

REAL ESTATE BARGAIN HUNTS

Spokane Dealer Tells of Purchasers Willing to Buy at Half Price.

FEW SACRIFICE SALES MADE, HOWEVER

Realty Snaps Generally Taken Up by Agents Themselves—No Necessity to Offer Genuine Bargains to Outsiders.

A Spokane real estate dealer has been selling a reporter on the Spokane Review his recent experience with bargain hunters—the class of would-be investors who spend a good share of their lives looking for a gilt-edge piece of property that can be had for 25 per cent of its value.

"Bargain days are not possible in the real estate business, but we have a bargain hunter's day just the same," mused the broker the other day after he had assured a woman that he didn't have any improved city property that would pay 25 or 30 per cent on the investment.

"Unfortunately," he continued after the woman had departed, "we cannot well marked down lots on certain days and then mark them up again. The fashion in lots does not change and the



Residence of J. J. Ross, Nineteenth Street, Near Lovejoy.



Residence of J. N. Brown, Thirtieth and Thurman Streets.

round does not wear out, and when sales are established it is best not to put them. For this reason a large number of people will buy real estate.

"Many women never buy anything except at bargain sales. They will do without sugar, washing until some broker is selling pound more on the dollar, and if necessary they will buy their clothing late in the season to get at a bargain.

Bargain Hunters Busy.

"Real estate men have always been to some extent, troubled with this class of buyers, but during the last three or four months they have been legion. In some manner the impression got abroad that real estate would take a big slump. People got the idea that property would sell for about half what it was worth. The impression was so general that many of them decided to trade their savings accounts or property, provided they could get at a bargain.

"They besieged real estate offices in numbers. Most of them were women. Dealers were surprised and delighted at



Residence of H. Springer, Green Avenue, Cedar Hill.

the remarkable increase in inquiry for property right in the midst of the winter. But they soon found the ratio between their sales and number of inquiries was not up to the former average. Very few of the inquirers made purchases. They permitted the brokers to drive them all over the city, showing them innumerable houses or vacant lots, and after a day or more had been consumed in showing them, they would entirely break the news that they had \$500 to invest in a \$3,000 house marked down to \$1,500, and paying 20 per cent on the investment.

"Not 5 per cent of these bargain hunters make purchases. Many of them come to the real estate office to office, they will not buy. Some of them are ready to know when they enter an office that Mr. Spring Buyer before he does not have any property of the kind they are seeking. Such of them as finally buy invest in cheap property, and he begins to talk to him a large per cent of human beings think anything is a bargain that is cheap.

The Chronic Spring Buyer.

"Besides these bargain hunters the real estate man has the chronic spring buyer, who decides once a year that he is going to own his own home. It comes on him every year like the spring fever, and he begins to make the rounds of the various real estate offices. Every dealer is sure he has a cinch sale if he never met Mr. Spring Buyer before. He wants a home, is tired of paying rent; he is going to put his rent into property of his own and get something back. He never divines just how much money he has to put into a home, but intimates that he has enough. Often he becomes enthusiastic over the possibilities of a home, and he talks as good as gold. The agent spends a fat commission in his mind two or three times over. But the man wants to talk to her once more, with his wife; he is sure, however, that he will take the

best he could and went to the proprietor. He repeated what the traveling man had said, not omitting a single trifle. The proprietor sniffed the air and turned on his heel, "Go back to that hobo," he said, "and tell him if we had anything like that in this hotel I would eat it myself."

"And that is the attitude of the real estate agents toward sacrifice sales. If there is any property on the market for half its value the dealer is going to grab it himself."

"In illustration of this point, I heard a good traveling man's story. A drummer who was new on the road and was impressed with himself and his job, went into a country hotel where baked beans and sausage were usually the toppling on the bill of fare.

"Waitab," he said impressively, "bring me a porterhouse steak; and, waitab, cut it two inches thick. Then, I would have it pared on top with sharp knife, roll it in butter and sprinkle with plenty of condiments. When it is done, please garnish the platter with a few strips of lean bacon and mint leaves."

"The waiter absorbed the order as



Residence of Hartman & Thompson, Rose City Park and Will Build.

Hartman & Thompson closed two transactions in Rose City Park last week involving the transfer of 15 lots for a consideration of \$6,000. One sale covered 10 lots which were purchased by Mr. Edmiston of Marion county, who paid \$4,000 for the property. He intends to improve a part of the purchase with a handsome residence this summer and make it his future home. The other deal was with C. Schneider, who bought five lots for \$2,000, and who has employed an architect to prepare the plans for a modern bungalow, which will occupy one of the lots.

J. A. Herdman has purchased from C. H. Thompson a lot on Welder street, between East Fifteenth and East Sixteenth streets, on which he intends building a modern home to cost \$5,000.



Three Residences and Double Flat, Built by Ernest Kroener, Front and Curry Streets.

EAST SIDE PROPERTY IN GOOD DEMAND

Marion County Man Buys Extensively in Rose City Park and Will Build.

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Otto W. Nelson, who recently purchased a quarter block on the corner of East Ninth and East Clay streets, is making preparations to improve the site by the erection of five two-story cottages.

P. A. Gilmore has let the contract for the erection of a modern two-story dwelling in Irvington to cost between \$4,000 and \$5,000.

AUSTIN WOMAN IS CONCRETE BUILDER

Texas Teacher Also an Expert in Handling Cement Industry.

Mrs. E. M. Barrett of Austin, Texas, is said to be the only woman concrete block maker in the world. She has made a study of the cement and concrete industry, and knows it thoroughly in all of its details.

In addition to being a cement worker, Mrs. Barrett is also a teacher in the public schools of Austin. She made with her own hands the blocks that were used in the construction of her school buildings.

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CHILDREN WELCOME TO APARTMENT HOUSE

An anti-race suicide apartment house is the next important building enterprise projected for Portland.

Walter T. Mills, who is the promoter of the enterprise, has secured an option on two blocks in Waverleigh and is seeking to enlist local capitalists to the extent of subscribing for a small portion of the stock of the corporation that proposes to put up the building.

"The building is to be known as the 'Old Mission Villa.' It is to be of reinforced concrete construction and will be practically fireproof. Each apartment will be provided with all the necessary conveniences of a comfortable home, including an electrical apparatus for cooking, electric lights, private baths, hot and cold water, clothing wardrobes, etc. There will be a central kitchen where all the children of the 'villa' may gather and play. The windows of each apartment will open onto an enclosed porch which will be fitted up as playhouses.

In fact every effort will be made to make the building a children's paradise where the little ones will not come in contact with gouty old bachelors, crusty old maids, nor married couples devoted to the theory of race suicide.

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DEALS IN ACREAGE TRACTS IN SUBURBS

Wide Range Taken in the Purchases of Property Showing an Upward Trend in the Price of Portland Property.

The real estate department of The Journal a week ago today showed a very encouraging condition. There were then reported a number of good-sized sales, including two pieces of improved business property, a large number of homes valued at from \$2,500 to \$5,000, besides several acreage tracts and innumerable unimproved suburban residence lots.

During the past week, the condition of the market has not materially changed. Sales have been numerous and have taken a wide range. The most noticeable thing in connection with the recent transactions is the fact that in every instance the prices paid were fully up to anything asked or paid for such property during the most recent period of the realty movement.

This is the very best feature of all, and indicates plainly that Portland property holders are not skeptical of the values here. They are confident that their investments are good, and are determined to hold on until the time comes when they will reap a rich reward for their confidence.

While the volume of transactions for the past week did not equal that of the week before, which was due to the closing up of two large sales of central realty during the week ending February 8, still the individual transactions were greater in number and the character of property dealt in took a much wider range.

One Important Sale.

An important sale closed during the early part of the week was that of a residence and 60-foot lot at Front and east corner of Thirteenth and Madison streets purchased by Mrs. Jennie Sweet from Herman R. Burks for \$7,150.

M. A. Schuster has purchased from O. E. Panzer six lots on East Thirteenth and East Fourteenth streets, near Anwaroth avenue. The property is unimproved and was sold for \$5,000.

A modern residence on East Ankeny street, between East Eighteenth and East Nineteenth streets has been sold to Eva Christy by H. P. Palmer, consideration \$3,500.

John C. Barcroft has sold to Jessie Horton a vacant lot at Front and Hooker street, South Portland, for \$3,000.

A fractional lot occupied by a cottage at East Tenth and East Twenty-fourth streets has been purchased by H. S. Young. The property formerly belonged to G. A. Thomas and was sold for \$2,250.

Otto W. Nelson has purchased from K. B. Beck a house and lot at the southeast corner of East Ninth and East Clay streets, consideration \$2,500.

John H. Bliss has sold to Joseph E. Marv two and a fraction lots in Sellwood for \$2,250.

Other Sales of Lots.

Otto F. Hoffman has purchased from George Durbach a house and lot at the northwest corner of Pace street and Vancouver street, consideration \$2,500.

A two-story cottage occupying a fractional lot at Sixth and Sheridan streets has been purchased by Henry P. Roar from the estate of the late Mrs. M. J. Henry, consideration \$2,000.

Henry Martloff has purchased from Alfred Thompson two acres in the northwest corner of the John Waud Division Land claim, consideration \$2,100.

Charles E. Madson has sold to Walter H. Lasher two lots in Sellwood, consideration \$1,100.

Clarence and Calumet streets, for \$1,600.

L. McKenna has purchased from H. F. French a house and lot in Multnomah addition on Minnesota avenue, between Skidmore and Prescott streets, consideration \$1,900.

W. J. Hoffman has purchased from M. Lombard two lots in Broadway addition, consideration \$1,200.

R. J. Gilbreath has purchased 7,000 square feet on Cornell road, at the head of Lovejoy street. The property formerly belonged to W. L. Brewster, and was sold for \$2,200.

In the same vicinity Gay Lombard purchased from John Peters 6,000 square feet for \$1,100.

W. R. Beckett has sold to Harry M. Retton a cottage in Vernon; consideration, \$1,700.

Deal on Lowlands Street.

Knapp & Mackey have recently sold to an investor the property at 211 Lowlands street for \$7,500. The same firm has closed a deal for the sale of a five-acre tract in Minthorn addition for \$17,500.

One of the largest sales made during the week was that of two full blocks in Portland, Oregon, containing 32 lots, which was purchased by C. V. Webster and D. B. Thomas, from George F. Silvers for \$100,000.

A corner block at the southwest corner of Front and Meade streets, South Portland, has been purchased by John Johnson from Franklin Drake for \$4,300.

Block 6, Fernwood subdivision, has been purchased by G. N. Verstug from E. E. Bonbright on East Yamhill street near Prettyman avenue; consideration, \$2,250.

W. H. Scott has purchased from R. H. Mason a two-story frame residence occupying a 60-foot lot on Nehalem street, between Ninth and Tenth streets, Sellwood; consideration, \$4,000.

A cottage on East Davis street, near East Thirtieth, has been purchased from E. B. Holmes a 75 by 100-foot residence site on East Twentieth street between Braze and Knott streets for \$1,500.

FOX HUNTING.

Marketmen Take Up a Chase—Refuge on House Tops.

From the Westminster Gazette. During a recent run of the Essex and Suffolk foxhounds the good people of Wivenhoe had the novel experience of seeing their town invaded by hounds and huntsmen and of looking on at the death of Reynard in one of their streets.

It is not long since the New Cut was the scene of an even more startling incident when a full grown fox suddenly appeared trotting along the middle of the street when marketing was at its busiest. To a man every eye deserted his barrow and with cries of "Tally-ho!" joined in the chase. Dashing toward the fox, the marketmen were soon doubled, and darting under a fruiterer's barrow sought refuge in a wheelwright's yard, where he was found firmly wedged in the spokes of a cartwheel and carried off in triumph by a second-hand furniture dealer.

A fox was recently chased by the Belvoir hounds into Aslakby village and went to ground in the churchyard; another sought refuge on the house-tops in Hullington village and was discovered by means of a ladder, while still another was killed in the dining-room of Gayhurst house, the residence of a Mr. Carle, formerly the member of Parliament for North Bucks, pole holding him.

OPPOSED ON STATEMENT NUMBER 1

Hodson Denies He Is in Conspiracy to Overthrow Direct Primary.

To the Editor of The Journal—In the numerous editorials you publish from day to day you iterate and reiterate that a conspiracy has been entered into by divers and sundry parties to overthrow the direct primary law and assert that I am a party to that conspiracy. I certainly would know it if such were the case; but I don't know anything about it. I am not opposing the direct primary law. I am opposing candidates for legislative nomination on the Republican ticket who subscribe to that portion of the law known as Statement No. 1, but in doing so I am not violating or outraging a single provision, or seeking to overthrow the law.

You continually urge that Statement No. 1 is the "crux" of the issue, the heart of the law, I emphatically deny such assertions. The "crux, the essence, the heart" of the direct primary law is that the members of each political party (instead of the bosses) shall be permitted to name the candidates who shall oppose the candidates of other parties at the general election. That is what the law was enacted for, that is what it does. Primary means beginning, not ultimate. The attempt to make the primary law the "crux" of the issue is contrary to its spirit. It was enacted for the purpose of settling differences between parties, not differences between them. The law is not mandatory or even directory in respect to Statement No. 1; if it were, the law would be unconstitutional at this time to make it obligatory. The law plainly provides that candidates for legislative nomination may include Statement No. 1 in their petitions, or if they are unwilling to sign such statement, they may include Statement No. 2, or they may be unwilling to sign either No. 1 or No. 2, it is specifically provided they may have printed on the official ballot any statement they choose to make, either their constitutional preference or any other matter. These assertions can not be gained. Exercising the privilege of either does not oppose the law in one single particular. I am exercising the right which the law gives me, and acting wholly within the spirit and letter of the law. You certainly will admit that all three of the above mentioned paths open before the prospective candidate are equally open to him, and that the law by following either. Of course, conceding your position that there is nothing else in the law save Statement No. 1, there could be but one conclusion. You are entitled to your opinion, I to mine. We shall see what the members of the several parties say on this subject when the proper time comes. Perhaps from a Democratic, Populist, Socialist or other minority party standpoint your contention is correct, if you are bent solely on securing the disruption of the majority party or elevating to official position members of the minority parties. That is the kind of politics which seeks to succeed by adopting whatever methods may be necessary to win, on the hypothesis that the ends justify the means.

In your statement that there is being an attempt made by myself and others to coerce "the people," to force "the people" to do this, that or the other thing, you show scant appreciation for the intelligence of those same "people" when you even suggest that such a thing can be done. Should I finally decide to become a candidate for the office of senator from Multnomah county, you may rest assured there will be no attempt at coercion, force, intimidation or anything else along that line. The public will be plainly advised that under no circumstances will I vote for a Democrat for United States senator. If an officer of the law should attempt to have me secured by electing a Democratic legislator, but certainly not by electing a Democrat to the legislature, I know of no one who seeks or would accept it; nor do I know of any plan being made, or to be made, looking toward the bringing out of any other candidate.

I have no fault to find with just criticism of the public acts of a public man, but with criticism of a private man, and having words put into my mouth which never uttered. In line with your statement I wish to protest against you saying I oppose the will of the people. If the Democrats and others who are advocating Statement No. 1 are "the people," then I am opposed to them, but I will have to be shown that such are in reality what you claim. If your definition of "the people" be true, what of the thousands who, like myself, are opposing Statement No. 1? Are they entitled to any consideration? Are they not "the people" also? Assertions are easily made. You have made many in times past. Some have not been verified. Possibly you may make more of the same kind. I think you are making some in connection with this Statement No. 1 business at the coming election. We shall see.

Now, as to the use of my name in the future if you find it necessary to criticize or mention me (which I trust you will not), I ask that you first ascertain from me whether you are correctly informed as to my views. Do not criticize upon hearsay. Very respectfully yours, C. W. HODSON.

(The Journal is not aware that it has misrepresented in the slightest particular the issues involved in Statement No. 1. That statement embodies the principle that the will of the people must prevail, which is the vital principle of the direct primary law. Despatched by Mr. Hodson or any one else, the man who strikes at Statement No. 1 strikes at the principle of popular rule, and therefore, by indirection at least, strikes at the direct primary law. But Mr. Hodson is entitled to credit for a frank statement of his views.—Ed.)

PHONE RECEIVER IN POCKET; LIFE SAVED

Man to Escape Drowning Climbs a Telephone Pole and Cuts in on the Line.

Seaford, Del., Feb. 11.—H. W. Carly, district manager at Salisbury, Maryland, for the Diamond State Telephone company, had a narrow escape from death on the march across Nanticoke river near Vienna, a town 20 miles from here, last Saturday.

He did not succumb to the cold and exhaustion was due to the fact that he had a telephone receiver in his pocket and he nearly drowned in the water, and then climb it. He "cut in" with his receiver and told the operator a nearby pole was in the water, and that help be sent him.

After considerable delay men in boats were sent to his rescue, finding him partly unconscious. His spike in the member of Parliament for North Bucks, pole holding him.

GOLD PIECE BIT GRUB SO SCARCE

Susitna Tempts With \$20 to \$30 to the Pan; Starvation the Price.

(Special Dispatch to The Journal.) Seattle, Feb. 15.—With untold quantities of gold almost within their grasp, hundreds of prospectors who are flocking into the Susitna country have been forced to beat a hasty retreat to Valdez and Fairbanks to avoid starvation, according to W. H. Merritt, who has come from the north on the steamship Saratoga for the purpose of buying machinery.

"There is all kinds of gold there," Merritt said today. "Men are getting out from \$20 to \$30 a pan by the stopping process, and labor is paid \$15 and \$18 a day, but there is no use for anybody to go in there unless he has grub. Hundreds have just found this out, and have been obliged to return to Fairbanks, 150 miles away, or to Valdez, 300 miles distant, to get supplies. I know of one party from Fairbanks that was obliged to turn back after it had succeeded in getting within 20 miles of Ewan, the new town that is springing up in the valley.

"When I left there was not enough food at Valdez creek, the part of the valley where I come from, to keep five men this summer. I had to pack 150 pounds of bacon, rice and cornmeal for my dogs. Little things like candles command fabulous prices. I expect that there will be from 10,000 to 15,000 men in the country by fall. The new discovery was made late last fall. The pay streak runs for seven miles."

GOES TO MAKE PEACE; WIFE CAUSES ARREST

Had Quarreled Over Former Marriage With Woman's Cousin.

Plainfield, N. J., Feb. 11.—Coming from Philadelphia to make peace with his wife on the question of a former marriage to her cousin, Samuel G. Wood was arrested here today, charged with wife No. 2 with assault and battery. He was held under \$200 bail for court.

At the hearing before Justice of the Peace Mundy, Wood was declared a bigamist, the charge being preferred by the parents of wife No. 1, Mr. and Mrs. Peter Seader. They told the justice that when Wood married their niece, Miss May Seader, he was already the husband of their daughter Lavinia. Wood denied the bigamy charge. He said he had been divorced from his first wife, and in this he was backed up by his sister, who came to help him make peace with wife No. 2.

The assault for which Wood was arrested is said to have been committed just before Christmas. He came at that time to the home of his mother-in-law and tried to induce wife No. 1 to return to Philadelphia with him. After a heated interview he is said to have attacked his wife and her mother, after which he left town.

Wood was married to wife No. 1 last June. Later he went to work for father-in-law No. 2, and the marriage to May Seader resulted from attentions he paid her at that time.

DENIES SLIGHT TO KING BY PRESIDENT

Says Leopold Was Not Refused an Invitation to Visit This Country.

Washington, Feb. 11.—Assistant Secretary of State Bacon this afternoon authorized a denial of the widely published story that President Roosevelt had refused to extend an invitation to King Leopold, of Belgium, to visit this country.

By inference, rather than direct assertion, it was made to appear that within recent months King Leopold had sought an invitation which had been refused.

It is denied by Assistant Secretary Bacon that any intimation which could be construed as coming from the king had been received within his term of service in the department, which he extends over a period of three years. It is pointed out also that it has never been the policy of the president to invite foreign rulers.

The way has been paved for the president to extend an invitation, if he chooses to do so; but he has declined. The president should invite the ruler of one European country, he would have to invite others.

Some few months ago King Carlos of Portugal, whose recent assassination has started the world, proposed to visit Brazil. In order to make his visit more attractive, Brazil sought to have the United States government invite the king to America. The Brazilian embassy was informed that such an invitation could not be extended.

See Keat's auto ad, page 3 of section 5.

DREW CHECK FOR 1,000 KISSES; WIDOW SUES

Signer Weds Another, and Breach of Promise Action Results.

Newark, N. J., Feb. 11.—When the breach of promise suit of Mrs. Margaret Ives, a widow, against Edward G. Koenig, an ex-widower, comes up for Jersey adjudication next spring, the friends of both litigants promise to attend in large numbers.

Mrs. Ives, who at the decease of her husband was supposed to be a woman of large means, began her suit against Koenig yesterday. She has forth that until it was known that the late Mrs. Ives had left little instead of much, she was besieged by suitors, of whom Koenig was the most ardent.

Koenig, she avers, wrote her 21 interesting letters and gave her a check that she couldn't cash.

The check is on the Federal bank, and is for "1,000 kisses," payable Mrs. Ives. The check was duly presented, it seems, and a facetious teller wrote on the back of it: "Bank cannot honor. Maker will have to pay in person."

Koenig married another woman, and now Mrs. Ives demands \$50,000 damages.

Change of Mind.

The tattooing craze was the rage among the smart set at the time of the South African war; it is now the rage in the slums among the humble class, especially girls, who pay threepence for the operation.

A tattooer said that this business thrives on love. A girl came into his studio the other day and had "I love Jim Curly" tattooed on her arm.

About half-past 5 the coast guard the "girl" knickered at his door and on being remonstrated with said she had care if her charges be five shillings. "Ere, river this up," she exclaimed, holding the tattooed arm.

See Keat's auto ad, page 3 of section 5.