BROWN AND SHELDON

These Are Names That Were Uppermost in the State secretary of the committee, but Judge Republican Convention.

FIRST FOR SENATOR AND LATTER FOR GOVERNOR

Edward Rosewater Fails in Senatorial Endorsement by Four Votes --- Ticket in Full as Nominated and the Platform Upon Which the Party Will Go Before the People of Nebraska.

a good while to get unanimous. I

honor. I appreciate the compliment.

ed was but a preliminary skirmish. I

"I need hardly say to you that

have given me here at this parting,

for it is a parting hour for me in this

the pen which is sometimes mightier

than the sword. In the campaign that

diffrences between Mr. Brown and my-

to treat him fairly and I think he has

It required but two ballots to nomi-

Cunningham, 26; Young 203. There

Ludden's strength in the second bal-

lot consisted of two each from Ban-

ner, Blaine and Kearney, and one

from Valley. Hopewell was declared

nominated. He was called for and

he thanked the delegates and promised

to perform the duties of the office to

clared the nominees. This carried.

Judge Frost moved that in voting

The vote announced showed the

1681/2; Mortensen, 204; Sadilek, 354;

Dr. Winnett was called and thanked

Other nominations for railroad com-

While the vote on railroad commis-

Secretary of State Galusha was de-

feated on the second ballot. The first

for Galusha, 20 for Junkin and 11 for

on other candidates. On the second

ballot Junkin was nominated, 473

treasurer, but not sufficient to pull

On the second ballot Mr. Brian was

Superintendent J. L. McBrien was

renominated by acclamation. Mr. Mc.

moved a suspension of the rules and

Merrick be made by acclamation. The

A similar motion was made on the

Judge Reese of Lincoln moved that

ticket.

was: Brown, 406; Rosewater, 2881/2; Lawson J. Brian, of Boone county,

owing much of

went to Hopewell.

in the coming campaign."

Senator ... NORRIS BROWN, Buffalo; "It took you men of this conventionGEORGE L. SHELDON, Cass want to say that I thank you for this Lieutenant GovernorM. E. HOPEWWELL, Burt I feel deeply grateful to those men Secretary of State who made the fight for me and wonGEORGE C. JUNKIN, Gosper and I feel no resentment against those Auditor E. M. SEARLE, Keith who made the fight against me and TreasurerL. J. BRIAN, Boone lost. But the fight that has just end-Attorney GeneralW. T. THOMPSON, Hall am ready to go out now and make a

Railway Commissioners real fight.H. J. WNNETT, Lancaster At the conclusion of Mr. Brown'sROBERT COWELL, Douglas remarks, Mr. Rosewater was loudlyJ. A. WILLIAMS, Pierce called for and at length responded, be-Land Commissioner ing given an ovation as he appeared

.... H. M. EATON, Dodge on the platform. He said in part: Superintendent of InstructionJ. L. M'BRIEN, Fillmore appreciate the cordial greeting you

Chairman Warner of the state central committee called the Republican state convention to order at 2:10 p. in Washington, but now shall go back m. He introduced Rev. J. H. Presson to the place in Omaha to labor with as the chaplain.

Secretary A. B. Allen read the convention call.

Chairman Warner introduced Temporary Chairman Andrews, auditor of the treasury department and a resident of Hastings. Mr. Andrews delivered his address, asking leave to abbreviate and print what he omitted because of the temperature. The auditorium was packed with a sweltering



Norris Brown.

mass of humanity, undaunted by the heat and eager to witness the pro- the best of his ability. ceedings.

Bert Minor of Omaha, and George for railway commissioners the three Tobey of Lincoln, were named assist-candidates receiving a majority be deant secretaries.

On motion of J. P. A. Black of Adams county the temporary organi- nomination of Dr. H. J. Winnett of zation was made permanent, after it Lincoln for railroad commissioner, he was announced that there were no being the one successful candidate on contested delegations and that the the first ballot. The vote stood: list of delegates announced would be Winnett, 554; Harmon, 2721/2; Corecognized as the membership roll of well, 253; Caldwell, 1801/4; Whitmore,

On motion of H. H. Baldrige of Williams, 2501/2; Parker, 41; Steele, Omaha a rule was adopted making it 8; Andrews, 3; Cad, 4; Mathens, 17. the duty of the chairman, in the event of a nomination being made on any the convention for what it had done ballot, to call for the ayes and nays for Lancaster county. to make the nomination unanimous. In the event of no nomination he was missioners followed as given in the to proceed with the roll call.

On motion of E. H. Hinshaw of York the chairman was empowered to sioner was being tabulated Chairman appoint a committee of seven mem- Anderson of the resolutions commitbers, one at large and one from each tee was presented. He read the procongressional district, on resolutions. posed platform. Mr. Anderson moved

The chair announced the following, the adoption of the resolutions. The stating that some of the members of platform as presented was adopted. the provisional committee, who were [It will be found printed elsewhere.] delegates, had been named on the new

Charles B. Anderson of Saline, ballot showed a pretty race between chairman; E. J. Cornish of Douglas, Galusha and Junkin, in which they Allen W. Field of Lancaster, E. H. tied with 409 votes each. Douglas Hinshaw of Jefferson, D. E. Burnham voted 50 for Galusha and 33 for Junkin of Madison, Dan Nettleton of Clay on the first ballot. Lancaster voted 3

and Clark E. Perkins of Howard. The first roll call on Senator result- Boslow. There was much changing ed: Rosewater, 857; Brown, 2721/2; about on this ballot from ballots cast Curtis, 401; Meikeljohn, 55; Evans, 21; Millard, 461/2; Crounse, 16.

The second call disclosed no impor- votes to 377 for Galusha. The nomitant change, but Brown and Rosewat- nation was made unanimous. Mr. Juner both made gains. Before the vote kin appeared and thanked the convenwas announced the delegates favorable to Brown and Rosewater filled On the vote for auditor of Ed. G. the aid with shouts for their favorites. Searle of Keith county moved to make The result of the second roll call it unanimous. This carried.

Millard, 401/2; Meikeljohn, 33; Cur- had a good lead on the first ballot on rie, 39; Crounse, 18; Evans, 18. Third ballot: Brown, 400; Rose- him through. A perceptible gain was water, 2881/2; Melkeljohn, 21; Millard, indicated early in the second ballot.

531/2; Crounse, 13; Evans, 23; Currie, The first ballot resulted as follows: Kyd, 170; Good, 201 1-2; Brian, 363third ballot revealed some 1-2; Bothwell, 56; Steele, 58. changes, but there was no final result. In the fourth ballot there were nominated.

numerous changes, but no choice was

The fifth ballot resulted as follows: Brien thanked the convention, bidding Curtis, 53; Brown, 407; Rosewater, the delegates "good morning." 306 1-2; Meikeljohn, 21; Millard, 39- A delegate from Madison county 14; Evans, 10; Crounse, 15.

Sixth ballot: Brown, 453; Rosewat- that the nomination of Deputy Attorer, 291/2; Evans, 17; Curtis, 45; ney General William T. Thompson of Meikeliohn, 18c Millard, 381/6.

After announcing 433 votes for motion was carried with enthusiasm. Brown, Chairman Andrews asked if the nomination should be made unan-commissioner of lands and buildings. imous. H. H. Baldridge of Omaha but a roll can was gemanded. Lind moved to make it so, and the motion was sprung on the convention by Boyd carried in the midst of great confu-county, and Judge Wilson of Sarpy by sion. The calls for Attorney Genera! Cass county, but Eaton had a good Brown were renewed, and a moment lead and was never in danger. The later he appeared. Chairman Andrews, vote was Eaton, 553 1-2, Lind, 154 1-2; presented to the convention its sen- Wilson, 140. atorial candidate, who said:

the thanks of the convention be accorded to the chairman. The motion

The chairman called for the list of new members of the state central committee. A Douglas county delegate moved that the convention name the Frost of Lancaster, as a substitute, moved that the candidates selected by the convention name the officers of the state committee. The substitute carried easily.

Judge J. H. Strode of Lancaster. moved that the candidates selected be empowered to fill the vacancies in the ticket which might occur. The motion carried.

Nothing being left for the convention to do except submit the names of the new committeemen, adjournment was taken while this was being. done. The convention adjourned al-



George L. Sheldon.

most to the minute at 2 o'clock, just twelve hours after it had convened.

THE PLATFORM.

THE PLATFORM.

We, the republican delegates of Nebraska, in convention assembled, congratulate the country upon the splendid achievements of our party during its fifty years of history under the leadership of our illustrious statesmen, from the immortal Lincoln to the invincible Roosevelt. We declare anew our adherence to the principles enunciated in the republican national platform. We also reaffirm all the doctrines and declarations of our last state platform.

We especially commend the inspiring is now closed, there have been no self which would call for a committee of conciliation. I have endeavored no cause for complaint, or will have nate Sheldon for governor. The first

nate Sheldon for governor. The first ballot gave Sheldon 402 votes. The next ballot was a band wagon procession with a rush to get in. The vote stood as follows: Wall, 29; Miles, 66; Harsh, 9; Rouse, 33; Sheldon, 671, Steele, 11; Conarvay, 4; Weston, 37.

Sheldon was called for and briefly addressed the convention. He spoke carnestly, solemnly, and with little show of exultation over the victory.

A recess was taken until 8:30 to enable the resolutions committee to complete its work.

L. E. Wettling acted as reading clerk The chair announced the roll call on the nomination for lieutenant governor. The vote resulted: Wilsay, 187; Hopewell, 390; Ludden, 46; Cunningham, 26; Young 203. There

Our country is at peace with all nations of the earth and is experiencing an unparalleled season of genuine prosperity. Never before in our history as a nation has our credit been better than it is today. Money is plentiful, the wage earners, the farmers and the business peanle are prosperates. was no nomination. In the ballot folto the wage earners, the farmers and the business people are prosperous, owing to the wise, judicious and careful administration of the laws enacted by the republican party and its control of our national galars.

We declare our unalterable allegi-ance to the principle of protection, un-der the beneficent operation of which our country has grown both rich and great. While yielding nothing from our adherence to this principle, we be-lieve that changes in schedules should follow changes in conditions. The his-tory of the republican party demon-strates that such revision can safely be strates that such revision can safely be trusted only to the party which honsetly believes in protection and earnestly endeavors to justly apply the principles to conditions as they exist. We most heartily approve the action of our officers, both of the nation and in the state, in their splendid efforts to insure justice for the people against conspiring trusts and combinations and all forms of graft, that all may have a "souare deal." strates that such revision can safely be

insure justice for the people against conspiring trusts and combinations and all forms of graft, that all may have a "square deal."

The glorious record of the past is the party's best pledge for the future.

We indorse and commend the economical and law-enforcing administration of the affairs of the state under Governor John H. Mickey. Dring the last six years under the republican administration the state of Nebraska has been well governed; all of its state institutions have been ably and economically managed and are sustained at a rate per capita unusually low.

We believe that the Union Pacific and Burlington railway companies should have accepted the valuation placed upon their property by the state board of equalization and assessment, and paid their taxes, as all persons and other corporations have done. We approve the action of the legal department of this state in its efforts to enforce the provisions of the revenue law and secure the payment of taxes and pledge our support in compelling the railroads to pay their just share of taxation at the same time and in the same maner as a private individual.

We demand that the next legislature enact a direct primary law, providing for the nomination of all state, county, and district officers, including congressmen and United States senators, by direct vote; and until such law is enacted, we favor the nomination of United States senators by state convention, and we pledge the republicans elected to the legislature to support for United States senator the rebublican candidate who may be nominated for that office by this convention.

may be nominated for that office by this convention.

We favor the amendment of the constitution of the United States providing for the election of United States senators by a direct vote of the people.

We declare ourselves as unalterably opposed to the domination of corporations in public affairs, and urge the enactment by the next legislature of an anti-pass law that will prevent the issuance of any free pass, free ticket, free transportation, or transportation known as newspaper or editorial mileage, except to bona fide employes of a railroad company and to members of their immediate families and caretakers of live stock. may be nominated for that office by this

their immediate families and caretakers of live stock.

We are heartily in favor of and our party unreservedly pledges its indorsement of the proposed constitutional amendment providing for three railway commissioners to be elected by direct vote of the people, and demand that the next legislature shall confer upon such commission power to prohibit repates, discriminations and special rates to corporations, persons or localities and to see to it that any and all abuses are corrected, and equitable freight and passenger rates obtained for the people. We hereby direct the officers of this convention to certify this resolution to the secretary of state as provided for in the law submitting the constitutional amendment relating to the railway commission.

We confidently believe that the voters of this state will adopt the constitutional amendment providing for a railway commission, but should they fail so to do, we demand that our next legislature shall frame such laws as will give to the people of this state the same advantages that congress has already given the nation under the "railroad rate bill" in matters of interstate commerce.

We also pledge the enactment by the ers of live stock

road rate bill" in matters of interstate commerce.

We also pledge the enactment by the next legislature of a law along the same lines as has been adopted by congress touching the liability of employers to their employes, to the end that such employes may recover for any injuries suffered, notwithstanding the negligence of a fellow servant.

We demand an impartial enforcement of the revenue law by county and state officials to the end that all property, both corporate and individual, shall be assessed at its actual cash value, thereby assuring a fair and equal assessment and the raising only of

such revenue as is needed to meet the current expenses of our state government under the most rigid economy. While we believe that the present method of assessing railroad property in cities and villages and distributing taxes therefrom through the various counties is just and fair in so far as it relates to county, state and school taxes, we demand that the revenue law be so amended that the railroad property within cities and villages shall also be taxed the same as other property for city and village purposes.

We recommend that the legislature enact such measures as will insure inspection and uniform tests of dairy products, to the end that the growing dairy interests of the state may the better be protected and encouraged.

The republican party of Nebraska is proud of its record and achievements and appeals with confidence to the people of our great and growing commonwealth for a continued approval of its policies, as bringing the greatest benefits to the people of our state and union.

BIOGRAPHICAL.

Norris Brown was born at Maquokeka, Jackson county, Iowa, May 2, 1863. When he was six years old his parents removed to Woodbury county, and took a homestead. The family removed to a farm in Green county, Iowa, in 1876. Mr. Brown, then a youth, rode horseback eight miles each day to attend school at Jefferson academy to prepare for the university. He entered the state university at Iowa City in 1879, was graduated from the classical course in 1883, receiving the B. A. degree, and two years later received the M. A. degree. He read law and was admitted to the bar October 15, 1884. He opened a law office at Perry Ia., where he lived until 1888. In April, 1888, Mr. Brown and his brother, Frank, opened a law office in Kearney, Neb. Judge M. R. Hopewell, candidate for

lieutenant governor, was born in Monroe county, Indiana, sixty-one years ago. He received his education there and graduated from Depew university with the class of 1869. The following year he came to Nebraska and settled in Burt county, where he has resided ever since. He was a member of the constitutional convention of 1875. He was appointed judge of his district by Governor Thayer in 1887 and held the office until 1896. Since his retirement from the bench he has been engaged in the practice of his profession in Tekamah, also engaging extensively in stock raising.

Judge J. A. Williams, nominee for railroad commissioner, was born in 1860 in Galena, III. He is a graduate of the university of Wisconsin, taking a degree in the classical course in 1885, and in the college of law in 1886. He was city superintendent of schools in Galena for several years. He came to Nebraska in 1893, residing for a time in Omaha and then in Pierce county, spending some time abroad in the meanwhile. He was county judge of Pierce county for four years, and since retiring from that office has been practicing law. He is married and is the father of four children.



Edward Rosewater

George C. Junkin, nominee for secretary of state, was born in 1858 in Fairfield, Ia. His education was received in the Red Oak, Ia., public schools. He came to Nebraska in 1886, and settled near Smithfield. Since that time he has lived on the same place he settled on engaging in farming and stockraising. He was a member of the legislature for two terms. his work in that capacity being chiefly responsible for his candidacy for secretary of state. He was the author of the Junkin anti-trust law, and of the commodity rate law.

WORDS FROM SHELDON.

Sheldon being called upon after his nomination for governor, spoke as follows: "Chairman Andrews, Gentlemen of

this Convention, Republicans of the State of Nebraska, Ladies and Gentlemen: I am not at this hour going to inflict upon you a speech. This magnificent ovation would have deprived me of making a speech if I should have preferred to at this time. I wish to say that I appreciate this great honor which I consider the highest honor that the republican party of Nebraska can confer upon any citizen. (Applause). For this great honor I thank you. I have endeavored in this campaign not to thrust a thorn into any man's breast and I bear no malice toward any man who has opposed me in this fight here in Lincoln or anywhere throughout the state. I stand before you acknowledging this great honor. I wish to say simply that in this campaign I have also not pledged myself in any compromising manner whatever. (Voices "Good, good." Applause() And I was determined that if I should be nominated, that it should be with no strings attached to it. If I am elected governor of Nebraska, and believe I will be (Voices 'Of course you will be'). I will be the governor for all of the people of Ne braska: you know that I will, and I want all of the people of Nebraska to know that I will carry out the square deal policy (Voices 'Good, good.' Applause) by the aid of the light of the intelligence of the people of the great state and by the help of such wisdom as God will give me. (Applause.) Gentlemen of this convention, again I thank you." (Long Times. continued applause.)

Sea. Water Drawn Into Clouds. The layer of the sea taken up in clouds each year is now estimated at 14 feet in thickness.

Driver of the Coach By ALLEN C. REDWOOD

(Copyright, by Joseph B. Bowles,)

The stage coach was coming down a ong, steep siding, where the newlymade road had been blasted out of a rocky cliff overhanging the Hell Gate

The wheelers, holding back for all they were worth, were sliding on their hocks, their collars horizontal and the pole pointing skyward. At the bottom of the grade the road, turning sharply to the right, crossed the river on a wide pole bridge. There was not room enough for the team to swing 'round; the leaders kept straight on down into the bed of the stream until the pole lay across the road, then, as the wheelers came 'round, the little mares in the lead scrambled like cats up the side of the bridge, and the team straightened out again.

"Pretty bit of work, that," I com-"Fair to middlin', for a scrub team,"

he admitted. "Smart little mare, that off leader,"

hazarded presently. "Oh! she'll do fur this kind of He glanced my way, spat deliberately and added: "Most o' you eastern folks don't keer to notice a hoss onless he's been clipped and got his tail chopped off short-like them tallyho teams you was speakin' 'bout, a time ago. I 'low some of 'em would 'a'

been bothered to make that 'ere turn though, don't ye reckin?" I "reckoned," and further dropped the hint that I was an old trooper, and so looked beyond a clipped coat and a "banged tail" in estimating the points of a herse. The random shot scored a bullseye, I had "got him where he lived." He, too, had served in a Kansas cavalry command, mostly on the frontier of Indian Territory. After the war he had drifted west, following various callings. There was material for a book in his reminiscences, punctuated by an occasional digression which must have given the recording angel a steady job-ending always with a

persuasive "Come up, Kitty," to the

little dun mare in the off.

"Yes, ye've got to have some, 'savey,' and keep yer eye peeled all the time over most lines this side o' the Rockies," he "allowed." We had just passed a place, going up the Bitter Root divide, where the road wound around a knoll on the natural slope, and where the uphill wheels trod so lightly that in order to keep the coach on a keel, all available live ballast had had to "hike out to windward" wherever we could find footing. "But that ain't a patchin' to some places I've saw in the Gunnison country. Ye're all right, s'long's ye know yer team and got daylight. But you take it of a pitch-dark night, snow and sleet a-drivin' in yer eyes, sos't yer can't tell where yer leaders is 'ceptin' by the feel o' yer reins, and yer hands that stiff ye can t a collar before! Then see ef ye can do the trick. Ther' ain't no tally-ho fri is on that job-it takes drivin', that does. I'm tellin' ye straight."

"'Road agents,' ye say? Oh, yes. I run into 'em a time or two; not on this route though-onct in Arizona and onct down Boise way. They didn't make no trouble thought, neither time; jist took what they wanted and lit out peaceable-like-no shootin' nor fuss.'

"There isn't generally, it seems from all accounts."

"Not unless there's some tenderfoot aboard 'at ain't cut his eye-teeth, and gits laid out afore he gets the chance ter. There's a good many eastern folks has your idee. It remines me o' the picturs you used to see on the cylinders o' the old pattern Colt 32's-one feller standin' off a hull outfit o' agents. But I'm tellin' ye-them roosters don't take no chances, nor they don't aim to give ye no show for yer money. An' ye don't never know but what the feller 'longside o' ye ain't in cahoots with the gang-people travelin' out here is mostly strangers to each other-and thet yer first move fur yer gun wont be yer last. Like's not they don't want nothin', only the Wells-Fargo freight; they're out fur the stuff, every time, you bet! Now, s'pose the coach was to stand off a gang-she's got to come back that gittin' filled up with buckshot. Not will last and give permanent satisfacmuch! No, sir! When you hear a feller sing out 'Hands up!' jist ahead o' the part of the general public." ye of a dark night, ye kin jist go yer pile he's a-holdin' high cards agin ye, and 'nev ain't no sense in buckin' the game then."

As we topped the divide, the wind came bleak off the summits of the Bitter Root range, and the snow, which had been threatening all the afternoon, began to sift down, capering off in swirling drifts across the open bunch grass plateau.

The road on the long down grade grew so slippery that the brake had little power to check our descent and we bowled down at a pace suggestive of disaster should anything give way. The visible world was all one color when the lights of Deer Lodge showed dimly through the murky twilight and our smeking team pulled up in front of the hotel. It had been chilly work for the last two hours, and we promptly lined up at the bar:

"Five whiskies!" "Well, so long, gents," said my late companion, as he set down his empty glass-"must go turn in my waybill. An' say, pard-if ye meet up with any o' them tally-ho ducks, back east, tell 'em I'm thinkin' o' comin' on ter jine the next parade, will ye?"

The Rise of Canada.

Canada is no longer a colony-the word is parochial, misleading, obsolete, and serves but to dull the imagination. Canada in the last two decades has become a nation, and more than any ordinary conception of that name can signify.—Victoria (B. C.)

Produces Criminals.

"The liquor traffic tends to produce criminality in the population at large and law-breaking among the saloon keepers themselves .- Theodore Roo

MAKING SOMETHING DIFFERENT

Building Business by Making Something New and Original, Different from What the Other Fellow Makes-The Man Who Made Cider "Just Soft Enough to Keep the Constable Off and Just Hard Enough to Help Him Do a Land-Office Business"-Success of Preparation to Take the Kinks Out of Negro's Hair—How a Country Grocery Clerk Built Up a Great Business in Stereograph Pictures-Business Men Should Find Leisure Each Day for Self-Culture.

> By CHARLES N. CREWDSON (Author of "Tales of the Road," Etc.)

> > Muselles Muselles Marselles

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other fellow makes-something unique nurse for the youngsters. and original. I remember when I was "I've often laughed when he told me a boy away down in Kentucky that an how and why he started in. 'I knew,' old man named Gray used to bring said he to me, 'that I was as green as ginger cake and cider and watermelons a cymling, but when that smooth agent into town on election day and draw up showed me those things, he fanged me his wagon on the shady side of the in the roof of the mouth and I couldn't public square. There was a kind of a get off of the hook, either; but I flavor to that ginger cake and a sort argued that most of the people in the of sweet glaze made out of brown world were just as green as I was. sugar over the top of it that no other cider the roof of your mouth reminded to vote for Andy Jackson.

other fellow can't produce."

Ideas the Things That Count.

"Yes, you're right about that," chimed in a hatter. "In my line of business there are scores and scores of are a few," and here the master hatmaker let a gleam slide over his face-"who make stuff in my line better than others do, but still, no one of them has any very great advantage over the other. But in some lines it's different. Just look at these incandescent electric light globes, for instance. The company that makes these has a cinch. Edison had an idea. He worked out this idea and put it into practice."

"Yes, and I'll tell you another thing," spoke up the shoe merchant,only a few women buy bird seed."

week or two they will come back new extravaganza. Just before he left again."

Continuous Demand.

"That is a good thing for any business," exclaimed the hat manufacturer. "It makes a continuous demand."

"Yes, you're right about that," continued the silk buyer, "but it would be same way, and drivers ain't paid fur better still to make something that tion and meets a genuine demand on "Now, I know of a man who used to

be a clerk in a grocery store in Kansas. He had saved up about a hundred dollars when a stranded book agent struck his town and unloaded on him a hundred dollars worth of cook books. The agent pictured in glowing terms the amount of money this grocery clerk could make out of the book business, at which the smooth and wily agent himself had made a fluke.

"The sucker bit. He went down in Arkansas and cleaned out that bunch of books inside of a week. He made more money than he had made in a whole month at shooing flies off from molasses barrels. He bought another bunch of books and sold them out and still another.

the thing itself."

"You mean the stereograph," volunteered Joannis Carolianus.

"Thank you, John" answered his and had been done by a snagged book I'm never impatient." agent, let himself get it in the neck again, as one of these stereo-s-what's the name, John?"

"Stereographs," supplied Joannis Carolianus.

Nursed Business to Success.

that very fellow nursed this business Oregon and has lived there ever since

"Now, another way that a man can | carefully and to-day is making, in conbuild a business," said a manufac- nection with his partners, a hundred turer of specialties, "is by making thousand a year. He travels in forsomething different from what the eign lands, and his wife takes along a

"After I'd been buying those things ginger cake had, and he always tapped from a concern for a while, I concluded a barrel of cider that would bubble on that I would get cameras of my own your tongue when you first tasted it. and begin to make them myself. I It was just naturally good, rich cider really felt that there was merit in and made out of crab apples. Nobody those pictures. I, myself, had always clse in the country had trees that bore wanted to travel and when I looked at such good fruit as old man Gray's did. those stereograph pictures I felt that Nobody else had such good cider. I was right on the spot. When I went When you drank the other fellow's out canvassing I saw that they pleased people, and I felt that what pleased you of a cankered brass kettle. It was people could be sold to them. In a lita prohibition town and, save when the tle while I took my brother in with moonshine man would come along me and left my father to fill the orboot-legging out his 40 rod, the boys ders that were sent in. Just we three who were inclined never got anything worked this business then. And do to drink that would make them want you know, gentlemen," continued the silk buyer, "that this very yokel of a "I'll tell you, these people who are Kansas grocery clerk to-day employs making things nowadays must always from three to five thousand agents. keep grubbing up sassafras sprouts, Hundreds of young men in this counand if a man can, let him try to make try to-day are making their way something for the market that the through nine months of schooling by spending three months of their time during the summer in selling these stereographs? They give satisfaction and they last for a long time, but the factory is continually making new subjects, just as the publishing house is people making hats. Of course there always making new books. He has branch houses all over the world. Yes, sir; the thing in manufacturing, is to make something that gives satisfaction and on which you can repeat."

"Well, that fellow stuck to his business," remarked the specialty manufac-

"Yes, and sticking to it is one of the things that will help to win," replied the shoe merchant.

Some Leisure a Requisite. "Yes, sure," spoke up Watkins, lookeven be sure o' that, and like's not, a "he hit onto a thing that fits into the ing straight at Joannis Carolianus one of 'em ain't never looked through needs of lots of people. If a man has and perhaps obeying a request of the a corner on canary bird food he can't | college boy's father—"attending to do as much business as if he were to business will help to build a business; have a grip on all the wheat that but at the same time there's no use in grows. Everybody eats bread, but a man eternally drudging. The business man is the man of all men who "But," began the silk buyer, "when- should have some leisure time each ever there's anything like making day that he may devote to self-culbread where it's very plain to any ture; and the professional men who mind that there will be a demand for are so set up about their accomplishit, you will always find a lot of people ments don't really know just how culgoing into that business. It is a great tured many business men are-men at deal better to start up something on whom they turn up their noses. First, your own hook that nobody else has, a man should attend to his business, to than it is to start in on something that make a success of it. He need not of everybody is using and go into compe- course, be quite so ignorant of other tition with others. Why, there's a firm affairs as one of my actor friends once out in Chicago that's doing a business was. I am sure you've all seen Eddie of nearly half a million dollars a year Foy. Eddie, you know, is wise in the -and what do you suppose that busi- ways of the world, but he was about ness is? They are making a prepara- the most verdant Shamrock that I ever tion which is said to take the kinks knew when he first went on the stage out of negroes' hair. Who would think He came right out of the Kerry Patch that a business like that would amount of Chicago and made a hit on the first to anything? Still, that firm's cleaning ball pitched. He was under the manup bushels of money every year. Of agement of Henderson. After Eddie course, there's an element of flimflam had caught on good and hard in a in the business. The stuff will straight- couple of plays, Henderson sent him en out the kinks all right-but after a over to Paris to select costumes for a

> I met him on the street and he said to me: "'George, come on and go over to Paris with me.'

"'I'd like to go the best in the world, Ed, but I'm afraid I can't.'

"'Oh, come off! And come on, any way; I'll give you the time of your life. See here, I've just received a letter from Miranda (Miranda was the Premiere Danseuse of the company wi... Foy) and she is at her old home in Rome and she wants me-see, here's the letter-to come down to It'ly." Then, in an undertone, he asked, 'And say, George, on th' level, where is It'ly, anyway?""

As the business men talked, Joannis Carolianus, as it had been his custom at Harvard, made a few notes. These read: "To build a manufacturing business faking won't work; use good material; make good stuff; create somehing new, which people like, which will be used widely; stick to business."

Senator Was in No Hurry. Senator Pettus, the ancient Alabama

statesman, makes it his business to learn something now every day if possible, though sometimes he refuses to avail himself of the knowledge thus low that was selling these here parlor obtained. The other day he and a picture things-what do you call 'em? | much younger colleague were waiting You put a sort of a do-funny up to for an elevator which was rather your face and look through two glass slow in making its appearance. "You eyes that make the picture look life know," said the impatient young man, size and have depth to it-just like "you ought to ring three times. That is our signal, on hearing which the elevator man comes at once." "Oh, that's a senator's ring, is it?" : / i Mr Pettus. "Looks to me like a waste of father's silk buyer. "Yes, sir; this fel- energy when one ring will bring the low who had been a rube grocery clerk man without much of a wait. Besides

First "Popular Vote" Senator.

Oregon's new senator, Jonathan Bourne, of Portland, represents a new order of things both in his state and in the nation. He is the first senator ever elected by a popular vote. "Yes, as one of these stereograph Senator Bourne will be a business agents handed him a bunch of those senator. He is a millionaire. He will things. But the rube went down into be one more Harvard senator and one Arkansas again and had the greatest more bay stater, for he was born success selling the pictures. The busi- in Boston a little more than 50 years ness at that time was on the bottle, but ago. Thirty years ago he went to