

COMMERCIAL CLUBS

CAN BE MADE IMPORTANT FACTORS IN TOWN BUILDING.

BEST FIELD FOR THEIR WORK

Their Efforts Should Be Put Forth to Keep the Dollars in the Home Town—Protecting Business Interests.

During the past few years there has been more than ordinary activity in the organization of so-called commercial clubs, business men's leagues and similar associations in the agricultural sections of the country. Some had mushroom growth, and like some flowers, bloomed and blossomed, withered and decayed in an hour. Others struggled along indifferently and succeeded in spending much of the people's money without assisting the town to greatness, while a very few succeeded in doing things that were of benefit to the community.

There is little use in trying to make a suit of clothes for a man out of a pattern of cloth that has only sufficient goods for a child's suit. There is little use in trying to build up a great town in a locality where there is not the material to sustain it, and where there are only resources for the support of a hamlet. Towns of importance exist only where there are certain natural advantages, resources that can be utilized in manufacturing, territory sufficiently large to command extensive trade, or some other favorable condition. In the west manufacturing must be the economy of things be confined to such lines as can be advantageously produced. In manufacturing there are many factors. There must be considered the cost of fuel, the raw material, the labor and highly important are the transportation facilities.

One of the noticeable things about commercial clubs is the optimistic tendencies of their members. Business men of a strictly agricultural town will form an association. Perhaps the leaders are interested in the real estate business. They want the town to boom. Some of them may have a few acres of land worthless unless for a "factory" site. Meetings are held, plans are made for the bringing in of some manufacturing plant that perhaps may give employment to half a dozen or a dozen hands. Correspondence is started with a view of getting some outsider interested. The right man, apparently, makes his appearance. He wants a bonus of a few thousand dollars. His proposition is seriously considered. The subscription paper is passed around, the amount secured, and the real estate man sells his "factory" site at a good price. The factory is started. It runs about a year and there is a vacant factory building for rent, or for sale. How many towns in the southwest have had this experience?

Even had the enterprise been a success, it remains that there is a field more productive of good for the town than the "club" overlooked. Say that a factory be started in a small town. It may give employment to a dozen men. The pay roll amounts to \$30 a day. The output of the concern may reach a total of from \$25,000 to \$35,000 a year. "Every little helps," and all other things in harmony this adds to the importance of the place. But let us do a little "estimating." Suppose that there is about the town a territory of 150 square miles. Suppose that each square mile represents four families—farmers' families. This would make 600 families who should do their trading in the town. The reports of the bureau of statistics of the United States department of labor and commerce, assures us that the average expenditure of the farmer each year for all the supplies he requires in the way of agricultural machinery, carriages, wagons, clothing, and food, is \$627. Careful estimates of the amount of the farmers' trade that goes to the mail-order house and is in other ways diverted from his home town, shows that it is more than 25 per cent. of all he spends. Thus we find that from the territory of the town there is annually diverted in trade the nice sum of more than \$79,000. This amount goes from the town, ceases to be a factor in its upbuilding. It means that every day the town loses about \$132 in trade.

Now would it not be much better if the commercial club took up the matter of devising means of protecting the business interests of the enterprises in the mercantile lines already established, than to bring in a new enterprise of uncertain success? Is not the trade of the farmers and the people of the town equally as beneficial as the wages paid to the few men that the factory might employ? Does not \$79,000 in trade more than equal the output and the general accruing to the wealth of the town by the factory?

It is evident that there is a wide field for commercial club effort in the keeping in the town the dollars that are earned and devising means of protecting trade.

His Dire Threat.
There was determination stamped on his brow.

"Refused, eh!" he hissed, snapping his words like the explosions of a motor-cycle. "Then I shall turn on the gas."

The beautiful girl swooned. When she recovered she found him sitting in an easy chair reading the sporting news.

"Ah, you didn't turn on the gas after all, did you?" she asked in trembling tones.

"Yes I did," he replied coldly.

"You—you turned on the gas, Harold?"

"Of course I did. How could I light it if I didn't turn it on?"

And then she asked his forgiveness and accepted him on the spot.

A Canine Secret.
"You can always tell the people who are unhappy from the look of their faces," said the tired woman, "but if you look out of the window of a morning you never can tell which dog it is that has cried all night and kept you

UNITY OF INTERESTS.

Relationship of Residents of Rural Communities to the Home Town.

"Live and let live," is a policy that has come down through the ages and is an expression of the Golden Rule only in different words. There is no man in man a desire for self-preservation. It is a law of life, and to this desire can be attributed that which is considered selfishness within us. Savage man has little regard for the rights and properties of others. He lacks the sense of equity and justice and is guided solely by the brutal instincts. Intelligent man realizes that all his fellow creatures are entitled to the same rights he would enjoy himself. Therefore where the Christian spirit is found, there can be looked for such equity as gives all an equal chance to gain a livelihood and to enjoy the products of their labor.

There should be the greatest harmony among the citizens of every community. The interest of all the classes comprising a city or a district should be considered identical. It has been noted that the most prosperous towns have been built up by harmonious and united effort of all the people composing it. In these days when there are evils to combat, when oppressive trusts exist that are factors in unequal distribution of wealth, it is all important that the masses in each and every community unite and work in harmony for the protection and betterment of local conditions. It is to be regretted that in many agricultural communities there is a lack of harmony between what is called the business interests and the producers of crops. Different reasons may be advanced for this condition, but the most common cause is a misunderstanding on the part of the citizens as to the relationship that should exist between them. It is wrong for the teachings that go forth that the farmers' interests are different from those of the merchant, or that the merchants' interests differ from farmers' of the community. It is also an erroneous idea that the town is alone for the townspeople and the country districts for the farmer. It is not true that the merchant is dependent upon the farmer for his support? And it is equally true that the town is an important thing to the farmer. It is a convenience to him and he is as deeply interested in all that pertains to it, to its advancement and the betterment of its public institutions, its streets, its parks and all, as are the people who reside within the town. The merchants should realize how important the farmer is to them, and the farmer should be brought to a realization that the town is for him as well as for those who reside within its limits, and that the less antagonism between the residents on the farms and the residents of the town the better: it will be for the whole community. There is a unity of interests that cannot be ignored, and there is a common field wherein all can work for mutual benefit.

GET-RICH-QUICK GAMES.

Government Investigating the Operators of Bucket Shops That Do Business Through the Mails.

In times of prosperity there are always chances for the grafter. During the past ten years has been the era of the get-rich-quick man. No sooner does one scheme play out than another takes its place. Thanks to the ever diligent postal inspectors, and an unrelenting government, the schemers are not so plentiful as a few years ago. For some years a number of supposed legitimate grain and stock brokers thrived in both eastern and western cities. These were active in soliciting through the mails, and through local offices the business of small investors. The millions of money gained from the unsuspecting people will never be known. In New York, Chicago, St. Louis and other cities large and extensively conducted offices were maintained. Once the government got on the right trail, there were irregularities discovered that resulted in fraud orders being issued against a number of the concerns. The end is not yet, and the work of extermination will be kept up till there is none in operation. Buying stocks in a fair market is a risky business, but when there are schemers to stack the cards against the investor, there is not a ghost of a show. Many a bank clerk and business man can trace his downfall to speculating in the bucket shops.

Deadly Common Plants.

The things that give the most pleasure in life frequently can also cause the greatest pain. Among flowers, for instance, the beautiful snowdrop, the hyacinth, jonquil and narcissus are all poisonous, and to eat the smallest part of the root of either of them would produce fatal results, while the juices of the leaves will cause violent vomiting.

The berries of the yew tree have killed many people, and the opium obtained from poppies has also claimed its victims. Lady's slipper and lily of the valley are both dangerous, and if the blossoms of crocus are chewed they will cause vomiting. Flowers from bulbous roots, however, seem to be the most dangerous, and it might not be out of place to dealers in these to label them with a cross-bones and mark them poison.

Courage in Daily Life.

Bravery helps to make a nation safe. A nation of cowards, however prosperous, cannot be a great nation. Men and women who dare fling themselves against great odds for the sake of their convictions; who do not shrink from crying out against any evil that may menace the purity of the government; who will, if need be, sever all political, social and financial ties for love of country—these are the heroes to which a nation resorts in her hour of need.

Cigarettes and Conscience.

The man who limits himself to cigarettes shows a smallness of mind. He seems smitten with some hidden conscience that feels it is not right to smoke; but he smothers it, and with great bravado declares to be a devil of a dog, and take a cigarette.

NEW TREE FOR MEXICO



TYPICAL TRUNK FORM AND BARK OF JUNIPERUS MEGALOCARPA.

FOLIAGE (A) FRUIT (B) SEED (C)

Probably no other group of the pine family is so difficult of identification as the species of Juniperus. The distinguishing characteristics of those long known are even now so imperfectly understood, except by a few specialists, that forms of the different species occurring in the same region are constantly confused. With a few exceptions, they are exceedingly difficult trees to distinguish in all stages of their growth, even with the fullest assortment of flowering, fruiting and foliage specimens, such as few herbaria possess. Much very critical study is needed also of trees as they grow in their native habitat where, frequently, they show specific characters which may well be added to what must, at best, often be a meager descriptive picture. As good evidence of the difficulties these trees present, one has only to point to the fact that such really distinct species as Juniperus virginiana, of northeastern United States, and J. barbadensis, of the south Atlantic and Gulf region, should have remained so long confounded with each other; or that the equally distinct, but still little known, Juniperus scopulorum should have been so long supposed to be only a Rocky mountain and far-western form of the eastern Virginia red cedar. It is probable that very much is yet to be learned about our junipers, a critical field study of which must yield still other new species.

One most-important work which members of the forest service are doing now in the national forests, and aside from their other economic forest work, is the careful scrutiny of trees, wherever found, for the purpose of determining their limits of range. The present organized body of men in charge of and conducting investigations upon these forest lands constitute an exceptional corps of trained workers, through whose observations very much new information has already been added to our knowledge of North American trees. It is only through the combined efforts of investigators, each working carefully over his portion of the territory, that we can ever hope to know all of the trees we have and exactly where their limits of range are.

Mr. W. R. Mattoon, assistant forest inspector in the forest service, has recently collected notes, photographs, and specimens which enable the writer to distinguish a remarkably unique species of juniper, for which I propose the name Juniperus megalocarpa; the specific part of the name refers to the strikingly large fruit this tree bears. An appropriate common name would seem to be, Big-fruit Juniper. So far as is known, the tree has no field name, not being distinguished from other junipers or "cedars" of its range.

At present this species, which was first seen by Mr. Mattoon, September 22, 1906, is known to occur in only one locality. This is approximately in section 11 or 14, township nine south, range 20 west, of the Gila National Forest, N. M. The location is midway between the towns of Alma and Frisco, and about three miles above the San Francisco river. Twenty to 30 trees form an orchard-like stand on an alluvial sandy terrace a dozen feet above the stream, while below the point, stretching for possibly a mile, occur scattered single trees and small groups in similar situations, or at the bottom of the dry, rocky canyon slope, which bears a scanty growth of piñon pine, alligator juniper, one-seed juniper, and scrub oak. The elevation of the stream bed, near which the trees occur, is about 5,400 feet, and the tree ranges within 150 feet above the stream. Forest Ranger William H. Goddard reports having seen a juniper, which may prove to be Juniperus megalocarpa, on a small tributary of San Francisco

river, about six miles west of Pleasanton, some 20 miles from the above locality, in New Mexico and near the Arizona line.

Juniperus megalocarpa is a short, thick-trunked tree, 30 to 50 feet high and two to four feet in diameter, with a broad, oval, rounded, compact crown of short, stout branches. The branchlets are short, very dense, and clothed with pale, yellowish-green foliage—sometimes bronze-green or, on young trees, often with a whitish (glaucous) tinge. The leaves are in threes, acute, closely pressed upon the branchlets, mostly with a minute glandular pit on the back, the pit often with a rather conspicuous resin spot; leaves on vigorous leading shoots have slightly spreading, somewhat slender points, and decurrent bases. Only mature fruit has been obtained so far, and it is not known whether this tree matures its fruit in one or two seasons.

The fruit, with a dense, glaucous bloom, has a thick, one or two glossy, chestnut-brown seeds. The seeds are marked by a large two-lobed hilum. When the fruit is ripe, the seeds may be easily extracted from the pulp without breaking or cutting it all away. Trunks are clear of branches for 15 or 20 feet, or more, and have dark, reddish brown, finely fissured bark, which is shredded on the surface. In general appearance the bark and size of the branchlets and foliage resemble those of the one-seed juniper (Juniperus monosperma), from which, however, the very large, densely glaucous, one and two-seeded fruit at once distinguishes Juniperus megalocarpa. The large-sized fruit of the latter naturally suggests that of alligator juniper, but from the fruit of this it differs in its large size and otherwise very greatly, while, of course, the transversely checked, thick, brittle bark of the alligator juniper distinguishes it from this tree, as it does from all other known junipers. The wood of Juniperus megalocarpa has not been obtained, but the heartwood is known to be rather strongly fragrant and light yellowish brown.

GEO. B. SUDWORTH, Dendrologist, Forest Service.

Warship Past and Present.

"When I saw our latest leviathan warship, the Indomitable, launched at Glasgow the other day," writes a correspondent, "I could not help wondering what our forefathers of a century ago would have thought of her. In 1800 a leading naval authority wrote: 'The size of our ships seems now to have reached its ultimatum.' * * * The French, indeed, have latterly built a ship of most extraordinary size, 172 feet keel, 55 feet nine inches by the beam tonnage about 2,850 tons; but she is pronounced to be entirely unfit for service.' And yet this marine monster of 1800, whose size made her so unwieldy that 'she hath never been out of harbor,' was but a third as long as our latest cruiser, little more than two-thirds the width, and a sixth of the tonnage—in fact, she was relatively so small that she might easily, one would think, have been carried on the Indomitable's deck. Although a 50-acre forest had provided her timbers, and it had taken 200 shipwrights a year to build her, her total cost was less than one-tenth that of her successor of to-day."—Westminster Gazette.

Breaking It Gently.
Foreman (quarry gang)—It's sad news Ol hev fur yes, Mrs. McGaharaghty. Yes husband's new watch is broken. It was a foim' watch, an' it's smashed all to pieces.

Mrs. McG.—Dearie me. How did that happen?

Foreman—A ten-ton rock fell on 'im.—Royal Magazine.

THE MOTOR-CYCLE THAT WOULD NOT WORK.



An amusing incident in a South African compound. The coolie on the motor-cycle had just bought the machine secondhand for \$50. He had tried to get it going and had failed, to the great delight of his comrades. His progress, of course, was not arrested by the gentleman who held the wheel, but by the fact that the machine was a dud.

DAINTY SALAD DISH

COMBINATION OF TOMATO AND PINEAPPLE.

Something New to Serve at the Next Luncheon—Proper Mixture of Ingredients for the Appetizer.

For tomato and pineapple salad, peel medium sized tomatoes. Remove a thin slice from top of each and take out seeds and pulp. Sprinkle with a little salt and place in the refrigerator for an hour. Just before serving fill the tomatoes with fresh pineapple, thoroughly chilled, cut in small pieces or shredded, and nut meats, using two-thirds pineapple and one-third nuts. Mix with mayonnaise dressing; garnish with a little of the dressing, and halves of nut meats. Serve on a bed of lettuce leaves or water-cress.

Most salads should be dressed just before serving, whether French dressing or mayonnaise is used. Celery or lettuce wilt if left in oil and vinegar. Celery should not even be washed long before serving, as it becomes rusty. Potato salad takes up large quantities of oil, and need to be very well mixed with whatever dressing is used.

Salads made of greens should always be served crisp and cold. Canned or cold cooked left-over vegetables are well utilized in salads, but are best mixed with French dressing, and should be placed in the refrigerator for an hour or so before serving. Meats for salads should be freed from skin and gristle, cut into small pieces, and allowed to stand with French dressing before combining with vegetables.

A dinner set usually consists of from 100 to 150 pieces. All large houses carry a number of stock patterns, so that one may replace at any time a half-dozen or dozen plates or cups and saucers. These stock patterns are not confined to the cheaper grades, but many of them are artistic in design and of the best quality of domestic and imported china. Blue and white is particularly attractive for breakfast. It is no economy to buy a cheap ware, and the simpler the color and design, the better. Gold is expensive. It is well to choose china which has the name of the maker on the bottom. If one lives in a large city, where special sales are held once or twice a year, great bargains may be picked up.

Lingerie Sash.

Take three yards of ribbon two inches wide and five about three-fourths of an inch, five yards lace insertion, and eight yards edging. Cut off enough wide ribbon for belt, allowing several inches to fold over finished bow. Sew lace edging on belt portion. Now take balance of ribbon and turn ends under neatly to form points. Ends made this way make the sash hang better. Finish all around with insertion; then narrow ribbon; then lace edge. Make two short loops and two long ends, and finish by folding over extra length left on belt piece. By basting this on strips of newspaper it may be made on machine in a few minutes, the paper being necessary to keep material from "pulling up" under presser foot.

Children Help Themselves.

Children may be taught to help themselves early if things are arranged for their convenience. A row of shelves or a window seat box may hold the toys when not in use. Encourage the little ones to put their toys away. A waste paper basket may be an attraction and an incentive to picking up their paper clippings, a little broom and a basin of water on a low table and some little towels will induce clean hands and neat clothes, and if a cleaning cloth is hung on a low hook whatever the little one spills he may be taught to wipe up immediately. Even a little red dustpan and brush would make picking up after itself a pleasure to the child as well as a duty.

Porch Furnishing.

For a cottage on the lake or seashore the deep porch may be made a picture in deep blues and the brilliant scarlet of Turkey reds. This scarlet tone may always be used effectively in porch furnishings, especially when the scarlet and white East India cottons are in combination. Delft blue gives a lovely porchroom also; the hammock in blue and white cord; denim cover in blue worked with white for the table; blue denim cushions for the chairs, as well as piled in the hammock; a big wicker armchair petticoated and cushioned in blue and white Japanese cotton crepe, and on the floor a blue and white "hit or miss" rug in cotton.

Braiding Thin Gods.

The best way to braid thin materials is to have the pattern stamped on heavy paper or cardboard and baste the material over the stamped pattern. Follow the outline of the pattern, sewing by hand or with the machine. It takes some skill and experience, however, to use the machine for this work. If the braid is put on by machine the stitching is done through the paper and the paper is afterward cut away from the back.

Cocoonut and Rice Pudding.

Cook half a cup of rice with three pints of milk and let it cook till very soft; then cool it. Beat together the yolks of five eggs and the whites of three, a cup of sugar and a cup of grated cocoonut; if this last is desiccated; soften with a little milk and squeeze dry. Stir in the rice and bake in the oven till it is a custard. Make a meringue of the two whites of the eggs and put on top. Serve cold.

Old Skirt Useful.

Take any discarded light skirt, cut into strips three or four inches wide, fagoting them together until there is a piece large enough to lay a waist pattern on and cut out. Make the yoke of narrow bias pieces, also fastened together with fagoting. When completed make as pretty a waist as can be desired.



(1) CHIP HAT (2) BLACK STRAW HAT

It is very much to be hoped that we shall not go too far down the road of exaggeration in the affair of hats this season—or, rather, in our manner of wearing them!

The slight upward tilt, which leaves the hair above the forehead uncovered, is exceedingly attractive and it makes a woman look wonderfully young and unsophisticated; but then there is a limit and some seem inclined to go beyond it. I have frequently had occasion to remark on the charm of the picture fashions so much in vogue this summer, and never, that I can remember, were our hats more deliciously becoming; but when the upward tilt is carried to extreme exaggeration it borders on the ridiculous, for the hair at the back of the head is, practically, covered, and the impression conveyed is that some rude person has caught the hat and deliberately pulled it back from the face, jamming it down on the back of the head at the same time.

When a cloche hat is in question—and this season the cloche may be said to be ubiquitous—the perfect manner of wearing it is absolutely straight on the head—that is to say, neither raised at the back nor at the front. It may be coquettishly tilted to one side, just a trifle, with the best effects, but the cloche should seem to rest right on the hair and to mingle with it!

The hat in the lower right-hand corner of our sketch can be worn with much advantage with almost any of the simpler summer costumes, and will be found vastly becoming, as well as pleasantly light and cool. It is obtainable in brilliant straw of several leading colors, such as navy blue, green and Tuscan, the brim showing the almost inevitable, and certainly attractive, mushroom curves; while for its trimming, a figured silk scarf, which introduces some effective contrast of color, is draped round the crown and loosely knotted at one side where the ends fall over the brim.

The hat displayed in the lower left-hand corner is of cloth and may be of any color, or may be made of cloth to match the costume worn. There is a soft, indented crown and a firm brim, which has something of a mushroom slope. This hat is ideal for traveling or sporting wear, as there is absolutely nothing to get out of order, the natural feather mount which finishes it off at the side being quite unaffected by even a downpour of rain.

SHORT CHAPTER ON DRESS

Mauve and pink are undoubtedly among the popular combinations. The former color, however, is not much worn unadorned, while the latter in every possible shade owns its devotees by the hundreds. Much as I admire the dull soft tone of conspicuous favor, I realize, however, that to most women pale blue is infinitely more becoming, and I hold a brief perpetually for the charms of summer dresses made of very pale blue voile

with straw hats trimmed with pink roses, and I am reminded whilst I write of a particularly good specimen of soft, thin pastel blue cloth which I met completed with a high-crowned crinoline hat encircled with roses shading from pink to mauve, over



Handsome Summer Gown.

which was thrown a net veil of grey tone edged with a narrow silk fringe.

An ideal costume for morning wear at the immediate moment is made of a very thin twilled light grey cloth, the coat being innocent of trimming save for narrow insets of black and white striped drill which appear on either side of the large silver buttons, decorating the fronts, while at the neck a waistcoat of white pique puts in a welcome appearance, and the sleeves bear narrow frills of hem-stitched lawn. A pretty effect this has, and enhanced by a white lawn shirt and a plain skirt cut on the cross fitting tightly round the hips and bearing but a few folds at the back.

In following out the design of the dress shown a touch of silk can be given place in the center of the diamond-shaped medallions, and a narrow piping used to finish off the collar band of the lace chemise which, by the way, should be made detachable and in duplicate, so that it can always be kept quite fresh.

The richest unmarried woman in France is probably the Princess Marie Bonaparte, daughter of the late Prince Roland Bonaparte. She inherited a vast fortune from her maternal grandfather, the late Edmond Blanc—"Monte Carlo Blanc." She is 25, pretty and accomplished, and, although not affianced so far, is very likely to find a husband among the royalties of Europe. Princess Marie has also gained expectations from her uncle, Edmond Blanc II., who is a multimillionaire.—Tit-Bits.

NO TIME FOR AILMENTS.

Heroic Remedy That Cured Jordan of Foolishness.

Something was always the matter with Jordan. When he was not suffering from excruciating pains in his back or chest, or groaning with an attack of indigestion, he was threatened with the inflammatory rheumatism, appendicitis, or something equally terrible. He could talk by the hour about his miseries, and frequently did.

"I know what will cure you of all these ailments you have been telling me about," said his friend, Dr. Simmons, to him one day; "but it wouldn't do any good to recommend it to you."

"I'll promise to do anything you suggest," vowed Mr. Jordan, "if it's something that isn't beyond my powers."

"I will answer for that. You go to the big brickyard just outside of town. Tell the superintendent I sent you there, and that I want him to give you a job among the boys who lift the soft clay bricks from the moving platform or belt just as they come from the machine, and place them in racks.

It's lively work, but there's something in the atmosphere of fresh clay, or in the handling of it, perhaps, that's just what you need. Take whatever he offers you, if it's only a dollar a day."

"I'll do it!"

It was several weeks before Dr. Simmons saw him again.

"Hello, Jordan!" he said, when he met him. "You haven't told me anything about your ailments lately."

"My ailments!" exclaimed the other, "Good land! Do you what kind of a job that brick-jerking is? I haven't had time to talk about my ailments, or even think of them, for a whole month, and every last one of 'em has left me!"

"I thought so. You may quit now. You're cured."—Youth's Companion.

For Dry Hair.

Should the hair be dry and lacking in the luster that is one of the chief charms of well-kept tresses apply this mixture every other night: Forty grains of resorcin, one-half ounce of glycerin, diluted alcohol to fill two ounce bottle.