

Topics of the Times

The things that are carried highest on gusts of popularity often weigh the least.

Vaccination experts say that many people can escape smallpox by a scratch.

When you meet a man and are at a loss for a subject of conversation ask him to tell you about his troubles.

In order to comply with the fitness of things Boston should remove the sacred codfish from the capital and hang up a sole.

Marriage and hanging go by destiny; matches are made in heaven, says Montaigne. Montaigne must have been a divorce lawyer.

Andrew Carnegie has a large slice of his fortune yet remaining. He is still in good health, but if anything should happen to him—

It is not a bit surprising that a student going through the initiation ceremonies of a college fraternity should have been considered insane.

The argument that the Russian soldiers use cigarettes sounds like a clincher until you hear that the Japs are, if anything, more ardent in their devotion to the mealy little things.

If Emperor William's throat had not been a good strong one in the beginning it could hardly have been expected to keep on being useful after all the things that the correspondents have done to it.

An archeologist declares that Noah was the first millionaire, and that the ark was built at a cost of \$200,000 or more. There is room for the belief, however, that Noah paid the contractors in watered stock.

The servant girl who found \$2,000 in the street requested a deadhead advertisement in a newspaper, saying she had no money with which to pay. Ingrowing honesty would seem to be that woman's complaint.

A California professor of philosophy announces that there are too many women in the colleges. They interfere with the attainment of high scholarly ideals, he says. He must be an elderly person who has no daughters.

Another Pittsburg heiress has found a titled foreigner who is willing to marry for a cash consideration. Pittsburg heiresses appear to be having little difficulty of late in making it possible for the world to see their smoke.

John Philip Zeigler, of New York, hanged himself a few evenings ago because dinner wasn't ready when he got home. So there was an egg washed and one cup of coffee might as well have been saved. Some men are so thoughtless when they get angry.

It develops that years ago Conan Doyle wrote a letter from the United States declaring that America would reach the chief place among the English-speaking nations. Sherlock Holmes had not been created then, but Dr. Doyle did not need his detective to make this discovery.

An Alaskan missionary makes a request which shows how diversified are the needs of his calling. He asks for "a peck of spectacles and eye-glasses." A few years ago he made a similar request, and in response received a large quantity. The supply is running short, and there are frequent applications for glasses from people to whom they would be a great boon. The glasses would not only minister to comfort, but aid some persons in gaining a livelihood.

The public school has been the corner stone of our civil and social structure. Whatever of strength we have attained, whatever advance we have made, have had their origin and their inspiration there. The suggestion that we are aiming too high and spending too much on our schools sounds ominous and reactionary. We may be spending too much if our system is to be the sport of local politics and the spoil of their manipulators, because that way lies graft and general demoralization, but if the funds are honestly employed to make our educational influences the most enlightening and far-reaching possible we can make no better investment than to keep on spending and annually increasing the amount.


Constantly increasing density of population and steadily advancing value of land are doing much to change the system of farming in the United States. While large "bonanza" farms are still to be found in the prairie regions and will continue to exist for many years to come, their number is decreasing and the small farm becomes every year more common. Acreage is giving way to cultivation, and what the individual farmer lacks in area of land he makes up in fertility. If he has less capital invested in his farm he invests more capital in the form of labor and produces practically the same results in the way of profits. Though the profits are perhaps not so large in extremely favorable years, the better cultivation makes the yield more certain and the

danger of an entire failure of crops is overcome. Intensified farming has come to stay.

Chicago is receiving some criticism because of her rigorous treatment of robbers. The statute making highway robbery punishable by life imprisonment has been resurrected and in one week nine hold-up men were sent over the road for life. All right! It is humane and just to talk about reforming criminals. Every man who errs and is sorry, and wants to do better should be given as much opportunity for reformation as the welfare of society can stand. But the man who makes an assault for the purpose of gain is at heart a detestable murderer. He isn't an ordinary thug. He is prepared to slay. Human life is sacred. It is a fact pretty well ground into the brain of every human being. The man who waits in the dark armed with a bludgeon and a revolver, keyed to the point where he will kill in order to gain your personal property, is a premeditated murderer. He knows what he is doing, and what he proposes to do. He also knows that in most cities if he can employ a smart attorney, one with a political pull preferred, and has enough money, or friends who have money, he can either escape entirely or get off with a short sentence. That kind of a man is an enemy of society. Docency forbids electrocuting him unless he has taken life, and so wisdom demands that he disappear, not for a few months or a few years, but until he shall emerge from behind the dark walls of a prison in his coffin. Reform him in his cell if you will. Treat him humanely and kindly. But keep him where he will never again be tempted to raise his murderous hands against his kind. A look at the criminal statistics of this country and perusal of the thousands of criminal tragedies reported in the newspapers prove that the terror of the law does not appeal to those who do wrong with the force it should. Certainly Chicago has done well.

So marked is the falling off in the number of college men seeking to enter the ministry that a conference has been held in Boston to consider the matter and take some action in regard to it. The conference consisted of prominent educators, editors and clergymen and was the first of a series to be held in different cities with a view of encouraging young men to enter the ministry. It is the purpose also to find out the causes why so few are disposed to follow the calling. One serious difficulty that stands in the way of the young man who thinks of entering the pulpit is his uncertainty as to the doctrines he shall preach. He may enter the divinity school and after three years of close study find that the particular theology to which he has given special attention is no longer tenable, at least by him. He can not preach what he does not himself believe and he can not afford the time to go over the ground in another institution. Theology is in a peculiar state of transition to-day. Archaeological researches and the higher criticism have disturbed the old foundations and it is a wise man who knows what to accept and what to reject. Wiser still does he have to be who would guide others in this respect. The congregations to-day are far more critical and exacting than they were fifty or even twenty years ago. Books are plenty and the daily newspapers keep even the masses well informed on public matters. People are not as dependent on the pulpit for information, religious and otherwise, as they were a generation or two ago. The minister does not stand out to-day as the one well-informed man in the community. The clergyman of to-day is also likely to face empty pews. Formerly all so-called respectable persons went to church, either from a sense of duty or from motives of policy. To-day there is not that feeling of obligation and the clergy are often at their wits' ends to know how to build up the church and secure an audience. These are some of the facts which the conferences will have to consider when they think of urging young men to enter the ministry. These conditions do not mean that religion is on the wane. That is impossible, for the religious nature is an essential part of the human race. It simply means that forms are changing and the new times call for new methods.

Ready for the Ordeal.



She—Of course you say that you would go through fire and water and endure hardships for my sake, but you can not prove it.

He—But I can, dearest. I am willing to go through a full-dress fashionable wedding as soon as you like.

Tastes are about evenly divided. Half the people want their pickles sour, and the other half want them sweet.

PAPERS BY THE PEOPLE

GET AN ACRE AND LIVE ON IT.



Get an acre and live on it. I wish I could burn that thought into the heart of every workingman in America. In the West I would say, get an irrigated acre. If every man who now works eight hours a day in a factory could work four hours a day in a factory and four hours a day on his own acre of land he would double his income and he would insure himself, his wife, and his children against want when the day's wage would stop. But we must have a different system of national education from the present one, which trains our children away from the land. This idea is gaining ground. We have manual training and domestic science taught in some of our schools. That is getting back to the true system of education, where, instead of the old folks remaining at home to die alone while the boys go to the cities with the idea of becoming millionaires, but to end as counter-jumpers and clerks, the making and keeping of a home is taught. Every child should be made a gardener and a horticulturist. The winter term should be devoted half to books and half to work on the benches, and a summer term should be devoted to agriculture. The boys would learn to build a home and the girls to care for them as wives and mothers. We are gradually getting away from the heresy that money is all in this life and that man must raise something, sell it, and buy something back again before he gets what he wants.

The evil of our life is not that the rich are getting richer or the poor are getting poorer, but it is the lack of cultivation of the soil. No man can oppress a sturdy race of farmers that own and till the land. The land is the greatest resource of a nation. Our public lands should be securely held for the real homemakers. There are men who have acquired, as was never intended by Congress, great tracts of thousands of acres of land without settlement and without the building of a single home. These laws are still upon the statute books. Moreover the great live stock interests and the speculators are intent upon keeping them there and even upon attempting to secure new land speculative legislation.

FIRST LEARN YOUR CUSTOMERS' WANTS.



The highest class salesman never appears to work hard to make a sale. Usually he is not a great talker. It is the clerks in cheap stores who talk hard and fast; they hustle and sweat and appear to try to corner their customers and to browbeat them into buying. The first class salesman is cool and easy in manner because he has studied his art. The great talker may be a good salesman, but he chooses the hardest road. The salesman who wants to pass everybody must have, either consciously or unconsciously, a definite method of procedure.

Before trying to sell anything find out what the person can buy. When a man has told you just what he wants he has committed himself and he has given you a distinct advantage. In business it is the effort of each man to make the other man "come to him," and as soon as your prospective customer has told you what he wants—material, style, price, etc.—he has "come to you," all you have to do is to fill the order. If you can do that there is a strong presumption in favor of a sale without much further effort on your part.

It is of course absolutely impossible to make a sale for every inquiry, but what an immense satisfaction it is to know accurately—as you can know if you follow this

CUTTING UP THE RANGES.

Vast Tracts of Land in the Southwest Being Given Up to Farming.

Conditions in the great ranch country of the Southwest were never in better shape for the homeseeker and investor, says S. A. Hughes, general immigration agent of the Frisco System, who has just returned from an extensive trip through Texas. The cattle ranches are being generally cut up and sold out in small tracts to farmers from the East and the North.

One railroad system has been carrying about 2,500 homeseekers into the cheap land districts along its line each month for the last two years, and the other southwestern roads have been doing nearly as large a business. Consequently it is safe to say that Oklahoma, Texas, Indian Territory and Arkansas have increased at the rate of 10,000 settlers a month. The invasion of the ranch lands has come from Iowa, Wisconsin, Ohio, Nebraska, Illinois, Indiana and Kentucky.

In recent years the cattlemen have been feeding their cattle in pens and fattening them on crops grown by farmers. Hence it is no longer necessary to devote the grass products of twenty acres of land to fattening one steer. Cattlemen have no further use for the land, and are selling it at prices of from \$3 to \$15 an acre.

The northern and eastern farmers who have bought this ranch land and begun to cultivate the soil have all made money. One man near Corpus Christi bought a tract of ranch land at \$15 an acre and put it out in Bermuda onions. Two years later he sold \$11,000 worth of onions from eighteen acres.

In Greer County, Oklahoma, land sold at \$5 an acre two years ago, but prices have jumped to \$15 and \$25 an acre. Farmers are raising a bale of cotton or thirty-five bushels of wheat to the acre in that region. One of the richest parts of Oklahoma, just now being made a central point for homeseekers, is Woods County, in the Eagle Chief Valley. Only a few years ago this valley was a vast cattle range, but it is now a thickly settled and prosperous farm community.—New York Sun.

AMERICAN PIDGIN ENGLISH.

How We Will Talk When Commerce Extends to China.

Since the Japanese have begun to take such an active part in the affairs of nations the attention of Americans has been drawn closer than ever before to the Orient, says the Brooklyn Eagle. In the event that Japan succeeds in keeping Russia out of Manchuria the long-talked-of "open door" in China will become a reality. At first glance it would seem that the English-speaking merchants would be

method—just when the failure to make a sale was not your own fault and just when it resulted from your own carelessness. Your confidence and consequently your effectiveness constantly increase as you reduce your work to a systematic procedure. You always "know where you are at," you can note your own progress, and there is with such a method far less cause for possible discouragement. There is nothing so helpful as knowing the cause of each failure you make; for if you know your weak point you can guard against it next time. This cautious method of always finding out what a prospective customer wants before taking your goods to him is the only way to become a really high-class salesman.

THE MYSTERIOUS WAYS OF FASHION.



In literature and in politics Fashion has few ideas, but she dictates opinions. Often it is wise to listen to her lavish advice in order not to become the object of ridicule. Ridicule is Fashion's weapon, which she piles without mercy when she chooses to take revenge.

Sometimes artless persons, noticing that Fashion rarely admires the same thing two days in succession, are led into trying to anticipate her. But, alas, what an error! They will soon learn that what she chooses to like at any particular time they also must like. Fashion has numerous whims, to which she attaches a canonic importance. She takes tea while playing bridge and drinks beer when engaging in a game of manille. She does not tolerate all diseases. It is all right to suffer from appendicitis, though she is particularly partial to neurasthenia. To cure her three or four doctors, her friends, are necessary. Of course, we must pardon this weakness, for she has confidence only in them.

Fashion has her likes and dislikes. She has no use for the poor. She affects to pity them, but defends herself against their cries. All her sympathies are with the rich, although she counsels them not to speak of money. When the poor man dines at the table of the rich, Fashion teaches him to pay good breeding graceful compliments. He must not bewail his condition then. At the end of the repast, however, after having shown that he is free from jealousy, it is quite proper if he leans over to his neighbor and whispers: "Do you believe all this luxury produces happiness?"

We might ask with some concern how she will manage to pass the time when the automobile will have seen its day. What form of excitement will take its place? Maybe she will turn to some of her old tricks. When races and bookmakers shall have lost their charm perhaps she will revive some of the diversions of ancient times.

MANY WOMEN TALK TOO MUCH.



Some women are born gabblers, but more are made so by the mistaken idea that men have to be "entertained" and that the way to entertain them is by a constant volley of rapid-fire conversation. It is safe to say that in ninety-nine out of 100 couples one meets casually the girl is doing the talking; possibly she is succeeding in being "entertaining," but that is by no means so certain as if the man were doing the talking. Men like to talk. There is hardly any man who cannot talk well on some one subject. And there are some women who possess a genius for discovering what that one subject is. The silent woman will always be preferred by man to the gabbling woman.

WAR WITHOUT THE GLORY.



The spirited sketch above is reproduced from the London Graphic, which has an artist at Port Arthur. The incident depicted is an assault on one of the central forts of Port Arthur. The slopes in front of the Russian forts were thickly strewn with the bodies of the Japanese, who pressed forward in the face of almost certain death. The signature of the Japanese censor, who passed upon the drawing, is on the lower left-hand corner.

handicapped in their trade with China on account of the many dialects that are spoken in that country. But these difficulties have been removed long ago, for a flourishing trade has been carried on with the flowery kingdom by the English for many years. In order to make themselves understood the English merchants have adopted a jargon known as pidgin English, which is readily understood by all Chinamen who have occasion to do business with the Britishers or Americans.

Pidgin English means "business" English, and it is used in all of the seaport towns of China. It is a queer sort of a jargon, with no attempt at grammar, inflection or conjunction, but is literally a word-for-word translation. All that is necessary for a Chinaman to do in order to converse by means of it is to acquire a few hundred words, with the grammar modified to suit his own language. In a good many respects it corresponds with the "push an' push" of the Roman dialect used by English gypsies, in which Hindu-Persian words are

strangely intermingled with English constructions. Pidgin English is easily picked up by the Chinese and English-speaking merchants, and is rapidly extending to the interior of India, so that in part it answers the same purposes that were intended for volapuk, the universal language that was proposed some years ago.

British Summer Dress.

Yesterday I saw a man with a cummerbund wearing a long mackintosh, and another with a Panama hat carrying an umbrella, both surely showing an indecent lack of confidence in the weather. The most extraordinary get-up, however, was that of a man in a yellow straw hat, a black frock coat, a tartan tie, blue cummerbund, white duck trousers and yellow shoes.—Tailor and Cutter.

Grocers say their business develops the greatest number of mean people. The rest of us would like to dispute that point.

Ever remark how the level down the farms are that real estate agents say are within "a mile of town?"

QUEER STORIES

In the Stonewall mine, San Diego County, Cal., an earthquake so twisted the shaft that the timbers were pulled around to the opposite sides of the shaft from their original position.

A man was arrested at Baltimore election day because he insisted on telling people that it would take only fifteen million horses, twelve thousand derricks and eight hundred miles of ropes and chains to move the world.

Venezuela is in search of alligator hunters. The Venezuelan waters are full of these reptiles, and good money can be made by killing them, as the skins are valuable and the oil, which can be abstracted, also brings good prices.

Swiss watchmakers have now added a phonograph to some of their wonderful watches. A small rubber disc is put in the watch and arranged in such a way that the record is repeated every hour. Anything can be put on the record that the owner wishes.

In captivity elephants always stand up when they sleep, but when in the jungle, in their own land and home, they lie down. The reason given for the difference between the elephant in captivity and in freedom is that the animal never acquires complete confidence in his keepers and always longs for liberty.

The crew of the whaler Lara Hansen saw, according to the Indianapolis News, frozen in a monster iceberg a female polar bear and two cubs, the cubs nestling against the mother. The bear stood out of the water fully 100 feet and the ice wherein the bears were entombed was clear as a crystal. How long the animals had been locked in their winter palace is a matter of conjecture, but they were at least 25 feet above the water.

A trial was recently made in Austria to decide in how short a time living trees could be converted into newspapers. At Eisenthal, at 7:35 in the morning, three trees were sawn down; at 9:30 the wood, having been stripped of bark, cut up, and converted into pulp, became paper, and passed from the factory to the press, whence the first printed and folded copy was issued at 10 o'clock. So that in 145 minutes the trees had become newspapers.

A well-known artist was once engaged upon a sacred picture, according to "Mainly About People." A very handsome old model named Smith sat for the head of St. Mark. Artist and model became great friends, but when the picture was finished they lost sight of one another. One day, however, the artist, wandering about the Zoological Gardens, came upon his old model, with a broom in his hand, looking very disconsolate. "Hullo, Smith," said he; "you don't look very cheery. What are you doing now?" "Well, I ain't dotin' much, sir, and that's a fact. I'm engaged in these 'ere gardens a-cleanin' bout the hehephants' stables; a nice occupation for one o' the twelve apostles, ain't it, sir?"

N-RAYS SHOULD BE PINK.

They Indicate a Good Life, Says Dr. Hooker.

The Lancet publishes a letter from Dr. Hooker on the results of three years' experiments with the Blondlots N-rays emitted by the human body. Dr. Hooker says he has established the fact that these rays differ in color according to the character and temperament of a person, and also that the rays are not merely heat vibrations, as he proved by passing rays from his own hand through the forearm of a corpse to a prepared screen which immediately showed increased luminosity. In reference to the differing colors of the rays, Dr. Hooker says:

"Rays emanating from a very passionate man have a deep red hue. One whose keynote in life is to be good and to do good, throws off pink rays; an ambitious man emits orange rays; a deep thinker throws off deep blue; a lover of art and refined surroundings, yellow; an anxious, depressed person, gray; one who leads a low, debased life, muddy brown rays; a devotional, good meaning person, light blue; progressive minded, light green, and physically or mentally ill person, dark green rays."

Dr. Hooker admits that his statement may be received at first with a smile of incredulity, but he is confident it will sooner or later be accepted as a fact. He further says he has proved that N-rays are not only given off by the human body, but by objects which have been in contact therewith. He obtained this impression from a letter thirty years old, which proved that the rays are radioactive and retain their power on the paper on which writing is made.—London Cable to the New York Sun.

Perfumes as Disinfectants.

It is a well-known fact that workers among lavender beds seldom take infectious ailments and those engaged in the perfumery trade are singularly free from them. A good perfume in the old days was considered an excellent disinfectant. The doctors then used to carry walking sticks with silver or gold knobs. These opened with a lid, disclosing a tiny vialnetted box, which the physician held to his nose when entering rooms containing patients ill with any infectious disease.

There are two ways of paralyzing your neighbors: one is to get a divorce and the other is to go abroad.

Do you always keep an appointment, or just claim to?