

SIDELIGHTS ON J. P. MORGAN

Incidents Illustrating Characteristics of the Man.

CLEVER DEAL WITH JEWELERS

Enthusiastic and Loyal Son of the Pie Belt—Was Hard Man to Interview or Snap-shot.

Minor acts and incidents in the life of John Pierpont Morgan reveal more clearly than most achievements the human side of the eminent financier. Most conspicuous among his personal traits was his contempt for gossip and his scorn for the silent.

The young man got aboard and found Mr. Morgan sitting on deck. The young man introduced himself. The older man invited him to be seated and then became absorbed in his newspaper.

Characteristic Deal. A firm of jewelers who had received a fine pearl decided to send it down to Mr. Morgan and let him have first bid on it. The price was placed at \$3,000. The jewel was carefully sealed in a leather-covered box.

Mr. Morgan, with the pearl in his pocket, sent the messenger back bearing his letter and the box. In less than an hour the messenger returned, fetching the box in which was the \$5,000 check.

Mr. Morgan met one of the members of the jewel firm at a dinner later and told him the story of the two checks. The jeweler avowed that his firm lost money by the transaction.

"If you were losing money," asked Mr. Morgan, "why didn't you keep the box with my \$5,000 check?" The jeweler answered: "I can understand how it is that you have earned your place as the leading financier."

Mr. Morgan, as a youngster, displayed a tendency to write poetry, and because of that his friends gave him the nickname "Pip."

When 14 years old Morgan was sent to the English high school in Boston. He showed a particular aptitude for mathematics but had no gifts indicative of unusual mental power.

Probably his first attempt at finance took place in Boston. The school teacher sent him to buy some erasers. The lad was gone a long time and finally returned with the erasers and some change. The teacher declared that he had given him just the right amount of money.

"Oh," replied young Morgan, "I went around town until I could find a place to buy them at wholesale."

Held Up. A saloonkeeper on lower Sixth avenue in New York City, once bought an oil painting at a public auction for \$35. The portrait was the work of a struggling Swedish artist, who had sent it to America hoping that the banker would be flattered by the likeness and buy it. He asked \$25 for it, but Mr. Morgan did not offer to buy it.

"Art with a big A," replied the proud owner. "Sell it!" queried the customer. "He's had his chance."

"You're friend down town." "You're on the wrong wall," said the stranger. "No, your friend's picture is," said the

ORKIN BROTHERS

To Hold a Rare Suit Sale On Monday.

Orkin Brothers' exceptional offering and sale Monday of women's fine, spring and summer suits, will mark the high tide in progressive merchandising in Omaha.

Mr. J. L. Orkin, who is now in New York City, purchased the sample and surplus stock of suits of A. Heller, 23-43 N. 25th St., New York. The exceptionally high quality and exclusiveness of design of the garments of this manufacturer is so well known that we need not dwell upon this point.

The most fashionable materials, patterns and colors are represented and many are true copies of foreign designs. There are only from one to two of a kind, so those who are lucky enough to be able to take advantage of such a rare occasion as this, will have a high grade garment possessed of individuality.

owner, "but your friend can't buy himself off with a railroad."

"Never mind about that," said the stranger, and they repaired to a back room.

The stranger and the picture left in half an hour. The saloonkeeper did not get a railroad, but he made a handsome profit on the transaction.

Joy in the Pie Belt. Pie-eating was one of Mr. Morgan's failings—possibly because he came from that part of New England which is known as the "pie belt."

He had a private dining room fitted up in his banking house in Broad and Wall streets, and he went there with his partners at 1 o'clock each afternoon.

Upon one occasion he rushed into the luncheon room, seized a piece of pie, and at the same time held up a section of ticker tape containing a quotation for a well known railroad stock.

"Look at that quotation!" he cried, joyously. "If all the people who bought stock in that railroad at the time we first took hold of it had kept it until today they would have realized all of the depreciation and about 25 per cent more!"

A Terror to Interviewers. Mr. Morgan was a man of few words. It was a lucky interviewer who found the financier in a mood to talk—even when he was about to sail for Europe.

"Pyramids haven't any corners," was his reply. Then, as an afterthought, he added with a smile, "Besides, I never corner anything."

Why the Goods Come Back. Nervy Customers Who Use and Then Attempt to Return Articles.

The military buyer had ordered several hats from Paris, which were offered for sale at \$20 each.

One of the best customers of the store ordered two of these hats charged to her account and sent home. The buyer of this department was at dinner that night at the Hotel St. Regis.

The buyer made an attempt to get the lady on the telephone. After importuning her several times and calling in reference to the matter, he told her frankly that he could not take the hats back, as they had been worn. She denied it and appealed to the head of the house.

The proprietor requested the buyer to take the hats back as a matter of policy. The buyer became furious and informed the owner of the store that unless the hats were returned she would resign.

The firm decided to take the wrap back in obedience to the unwritten law of "policy." As the customer was leaving the store one of the young saleswomen rushed toward her and said, "Madam, you have forgotten these," handing her a pair of gloves and a handkerchief that were taken from the pocket of the wrap.

A prominent pie-ticket house has devised a ticket which is fastened like an ordinary price tag to any prominent part of the merchandise and cannot be removed without being mutilated.

By the adoption of this pie-ticket scheme a large department store reported that within one month its percentage of returns decreased by fully 20 per cent.—Dry Goods News.

COAL FOR YEARS TO COME. Reassuring Figures on the Storehouse of Fuel Available in Alaska.

New interest is added to the dispute concerning control of coal fields in Alaska by the testimony given in Chicago recently that there were in that vast territory of ours no less than 1,500,000,000 tons of the precious fuel buried under an area of 50 square miles.

This testimony was given in a suit in which fraud against the government in the Alaska coal fields was charged. The comforting witness was William Griffith, mining engineer and geologist, employed by the government bureau of mines. His figures are stupendous. Although the average consumption of coal has been 400,000,000 tons, there are, he declares, still underground in the United States (taking no account of the enormous reserve supply in Alaska) not less than 2,500,000,000 tons. What is more, we have hardly scratched the visible supply since we have been mining coal for consumption so far has used up only four-tenths of 1 per cent of the total supply.

These are indeed reassuring figures and should set at rest in the minds of the most timid all misgivings as to coal famine so far as nature is concerned. Out of her enormous abundance nature stands ready to give us all that we will take, with the task of covering the market to the size described by Mr. Griffith may well appal the most ambitious captain of industry of ages yet to come.—Philadelphia Press.

Underneath the Varnish---

ONCE A WEEK TALKS



After due deliberation, the A. Hospe Co. has chosen to represent a number of the best makers of Pianos in the world. We did not make this choice recently nor during the last few years. The experience of 39 years of continuous and personally conducted business, have taught us the relative values and shortcomings of all the Pianos in the world, and, while any maker would gladly be represented by us, we are truly able to say that we are particularly glad to represent the following world-renowned Piano names:

The MASON & HAMLIN is the best piano made. If a better instrument was made we would be just as sure to represent it. The Mason & Hamlin is a costly piano—by this we mean, that it contains the most expensive material and the highest quality of workmanship. It is built for the discriminating musician—amateur or professional, who must have absolutely faultless tone.

The making of a Mason & Hamlin is a labor of love. The most expensive wood is selected from foreign store rooms, of mahogany, circassian walnut and ebony, where these seasoned treasures of the forest have been kept and watched for years. The frame is made and a certain time elapses before operations are continued. The action of each individual piano is carefully noted in the making, and it takes not less than 14 months before a piano is permitted to leave the Conservatory of the Mason & Hamlin people in Boston. The varnishing alone occupies several seasons and as much as 11 coats are required to produce the beautiful, lasting exterior effect. A costly piano, yes! Costly in explicit, personal and painstaking care; costly in choice material, from the farthest corners of the earth. But the result is worth every endeavor, every anxiety and any monetary outlay in connection with the building of a Mason & Hamlin. These pianos sell for \$350 and upward.

Behind this piano is the fact that all other manufacturers have given up competition. It stands by itself—challenged, perhaps, equalled, never. Just at present it is significant, that the distinguished pianist, Harold Bauer, who will visit America on his 7th tour next season, has again requested, even demanded, the continued service of the Mason & Hamlin piano. Bauer has always used this piano on his six previous tours, and as the pianist has developed artistic merit, so has the piano grown steadily in his favor.

The Kranich & Bach is another instrument, which we are fond of demonstrating to appreciative music lovers. This make is renowned chiefly on account of its own and distinct method of stringing, which is similar to the fingerboard on a violin and absolutely does away with any rattling and depreciation in tone value as time wears on. In various exterior finishes we have the Kranich & Bach at \$450 and upward.

The CABEL-NELSON forms a standard in the world of music, that never falls short of satisfaction. Money is indeed well spent on this instrument, which can be secured with our full guarantee, at from \$250 and upward.

The HOSPE SPECIAL has helped more than anything to make the name of Hospe famous through the west. These pianos are made exclusively for us, at our own specifications and thoroughly inspected by ourselves. Thousands are the homes where we have placed these instruments, nil are the complaints we have had, though we are listening attentively through these many years. Our advice to the prospective buyer of moderate means is to obtain one of these instruments—on trial, if wanted—and be convinced that the A. Hospe Co. for obvious reasons is best equipped and most able to fulfill a promise of real and lasting worth, in an honest manner—\$187.50 and upward.

WE continuously have a number of exchanged pianos in our show rooms and the discerning buyer will almost any day be able to secure a splendid value in carefully overhauled condition at prices ranging from \$75 to \$200. Very fine pianos, slightly used and exchanged for more expensive ones may always be found at \$85, \$95, \$115, \$125, \$135, \$150 and \$175. WE WILL MAKE TERMS to SUIT the Needs of Individual Purchasers.

A. HOSPE CO. "The Art and Music Store of the West" DOUGLAS STREET, BETWEEN 15TH AND 16TH STS. Phone Doug. 188 for Auto Delivery Service. Store Open Saturday Till 9 O'clock.

Gold Fish Chews Tobacco; Refuses to Divvy With Mates

Wrigling his fins in appreciation of the greek who tossed a fine, high-flavored Havana butt into the placid waters where he sports a gold fish in the aquarium in the rotunda of the Bee building has driven the rest of his gang into a corner of the pool and is indignantly enjoying the butt of a big, black cigar.

SHE'S OLD ENOUGH TO VOTE

World's Fast Locomotive, No. 999, Has Three Lives and a Record. No. 999, the locomotive which began making herself famous back in 1892 by hauling the Empire State Express on the New York Central railroad in a way that clipped off seconds in the speed records, has been cutting up high links again.

Little Surprises.

"I'm not going to strike you for a loan this time, Shadobolt; I've come to pay what I owe you." "George, don't be afraid to ask me to marry you, I'll say yes."

Help Wanted MALE

Why should you conduct your business with insufficient help—with men and women who lose you money. There's no reason, especially when you can increase the standard of efficiency in your plant by judicious advertising in The Bee classified columns.

Many a business has become more substantial by getting employees through the medium of The Bee want ads. Bee ads are read by thousands daily, and your call for good employes will get you quick result. Start your ad now. Bee Want Ad Dept. Tyler 1000. We do excellent work making drawings and cuts. One like this, with drawing, would cost \$5.65. Get our figures. BEE ENGRAVING DEPT., Bee Building, Tyler 1000.

Where is the strong man who can drive a nail with one blow? What child cannot drive it by continued pounding?

The Omaha Bee reaches almost every home in Omaha. Do you want to drive into peoples' heads where your store is—what you have there and how you aim to run it? You can't do it by telling people once. You have to tell them again and again—now and forevermore. If you do, they can never forget. Do you suppose there is a royal road to human memory? The only way, and it's a sure way, is to keep yourself, your store and your goods constantly in their minds. Advertising makes people think about you. What they think depends on what you say and how you say it. Don't you want people to think about your store and your goods every day? If you make them think about you every day, they will come to you, when they want what you sell.

Are the Fly and Mosquito Dangerous?

The fly, with spongy feet, collects the invisible germs of diseases, spreads them over our food and poisons us with typhoid and cholera. The mosquito with its bite injects into our veins malaria and yellow fever. The bacteria of consumption, or grip, are everywhere present for us to breathe into our lungs. The blood which flows through our veins and arteries is our protection. It should contain healthy red and white blood corpuscles—capable of warding off these disease germs. Dr. Pierce's Golden Medical Discovery is a blood medicine and alterative, made entirely without alcohol, a pure glyceric extract of bloodroot, golden seal, Oregon grape root, queen's root, mandrake and stone root, which has enjoyed a good reputation for over forty years.

DO NOT NEGLECT YOUR WATCH. It is a delicate piece of machinery and must be cleaned and oiled not less than every month if you would realize perfect service and a lifetime wear. Let us examine your watch—without cost—and advise its condition. Watch, Clock and Jewelry Repairing. LINDSAY, The Jeweler 221 1/2 South Sixteenth Street.

