

"CON" GAME AND DIPLOMACY

They Are Identical in Politics, Says Expert.

By Ernest McGaffey

How It Feels to Be Secretary to the Mayor of a Great Municipality.

AFTER a stay of two years on the Board of Local Improvements I was transferred, and as I considered, promoted to the position of secretary. Many men can fill a position on the board of local improvements fairly acceptably, and there is often at least one strictly ornamental member on every public board, but as for a good secretary, that is another story. The selection of appointees for the various fair-salaried positions is governed to a great extent by both fitness and politics in municipal offices, and as civil service reform had curtailed the mayor's appointing powers to a comparative handful of offices, there was keen competition for the "plums," so-called. But when it came to the appointing of a secretary it was "hands off."

If a man sought the place, that was enough to kill his chances; if delegations went in to intercede for him they were only injuring his chances. It was a position, and is always a position, which the mayor of a large city fills by strict personal preference. The secretary must be a man in whom his chief has confidence, and he is usually selected from the ranks of the newspaper men. To begin with, he ought to be a perfect artist in diplomacy. In great affairs of state a first-class diplomat is called a genius; in lesser circles, and especially in politics, "a con man." But to be entirely honest about it, there is no difference except in the terms.

Now a 16 years' experience in the law business had fitted me peculiarly well for this end of the job. I could look a man or a delegation squarely in the eye and say that the mayor was not in his office, when he was busy and could not be disturbed, and make them believe it. Every once in awhile I did tell the truth, just to keep my hand in as to veracity, but if the occasion demanded I could invent with the ease and grace of a nature faker. To be frank, I always preferred to tell the truth. Not because I claim to be more naturally truthful than other men, but because the truth is much simpler and does not need corroboration.

There were many varieties of diplomacy necessary in my daily dealings with the public. There was the abrupt style, suitable to some one who wanted a railroad pass, for instance, which I happened to know was not obtainable; the persuasive and explanatory style, to the delegation which wanted to see the mayor about something which I had orders to see was not intruded on him at that special moment; the sympathetic variety, the scornful species, the diplomacy



A Three-Dollar-a-Week Office Boy Could Attend to It.

which was a verbal "cross-counter" to some tale which was being handed me, etc.

Of course it was not imperative that I should give out a steady stream of diplomacy all the time, but when fluntness would have made an enemy I am happy to say that my talent for "diplomacy," coupled with long legal experience, enabled me to do reasonably well in that branch of my work. All work, if a man tackles it, whether washing dishes or shaking dice for a universe, ought to be done in a whole-souled and enthusiastic manner. And I can say truthfully that I brought to this absolutely necessary art in my position a frank and open manner, a sincerity of voice and an unwinking look from the eyes, that ethically was almost as genuine as nature itself, and practically much more effective than sarcasm or cold facts would have ever dared to be.

As I looked at the place, I was there

to do my chief the utmost good I could, and the only conscientious feeling I had in the matter was to do just that very thing. I hedged to that line, and wherever the chips flew I had and have no slightest savor of remorse. A secretary who told the truth all the time would be about as useful as a lighted candle in a powder magazine. The only man he needs to tell the stark truth to is his chief; as for the rest of the world, when it was advisable to tell them the truth they got it; when it was necessary to ladle them out "diplomacy" that was what they received.

To make as many friends as possible for his chief, and as few enemies, in his dealings with the politicians and the public, is naturally one of the essentials in "holding down" this job. And it goes without saying that all men like to be treated with courtesy. Enemies can easily be made by a rough and discourteous manner, and even by impatience and indifference. Especially is this true among the politicians. Every man who comes to a mayor's office on political business either has, or imagines he has, a cer-



Kindly and Pityingly to the Office of the Chief of Police.

tain amount of influence. If he is met with a cheerful reception he does not easily forget it, and may carry the memory of his visit clear into the next convention. It is not in the least necessary nor advisable to "kotch" to any man; but a cheerful and polite greeting is just the kind of a greeting which any man prefers, and if you follow that rule strictly it is a winner in the end. Of course, your politeness may be thrown away entirely on some people, but an undeviating and sincere courtesy will in the long run make friends for your chief and yourself, where a "high and mighty" attitude will lose friends for the man who put you where you are.

It is highly essential that a secretary should have the common sense not to be "stuck on himself" or on his position. No one on earth will sense this quicker than the politicians, and no one will resent it and treat it with contempt any more readily. To begin with, there are some angles of the job which a three-dollar-a-week office boy could attend to with perfect ease. To sit in a revolving chair and say "the mayor isn't in" or "the mayor's in, but he's busy just now" does not require a very massive intellect. But when it comes to the finer points of the game, when it comes to the gradations where a "man must be sent to jail," then let the secretary "make good," and do it without any flourishes.

I certainly took a keen interest in my position. No finer place in the world to study human nature than there. All day long there was the constant influx of men, women and children to "see the mayor," to "speak with his honor," and with about 40 or 50 nationalities to choose from, and with all grades and kinds of these different races to meet, it was a study in mankind which was not attainable in any other position save in that of the mayorality itself.

A secretary in this position ought to be a fair speaker, for it may be that his chief will be busy when some delegation from an outside city must be met and welcomed, and the secretary ought to be able to represent the mayor with some decent amount of ability. He ought to be a writer of some force, also, for some of the mayor's mail is turned over to him to answer, and he should be able to handle all correspondence turned over to him in an acceptable manner. He ought to have some knowledge of human nature, and he should be possessed of an iron constitution physically, for the wear and tear outside the door is one which will send a frail man to the hospital.

Part of the time he may find that he can sit in his chair and take it easy. But that is only a very brief experience. And as for patience, he ought to be able to give job a 40-yard handicap and a running start and then beat the patriarch in a walk. The most seemingly ridiculous propositions will be handed up to him that were ever dreamed of, and he must consider these, and not lose his temper, even though he knows they must be ruthlessly "turned down."

And then there are the "cranks" and the absolute maniacs to contend with besides. There are many departments in a city hall, and yet the average citizen rushes to the mayor's

office if he finds anything amiss in the district he lives in. For instance, a dead animal may be lying in the streets, and some wrathful citizen posts to the mayor's office, presumably to have the mayor come out and take it away. A little pleasant questioning reveals the object of his visit. He is most politely informed that the matter is one for the health department, and he can be escorted personally to that department or a note given him for use there, and he can be very fairly commended for his public spirit, and sent away feeling that the matter will be looked after and that he has received fair treatment. Isn't that better than saying: "Ah! G'wan, you lobster, don't you know enough to go to the health department with that?"

As for the men and women who are actually crazy, nothing but diplomacy with them. I remember one day while I was particularly busy with something which had been entrusted to me by my chief, and was carefully mapping out my action with pen and ink, that I was suddenly surprised by the apparition of a richly-dressed woman who sat down in a chair close beside me and began hurriedly: "I must see the mayor at once; Rockefeller and Carnegie are in a conspiracy to rob me of \$40,000,000 worth of stocks and bonds. The delay of a single hour will ruin me."

"Alas, poor soul possessed." There was nothing to do but to acquiesce in her distorted dream and take her kindly and pityingly to the office of the chief of police and place her in custody until it was ascertained who her people were.

There were always a number of women callers, and to their credit it can be said that they were the most persistent and ingenious of visitors. Of course, it was necessary to defer to them with the utmost care, unless they were entirely crazy. Sometimes the outside room, a huge affair, would be crowded to the doors by a swarm of delegations and by a horde of individuals who were bound to get inside. To handle a crowd like that and to get order out of confusion was no small job for the office force, consisting of myself, the police officer at the door, the stenographer and the bride-well clerk. The bride-well clerk, by the way, had about seven different positions to fill, and he filled them well. The officer, during my time, was a man of strength and discretion. The stenographer, however, a civil service appointee, sent in to fill the place of the regular stenographer who was appointed a justice of the peace, was not a "star" at handling a crowd. If you ever get into politics you will find out what "civil service" sometimes means.

Day in and day out the politicians came in. Many of them aldermen, coming in to consult on prospective ordinances, or on city business of various kinds. Some of them ex-aldermen, some members of the legislature. From 11 until 1 each day, excepting Monday and Saturday, the doors were open to the public, and never such a motley throng poured in as did then. Children who wanted to get dogs out of the pound; women who were seeking to have husbands or relatives pardoned from the bride-well; men after jobs; aldermen after special privileges; or in on city matters; all sorts and conditions of people, by singles, by twos, threes, delegations, mobs, they churned in and out of the office and the air was thick with the scent of tobacco and the varying dialects and patois of the different nationalities.

Before this hour the newspaper men had their "innings." An hour, usually from 10 to 11, was given them. I believe I got along fairly well with the newspaper boys. I never gave out any news to any of them which they had not previously been informed of, and certainly "played no favorites." They were there to get the news, and if possible get "scoops" for their various papers. All they cared for was to get an "even start," and I never by any hint nor inference interfered with their getting "away" together. And not once during my time did any newspaper man ask me to give him any advantage over any other of the clan, although a "scoop" over the rest always filled their souls with joy.

It was not absent by reason of sickness during my term as secretary, and looking back at the job, with unimpaired eyes, I believe I made a good secretary. The only real "break" I can think of, was once when I was told to keep all inquirers away from the chief's residence while he was getting out his annual message to the city council. A man from the east called and presented a card as, one of the supreme judges of an eastern state. He backed this up by documents proving his claim. He wanted to see the mayor on a matter so important that it could not possibly wait. For once I weakened. The bride-well clerk was going up to the house and I sent this caller away. He was indignant-looking specimen of a man, and his manners fit Lord Chesterfield going "east by south." And when he reached the house if he wasn't a book agent, then I hope to perish. And at that, he was all he claimed to be! And that wouldn't send a man hiking to the "nut and bolt factory" then I don't know what would! When I introduced the next secretary of the mayor who followed my chief into office to the heads of the various departments in the city hall they all had a good word for the way in which I had handled the job. As "the bunk" under such circumstances would have been a waste of raw material, I am under the impression that without setting the Chicago river on fire, I had "held up my end of the log."

ERNEST MCGAFFEY.
(Copyright, 1908, by Joseph B. Bowles.)

Profitable Municipal Markets.
The municipal markets of Manchester, England, are very profitable. every servant, on your dog, on every horse, on your carriage, your hearth, your windows, watches, clocks, wigs, hair powder, plate, ribbons, coal, gauze and candles."

Drinking Habits Do Harm.
There is no doubt whatever that the drinking habits of the nation, and especially the women of the nation, are doing more harm to our financial and social position than is any depression in trade or other economic causes. —British Journal of Inebriety.

TO USE OLD SKIRTS

The Economical Woman Can Find Here a Chance for Great Saving.

Many are the schemes of the economical woman, who tries to make the most of everything. The advent of the tunic, or overskirt, gives the saving woman another chance to practice economy.

This is using up a well-cut silk or satin foundation skirt to give an "air" to an overskirt and bodice of a simple striped material.

A woman who owned a smoke-gray silk foundation skirt had it carefully sponged, pressed out and left untrimmed. She bought at the shops a remnant of gray and white striped cotton voile at a small price and made an overskirt and bodice of it.

For the latter she used a piece of the gray silk body lining, cutting it low-necked, taking out the sleeves and finishing the edges with a tiny point of lace.

The tunic was opened up the side, cut to points, put into a box plait at back, and its edges were bound with a three-inch bias fold of the material. The bodice was simply draped over a guimpe of lace and was drawn into a five-inch empire belt of gray silk fastened with old silver buttons at the back.

How to Train a New Maid.
It is a good plan in the average sized house for the mistress herself to show the new maid the ways of the house. If she is the parlor maid, to take her to the dining room and herself lay the table for the first meal, explaining exactly where she likes the various things placed. If the maid is inexperienced, show her exactly how the dishes should be handled and all other details which will help her in carrying out her various duties. She will be more likely to remember her instructions if she receives them direct from her mistress than if a fellow servant told her.—Home Chat.

WITH LACE BRETTELLES

A Pretty Waist—Combining Embroidery Medallions and Lace.

One way of combining embroidery medallions with all over lace is illustrated in this pleasing waist. The brettelles, with their scalloped edges, are becoming to most women, and, despite their simplicity, they impart quite an air to almost any costume. For this reason the design is suggested for a gown that is to be freshened up to last out the season, or for one that is being remodeled altogether. It requires so little of the dress material, for even the sleeves can be made of chiffon cloth, if liked, or of plain net.

The brettelles are bordered with a half-inch strip of satin, either cut on



the bias so that it will fit around the curves, or else cut out of a larger piece of material and shaped with precision. The medallions are applied before the brettelles are fastened in position. There is no definite place for them to go through. When oval ornaments are selected and they are fairly large, three will be found enough to use on each half of a brettelle.

Some Pretty Autumn Hats



Like summer outing hats have been unusually attractive and the new fall models bid fair to maintain the standard.

Many of the new models in soft felt repeat shapes that have grown familiar to us in Panama and other straws, but there are occasional new notes too, especially among the small motor hats. Take, for example, the little soft turban of the sketch, with its horn shaped scarf and fluffy green pompon. This would not be becoming to every woman, but it is pretty, piquant and may be had in other color schemes besides the white and green.

There are other little motor turbans, more exclusively dedicated to the car. One of these models is made in felt or in suede and has a low broad crown around which a motor veil matching the hat in color is draped, the long ends falling loose in the back. The narrow, rolled brim is fastened up by little straps which hold the veil in place, but which may be unfastened so that the veil may be drawn down over the face.

Felt hats in white, mode, gray, etc., shaped like the popular Panamas and trimmed like the latter with plain or fancy silk scarves, will be worn through the autumn, and wider brimmed, larger crowned shapes in similar soft felt, but echoing the shapes so common in white chip throughout the summer, are trimmed simply in big swathing scarfs or in an enveloping scarf with one big bird or a couple of wings.

Another scarf trimmed felt hat has a large crown and wide brim rolling at the edges and the scarf runs through six slits cut in the side of the crown and is knotted at the left back.

The Satin Vogue.
Satin is enjoying such tremendous vogue at the present writing that it would seem as though the supply of this lustrous material would be exhausted by autumn, even though the makers work over-time. Entire costumes for afternoon calling and the races are of black and such fashionable shades as taupe and wistaria in satin. The skirts are clinging and usually untrimmed, but the coats are half-fitting and very elaborate. Some of them are cut quite short at the front and hang in straight, loose lines to the top of the high girdle, and at the sides and back they are of three-quarters depth. Others have the one-button open fronts, which show the lace jabot on the blouse worn beneath them, and slope away sharply from the waist line. A third type, and one that is distinctly distinctive, is cut away from a few inches below the underarm seam, so that in front the effect is that of an Eton. This, however, is one of the extremes and only to be carried by a woman of exceptionally good figure and graceful bearing.

Bleaching Linen.
Half a pound of chlorinated lime. Half a gallon of boiling water. Two tablespoonfuls of washing soda. Put the lime into a basin and pour the boiling water over it, add the soda, stir to break up all the lumps, and enable the water to extract all the chlorine. Strain carefully to remove all the powder. Bottle and keep ready for use. The solution should never be stronger than one part of the liquor to four parts of hot water. Bleach the linen in this.

Luncheons in Colors.
Luncheons in colors are very popular, and one of the prettiest of them is the lavender luncheon. A very effective desert for this luncheon may be frozen custard that has been tinted with unfermented grape juice. Candied violets may decorate the custard, and the dish in which it is placed be garnished with plumbago clusters.

To Wash Cut Glass.
It is necessary to have a soft brush in order to keep the cracks and crevices of cut glass perfectly clean.

NOTES FROM MEADOWBROOK FARM

By William Pitt

Mites spread poultry diseases.

The best dairy cows are not for sale. Remember that when buying.

In buying a gas engine select one of larger capacity than you need. It is economy.

Do not buy clover or alfalfa seed until it has been tested for vitality and purity.

Give the brood mares good care and the colts next year will repay you for the trouble.

Peas fed to sheep give the best results when split or crushed and fed with other foods.

Think of the corn these hot days. What is oppressive to you is life and growth for the corn.

There is money in livestock raising, but it takes the man who understands his business to get it out.

Experiments have proved thatilage is not only good for the dairy cow but for the stock that is being fattened for beef.

A shed in which to shelter from wind and a pasture to graze in is all that is required to make geese raising profitable.

It is folly to invest in expensive seed unless you are going to give the care which will bring results and give you a return for your investment.

We have never tried it, but a man who has says that ground guns can be easily gotten rid of by shooting off a half stick of dynamite in the hole.

The agricultural department has just issued a pamphlet on deer farming which suggests the possibilities of a new and growing feature of stock raising.

The wood lot handled right can be made a source of income and profit. The government will be glad to give you needed advice as to methods of treatment.

Warts in horses can be treated successfully, it is said, by rubbing the warts until they bleed, and then rubbing them with saleratus. Repeat the operation a few times and the warts will be gone.

Prof. Eckles of Missouri Agricultural college reports that Pedro's Jersey cow, has just completed a year's official record of 11,663 pounds of milk and 665.9 pounds of butter-fat. This is \$7.9 pounds of fat above the next best Jersey record for a cow of this age. This three-year-old cow has produced more than five average Missouri cows the past year. This record shows the remarkable development of the modern dairy cow.

The horse owner occasionally has a horse that develops colic, distemper and lung trouble, and will be interested in the prescription of an old horseman who says he has used it for over 40 years upon his horses and that his father, a horse doctor of the old-fashioned school, used it many years before his time. He says that the remedy is perfectly safe and there is no danger from giving a little over the regular dose. The prescription is as follows: Oil pine tar, one pint; oil oraganum, one ounce; powdered blood root, one ounce; powdered eleacpane root, one ounce. Dose, one tablespoonful from three to five times a day, placed well back of the tongue.

A farmer who believes in the garden-adjacent to the farm put out this challenge: If anyone wants to know the value of a quarter of an acre of ground let him put up against the products of that much garden the price he pays for vegetables from the last of June to the last of September. In our garden we raise enough for two large families. As a return for our labor we have sweet corn, potatoes, sweet potatoes, tomatoes, cabbage, radishes, kohlrabi, beans, peas, onions, cucumbers, cantaloupes, lettuce, rhubarb, beets and several kinds of berries. As fast as one thing is gone others come on to take its place. Late planting of cucumbers, cabbage, potatoes and turnips may be kept up for winter use.

The treatment for cutworm in grain is suggested by Dr. James Fletcher of the Canadian experiment farms, after thorough investigation as follows: "When grain is found to be attacked by cutworms the fields should at once be examined to discover, if possible, what species is at work. If the cutworms are of a surface-feeding kind, like the red-back cutworm, they may frequently be controlled with comparative ease by scattering poisoned bran lightly through the grain, near the spots where the caterpillars are most numerous, or ahead of them, when they are so numerous as to have assumed the marching habit. If land is systematically kept clear of weeds in autumn, there will seldom be trouble from cutworms in the crop of the following year. Prairie or sod land which is to be broken for seeding the next year should be fed off as late as possible or mowed before breaking. In this way the female moths will not be attracted to the tall vegetation on such lands when laying their eggs."

At the last meeting of the New England Holstein Breeders' association one of the speakers asked the question as to how many dairymen present knew the cost of production of a hundred pounds of milk. But four hands were raised. And yet farmers ignorant as to what it costs them to produce their milk output will complain that the milk dealers fix the prices of the product. The dairy farmer is in the business of manufacturing milk. The manufacturer to be successful must know not only what the completed article costs but the cost of every part. With this knowledge he can cut out the unprofitable and keep that which is profitable. So with the dairyman. He must know what it costs to produce the milk and then he must be ready to unite with other dairymen in holding for a price which will give a fair profit. But until milk producers have a definite knowledge what their product costs them, they are in no condition to organize or to hold together if they do attempt organization.

Pick pears before they ripen and let them mellow in storage.

Farm machinery makes poor ornaments along the roadside.

It is very important to separate the cockerels from the pullets now.

Let the garden area be only as large as you can enrich thoroughly and work well.

It is the deeply enriched soil which is the best drought resistant. And it is the well-drained soil which can be enriched to the greatest depth.

There is an advantage in putting angora goats in the same pasture with sheep, as they are said to protect the sheep from dogs and cat brush mostly.

Raising crops is only half of the farm problem. There must be profitable utilization of the crops, either as food for livestock or as grain for the market.

The demand of nut products seems to be constantly on the increase, and the imports are growing larger each year. In this there is a strong hint to the farmer.

Have you a cow testing association in your section? Such an organization will help you to find out what your cows are doing for you at small expense comparatively.

See that the farm machinery is treated right when in use and again do not neglect it when it is lying idle. See that it is properly housed. Clean and oil it before putting it up.

You feed and water your horse with thoughtful care so as to keep him in prime condition for hard work. Are you as careful of your physical condition, and that of the hired help?

Don't let the garden go to weeds after the first crops are taken off. Keep it covered with something worth growing in the late summer, if nothing more than pea vines, which will have to be plowed under later. They will prove an excellent fertilizer.

A good temporary roosting coop for the chickens can be made six feet long and three feet wide, with a double pitched roof extending well over the sides and ends. The sides may be slatted. Burlap may be stretched around them to keep out storms in bad weather and if rats are troublesome the slats may be covered with fine mesh wire netting.

Too much cropping and too little manure is the curse of many a farm. It is a short-sighted method which finally leaves the farmer stranded upon an impoverished soil that he cannot make a living upon and which he cannot sell. The only salvation for such a farmer is to start keeping livestock and keeping as many as the land will support. The regular application of manure and a crop rotation will redeem in time the most run-down farm.

The farm is a factory where goods are produced for the market. Business principles which govern the factory in the city must control in the factory in the country. There must be knowledge of what the market wants and when it wants it; selling produce where there is the most demand and the least supply; the art of decreasing the cost of production; of finding out just what the cost of production is and the study of market conditions to decide what we can and cannot profitably raise.

Here is the way one farmer increased the productivity of his orchard from 15 to over 20 bushels. He reduced the tops of the trees one-fourth, then in the fall he plowed between the trees. After manuring well he planted corn, beans and pumpkins, and harvested a nice crop of each. The next spring he repeated the same form of cultivation, and that year in addition to the good crops of corn, beans and pumpkins harvested 70 bushels of good apples. The next spring he manured for the third time and planted potatoes which did not do well, but he harvested 250 bushels of fine apples from the orchard.

Keep the two main objects of weaning the lambs when taking them from the ewes, namely: To avoid any injury to the ewes and to avoid any interference with the progress of the lambs. The lambs should be separated from their mothers entirely and not allowed with them after the first separation. It is preferable to take the lambs to a portion of the farm some distance from the sheep, that they cannot see them and that the ewes cannot hear their bleat. In this way the lambs will in a few days forget their mothers entirely. Some men practice gradual separation. They will allow the lambs to run with the sheep for 18 hours of the day for about three days, then for the next three days about 12 hours, thus gradually separating them. But such a method gives a great deal of unnecessary labor in separating the flock daily, while the advantages obtained are slight and may be obtained in other ways.

At the last meeting of the New England Holstein Breeders' association one of the speakers asked the question as to how many dairymen present knew the cost of production of a hundred pounds of milk. But four hands were raised. And yet farmers ignorant as to what it costs them to produce their milk output will complain that the milk dealers fix the prices of the product. The dairy farmer is in the business of manufacturing milk. The manufacturer to be successful must know not only what the completed article costs but the cost of every part. With this knowledge he can cut out the unprofitable and keep that which is profitable. So with the dairyman. He must know what it costs to produce the milk and then he must be ready to unite with other dairymen in holding for a price which will give a fair profit. But until milk producers have a definite knowledge what their product costs them, they are in no condition to organize or to hold together if they do attempt organization.

Couldn't Dodge These Taxes

Births, Marriages and Deaths One Source of English Revenue.

Pleased with his morning's work—he had sworn off no less than \$340,000 in taxes—the capitalist leaned back in his chair, lighted a cigar and talked agreeably.

"In the past," he said, "governments were wiser. They levied taxes that could not be sworn off. There was,

for instance, the English birth tax of the seventeenth century. A laborer paid two shillings as birth tax; a duke paid £30. You couldn't get round it.

"Burials were taxed, according to the station of the dead, from a shilling to £25. That, too, could not be dodged.

"Marriages were taxed. A duke, to marry, paid £50; a common person, like yourself, paid half a crown. —In those days you paid a tax on