SLED MAKERS ON A WAVE OF PROSPERITY

Early and Heavy Snow Makes Demand for Vehicles and Factories Are Hard Put.

From The Sloux City Tribune Bob sleds and sleighs of all descriptions are at a premium. Never before in the history of the northwest has there been such a scarcity of these articles, either for pleasure or business, and the fortunate owner of one is considered very fortunate.

In the carriage and wagon shops such articles are not to be had at any price. Dealers in this section are unable to secure them from the factories and the factories find themselves caught in an unexpected situation. Not antici-pating such an early winter, so much snow or general demand for such vehicles, they had allowed their stocks to run down and are now in a posiwhere they are unable to meet

Demand Usually Light.

Charles A. Davis, president of Davis Co., stated today that it is im-ossible to meet the demand as neither sleighs or bob sleds are to be had. "It has been several years since winter started in so early in this section," said Mr. Davis. "This is the first time within four or five years that snow has mand for sleighs and sleds was light, but this year it looks as though the farmers will have use for sleds for several months and those who enjoy oft but neath.

indulge in the sport for a much longer period than usual. Made but Few.

"For several years the manufacturers have not been building sleighs or sleds, selling off the stock they had on hand. This year when the snow fell early, followed by a spell of weather that indicates it will remain on the ground for the rest of the winter season, there was an immediate demand for sleighs. was an immediate demand for sleighs and when the jobbers put in their or-ders, after selling off the few on hand, the manufacturers informed them that

the orders could not be filled. The manufacturers are of course getting out what they can, but being unprepared for the sudden demand they are at a disadvantage and the supply is coming in glowly." oming in slowly.

Notwithstanding that there is a scaracity of new snow vehicles, there seems to be an abundance of old ones. Many pleasure sleighs belonging in the city and some from the country are to be seen daily on the streets, while a number of companies are using sleds for delivery purposes.

Four Flies or None.

From Everybody's.

The house committee of a New York club recently received this unique com-

"I have the honor to inform you that I lunched at the club this afternoon and had as my guests three gentlemen. all well known gournets. Among other things an omelet was served. It con-tained only three flies. As an old mem-ber of the club, jealous of its reputa-tion. I naturally found this very embarrassing as, in order to make an equitable division of the omelet, it was necessary either to divide a fly—a nice within four or five years that snow has fallen so early with the prospect of it staying on the ground all winter. Of course where the indications have been for a short winter period the decrease where the indications have been for a short winter period the decrease with the indications have been for a short winter period the decrease with the indications have been for a short winter period the decrease with the indications have been for a short winter period the decrease with the indication of the indication in the indication of the indication in is served for four persons, it should be either with (a) four files, or (b) no flies at all."

Homeliness, too, is but skin deep and oft but half conceals the beauty under-

THEODORA GIRARD "REPROVES" ADMIRER

Little Dancer, in a "Quiet" Way, Smashes Glass in Russian's Face.

Paris Special: Little Theodora Girard, the 10-year-old American girl who is dancing at the Olympia, is the talk of Paris. It is all due to the quiet way she reproved a Russian admirer the other night at Maxim's.

An American gentleman, a New Yorker, who was visiting the famous place for the first time, was sitting in a corner watching the gay scene when Theodore rushed up to him with tears in her eyes, exclaiming:

"I know you are an American and will not see one of your countrywomen insulted as I have been!"

He asked her to sit down, compose herself and explain the trouble. Dry-ing her tears, she pointed out a huge, bearded Russian at the opposite table, who was staring at her.

She said the Russian had followed her in the streets, called her bad names and had even spat at her because she refused to accept his barbaric addresses. The New Yorker advised her to be calm, to go quietly to the Russian and tell him he must never speak

"It doesn't pay to get excited," the American said. "Just go to him in a quiet, dignified way. I will accompany They crossed the room and the New

"This lady has a quiet word to say to

The Russian replied sneeringly that he did not know the lady. Miss Girard retorted by smashing a champagne

glass on his face, while the pacific New Yorker jerked the bearded giant out of his chair, wiped up the floor with him, dragged him into the street and liter-

ally kicked him into a cab.

Neither waiters nor police interfered. All were wattching the scene with sym-

All were wattching the scene with sympathetic interest. The chivairous American disappeared into the night.

Miss "Teddy" remained and received congratulations from many frequenters of Maxim's, including a Russian grand duke, who patted her on the shoulder. Senor Tonito, son of the Spanish ambassador, also expressed his firm approval of h r quiet way of reproving a discourteous admirer.

HOW WOMEN WILL HELP
DIG THE PANAMA CANAL
Three hundred and fifty women, sitting
in a factory on the Panama strip, will help
materially to build the big ship canal. The

think 'd bi
lose a li
"Better tain. "You
get back."
They women will be engaged all day in mixing chemicals, such as perchlorate of ammonia, nitrate of soda, dinitrotoluol, paraffin and several other incredients.

They watched him as he trudged away over the sand hills to the bay side of the beach where the porridge ice was grinding along shore. chemicals, such as perchlorate of ammonia, nitrate of soda, dinitrotoluol, paraffin and several other ingredients, and the finished product will be an explosive the finished product will be an explosive hot and wait.

Which is 60 per cent stronger than dyna
It was nast

remainder of the canal site, cannot be exploded by ordinary methods, so that it is to be hoped the women will be quite safe while they make it. It has been hammered with a sledge, shot at with a "Gosh, there must be a hundred of rifle, burned, and ordinary dynamite deto-nators have been set off in it without any

HIS CHRISTMAS DINNER

Percy M. Cushing in Recreation.

Over on the mainland there were tur-teys, but the eight miles of drift ice that swept northward from the beach barred the way. And the next day was Christmas. He turned, big and broadchested, to the men gathered about the stove in the life-saving station. "Let's have roast goose tomorrow,"

he said.

"How?" they grunted.
"I'll get the geese," he replied, and laughed lightly. "Three of 'em I should think 'd be about right. I'll get 'em if I lose a leg."

"Better say fingers," put in the cap-tin. "You'll freeze 'em off before you

It was past noon when he began the long detour. Half a mile ahead at the This explosive, which will rip out the edge of the forming ice a blurr of hudrocks in the Culebra cut and all along the dling black dots caught his eye as her

> "Gosh, there must be a hundred of 'em," he muttered.

rifle, burned, and ordinary dynamite detonators have been set off in it without any
effect. The only agency which can set in
motion the mysterious power locked up it
this material is a tiny platinum wire
heated by an electric current to redness.

The Panama Canal company has 20 tons
of the new explosive on hand, and the
factory will make between 6,000 and 7,000
tons per annum. The United States consul
at Panama, who tells about it, predicts
that it will have a market all along the
South American coasts. It will probably
play a leading part in future South American revolutions, so that these 350 women
who make it may be said to have the
destiny of thousands of people at their
finger tips.

"Gosh, there must be a hundred of
em," he muttered.

Then he began to crawl. That part
of the beach is known as Pickety
Rough from the thorny undergrowth
and the staggering beach cedars that
hold domain over its loneliness. In the
summer it is practically impassable;
in winter the frozen briars droop low
in the gray-brown tangle, but they cut
just as deep and cruel if a man goes
among them on hands and knees.

An hour went by, and his mittens
were red with frozen blood where the
briars had bitten through the thick
wool. He paused to pull them off to
pick the thorns from his knees. He
did not have to bother with his trousers. He could get at the flesh easily
for the briars had left but a few shreds
of cloth over each knee. As he pulled
out thorn after thorn, with a quick motion to lessen the pain, a red drop followed each to the surface but froze before it could trickle away. When he
was through, he rubbed his face to fore it could trickle away. When he was through, he rubbed his face to bring back the feeling, and crawled to the edge of the dunes. The geese were still a quarter of a mile ahead. They had been swimming nearly as fast as he had crent

he had crept.

A moment he paused to rip his hand-A moment he paused to rip his hand-kerchief in twain and twist the pieces about his ragged mittens. Then he dropped his head and crept on. An-other hour passed and the strips of handkerchief were masses of reddened shreds. Again he stopped to pick the thorns from his knees and rub his face to bring back the feeling. Then he dragged himself to the top of a low

dune and peered over.

Slowly, very slowly and stiffly the old single barrel came to his shoulder. He sighted long and carefully. It was well. But of a long shot. He had promised goose they had for diner, and he must not fail. The Christmas.

roar of the black powder came dull and heavy as it merged into another roar— the roar of beating wings. Two gray breasts floated upward in the grinding porridge. Another bird was struggling weakly to raise a limp black neck. It

had been a real "pot shot."

He had killed the dinner, but it lay
30 yards away, and that 30 yards was
a sweep of ice filled water. For an
instant the man hesitated. Then came
his own words: "I'll do it or lose a
leg."

With painful effort he peeled off his clothes, for he knew that if the water touched those woolen things they would stiffen like oak planks before he had gone far, and he would be as help-less in them as though he were in-cased in steel. As it was he cracked the crystal coating from his body when he came out. Then he ran desperate-ly back and forth to start the con-

gealing blood. But he had the dinner.

He tied the geese by the feet with
a bit of cotton rope and turned across
the beach hills to where the smoothsurfaced sand was frozen hard and the going would be easy. As he struggled through the undergrowth that choked the hollows between the hills, listened as the monotony of the breakers grew louder—ever so slowly louder. The half mile battle through the frozen tangle seemed an eternity. The weight of the geese dragged him down. His wounded knees were stiff and the lethargy of the cold was upon him. He staggered up the last of the dunes and saw the angry sea reaching vaguely into the falling light. Then he plunged into the home stretch.

Step by step he fought on up the end-less reach of sand. His jaw dropped forward on his chest. His eyes were wide. The surf snarled at his feet, and the pale gleam from the lighthouse stared at him from afar; but he neither heard nor saw. Only one thought he had, and that thought carried no understanding to him now, but burst meaningless from his gray lips: "Dinner! dinner!" ner! dinner!"

The sand rose hard and cruel to meet his benumbed feet. Clump—clump—clump, and at each step it rasped through his raw throat: "Dinner—dinner—dinner." Once when the light broke in on him for an instant he wondard variety how many dinners it. dered vaguely how many dinners it would take to carry him back to the end. Then the thought wandered and merged into the ceaseless monotone— 'Dinner—dinner—dinner," as he reeled end.

into the dusk coming in from sea.

In the darkness the east patrol found In the darkness the east patrol lound him lying face downward on the sand, and pried his fingers from the single-barrel. But it took a marlin spike to loosen his clutch on a bit of cotton rope fastened to the feet of three frozen

They carried him back to the station. and took him across the bay when the power boat came with the dawn. After the surgeons cut off his hands he got well. But over in the life-saving station they had croned beef for dinner that

WOMAN SUFFRAGE IN NORWAY How It Looked to a Frenchman. They Voted Conscientiously, Calmly and With Dignity. By Paul Parsy, in Paris Figaro.

Here in Norway, where cliffs and fjords seem to restrain the passions of the sea, the profoundest revolutions occur without violence or uproar, as if wills of granite—or shall we say a moral coldness inherited from the glacierscoidness inherited from the glaciers— checked every tempest, every outburst of joy or grief, every sentiment of triumph, every song of exultation in the feminine as well as in the masculine heart. Norway seceded peacefully from Sweden; with equal or even greater serenity, she has just admitted women to political life in Christiania.

Yesterday, within 46 hours of Paris, 37,473 women—of whom 22,561 were married and 14,913 unmarried—enjoyed for ried and 14,913 unmarried—enjoyed for the first time the right of electing dep-uties to the Norwegian parliament or storthing. For the first time women were eligible for the storthing. And this event, whose importance is un-deniable, caused not a ripple of excite-ment in the city. You would never have imagined that anything unusual was taking place. There were no should was taking place. There were no shouts in the streets, no posters on the walls, no interruptions of business, no heaps of bulletins around the voting booths to drag the names of candidates in the

mud. And yet a revolution was going on. To be sure, the women of Norway had already taken part in county elections, and there were already two women—one a conservative, the other a socialist—in the municipal council of Christiania; but when women took part n Monday's elections for the storthing they were doing something unusual and significant; they were taking their place permanently in national politics. They did it conscientiously, calmly

and with dignity, as is the way in this northern land.
In Christiania, balloting begins at 9

in the morning and keeps up till 9 in the evening. Naturally things are liveliest around the voting booths after work hours. I visited polling places both in the fashionable districts and in the parts of the city where the poorer in the parts of the city where the poorer people live; I stayed a long while, either inside the booths or outside them, watching the doings of the men and women who came to vote. Well, I was the only human being in the city to betray any astonishment. What struck wolf, red deer and a bird, with a rew fint implements of palaeolithic type. In her opinion, these are from the pleistocene deposits in the gravels of the original course of the river Gipping, when the site of Ipswich was beneath the waters.

me as the most extraordinary thing about this feminine participation in the elections was the fact that nobody seemed to regard it as an innovation.

I saw venerable couples, bent with age, come to the polling places, enter the booths as stolidly as if they were going to church and cast their ballots without the slightest evidence of feeling. The Norwegian women, whether young or old rich or poor, passed into the little isolated compartments and later deposited their ballots as if they had done nothing else all their lives



UNKIND.

Mr. Ruyter's Kramp (a poet)—When I write far into the night I find great difticulty in getting to sleep.

Miss Cutting Hintz—Why don't you get up and read what you've written?

In a deep cutting on the Great Eastern line, near Ipswich, Miss Nina Lay-ard, F. L. S., a wellknown woman scientist, has unearthed, at a depth of 30 feet, a strange assortment of bones of the mammoth, horse, gigantic ox, bear, wolf, red deer and a bird, with a few

Don't Weep At The Ice House.

Some people swell up on "emotion" brewed from absolute untruth.

It's an old trick of the leaders of the Labor Trust to twist facts and make the "sympathetic ones" "weep at the ice house." (That's part of the tale

Gompers et al. sneer at, spit upon and defy our courts, seeking sympathy by falsely telling the people the courts were trying to deprive them of free speech and free press.

Men can speak freely and print opinions freely in this country and no court will object, but they cannot be allowed to print matter as part of a criminal conspiracy to injure and ruin other citizens.

Gompers and his trust associates started out to ruin the Bucks Stove Co., drive its hundreds of workmen out of work and destroy the value of the plant without regard to the fact that hard earned money of men who worked, had been invested there.

The conspirators were told by the courts to stop these vicious "trust" methods, (efforts to break the firm that won't come under trust rule), but instead of stopping they "dare" the courts to punish them and demand new laws to protect them in such destructive and tyrannous acts as they may desire to do. * * * The reason Gompers and his band persisted in trying to ruin the Bucks Stove printed the following: Works was because the stove company insisted on the right to keep some old employees at work when "de union" ordered them discharged and some of

"de gang" put in. Now let us reverse the conditions

and have a look. Suppose the company had ordered the union to dismiss certain men from their union, and, the demand being refused, should institute a boycott against that union, publish its name in an "unfair list," instruct other manufacturers all over the United States not to buy the labor of that union, have committees call at stores and threaten to boycott if the merchants sold anything made by that union. Picket the factories where members work and slug them on the wreck the works, and even murder a few members of the boycotted union to teach them they must obey the or-

It would certainly be fair for the company to do these things if lawful for the Labor Trust to do them.

ders of "organized Capital?"

In such a case, under our laws, the boycotted union could apply to our courts and the courts would order the company to cease boycotting and trying to ruin these union men. Suppose thereupon the company should sneer at the court and in open defiance continue the unlawful acts in a persist ent, carefully laid out plan, purposely Intended to ruin the union and force its members into poverty. What a howl would go up from the union demanding that the courts protect them and punish their law-breaking oppressors. Then they would praise the courts and go on earning a living protected from ruin and happy in the knowledge that the people's courts could defend them.

How could any of us receive protection from law-breakers unless the courts have power to, and do punish

such men. The court is placed in position where it must do one thing or the other-punish men who persist in de-

more powerful destroy the weaker. Peaceable citizens sustain the all kinds and violent members of laed for breaking the law. They want the most good whenever their services the courts to let them go free and at the same time demand punishment for other men "outside de union" when they break the law. . . Notice the above reference is to "violent" members of labor unions. The great majority of the "unheard" union men are peaceable, upright citizens. The

in labor conventions and thus carry out the leaders' schemes, frequently abhorrent to the rank and file: so it was at the late Toronto convention.

The paid delegates would applaud and "resolute" as Gompers wanted, but now and then some of the real workingmen insist on being heard, sometimes at the risk of their lives. Delegate Egan is reported to have

said at the Toronto convention: "If the officers of the federation would only adhere to the law we would think a lot more of them."

The Grand Council of the Provincial Workingmen's Ass'n of Canada has declared in favor of severing all connection with unions in the U. S., saying "any union having its seat of Gov't in America, and pretending to be international in its scope, must fight industrial • battles according to American methods. Said methods have consequences which are abhorrent to the law-abiding people of Canada involving hunger, misery, riot bloodshed and murder, all of which might be termed a result of the practical war now in progress in our fair province and directed by foreign emissaries of the United Miners of Ameri-

That is an honest Canadian view of our infamous "Labor Trust."

A few days ago the daily papers (By the Associated Press.) Washington, D. C., Nov. 10 acterizing the attitude of Samuel Gompers, John Mitchell and Frank Morrison of the American Federation of Labor in the contempt proceedings in the courts of the District of Columbia, in connection with the Bucks Stove and Range Company, as "a willful, premeditated violation of the law," Simon Burns, general master workman of the general assembly Knights of Labor, has voiced a severe condemnation of these three leaders Mr. Burns expressed his confidence in courts in general and in those of the

District of Columbia in particular. APPROVED BY DELEGATES. This rebuke by Burns was in his annual report to the general assembly way home, blow up their houses and of his organization. He received the wreck the works, and even murder a hearty approval of the delegates who heard it read at their annual meeting

in this city. "There is no trust or combination of capital in the world said Mr. Burns, that violates laws oner than do the trust labor organiza...ns, which resort to more dishonest, unfair and dishonorable methods toward their competitors than any trust or combinations

in the country. Mr. Burns said the action of "these so-called leaders" would be harmful for years to come whenever attempts were made to obtain labor legislation.

"The Labor Digest," a reputable workingman's paper, says, as part of zations becoming tired of the rule-orruin policies which have been en forced by the president of the A. F. of L.

That he has maintained his leadermen have seen for years must be abandoned, has been on account partpart of the organizations that he ought not to be deposed, and the unwillingness of the men who were menfying its peace orders or go out of tioned for the place to accept a nomi-service, let anarchy reign and the nation in opposition to him. In addition to this, there is no denying the shrewdness of the leader of the A. F. courts as their defenders, whereas of L., and his political sagacity, which thieves, forgers, burglars, crooks of has enabled him to keep a firm grip on the machinery of the organization, bor unions, hate them and threaten and to have his faithful henchmen in violence if their members are punish- the positions where they could do him

> might be needed. "Further than this, he has never failed, at the last conventions, to have some sensation to spring on the convention at the psychological moment, which would place him in the light of a martyr to the cause of unionism, and excite a wave of sympathetic enthusi-

"That his long leadership, and this | give to these leaders is going to be apparent impossibility to fill his place has gone to his head, and made him imagine that he is much greater a man than he really is, is undoubtedly the case, and accounts for the tactics he has adopted in dealing with questions before congress, where he has unnecessarily antagonized men to whom organized labor must look for recognition of their demands, and where labor measures are often opposed on account of this very antagonism, which would otherwise receive

support. "There is no doubt but what organized labor in this country would be much stronger with a leader who was more in touch with conditions as they actually exist, and who would bring to the front the new policies which organized labor must adopt if it expects to even maintain its present standing, to say nothing of making future progress.'

We quote portions of another article, a reprint, from the same labor pa-

"Organized labor, through its leaders, must recognize the mistakes of the past if they expect to perpetuate their organizations or to develop the movement which they head. No movement, no organization, no nation can develop beyond the intellects which guide these organizations, and if the leaders are dominated by a selfish motive the organization will tinged with a spirit of selfishness, which has never appealed to mankind in any walk of life at any time since

history began. "It can be said in extenuation of certain leaders of organized labor that the precarious position which they occupy as leaders has had a tendency to cause them to lose sight of the object behind the organization. The natural instinct in man for power and position is in no small measure responsi ble for the mistakes of the leaders, not necessarily in labor unions alone, but in every branch of society. This desire for power and leadership and personal aggrandizement causes, men who have been earnest and sincere in their efforts in the start to deteriorate into mere politicians whose every act and utterance is tinged with the desire to cater to the baser passions of the working majority in the societies or organizations and this is undoubtedly true when applied to the present leaders of the Federation. We mention the Federation of Labor particularly in this article because that organiza tion is the only organization of labor which has yet found itself in direct opposition to the laws of the land. There are other organizations of labor whose leaders have made mistakes, but they have always kept themselves and their organizations within the bounds of the law and respected the an article entitled "The Beginning of rights of every other man in considerthe End of Gompersism, many organi- ing the rights of themselves and their constituency; whereas, the motto of the Federation is just the reverse, and unless the leaders conform themselves and their organization in accordance with the laws of the land, ship for so long a time in the face of the leaders and the organization itself his stubborn clinging to policies which must be disintegrated and pass into the more thoughtful of the working- history, for in America the common sense in mankind is developed to a greater extent than in any other naly of the sentimental feeling on the tion on the earth, and the people, who are the court of last resort in this country, will never allow any system to develop in this country which does not meet with the approval of the majority of the citizens of the country.

"This must have forced itself upon the leaders of the Federation by this time. If it has not, the leaders must be eliminated. The organization which they head has done many meritorious things in times past and the people are always ready and willing to acknowledge the benefits which their efforts have brought to their constituency as a whole, but at the present time labor organizations in general, and the Federation of Labor in particular, stand before the bar of public opinion, having been convicted of selfshness and a dispositio. to rule all the people of the country in the internoisy, violent ones get into office and the leaders of the great Labor Trust delegates off their feet, and result in the leaders of the great Labor Trust delegates off their feet, and result in the lesson which they have been forced to lesson which they have been forced to

recognized and if they are going to conform themselves and their future work and actions in accordance there-

Let the people remember that comment, "The Federation of Labor in particular stands before the bar of public opinion having been convicted of selfishness and a disposition to rule all the people of the country in the interest of the few."

The great 90 per cent of Americans do not take kindly to the acts of tyranny by these trust leaders openly demanding that all people bow down to the rules of the Labor Trust and we are treated to the humiliating spectacle of our Congress and even the Chief Executive entertaining these convict-ed law-breakers and listening with consideration to their insolent demands that the very laws be changed to allow them to safely carry on their plan of gaining control over the affairs

of the people. The sturdy workers of America have come to know the truth about these 'martyrs sacrificing themselves in the noble cause of labor" but it's only the hysterical ones who swell up and cry over the aforesaid "heroes," reminding one of the two romantic elderly maids who, weeping copiously, were discovered by the old janitor at Mt.

Vernon. "What is it ails you ladies?" Taking the handkerchief from swollen red eye, between sobs she

said: "Why, we have so long revered the memory of George Washington that we feel it a privilege to come here and weep at his tomb." "Yas'm, yas'm, yo' shore has a de-

sire to express yo' sympathy, but yo' are overflowin' at de wrong spot, yo' is weepin' at de ice house. Don't get maudlin about law reakers who must be punished if the very existence of our people is to be main-

tained. If you have any surplus sympathy it can be extended to the honest workers who continue to earn food when threatened and are frequently hurt and sometimes killed before the courts can intervene to protect them.

Now the Labor Trust leaders demand of Congress that the courts be stripped of power to issue injunctions to prevent them from assaulting or perhaps murdering men who dare earn a living when ordered by the Labor Trust to quit work.

Don't "weep at the Ice House" and don't permit any set of law-breakers to bully our courts, if your voice and vote can prevent. Be sure and write your Representatives and Senators in Congress asking them not to vote for any measure to prevent the courts from protecting homes, property and persons from attack by paid agents of this great Labor Trust. Let every reader write, and write

Don't sit silent and allow the organized and paid men of this great trust to force Congress to believe they represent the great masses of the American people. Say your say and let your representatives in Congress know that you do not want to be governed under new laws which would empower the Labor Trust leaders with legal right to tell you when to work, Where! For whom! At what price! What to buy! What not to buy! Whom to vote for! How much you shall pay per month in fees to the Labor Trust! etc., etc., etc.

This power is now being demanded by the passage of laws in Congress. Tell your Senators and Representatives plainly that you don't want them to vote for any measure that will allow any set of men either representing Capital or Labor to govern and dictate to the common people, who prefer to be free to go and come, work or not, and vote for whom they please.

Every man's liberty will disappear when the leaders of the great Labor Trust or any other trust can ride rough shod over people and mass their forces to prevent our courts from affording protection.

"There's a Reason." C. W. POST, Battle Creek, Mich.

CARNEGIE AND HILL MADE MILLIONS BY ADVERTISING

From Manufacturers' Record.

Andrew Carnegie and James J. Hill have probably made more money by skillful ground, as they might furnish the basis advertising than any other men in Amer-In the line of shrewd advertising, as well as in knowing how to accumulate millions, they are experts of the highest order. For years Mr. Carnegie kept himself and the Carnegie company before the public so effectually that the American people believed that by all odds his concern was far and away the greatest in the country. Very few knew that at the time the Steel corporation was formed another iron and steel company in Pittsburg had an output almost as great as Car-negie's. The world knew all about the

or say, but he not for years known and practiced the art of the widest possible publicity. The Steel corporation's issue of securities, based in part on the ownership of the Carnegie plant, had less water than many have supposed. It was merely the turning into securities of the tre-mendous asset of the world-wide reputation of the Carnegle company, and Mr. Carnegle thus capitalized and sold for some hundreds of millions the publicity

ore properties in the lake region. For prises. The creation of such public sentiseveral years Mr. Hill never lost an opportunity to keep before the public the any section or any business is one of its increasing value of iron ore and the vast quantity which he owned in the lake region. There were many suggestions of the fact that these puld not be dupli- advertising campaign.

for some independent steel company. No-body knew very much about these properties, but the public finally came to be-lieve that they were so immensely valu-able that they were almost necessary to the existence of the Steel corporation

When the Steel corporation decided to make the purchase of these properties on the basis of about \$1 per ton in the ground. thus assuming an obligation of probably \$500,000,000, it was regarded as a master stroke by the general public, who knew nothing in the world about ores or about these particular ore properties. Like Carnegie, Mr. Hill had capitalized his Carnegie capitalized his reputation and sold to the Steel corporation for \$200,000,000 more than he could have made had he not for years known and cause of the reputation won by Carnegie's magnificent publicity campaign running over many years. The Steel corporation could never have met public approval in paying such a price for the Hill ore prop-erties if Hill hadn't made the public, by the most skillful work, believe that they were really essential to its welfare.

And so, after all, the great fortunes of Carnegie and Hill are largely due to the work which he had carried on for years.

This was equaled only by James J. Hill taization of the public sentiment that when he was getting ready to sell his iron they had created about their own enter-