

MILLIONAIRE CLARK'S ART TREASURES AKIN TO OLD GREEN GOODS

Deluxe Editions, Old Southern Pictures and Statuary Prove Profitable for Sellers.

(Special to The Journal.) Chicago, Ill., Sept. 23.—The big profits made in the sale of green goods to "armers" and "de luxe" books and "art" to millionaires are arriving at in about the same way. This is shown by contracts yielded up by the "trunk of the secret" in the Tomlinson-Humes company bankruptcy proceedings. By skillful appeal at the same time to the "artistic tastes" and itching pockets of millionaires, the sellers of "de luxe" books and "art" were able to tie their customer up into a partnership through the form of a contract by which he was to retain the real gems of the collection, but still make a profit through the sale to some one not gifted with such keen perception of the culis and spurious works in the collection. The "armers" who buy green goods to expect to reap a large profit at the expense of their "Rube" brethren. The enormous profits yielded to the men conducting this endless chain of "art" and "de luxe" book sales are revealed as the details of the deal slip into the wonderful trunk. A set of books or a picture was sold again and again, the price increasing with each sale, and some of the men brought in on this endless chain of sales never even saw the books or paintings from which they took, or were supposed to take, profits.

Romance in First Deal.

One of the first big deals of the Tomlinson-Humes confederation in the sale of paintings, marbles and bronzes, came almost as a windfall, and after its big profits the "de luxe" book sales had little appeal except when large sums were involved. There was a touch of romance in this first deal, and the manner in which it was put through throws the clearest light that has yet been turned on the industry of bringing up millionaires to appreciation of art and literature.

Some 60 years ago a scion of the famous Calhoun family in Alabama, whose tastes ran to art, married a daughter of the Meredith family. The was set in the Calhoun home and art in the Meredith home, of which the bride of Calhoun was the chatelaine, and on their bridal trip to Paris young Calhoun added a number of works to the joint collection. Then came the war and the ruin of the fortunes of the houses of Calhoun and of Meredith and finally the dismantling of the mansions. But gentlemen never sold their works of art and until his death Colonel Calhoun held to his treasures. Then his widow held them until her death, and then they came, with other effects, into the hands of a lawyer named Humes, the family counselor and chief creditor of the Calhouns. Humes never disposed of the collection, and it passed to his widow at his death. It was the chief part of her legacy.

Nephew Comes From Chicago.

There came to visit Mrs. Ella Lee Humes, in the first days of her widowhood, her nephew from Chicago, W. Y. C. Humes, who had been associated with Herbert Tomlinson in the sale of editions of the favorite authors. This was in the year 1910. The nephew learned of his aunt's legacy and had an opportunity to view the Meredith-Calhoun collection. He knew that his aunt wished to dispose of the collection and he asked for an option. This was granted, and Mr. Humes was privileged to purchase the 20 paintings, the marbles and bronzes for \$20,000. He told his aunt that he would have to share any profits and she was glad to know that he could buy the collection and make a profit.

Goes Up 200 Per Cent.

By this agreement Mr. Clark became the purchaser of the Meredith-Calhoun collection at the sum of \$20,000, which was a first rise of 200 per cent above the option price obtained from his aunt by Mr. Humes. This was but the first step in the agreement, however, for such a slight profit was not to be thought of as a final word in the disposal of the collection.

What Mr. Clark got by the deal was six pieces from the collection and a partnership agreement to share in the profits of the sales of the balance of the works. A purchase price of \$87,300 had been fixed on the entire collection by Tomlinson and Humes in their effort to interest Mr. Clark in its purchase, and by a clause in the contract Mr. Clark was to have his pick of the collection for his private ownership of works aggregating \$30,000 of the \$87,300 purchase price fixed to him, or aggregating \$65,000 of the \$191,300 selling price fixed by the agreement between Mr. Clark and Tomlinson and Humes, by which Tomlinson was to sell the balance of the collection for not less than the selling price agreed upon unless by written agreement with Clark. Tomlinson was to be allowed 50 per cent of the selling price for disposing of the works at the highly advanced figure, and anything obtained above the selling price agreed upon was to be split 50-50 between Tomlinson & Co. and Mr. Clark. Tomlinson was to have two years in which to dispose of the works of art.

How Clark Came In.

Tomlinson-Humes are said to have arbitrarily fixed the purchase prices which they quoted to Mr. Clark and showed him how he could fix the selling price, keeping part of the collection and still make a profit. The aggregate purchase price fixed to Clark was \$87,300, a raise of \$67,300 from the option price of \$20,000 obtained by Humes. The selling price in aggregate was fixed at \$191,300, a rise of \$111,300 above the actual option price, and of \$104,000 above the purchase price arbitrarily fixed for Mr. Clark when he was brought in to purchase the collection. This interesting transaction reached this stage: Humes gets option on collection for \$20,000. Sells it to Clark for \$80,000. First profit to Tomlinson and Humes, \$60,000. Selling price of collection fixed at \$191,300. Less works, sold by Clark, \$84,500. Selling price of remainder, \$112,800. Tomlinson's profit on above sales, \$62,400. First profits for Tomlinson-Humes, \$40,000. Total profit for Tomlinson-Humes, \$103,400. Clark's profit on sales, \$63,400. Price paid by Clark, \$80,000. Clark's cash profit, \$3,400. Clark also gains six pieces from the collection with a selling price of \$64,500.

BROKER'S DANCING WIFE IS SUED FOR DIVORCE

(United Press Leased Wire.) Chicago, Sept. 23.—Charging that she has been unduly intimate with her Spanish dancing partner and with others whose names he does not know, Frederick Von Frantzius, a millionaire broker, has sued for divorce from his wife, "Saharet," the dancer. Von Frantzius married "Saharet" June 23, after following her through several countries for two years. He says she promised to quit the stage when she returned from an European tour she was on at the time of the wedding, but now she refuses.

"Saharet's" real name is Clarissa Sahuret Rose. She arrived in this country from Europe two weeks ago, accompanied by Jose Florido, a Spanish dancer who appeared on the stage with her, but did not visit the home her husband prepared for her, putting up at a hotel instead. All efforts at reconciliation failed. Deputy sheriffs watched for hours at "Saharet's" hotel and at the entrance to the Palace theatre, where she was billed to appear, to serve her with notice of her husband's suit, only to learn that she had taken a train for San Francisco, whence she will sail for Australia to fulfill a series of engagements.

FARM ACCOUNTING IS SUBJECT OF TEXTBOOK

With a view to furnishing a simple and complete textbook on the principles of bookkeeping and farm accounts, J. A. Bexell, dean of the school of commerce, Oregon Agricultural college, and F. G. Nichols, director of business education, department of public instruction, Rochester, N. Y., have prepared such a volume. Following the theory outlined in the preface of the book, that "farm accounts must be simple, easily kept and readily understood, to make them effective and practical," the text has been made elementary enough for anyone to understand. The book is divided into two sections, the first being principles of bookkeeping and the second takes up the subject of farm accounts. The book is published by the American Book company.

Halsey Postoffice Raised.

Washington, Sept. 23.—The postoffice at Halsey will become an international money office October 1.

OREGON WOULD LOSE MUCH BY REFUSAL TO GRANT APPROPRIATION

Milton A. Miller Declares That Approval of Referendum Would Drive Students Away

Milton A. Miller, collector of internal revenue, has given warning to the people of Oregon that if by their votes they approve the referendum on the university appropriations next November, the young men and women of this state will go elsewhere for higher education and this state's hard won place among the states of the nation in matters educational will be lost. Before the Ad club last Wednesday he squarely stated the situation, saying: "During the past six years, the attendance at the state university has increased about 100 per cent but during that time there has not been erected a single new building. They ask for \$130,000 for an additional building which is absolutely essential and necessary to meet the requirements of the institution. Seventy-five thousand dollars is for improvements and additions to other buildings.

"The amount asked for is the least possible minimum that the university can get along with. There is nothing asked for but what is needed. Young men and young women are leaving this state today for a university education because the accommodations at the state university are inadequate to supply the demand.

State Pride Should Exist.

"Certainly we ought to have enough state pride to maintain our university upon the highest plane and educate our boys and girls at home. This is true and no one can deny it, that young men and women in this democratic country of ours will seek higher education. If Oregon does not furnish this, they will go elsewhere to get it. "We have a state that is out of debt with wonderful resources and great possibilities, offering every inducement for more people to come and make their

homes with us and certainly one of our strongest assets would be that we have a university equal to any other state in the Union.

"At the last session of the legislature, we appropriated \$175,000 to make a display at the San Francisco fair in 1915. We made this appropriation for the purpose of showing not only to the United States but to the world what we can do. Certainly we ought to give our university as much money as we appropriated to display our products. "Thousands of people, perhaps millions, will visit the Pacific coast in 1915. They will either come or go through the great state of Oregon. They will ask about our educational facilities as well as others. Certainly we ought to be able to say to them that we are maintaining a state university and that we offer the best of educational facilities."

Comparison Is Made.

In speaking of appropriations he read the following report showing what other states are doing for their state universities as compared to that of Oregon:

State	Total Income	Av. per ing income, capita	cost per student.
Illinois	1911	\$1,560,040	\$219
Minnesota	"	1,806,800	321
Missouri	"	853,394	311
Wisconsin	"	789,469	437
Indiana	"	383,378	188
Iowa	"	649,328	318
Kansas	"	602,889	291
Washington	"	382,228	178
Oregon	"	163,000	177

The Oregon Higher Education league, of which Collector Miller is a member, has inaugurated a vigorous state wide campaign to save the university appropriation and it is intended that every effort shall be made to define the present educational situation.

JAPANESE AND CHINESE CLASH AGAIN AT HARBIN

Shanghai, Sept. 23.—Japanese and Chinese clashed on the Eastern railroad near Harbin yesterday, according to dispatches received here. It was said that several were killed.

Feeling between the two countries is growing increasingly bitter as a result of the severity of Japan's claims growing out of the recent accidental killing of three of the mikado's subjects during a riot at Nanking. These Chinese accuse the Japanese of trying to find an excuse for a big territorial grab.

London educational authorities have decided to place motor picture machines in a number of public schools.



Business Men

A simple lunch including

Ghirardelli's

Ground Chocolate

will mean the most efficient afternoon's work. Aside from making a most tempting and delicious noon-day drink, this beverage is light, nourishing and digestible—just exactly what the mental worker requires.

Try a cup tomorrow—you won't have a dull moment afterwards.

Ghirardelli's "The kind to choose Costs less to use."

D. GHIRARDELLI CO. Since 1852

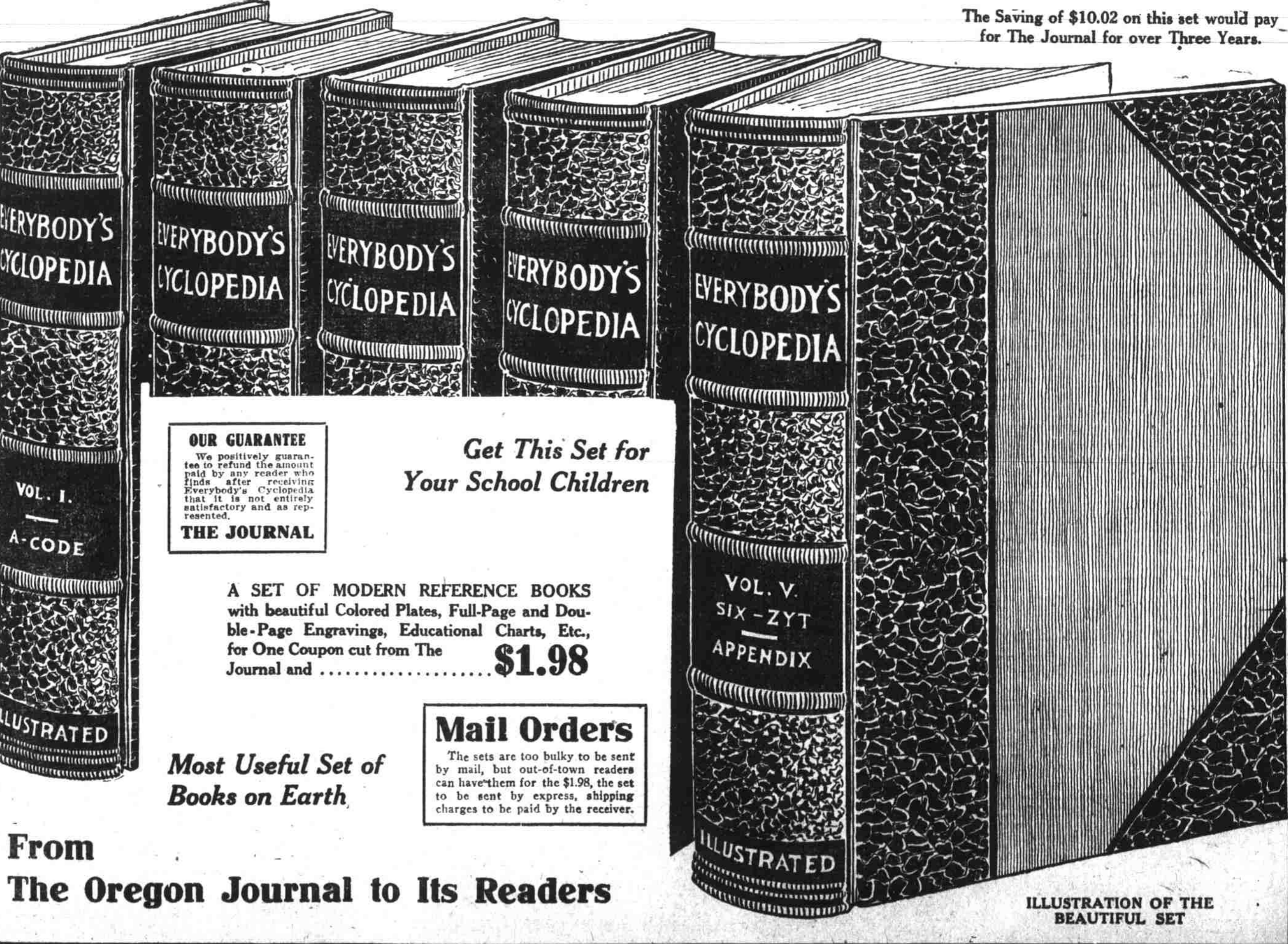
EVERYBODY'S CYCLOPEDIA

Ask any of the hundreds of satisfied readers who secured sets last week as to what they think of the books.

FIVE BIG Volumes for \$1.98

Sold to Every Reader of This Paper for \$1.98 upon presentation at the office of The Journal of One Coupon appearing daily on another page of this paper.

The Saving of \$10.02 on this set would pay for The Journal for over Three Years.



OUR GUARANTEE

We positively guarantee to refund the amount paid by any reader who finds after receiving Everybody's Encyclopedia that it is not entirely satisfactory and as represented.

THE JOURNAL

Get This Set for Your School Children

A SET OF MODERN REFERENCE BOOKS with beautiful Colored Plates, Full-Page and Double-Page Engravings, Educational Charts, Etc., for One Coupon cut from The Journal and **\$1.98**

Mail Orders

The sets are too bulky to be sent by mail, but out-of-town readers can have them for the \$1.98, the set to be sent by express, shipping charges to be paid by the receiver.

Most Useful Set of Books on Earth

From The Oregon Journal to Its Readers

ILLUSTRATION OF THE BEAUTIFUL SET