

Not So Easy to Make Inventions Pay

Even with a Really Good Device, Inefficient or Overhasty Management May Bring Failure.

By George Wetmore Colles.

THE process of putting an invention on the market is not so simple as an inexperienced person is apt to suppose. It is usually necessary to create a public demand before the invention can be sold on any considerable scale, and it is necessary to follow up this demand by supplying the articles, otherwise the fruit of the labor in creating it will be lost.

Of course the manner of procedure will depend largely on the nature of the invention, but I here speak of articles of public consumption, which have a more or less general and distributed sale, and which are dealt with by the manufacturer in wholesale lots.

After figuring out carefully the net cost of manufacture, and fixing a reasonable wholesale price which leaves a margin of profit, the manufacturer next secures trial orders from various concerns.

If the article is to be sold to manufacturing firms, it will be found that, however good the device may be, the firms will not take it up unless they can be assured of a reasonable certainty in the supply, for to do so would not only occasion expense in changing over their former system of manufacture, but would also subject them to disastrous losses in case they create a new demand with their customers which they subsequently find it impossible to fill.

The manufacturer, therefore, of the patented article, must, if he wishes to make it a success, not seek for more orders than he can fill for the time being, and he must seek to obtain a steady continuance and enlarging of those orders. This is done sometimes by sending out solicitors on the road, sometimes by advertising in trade papers; in either case, it requires time and a considerable outlay before there is any certainty of returns.

An invention does not always succeed in proportion to its merits. One of great merit may fail absolutely for want of proper management, while another of very little merit may bring its promoter a rich reward.

In fact, the case often arises where an unpatented device involving little inventive novelty, has been pushed to such good advantage and given results so much in excess of the manufacturer's expectations that it becomes necessary to obtain some sort of patent covering it, even though that patent covers very little worth covering, and acts rather to frighten off imitators than to actually restrain them from entering the same field.

Even where a patent cannot be obtained, it can be applied for, and the words, "patent applied for" have, as is well known, a restraining effect in practice, if not in law.—Cassier's Magazine.

The New Aristocracy

By Gertrude Atherton.

THERE is no doubt that new fortunes, with their unaccustomed temptations, their magnetism for parasites, flatterers, the barricade they raise against the ordinary trials of life, develop abnormally three qualities that are latent, at least, in every nature: frivolity, selfishness and pride; and the constant exercise of these qualities hardens what, for convenience, we call the heart, and breeds indifference for the feeling and rights of others.

An Englishwoman who had entertained at her country home a number of wealthy American women once confided to me that the maids invariably complained to her maid of the refined brutality of their employers. The English woman, who was large minded, added that she made allowances for these ladies, as she believed them to be merely the victims of the traditions of slavery. She was very much astonished when I told her that the black slaves had been far better treated by the genuine American aristocracy of fifty years ago than are the highly paid servants of the pampered women whose grandfathers got their intellectual equipment at a night school, or kept a shop on the Bowery. Those we have of ancient lineage—who have framed their family tree and proved their seven generations, whose fortunes have kept pace with the times, and who form the somewhat attenuated backbone of society, in New York, for instance—are more objectionable in some respects than the new-rich. While they ought to know better, they are so uneasily conscious of their position as real aristocrats in a country too large to give them a universal recognition that anxious pride has become their very blood, attenuated their features, narrowed their lips, and practically deprived them of any distinctive personalities. The best thing that can be said of them is that they are not, with one notorious exception, vulgar, in the common use of the word.

I have particularized the society of New York because it is the cynosure and envy of all the social aspirants in the Union; its influence is the most extensive and detrimental; it is indubitably the most heartless, extravagant and arrogant; and because, small as it is in numbers, it has come to be the objective point in the somewhat vague term "American society." As a matter of fact, it not only represents an abnormal development of the most objectionable traits in the American character, but in many respects it is quite different from the fashionable life of other cities in the United States. In Boston there is an immense amount of wealth and luxury; but there are traditions behind—a great deal of genuine cultivation, pursuit of art and literature, high American ideals, and that simplicity that characterizes well-bred people everywhere. There are millions enough to excite the envy of the working classes, but they are kept in the background by the good taste of their owners. In the classic language of one of the cleverest men in America, "Money in Boston does not stink," and this it certainly does in New York.

Baltimore Has 24-Hour National Bank.

Baltimore, Special.—The Third National bank of this city last night inaugurated twenty-four hour banking facilities. It is the first National bank in the country to make the change.

BRYAN WELCOMED HOME

One of the Largest Crowds in Lincoln's History.

Lincoln, Neb., Special.—William J. Bryan returned to his home and the "home folks" welcomed him with every evidence of approval and satisfaction. It was a neighborly welcome, planned as such, and carried out as planned.

It is doubtful whether Lincoln ever held a larger crowd than that which came to the city on Wednesday. It was a half-holiday in the city and every train from over the State arrived loaded down, bringing not only Nebraska people, but many from near-by States.

The city was handsomely decorated. The non-partisan nature of the reception was emphasized in every way possible.

Two hours before the time for the exercises at the capitol grounds, 35,000 persons struggled for points of vantage around the speaker's stand. Mr. Bryan was escorted to the stand by Governor Mickey from his private speech of welcome, Mayor Brown said:

"Before introducing Governor Mickey who will extend the greetings of the State, Mr. Bryan, I, as mayor, welcome you home; not as a statesman, not as a Democrat, but as that dearest to us all, our beloved neighbor."

Governor Mickey spoke of the awakening of the public conscience to civic righteousness, and in this connection spoke of "bogus reformers." The crowd seemingly misinterpreting his thought, indulged in some hissing.

As Governor Mickey concluded and Mr. Bryan arose, there was renewed cheering and handclapping. Mr. Bryan began by saying that in his travels he had learned that the Arabic language contained 600 words meaning camel, and that since returning to the United States he had wished that the American language contained as many words meaning "I thank you." He declared the happiest part of the long journey was the home-coming, and then went into a general description of his travels.

Following Mr. Bryan's speech, a reception took place in the capitol. There was a brilliant display of fire works on the State house grounds.

No Postoffice Clerk's Union.

Savannah, Ga., Special.—Concluding the most successful session in its history, the seventh annual convention of the United Association of Postoffice Clerks adjourned Thursday afternoon to meet next year in Peoria, Ill.

President, Frank T. Rogers, Chicago; first-vice president, Charles Kirk Toledo, O.; second vice president, J. Thaw Barnet, New Orleans; third vice president, C. H. Mitchell, Portland, Me.; secretary, William Gibbons, Scranton, Pa.; treasurer, John J. O'Brien, Boston, Mass.; sergeant-at-arms, W. B. Hunt, Atlanta, Ga.

It was announced that the association would not become affiliated with the American Federation of Labor. The association took the stand that while the attitude toward the federation was most amicable, it would not be advisable to become affiliated with it.

Jack Sullivan of Seattle, introduced a resolution for the establishment of a bureau of education and publicity to assist in the passage of the classification bill now before Congress. The resolution was passed.

Baltimore Has 24-Hour National Bank.

Baltimore, Special.—The Third National bank of this city last night inaugurated twenty-four hour banking facilities. It is the first National bank in the country to make the change.

Wife Saw Him Suicide.

Louisville, Special.—Harry B. Payne, head of the firm of Harry B. Payne and Company, machine manufacturers committed suicide in the presence of his wife and several others by cutting his throat. He first tried to shoot himself. Ill health was the cause.

Two Negroes Expiate Crimes.

Pittsburg, Pa., Special.—Cornelius Coombs and "Bud" Williams, negro, expiated their crimes on the gallows this morning. Coombs was hanged for the murder of Mrs. Elizabeth Dickerson, February 8, 1905. Williams, after killing his mother-in-law, Mrs. Maggie Quincey, at her home, September 16, 1905, followed his brother-in-law into the home of a neighbor, where he shot him twice. The murder of his mother-in-law was one of the most cold-blooded affairs recorded in the annals of Alleghany county.

Want Governor's Daughter to Act as Sponsor.

Secretary Bonaparte of the navy, wired the Newport News Shipbuilding & Dry Dock Co., at Newport news, Va., to respond at once with Governor Glenn relative to the launching of the armored cruiser North Carolina October 6th. It is the desire of Secretary Bonaparte to have the Governor's daughter act as sponsor on the occasion of the launching.

Prominent Citizen Convicted.

Cairo, Ga., Special.—Newton Threlkeld after the jury had been out five hours, was found guilty of the murder of William Drew and sentenced to a life term in the pen, having been recommended to the mercy of the court. Threlkeld, on December 30, last, met William Drew and Drew's young son, Herbert, in the road and shot the elder Drew, who died. Young Drew at the time shot Threlkeld in the side and neck and for some time Threlkeld was not expected to live.

The ruins of San Francisco mark the failure of ordinary brick, set with ordinary care, in ordinary lime mortar. Trimmings of fancy tile, of moulded terra-cotta, of marble, granite, or other stone, all went down in the fire after having been shattered by the tremor. Such work at its very best is almost inelastic and cannot be expected to stand heavy vibration, and it is not often at its best. San Francisco should grasp the occasion so to revise its building laws as to check the use of any such dangerous construction, and open wide the opportunity to encourage the use of the one appropriate system of construction for such purposes, that of reinforced concrete. While many and varied systems, so called, of reinforced-concrete construction are in service in all parts of the world, the principle is open to all, and proprietary interests cover only special modifications, so that there is no reason why this most appropriate, safe, and rapid method of construction should not be applied.

By using light skeletons of rod, small structural material, etc., wrapped with wire, and stretched with netting, the whole imbedded in first-class concrete, a method at once earthquake-proof, fireproof, and capable of effective artistic development, is found, and it is to this method that San Francisco should turn to rebuild her shops, town residences and moderate buildings. This method of construction also has the great advantage that much of the work, under proper supervision, can be readily and rapidly done by unskilled labor, so that the labor cost, otherwise certain to be a heavy item in the rebuilding of the city, may be kept at a minimum. The experiments of Consideré, although at first questioned, appear to have demonstrated the fact that properly imbedded metallic rods increase the elastic limit of concrete to a great extent, probably by distributing the stresses throughout the mass and preventing such localization of strains as would otherwise cause the formation of cracks, and this fact alone shows the immediate applicability of reinforced concrete to the reconstruction of the shattered and burned buildings to which the large steel-cage system cannot be applied.—Harper's Weekly.

Saving a Cathedral.

Winchester cathedral, one of the noble ecclesiastical glories of England, is in such danger from the undermining of its foundations by the river, that there is now going on a strenuous endeavor to place under it a great sub-structure, which shall sustain its already shaken walls. It will cost many hundred thousand dollars, but if it succeeds—and the engineers are confident—it will have been money well expended.—Springfield Republic.

Progress.

In 1850 some people wouldn't eat tomatoes. In 1950 some people wouldn't eat canned tomatoes. In 2050 some people wouldn't eat boracic acid. "Truly," cried the wise man of that time, "the human race is getting more fastidious ever year."

A dispatch from St. John's states that the sealers' harvest in the Arctic this year amounts to \$37,000 sqals.

THE 10-CENT LIMIT

Southern Cotton Association Fixes Minimum Price

CROP SHORTER THAN THOUGHT

After Two Days' Deliberation Executive Committee Adopts Resolution Declaring That Crop Has Greatly Deteriorated Since Aug. 15 and Urging All Southern Interests to Stand For 10-Cent Cotton as a Permanent Minimum.

Hot Springs, Ark., Special.—The executive committee of the Southern Cotton Association late Friday afternoon recommended to its members and cotton growers of the South that no cotton be sold during the present season at less than 10 cents per pound. In a resolution adopted by the committee, it is stated that the crop is in a state of deterioration, and for that reason no estimate of the crop was made. The resolution states however, that the committee is satisfied that the crop will not be as large as the current estimate. The placing of the minimum price at 10 cents was in the nature of a victory for the conservative element of the association.

The resolution adopted by the committee, which is in the shape of an address to the public, follows:

"Inasmuch as we, the cotton growers of the South, know that there has been great deterioration in the cotton crop since August 15, and,

"Whereas the consensus of opinion of the members of this committee is that the deterioration is still going on, we deem it unwise to make an estimate of the crop at this time. We are satisfied the crop will not be as large as the current estimate.

"We therefore suggest and urge upon all our members and producers throughout the South not to sell their cotton at a figure less than the cost of production.

"We call upon all Southern interests to aid in maintaining for all time this price as a minimum. We urge the necessity of marketing slowly and only on an advancing market, and by withdrawing all cotton from the market at every decline."

The committee took up the charges against Secretary Richard Cheatham of dealing in futures while an officer of the association. After a spirited debate, in which J. A. Brown, of North Carolina, led the opposition, the committee decided to go in executive session to consider the charges. Mr. Brown then left the room in which the committee were meeting and announced that he had refused to sit in executive session on the matter.

Mr. Brown has maintained throughout the session that they should be open and not executive.

Label Must State Contents.

Washington, Special.—After numerous conferences between Secretary Wilson, Dr. Melvin, chief of the Bureau of Animal Industry, and about 40 representatives of the various meat packing houses, the problems which have arisen over the question of labels, which, under the law, must be put upon meat products, have been settled to the satisfaction of all concerned. What probably was the last conference was held at the Department of Agriculture Thursday and the packers announced that they would prepare the labels by October 1, when the law goes into effect.

Throughout the discussions, Secretary Wilson stood for labels which would state exactly what the packers contained, and this the packers finally have accepted.

SYMPPLIFIED SPELLING BOARD.

Have Names of 825 College Presidents and Professors Agreeing to Use the 300 Reformed Words.

New York, Special.—The simplified spelling board prior to August 1st received the signatures of 825 college presidents, professors, instructors and university officers, who had agreed to use for 300 words as far as practicable in their own correspondence.

Illinois is next and Massachusetts third, California, Michigan, Missouri, Pennsylvania, Connecticut, Indiana, Kansas and Md. in the order named.

Found Dead in Lake.

Newark, Ohio, Special.—The finding of the bodies of Nellie Diebold aged 17 and Harry Kelly, a glass worker aged 33, in Buckeye lake reveals a mysterious tragedy. The couple went to the lake Monday for labor day holiday. That was the last seen of them alive. There were evidence of a struggle preceding the tragedy. It is thought that perhaps in the struggle both were thrown from the boat and drowned.

Quarantine and Immigration Convention Nov. 12.

Nashville, Tenn., Special.—The Southern Quarantine and Immigration Convention will meet here Nov. 12, 13 and 14. Governors of all Southern States signified their intention to be present, and a number of ministers of the foreign countries are expected.

The Southern Industrial Association will meet in conjunction with the quarantine convention. Delegates to both meetings are practically the same.

Four Shot by Assins.

Albany, Ky., Special.—George Norris was killed and three other men were wounded in a shooting affray in Pickett county, Tenn., three miles from Brilesville. The wounded are: John Buek, fatally; Orville Huddleston and Virgil Beatty. Luther Clark, Roscoe Reagan and J. M. Gilliland are said to have done the shooting. They have not been arrested. The shooting, it is said, was the result of a mistake the men attacked being mistaken for other persons.

Shot While at Supper.

Moultrie, Ga., Special.—John A. Johnson, a prominent farmer of the lower part of this country, and a former county commissioner, was assassinated while sitting at his supper table surrounded by his family. He was shot and instantly killed with a load of buckshot that took effect in his head and brain. The shot was fired through a hole in the chimney.

Two Earth Shocks in Hawaiian Group

Honolulu, By Cable.—Two earthquakes are reported from Hilo, on the Island of Hawaii, but it is stated that no damage was done.

After one of the shocks hundreds of dead fish were thrown upon the beaches. Apparently, they had been scalded to death by a sub-marine eruption.

The earthquakes were not felt on Oahu, the island on which Honolulu is situated.

Peace Must Come.

The inscription read: "In this building, at the invitation of Theodore Roosevelt, president of the United States, was held the peace conference between envoys of Russia and Japan. On September 5, 1905, at 3:47 p. m., was signed the treaty of Portsmouth, which ended the war between the two countries."

Lieutenant Dunn Dismissed.

Washington, Special.—By direction of the president, Lieut. Edward H. Dunn, United States navy was dismissed from the service of the United States. Lieut. Dunn was attached to the receiving ship Independence at the Mare Island (Cal.) navy yard, and was recently convicted by court-martial of scandalous conduct to the prejudice of good order and military discipline and sentenced to dismissal.

He's a Youngster at 99.

Winsted, Conn., Special.—William C. Phelps, Winsted's oldest citizen, was 99 years old Thursday. He walked half a mile for exercise. Mr. Phelps can read the newspapers with the aid of glasses and he has done most of the work in his daughter's garden this summer. He has not lost a meal in eight years, and with the exception of a slight illness ten years ago, he has not had a doctor in half a century. He writes 300 words daily to his nieces in Ohio.

Ex-Judge M. H. Dent was nominated for Congress by the Democrats of the Second West Virginia district.

William J. Bryan arrived in Lincoln, Neb., and got a regular "homefolk" reception.

The North German Lloyd has been

persuaded to run a vessel to Charles-

ton and Savannah experimentally.

Secretary Root went to Valparaiso

and donated \$1,000 for the earth-

quake victims.

AFTER THE DIRECTORY

State Banking Commissioner Berkley Appoints Two Experts—Accounts of Hippie and Segal Overdrawn More Than \$800,000 at Times.

Philadelphia, Special.—To determine the responsibility of the directors of the wrecked Real Estate Trust Company, State Banking Commissioner Berkley came here Tuesday and appointed as special bank examiners Charles M. Vollum and Meyer Goldsmith, expert registered accountants, who, with the consent of Receiver Earle, will at once make a thorough examination of the assets and liabilities of the defunct co. com.