.**

He was not afraid of the height that day, and lost his giddiness when looking down. About noon he managed to stand up, and decided to try to get around the angle again and return to the office window. He crawled out until he could look around to where the window pole hung; then he grew afraid to let loose of the pipe and drew back into his safe harbor. He had come near falling in the effort and was weak from the experience.

Then a brilliant idea dawned upon him. He began pounding on the pipe with his penknife, but after an hour of this he desisted. During the morning, too, he had put out a signal of distress, flying his pocket handkerchief and waving at the people below. He spent the greater part of the afternoon writing notes on envelopes and papers from his pocket and trying to drop them into the street. Some were wadded blocks out of the way and some fell unnoticed.

He was so weak that he dared not attempt another climb around the ledge, even if he had possessed the courage.

**Decides to Jump Into Street.**

Daylight came again—and with it hope. Lammert says that during the morning he declared he would end his misery by jumping—but that he was afraid he would alight on some one and kill him—so postponed the jump until night. The grim jest kept recurring all day. He laughed at the idea of waiting until others were safe before killing himself.

About four o'clock that afternoon Curtis Logan, an employe of a brokerage firm in the building across the street, went to the washroom and, while there, happened to glance out of the window.

He saw Lammert and stopped to look. "That fellow is a long time fixing that pipe," he thought. For on the preceding day Logan had seen Lammert, noticed his perilous position and watched him for a time, thinking he was a daring workman repairing the pipe.

He watched this time for several minutes. Then he noticed the attitude of exhaustion and despair, and the handkerchief tied to the pipe.

Suddenly the thought struck him that the man could not get out of the crevasse in the side of the building. He watched a while longer, and then, hurrying to the elevator, descended, crossed the street, and went up to the life insurance company office, where he resided the alarm.

**Rescued by Window Washer.**

The employes of the auditing department were skeptical, but Logan insisted that a man was on the ledge. Then some one remembered Lammert and his odd disappearance. The window was thrown open and some one shouted Lammert's name. The result was a feeble cry for help.

After that there were things doing. Telephone messages summoned men from the nearest fire station. A rope was swung from the window by Lammert's desk across to the window beyond the projection and one of the window washers, with his belt hooked over the rope, slipped hurriedly along the ledge, around the projection, and in an instant reappeared supporting Lammert. Eager hands stretched forth and drew Lammert into the window—and in a dazed way he walked over to his desk, put the paper he had saved upon it, and toppled over in a dead faint.

## TRADING AT HOME

### MANY REASONS WHY IT IS THE BEST POLICY.

### SELF-INTEREST A BIG FEATURE

That Which Benefits the Community as a Whole Benefits Each Individual—The "Why and Wherefore."

As self-interest is the law which governs the transactions of trade, it is the first light in which the subject of "Trading at Home" must be treated. Sentiment has little influence in trade. The prosperity of any community depends on the volume of business transacted within its borders. The facility with which business can be transacted depends largely upon the amount of money in circulation and any influence which takes money out of a community is detrimental to the financial welfare of the community.

It is in this respect that trading with mail order houses cripples a community. Money which should be kept in local circulation goes to swell the volume of money in the distant city instead of remaining at home to be turned over and over again as the medium of transfer among local merchants and their customers.

The effect of this diversion of money is not confined to the merchants who lose sales thereby; it extends eventually to every member of the community. It is a curtailment of business which affects the value of all property even to the labor of the man who is dependent on a day's work for his living. It reacts upon the people who purchase away from home in a degree which more than offsets any possible saving in price that may be effected in the purchase.

Every dollar sent out of any community for goods which can be purchased at home represents a percent-

## The VOGUE in MILLINERY

The array of millinery this season has been sufficient to tempt a Saint Elizabeth of Hungary, and it has been apparent to the most indifferent observer that there is considerable difference in the present fashions from those of the preceding year.

It must be frankly admitted that the mushroom shape reigns supreme. Made in fine shiny straw it obtains in every color, and the popular trimmings are the encirclement of the crown by an upstanding ruche of ribbon tied into a bow at one side; the covering of the crown with tulle, net, or lace gathered into beef-eater shape with the base bordered with a wreath of flowers; the surrounding of the crown by tulle of three colors with a group of flowers on either side or a group of wings.

An exception to these rules is a mushroom hat of white chip with a narrow band of black velvet on the brim, the crown trimmed with pale blue ribbon intersected with a band of coarse rush embroidered in pink roses. A very pretty idea this is, too, and quite new.

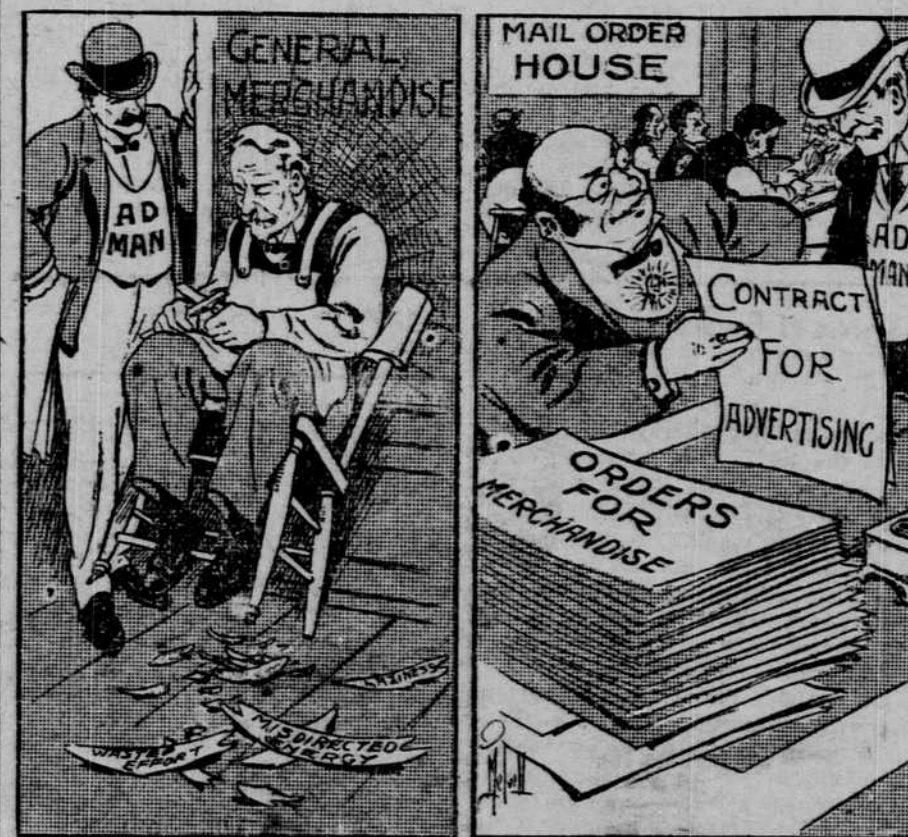
Some of the smartest of the season's styles are shown in our illustration. The leghorn hat in the center is an exquisite creation, both as to real, downright loveliness and as to price. The glorious fox-tail feather encircles the hat and then droops down full and free to the nape of the neck. There are two full-blown pink roses clustered at one side of the hat, while the brim shows the lining, which is so much in favor this season.

But what this hat possesses in the way of elegance the one above it to the right makes up in smartness of design and finish. It is of white or colored chip, with the crown literally smothered under a wealth of white wisteria, while in front some roses cluster and the bandeau is veiled with a softness of tulle.

The three other hats are pretty and decidedly stylish, but not so expensive, giving one the liberty of choice at moderate outlay. The large chip hat in the upper left hand corner of the picture is wreathed around with blue hyacinths and tiny pink roses. The other chip hat in the lower right hand corner is another of the new smart shapes in rose pink chip, whose crown is covered with many loops of silken ribbon, white roses and their fresh green foliage are grouped together at one side. The last hat on the list is of burnt straw and trimmed simply with Saxe blue ribbon, pink roses and brown tulle, but which make a charming harmony of color.

As millinery accessories, colored lace veils are in demand. The most popular tones for these are mole grey, brown and blue. Blue of a dark peacock shade is a tint much sought after in straw and also observable on some of the latest triumphs in artificial horticulture. I confess I have little regard for the peacock blue poppies, even when supplied with a crimson center, and I also admit the like obtains, and would seem to be sure of a welcome.

Besides the lace veils there are veils of plain net, trimmed with a narrow silk fringe, and veils of a graduated chenille spots, bordered with velvet, and veils edged with kilting, these last having made their first bid for favor last year. Other veils show designs of chenille on the edge, and others again are plainly bound with satin ribbon.



The catalogue man recognizes in the advertising agent his most powerful assistant. He realizes that it is advertising which brings him his orders. Let the local merchants awaken to the fact that the local papers can do for them just what the advertising agents do for the catalogue houses and the flow of money to the city mail order houses from this community will stop.

## WEIGHTIER MATTERS OF DRESS

If one is looking for a smart but simple costume the one here pictured will offer suggestion which will be easily carried out. In some of the new geranium pink shades with desirable contrast of color on revers and cuffs it would prove a costume of which any woman might feel proud.

Pinafore bodices for grown-up women seem rather an absurd idea—doesn't it? And yet it is an idea which finds favor in the sight of very many. On some of the new spring gowns one sees the genuine pinafore bodice and on others merely the shoulder straps which give a bodice a pinafore effect. One thing to be said in favor of this mode is that it is very practical; it comes to us at a moment when renovations are attracting a great deal of our attention, and it enables us to make a last year's bodice up-to-date at small expense.

My personal opinion is that the pinafore bodice is only suitable for quite young women and for girls; it has a cruel little way of making the woman of uncertain age look ridiculous.

Another fashion—one of the latest novelties—which is suitable only for young and slender women, is the short

## COULD NOT SEE OPPORTUNITY.

### Case of Man Who Fortuitously Turned From Fortune.

"Ever meet a man who was absent when opportunity called the roll?" asked the man who was wearing his last year's clothes. "I know a man who ran away from his opportunity."

"Just what would have happened to him if he had lingered? I don't know, and he doesn't, but he ran away and the man who stayed profited. He probably wouldn't have opened his mouth about the story if he hadn't read in a newspaper of the death of that man."

"The obituary contained the information that when the man landed here he built up a fortune he had 50 cents in his pocket. The man who read the death notice simply remarked that he gave the fellow the half dollar, and he wouldn't have had that."

"The two men hit the town on the same day. They had been traveling together for weeks. The man who was staked was penniless when he and his acquaintance landed. The acquaintance had a little money."

"He offered more to his fellow traveler, but the latter declined. He accepted just what he had asked for. Then the two men started to seek work."

"The first place to which they applied was a retail dry goods store. The merchant said he wanted a young man to make fires, sweep the floor and dust the counters. The pay was \$2.50 a week."

"The applicant who had the small sum of money had the first option. He refused it. The other, who had borrowed the half dollar, got the place. When he drew his first week's wages he tendered the loan to his fellow traveler. The latter declined. He told the young man to wait until he was better able."

"The transaction remained open for a year. At the expiration of that time the \$2.50 man had his pay advanced 100 per cent. He sent his friend the amount of the loan with interest."

"Several years later the \$2.50 man was advanced to the place of head salesman. He said for his benefactor and offered him a place, but this was

also declined. A few years after this the \$2.50 man was admitted to partnership in that house, which by this time was the great retail house of the young city.

"He made his quondam friend another offer, but the latter was not ready. The pay was not sufficient. A little while afterward the retail house established a wholesale business. It was a great success."

"The young man who had borrowed the half dollar was placed at the head of the wholesale concern. Once more he offered his old benefactor an opportunity, but the benefactor declined again, and for the same reason."

"The business kept expanding. The concern is to-day one of the biggest in the middle west. When the \$2.50 man died the other day he was quoted at a million and a half. He had made it in 22 years."

"The man who told me the story, who ran away from opportunity, as he expressed it, is looking for a job in New York—anything that will give him a living, and keep his body out of Potter's Field when he is through."

age of injustice to the community itself. In the first place, some merchant loses the profit on a sale. Not only that, but the price of the article represents so much of the merchant's capital which is tied up in the article and is not working. Having capital tied up means that the operations of the merchant are curtailed to that extent. He has that much less to spend; that much less to pay in salaries to his clerks; to pay in patronage of the butcher, the baker and the other purveyors of the necessities of life; to invest in property, in newspaper advertising; to deposit in bank where it may be used by other members of the community, or to devote to church or charity. The money which goes to the mail order house decreases the per capita of circulation in the community; a factor which determines largely the value of all goods or property on the market; the scale of wages and the interest on loans.

It is not hard to trace the effect of the diversion of money from its legitimate channels. When money is scarce trade languishes because of the lack of circulating medium; merchants and all others curtail expenses; the volume of trade decreases and nothing restores activity in trade but an increase from some quarter of the circulating medium. When the volume of money increases, trade moves and it moves as fast as the volume of money will permit. Money that is working is constantly producing profit to all; money that is not working produces stagnation in trade.

Accordingly, it is to the interest of every member of a community to confine his expenditures as nearly as possible to the community in which he lives. Every dollar he spends at home helps to make his own holdings more valuable because they are more salable. When a community has money with which to buy there is little difficulty to sell and if the money is not diverted, it revolves constantly in the financial circle of the community, earning a profit for everyone who handles it and turns it over.

Accordingly, the money spent at home is bearing compound interest for the community. Its effect is apparent even to the outsider. Spending money at home is a species of loyalty which makes materially for the progress of the community. If the community is composed of the sort of people who spend their money at home it advances rapidly. There is money for public improvements, money for new enterprises. The money which the loyal man makes at home is invested at home; the city grows, the streets are improved and the marks of prosperity and progress are evident on every side.

We are wont to inveigh against the wealthy man who makes his money in one town and invests it in another. We criticize him for want of loyalty

to the community which produced his wealth and feel that we are done an injustice by his failure to put his money in home enterprises which would increase the business and prosperity of our city. The criticism is justified and it holds just as good in a lesser degree to the man who trades out of town. It is the same offense on a smaller scale.

The effect of the reverse policy is promptly seen. The writer has in mind a notable instance. Two cities of about 15,000 population each are situated on opposite sides of a river which is a boundary between two states. Each contains several millionaires who made their money in the lumber trade in the two towns. The millionaires of one of the cities are putting their money into other industries in the same town as the lumbering goes out. As a result, the town is rapidly forging to the front; every one is prosperous, the demand for houses exceeds the supply; property is valuable and every one is working. The millionaires of the town across the river are investing their money in western and southern pine lands. The town is languishing for lack of money; new industries cannot start because of lack of capital; merchants are failing; stores and houses are being vacated; people are moving away and a general air of poverty and decay pervades the place.

Few cities present such strong examples of the value of money spent at home but the same principle holds true in every community. It is due every community to reinvest the money it produces in the community which produces it.

The chance of being swindled is an argument used against trading with the mail order houses. Goods advertised at cut prices often fail to measure up to the description of the advertisement. The few cents which is saved on the price of an article so bought is usually sacrificed in the quality of the article. Buying from the mail order house is buying blind. A purchaser never thinks of buying from a home merchant without examining

### WHY, CERTAINLY!

An illustration showing a man in a suit and a woman in a dress standing together in what appears to be a social or theatrical setting. The man is looking towards the woman, and she is looking towards the viewer. The scene is depicted in a classic, detailed drawing style.

Lady (who is posing and rather tired)—"Oh, my dear Mr. Doolan, haven't you got it all right for taking me?" Mr. Doolan (amateur photographer)—"My dear lady, it will be that of your own hand in the very attitude. Come round now and see for yourself!"