

**TIPS TOUCH MANY PAWS**

**System Put on Business Basis by New York Hotels.**

**PRIVILEGE LEASED TO EMPLOYEES**

**Many Sources of Graft Worked Up to Perfection as Revenue Producer—Takeoffs Up and Down the Line.**

Tippling furnishes the smoothest quality of "velvet" that passes through the fingers of New York hotelkeepers. Formerly the hotel proprietor either took the whole roll or forced a division of the spoils. Now the proprietor sells out the tipping privilege at so much a month or year to trusted employees.

Cost room privileges in the larger hotels sell for \$5.00 to \$10.00 per annum, and one hotel is alleged to have received as high as \$10.00 for its combined privileges. Let us tip collectors. Notwithstanding the high prices paid, the men owning tip stands gathered in more than \$100,000 from generous visitors.

Take a large hotel, entertaining only the wealthiest persons. Vehicles arrived at least on two sides of it. At each entrance stands the man who helps persons out and calls their vehicles when wanted. He has a corps of assistants. The lowest price paid the hotel proprietor for the door privilege in New York is \$15 a month, or \$300 a year, for medium-sized hotels. The highest price paid is \$10,000 a year. The doorman has a day shift and a night shift. The day shift catches the big afternoon tea gatherings, the lunches and day entertainments, such as musicales and lectures. The night shift gets the diners and the after theater supper eaters.

Every person arriving in a vehicle hands the doorman from 25 cents to \$1, and some are even more liberal. There are also many residents of the city who several times a week to tea or to dine. These, as a rule, do not hand the doorman a tip each time, but once or twice a year present him with sums of from \$5 to \$25. He knows personally all of these resident patrons and gives them his best service. All of the tips taken by the doorman's employees are turned over to him, the employees getting only regular wages.

**Most Profitable Line.** It is the coat room privileges for which the hotel proprietor receives one of the highest rentals. There is a story that when the palm room of one of the big hotels was opened as a novelty several years ago the tip revenue of the hotel averaged \$10,000 for two years from checking hats and outer garments alone. The very large price of \$50,000 a year was said to have been paid by the owner of the tip taking privilege for checking garments alone.

Then other hotels built equally pleasant palm rooms, dividing the crowd and patronage, so that the palm room divided as a moneymaker, and now pays the corporation only one-fifth the former revenue. The afternoon tea is quite the biggest tip gatherer of today. A large orchestra is the drawing card, and women find it just the place to display their latest costumes. At the door of the tea room stands a corps of valets in English knickerbockers, who remove wraps from women and take hats and coats from the men. Elsewhere there is a woman's cloak room with women valets.

One man owns this check privilege both at the restaurant doors and the women's room, for which he pays the hotel corporation not less than \$10,000 a year, his revenue being two and one-half times that sum. Every tip paid to any of his employees is turned over to him. He and all other men owning hotel and restaurant tip privileges are employees of the hotel or restaurant, receiving small salaries, and the hotel is responsible for them and for all garments confined to their care. The owner of the tea room privilege stands among his men, his watchful-eye taking in constantly the progress of tip gathering.

**Making a Show of Wealth.** The tips received vary from 10 to 25 cents per person, but these are often increased by liberal spenders and on special occasions. Women pay the smallest tips and the privilege owner depends on the men, who are striving to make a show of wealth, for his principal revenue. The "good old summer time" would be bad for him but for the fact that he has got an iron in the fire at some big summer resort. For about seven months, however, things are all his own way.

The bootblack privileges are divided in different hotels. In some the shoe stands are owned by Italians, who are gradually getting a monopoly of them. In other hotels the head porter owns the shoe stand outfit. It is predicted by some hotel men that the porter must go, that is, retire to the privileges of handling baggage only, which is quite enough for him as a money getter. It is better for a hotel, it is asserted, to sell the shoe stand to an Italian, who is always there with his assistants, while stands run by the head porter may be deserted time and again by all the porters being busy in various parts of the house handling baggage.

With scarcely an exception all head porters of hotels have retired wealthy from tips, which they take from all the under porters. No matter who gets the money the tip goes to the head porter. When a patron on departure seeks out the head porter and hands him a bill of from \$1 to \$10 he also pays the porter who handles his trunks a quarter or half dollar, and this ultimately gets into the head porter's pocket.

**Green Hands in Favor.** The heliboy privileges is also drifting into the hands of one tipper, although this system is not yet general. Where a man buys the heliboy privilege from a hotel he must take in green boys and train them for their duties in order to get the tips they receive. No experienced boy who has been accustomed to receive tips would consent to work for mere wages. Some day, it is believed, all the latter class will run out of hotels and the new regime will take possession, so that when one fees the boy for ice water or stationery one will be really tipping the owner of the privilege.

Dining room tip privileges are absolutely white not taking all the gratuities received by waiters, receive a liberal share. Enter almost any dining room in New York of the first class, and it will be seen that the best tables are always occupied by the best spenders, and the same waiters always attend these tables. These are the preferred waiters of the dining room who are giving up the largest percentage of their tips to the head waiter.

New York has a large and growing class of spenders of whom every first class dining room keeps a list. No matter what the occasion, even the New Year's Eve dinner, when all the tables in New York are reserved, let one of these spenders telephone for a table and he will get it, and a good one, too. A spender means from \$15 to \$25 a plate for each one of his party for the hotel. He means \$5 or \$10 for the head waiter, personally, \$2 to the captain who takes the order and \$2 to the waiter who serves. The coat man who checks the party's outer apparel and the door man who opens their vehicle before the collision and helps lift them in after it get at least \$1 each. A sample midnight dinner

for four persons at one of the most prominent hotels means \$100 for the hotel and \$16 for tips.

**The Kitchen Takeoff.**

Down in the kitchens of many hotels an entirely different regime is in vogue. Not many tips drift downstairs, except as some departing or permanent patron sends a contribution to the chef. Light, however, has been let into the regions of the kitchen in a pamphlet issued in Boston by James M. Bishop, who charges that in every city it is a chef's club, and that all employees of kitchens are engaged solely through these clubs, which take at least 10 per cent of their wages. Those employees must also pay the chef who takes them on \$25, except the second cook, who is left immune on condition that he agrees not to take, or strive to take, the chef's position. Mr. Bishop charges that \$2,000,000 is annually taken in "kitchen graft."

Even the elevator men in many big hotels are now syndicated by one tip taker. On Christmas every elevator gets a full box, contributed by every patron in the house. The permanent patrons put up various and large sums, the transients pay as they come and go. All this money goes to the one man who has purchased the privilege from the hotel.

Tips received in big hotels range from \$100,000 to \$200,000 a year—tidy sums to be divided up among several men owning the privileges to collect them. In other words, a round sum which cannot be estimated, but which must run into millions, represents the annual incomes of syndicated tip takers in New York.

In addition to the hotel system the tip taking privileges of large opera houses and theaters are often sold outright to one man. In many apartment houses, too, one cannot get a card taken up to a resident without first tipping the elevator man.—New York Herald.

**COST OF FLYING MACHINES**

**Tips for Would-be Aviators on First Cost, Operator and Maintenance.**

The cost of the aeroplane to the amateur desirous of emulating Hamilton, Curtiss or Paulhan is discussed at length by a writer in the London Daily Mail. He says that a copy of the Farnam biplane used by Paulhan in the memorable London-Manchester flight cost \$6,000. The packing case for its fragile skeleton and delicate machinery cost \$250. A monoplane, such as that in which Bleriot made his thrilling voyage across the Channel, is much cheaper—the price is but \$2,400. A biplane is much easier for the novice to manage than the monoplane. An awkward landing is likely to cost \$10 or \$15 for minor repairs. A skilled house the aeroplanes need not cost more than \$50, but a more elaborate "hangar," as the aeroplane garage is styled, may cost as much as \$2,000.

To a beginner who is not well acquainted with aeroplane motors the services of a special mechanic will be essential. The

salary of a reliable man—one who thoroughly understands the delicate "tuning-up" process necessary every now and then with aeroplanes—ranges from \$15 to \$25 a week. Two or three odd men are generally necessary at the commencement of each flight to assist in maneuvering the aeroplane from point to point. The actual cost of flying while in the air varies enormously, according to the engine used.

"On my Farnam, with the Gnome motor," Mr. Grahame White said, "I find I use four gallons of petrol in an hour's flight. At 12 in 24 a gallon this represents 48 sd. Then there is quite a gallon and a half of special lubricating oil to add to this, representing a cost of 75 sd. Thus the total cost of an hour's flight is 12s 3d. During an hour I should have traversed forty-five miles. Therefore the cost of my flight would be slightly less than 34d a mile. Some other motors consume more petrol, but far less oil. It is a question of construction and power. But when the aeroplane is quite a practical machine, flying will be far cheaper than motoring. There will be no heavy tire bills and no wear and tear from the vibration of the roads."

**Bankruptcy Suit at Sioux Falls.**—SIoux FALLS, S. D., July 22.—(Special.)—One of the most important bankruptcy cases filed in the federal court in this city this week is that of the estate of the late O. T. Tuttle, a general merchant of Dell Rapids. In the schedule accompanying his petition he places his liabilities at \$14,973.44 and his assets at \$13,458. Of his assets, property to the value of \$2,500 is claimed to be exempt. Among his creditors are firms at St. Paul, Minneapolis, Sioux City, Omaha and a number of other cities of the west and northwest. The case will be adjudicated by Henry A. Muller, referee in bankruptcy of Sioux Falls, in whom it has been referred.

**Big Ranch is Sold.**—YANKTON, S. D., July 22.—(Special.)—The W. H. Stearns ranch, eight miles west of Yankton, consisting of 1,300 acres, was sold this week to Virgil Winfrey, the present occupant, for \$25,000 cash. This ranch, once the home of the cattlemen whose name it now bears, is regarded as one of the finest stock ranches of the country, and there are few left. It is finely situated on the Missouri river.

**Boy Accidentally Killed.**—ABERDEEN, S. D., July 22.—(Special.)—As the result of a rifle shot through the abdomen, Willie Nelson, a 14-year-old Scotch boy, died at a local hospital yesterday. The weapon was accidentally discharged.

Persistent Advertising is the Road to Big Returns.

**Crop Conditions in South Dakota**

**Wheat is About Three-Fourths of an Average and Corn Full Average.**

PIERRE, S. D., July 22.—(Special.)—Superintendent Mouton of the Chicago & Northwestern road has just made a trip over all the lines of that road in this state and his opinion is that the state will harvest about 75 per cent of an average wheat crop and barring hail or early frosts, will harvest fully an average corn crop. In fact, in his estimation, a better one than for last year. While there are a few spots east of the river where the drought has been severe and the crop very short, they are small in extent, as compared with the whole state, and in many other locations the crop is ahead of what it was last year, which will go a long way toward keeping up the average. The eastern and southern part of the state is reported to be good. An area between Iroquois and Deesmet has been hard hit. North of Redfield, toward the state line, the crop will be short except in a circle about Columbia, where it is above the average. While the straw is short in that part of the state the grain heads are well filled and the grain of good quality. The wheat yield for last year was 40,000,000 bushels and 75 per cent yield will put it at 30,000,000 bushels.

In the Missouri valley in this part of the state the oat harvest is on, some good samples being brought in. The country north from central Sully county across Potter and Walworth is reported to be making the best showing it has come through with for years. West of the Missouri there are local spots where the crop is a practical failure, one of these being between Fort Pierre and Midland. Another is in the

northwest corner of the state, including Harding and parts of Perkins counties. Other spots which received timely local rains report a better crop than for last year. The crop estimates for past years have not taken in much of the western part of the state outside of the Black Hills section and whatever is secured in that section will be in the shape of a general gain.

The corn crop generally all over the state is reported to be in good condition and late rains have helped along the situation greatly, with the indication now for a good crop generally unless caught by early frosts. The corn yield for last year was put at 50,000,000 bushels and it is expected to be up to normal this year.

**ENFORCING THE ASHPAN LAW**

**Government Files Suit Against the Rock Island Railroad at Sioux Falls.**

SIoux FALLS, S. D., July 22.—(Special.)—That the federal government proposes to hold the railroads to a strict obedience to all national laws is shown by the nature of a suit which has been instituted in the United States court here by direction of the attorney general of the United States. The government is the plaintiff in the action, while the defendant is the Chicago, Rock Island & Pacific Railway company. The railway company is charged with having, on its line in South Dakota, violated the provisions of the act of congress approved May 30, 1908, commonly known as the ash pan law. It is alleged in the complaint in the action that the railway company on certain dates permitted the use on its lines of locomotives equipped with ash pans which were so constructed that they could not be dumped or emptied unless employees of the company sent under the engine, this being a violation of the ash pan law. The government asks that it be awarded a judgment in the sum of \$200 against the railway company for this alleged violation of the law.

**NOVICES TAKE FINAL VOWS**

**Commencement Exercises at Presentation Academy at Aberdeen.**

ABERDEEN, S. D., July 22.—(Special.)—At Presentation academy here eight candidates were admitted into the sisterhood, six novices made their final vows and twenty young women were admitted into the order as candidates for the veil. The occasion was an important one in Roman Catholic church circles and Bishop O'Gorman of Sioux Falls and a large number of priests of South Dakota were present and participated in the exercises, as well as the Rev. Father Charievols, president of the Biateur Fathers of Chicago, the Rev. Father Handley of the Vincentian Fathers of St. Louis, the Rev. Father Reverend of Chicago and the Rev. Father Brummell of Aurora, Ill., whose sister was among those taking the final veil. The eight receiving the sister's habit came respectively from Platteau, S. D., Montrose, Kan., Harbor Main, New Foundland, Kilkenny, Ireland and Aurora, Ill. Bishop O'Gorman preached a great sermon and beautiful music was a feature of the ceremonies.

**Repairing Dike at Yankton.**

YANKTON, S. D., July 22.—(Special.)—After an interval of nine years the government, which has utterly neglected its costly riprap and dikes work in the river here, has commenced some repairs. The steamboat, McPherson, Captain McFarland, and a well known pilot, Henry Keith, were on board. The pile driving began Thursday (real. Can.) Harbor Main, New Foundland; Kilkenny, Ireland and Aurora, Ill. Bishop O'Gorman preached a great sermon and beautiful music was a feature of the ceremonies.

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**This Opportunity** is welcomed by me, and I will make this the greatest sacrifice sale of fine pianos that has ever taken place in America. It is a bona fide sale, no beating around the bush; straight, legitimate and honest. I know every piano in our stock, and I know what I am talking about. I know the value of the pianos that I am going to offer, and I know what other dealers must charge for the same kind. This I believe to be a golden opportunity to establish ourselves firmly in the hearts of the people of this and the adjoining states.

**Our Policy** is based on the principle that the best advertisement is a customer well satisfied—so tomorrow morning, at 8 o'clock, we are going to open our doors to the public and again prove to you that we believe in good, square methods, and by giving better values for less money than is obtainable under any ordinary circumstances.

**Be on Hand Early** Do not buy a piano until you have seen the bargains that we are offering. It makes no difference what you are offered elsewhere, we will give you a better bargain and protection to dealers who are less fortunate than we are. Inasmuch as they are not manufacturers, we must insist on that in order to take advantage of the prices now offered, you must have in your possession an advertising requisition certificate. These will be issued to all customers during this sale by our factory advertising manager, who will be with us during this entire sale. This advertising requisition costs you nothing—it is merely proof of our desire to do justice to all concerned.

**We Are Manufacturers** and can afford to sell our pianos at rock-bottom wholesale prices and still have a small profit, or rather a difference between the manufacturer's cost and the wholesale cost, but even this item of profit will be entirely lost sight of during this sale.

Our main object in this section is to get our pianos before the people where they can see and hear the GENUINE SEGERSTROM PIANOS, which have already created no little comment throughout the northwest.

**Another Promise Made Good.** When I made my first announcement to the people of this section, I stated that I would not offer a second-hand, shop-worn or bankrupt stock piano as long as there was a dollar left in our factory advertising fund, and this we need not do, as we have our store crowded with brand new, up-to-date pianos, and five carloads on the way.

**Our Easy Payment Plan** and low rate of interest is another well worthy inducement which all purchasers are at liberty to take advantage of, even during this great sale. Do not stop to reason how it is possible for us to do this at these prices. Call and investigate.

If it is not convenient for you to call at our store, write for catalogue and factory-to-home price list.

**Then We Have** used pianos, such as Behr Bros, Bush & Gerts, Mathusek and others, which do not come under the head of our special sale bargains, as used pianos can always be bought at a reduced price.

Do not delay in making your selection, as this sale will close as soon as the stock has been reduced to its normal state.

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Round Trip 60-Day Tickets.

New York, diverse route, one way via Old Point Comfort, with ocean trip, the other via direct route.....\$49.40  
Boston, diverse route, one way via Old Point Comfort, with ocean trip, the other via direct route.....\$52.20

Round Trip Season Tickets (Limit Oct. 31).

Mackinac Island.....\$31.80  
Boston, and Portland, Me.....\$58.00  
Atlantic City.....\$55.00  
Buffalo, including Lake trip on Steamer Northland.....\$44.50  
St. Louis.....\$17.00

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Chicago, August 5 to 8, Inc.....\$15.00  
Milwaukee, July 29 to August 1, Inc.....\$15.40

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\$29<sup>60</sup>, 32.00, 33.00 and 34.00 **Toronto, Ont.**  
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