

Why, it would have ruined our business by under-selling us in the market.

If the working people, who buy your manufactured clothing knew you were being persecuted and conspired against because you chose to pay your hands decent wages, I think not. Such an announcement would have made an extra demand for your goods all over the country.

Miss Symington, I fear the working people outside of Cincinnati would not have had the matter brought home to them sufficiently clear to have preferred our goods to those of other houses which would under sell us for the time.

Perhaps not, Mr. Standish, as the working people have been left in ignorance so long that they do not see far ahead. But, Mr. Standish, could you not meet the difficulty in some other way?

I cannot say, as my desire was to do, as do all good business men, increase the magnitude and profit of our business as much as possible. I think your father did business on that method.

I presume so. Like you, I fear, he never investigated its consequences. Did you ever figure on how much misery your increased 8 per cent. profit inflicted on your laborers; how many sad Christmases it made; how much suffering from cold, from hunger it caused; how many evil thoughts it engendered in minds which were naturally good; how much crime it may have caused?

Miss Symington, I have not annoyed myself in any such way. The cares of the business have kept me amply busy. I am indeed sorry I brought these statements to you, and that the conversation has taken the turn it has. While I am satisfied your father will be much pleased with the statement which I have sent him, I am sure he would give if he knew how his daughter was worrying herself about things which she cannot change, even if she is correct in her views.

Mr. Standish, I have done my duty in calling your attention to a terrible evil consequent upon your desire to increase an already handsome profit, and I hope you will give it your earnest thought and devise a remedy. I am deeply indebted to you for these statements I had intended visiting the office and asking for them, but your kindness has saved me that necessity. I intend studying them thoroughly and then writing father my ideas. I am sure he will agree with me when his attention is called to the results. I am not worrying in the sense you suggest. Of course, it makes me sad to see my fellow-beings suffer, but the sting is in that my father is indirectly a party to it. I may not be able to provide a remedy, but I hope in some extent to alleviate the suffering, and I shall rely on your warm assistance, Mr. Standish.

You add but one surprise to another, Miss Symington. Your declaration that you intended writing your father on this subject is very startling, but that you should expect me to neglect his business to aid you in your Utopian schemes is more so. I fear my duty to your father's interests won't permit me to join in your kind hearted enterprise, no matter how much I desired to. When you investigate the matter, further I am sure you will see the hopelessness of your undertaking and abandon it.

(To be continued.)

#### Some Enormous Salaries.

Some interesting figures in regard to salaries have been elicited in a suit in Brooklyn against a baking-powder company. It was shown that the President of the company draws a salary of \$50,000 a year, the Vice President \$30,000, and the Treasurer \$6,000. The President of a paint and varnish company, who was introduced as an expert in regard to salaries, stated that the Superintendent of his company received \$50,000 a year, while the yearly business did not exceed \$3,000,000. Another witness stated that in companies with which he was acquainted the chief officers received from \$5000 to \$20,000 a year, while a representative of a kerosene-oil company said that he knew one officer of a large corporation who received a salary of \$30,000 a year and two others who receive \$20,000 each. These figures are enormous, and were unknown until the days of trusts and combinations. The explanation is furnished in the testimony of one of the witnesses, who said that the business of the company with which he is connected had been increased until the profits had reached 450 per cent. on the original capital stock.

#### LIFE OF A JOCKEY.

What One Must Do to be a Successful Rider.

The life of a professional jockey is full of the wildest and most unrestrained excitement. I doubt if its parallel can be found in any other vocation. Watch even the casual spectator of a horse race as he sits on the grand stand calmly viewing the

start, and then see him as the horse spins around the track, the on-looker becomes interested more and more until, by the time the winner has crossed the line, he is standing in his chair, madly waving his arms and cheering until his breath is gone.

That is the way a closely-contested race affects even a passive spectator. To what fervid excitement then is the jockey himself subjected, who, next to the good mount under his saddle, is the most active participant in the contest? Yet amid it all the rider must be as cool and clear-headed as if he were simply taking a constitutional morning canter on his father's favorite mare.

In order to be successful as a jockey one must necessarily be careful in his habits, and must be in what we might call partial training all the time. There is no necessity for the rigorous diet and abstinence which is considered essential to those who engage in athletic sports, but the most extreme care is absolutely necessary, that the weight may be kept down to the proper figure, and for that reason all food which has a tendency to increase flesh must be avoided.

For my part I may say that I have always been temperate in my habits. I use tobacco to a small extent, but not at all. Anything to which I take a fancy, although sometimes I am obliged to pay the penalty. It is my purpose always to keep myself down to about 112 pounds in weight. The lowest weight I ever had attained was 107 pounds, and the highest 130 pounds, so, to reduce myself to the right avoirdupois, I was once forced to knock off just eighteen pounds of superfluous flesh, and it was no easy undertaking.

When I find myself accumulating weight too rapidly I begin to take long walks, wearing sweaters and the heaviest winter clothing, which is not especially enjoyable in hot summer weather. A walk of from eight to ten miles, dressed in the condition described, will usually dispose of from one to two pounds of extra flesh. These walks are indulged in only when the necessity requires, and are by no means of daily occurrence, for which I am duly thankful.

The one all important requisite for a successful jockey is to keep a cool head and to possess an unerring judgment for if he loses one or fails of having the other at a critical moment, he will never overcome the many obstacles that meet him with every turn of the track, and never win a race unless he is mounted upon a horse that will carry him through in spite of himself. There is as much strategy and finesse to be exercised on the race course as on the battlefield. One must know his enemy thoroughly and must be alive to take instant advantage of any errors his opponents may make. He must endeavor to make his rivals use up all their strength before the critical moment comes, and must reserve for himself sufficient force to carry him safely through the final struggle.

But above all, he should be very intimately acquainted with the capabilities of his own horse, and must be thoroughly conversant with all its points of weakness, as well as its elements of strength, for the former may often be taken advantage of if they are not known to his opponents. There is a certain knack of riding which it is difficult to explain, but which has a substantial existence just the same, that enables one to almost lift his horse along, especially in passing under the wire, when a fortunate leap will carry you to the front by even a nose. Many a lucky win of mine has been made in this way, noticeably in the recent race where Tea Tray and Tristan were at the fore, and Tristan won by so small a fraction that it is said that no one on the track saw the true result, excepting the judges. In that race, which was one of the most exciting in which I have ever been engaged I was able to lift Tristan almost by main strength when I felt that I had surely lost, just enough to win.

The sensations which a jockey experiences in speeding around the track are many and varied, and there is always the utmost exhilaration of mind, and every muscle of his body is drawn to a tension approaching the breaking point. He has little time to view the landscape within the inclosure, or to see the mad crowd that is cheering him on from the grand stand, or at the fences close by the track, even if his eyes are not blinded by the showers of mud or the clouds of dust with which the enemy in front delight to greet him. But he knows instinctively that the landscape and the crowd are there, and he hears the cheers of the mob faintly above the clattering of the horses' hoofs. There are quiet and subdued sounds at the start, which are completely lost the moment the first turn is made, and then they cease altogether until the homestretch is gained, when the noise grows gradually louder, but seldom becomes a good sized one for the jockey's ears. It is when the race is over and the victory won that the jockey remembers all he has passed through. The nervous exhaustion occasioned by a record breaking mile is excessive, but a bath and rub down soon puts the jockey in healthy trim for the next race.

Don't put salt into your soup until you are done skimming it, as salt will stop the rising of the steam.

## B. & B.

### MID-SUMMER BARGAINS IN DRY GOODS.

This time of year is just between seasons, and trade being comparatively slow, have put some mid-summer prices on goods, which will stimulate trade. The benefit will go to the customer. To prepare for early Fall business, all our stock of Summer Dress Fabrics (Woolens) have been marked down in price, many of the finer qualities to one half their former price. Some of these bargains can only be outlined in this article, viz:

36-INCH ALL-WOOL SUITINGS, in Checks and Mixtures, 15c, 20c, 25c, 30c, 35c, per yard, half former prices.  
40-INCH ALL-WOOL FRENCH SUITINGS, 30c, reduced from 75c.  
50-INCH (not the width) ALL-WOOL BEIGES, 65c, reduced from 85c, in all the new Summer colorings—Tans, Beiges, Greys, etc.  
36-INCH ALL-WOOL CLOTHS, for early Fall wear, 40c.  
50-INCH CLOTHS, at 50c, 60c, 65c, 75c.

32-INCH BROADCLOTHS, \$1.00, reduced from \$1.50, is full line of all the new fashionable colors. A few specialties, to which we direct attention and careful examination, are 48-INCH ALL-WOOL BLACK BEIGES, 50c, goods which are being sold elsewhere at \$1.00. This statement may seem extravagant, but the facts will justify it.

LARGE ASSORTMENT OF Fancy Black Armures & Stripes.

75c and \$1.00 goods reduced to 50c. Our usual great values in All-Wool BLACK CASHMERES, 36-goods, at 45c, 50c, 60c, 75c, 85c, \$1.00, \$1.25, 46-inch goods, 60c, 65c, 75c, 85c, \$1.00, \$1.15, \$1.25, \$1.50.

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