

WORK DONE BY THE BOARD

OUTLINED IN A PAPER COMPILED BY CAPT. ATHERTON.

It Was Read at the Meeting of the Board Held Yesterday—Tells of the Force the Board Has Been in Bringing About Needed Public Improvements and of the Industries That It Has Been Instrumental in Bringing to the City—First Step in That Direction Taken in 1875.

Following is the history of the work accomplished by the Scranton board of trade, compiled by Captain D. B. Atherton and read by him at yesterday's meeting:

Scranton, Pa., March 31, 1902. Gentlemen of the Board of Trade: The suggestion made by President Dickson at the last meeting, that "the Secretary prepare a list of the industries secured through the influence of this organization, and have the same engrossed," inspired me to search the records of the board since its incorporation in 1875, in quest of information along that line.

From '75 to '77 the records are incomplete, but enough was discovered to make plain the fact that the Scranton board of trade was directly interested in every movement toward the development of the city of Scranton, and from its earliest days its members have shown an earnestness and zeal commensurate in the highest degree.

In the year 1875, a committee consisting of Mr. George Fisher, J. A. Price, William Connell, F. L. Hitchcock and E. C. Fuller, was appointed to prepare a complete map of Scranton, showing advantages to manufacturers. The records are not clear as to the final action of this committee, but it is evident that their efforts were fruitful, as subsequent events clearly indicate.

Time or space will not permit of even mentioning the many acts of the board tending to improve and develop the resources of the city. I will state, however, that through the efforts of this organization was the first block of asphalt pavement laid, the movement for a public park inaugurated, and the Linden street and Hoarling Brook bridges secured, and the records plainly indicate that many ordinances now in force in this city, providing for improvement along these lines, were drawn by members of the board of trade, and submitted to councils and passed by them.

INDUSTRIES SECURED. To get back to the original idea of the article, a review of the work of the board as pertaining to the industrial growth of the city, and showing the efforts of the board of trade, I will enumerate the industries secured, giving a brief history of each as they came to mind, from my personal connection with them, and from information received from persons directly interested and connected with the several enterprises mentioned.

It is evident that very little was done to increase the manufacturing interests of the city prior to 1855. To be sure, there were a number of very important operations in existence before that time, viz., the Lackawanna, Iron and Coal companies' rail mills and blast furnaces, which, in fact, was the very cornerstone of our great industrial future, the Scranton Steel company, Dickson Manufacturing company, L. A. Finch & Co., Scranton Stove works, McVee Brooks & Reynolds, the Scranton Silk company (now the Simpson), Alfred Harvey silk mills, and others of minor importance.

In the year 1855, the Scranton Button factory was put in operation as a partnership concern, Mr. H. P. Hallsted and Hon. William Connell being the owners. Shortly afterwards Mr. Hallsted interested Mr. Connell in a knitting mill project, which resulted in the organization and incorporation of the Lackawanna Knitting mills, in the year 1857. I do not know that the board of trade was directly responsible for either of the above industries, but from the fact that Mr. Connell was one of the board's most active members, I assume that in an indirect way, at least, the board was interested.

It is not generally known that the board of trade was in any way responsible for the location of the International Text Book company in this city. There is a bit of history that no doubt will prove interesting, in this connection. In the year 1887, Mr. E. J. Foster was editing a magazine known as Collier's Engineer in the town of Shenandoah, of this state. Not being satisfied with the future outlook of that particular locality, he went to Philadelphia and New York, with the idea of locating in either one of those two cities; his preference being Philadelphia. About this time, Colonel J. A. Price, then president and a most ardent and aggressive member of the board of trade, wrote Mr. Foster, asking him for information about the Shenandoah board of trade.

HAD NO BOARD. Mr. Foster replied that "Shenandoah did not have such an organization, nor did he believe it ever would, as the majority of the men in mercantile occupations were not of a progressive nature, and he was about to change his location." Immediately upon receipt of Mr. Foster's reply, Colonel Price wired him to await further notice, and in the meantime Mr. Price, then president and a most ardent and aggressive member of the board of trade, wrote Mr. Foster, asking him for information about the Shenandoah board of trade.

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commerce operation, as he found help very scarce in Carlisle. Your secretary spent two or three days with him, and finally found floor space in the annex of the Meigs building, as temporary quarters, while the large new glass mill of Riets Silk company, on Poplar street and Messer avenue, was being erected.

In 1900, the Theo. A. White Manufacturing company moved from Binghamton to Scranton and located over the Gould Carriage factory, on Linden street. The same year, a committee of one of our members, Mr. J. H. Timmes, went to look into the affairs of the Keeler Piano company, which resulted in the removal of the plant to Scranton, where it is now located in the building formerly occupied by the Collins & Hale company, and has since been enlarged, and is one of Scranton's most prosperous industries.

THE SPIKE MILL. In 1900, your secretary called on Mr. John Timmes, of Brooklyn, New York, who operated a small spike mill in that city. After a few days' correspondence on the subject, Mr. Timmes decided to locate in Scranton. He associated with him Mr. H. T. Hecht, of Lebanon, a practical millwright, and a partner in a partnership known as Timmes & Hecht. They erected a rolling and spike mill in the Keyser Valley and began operations the latter part of 1901. In temporary quarters, while the new glass mill company, now occupying the old Wightman plant, on Washington avenue.

In 1901, Grant & Co. manufacturers of hat air formers, were induced to move their plant from Elizabethport, N. J. They erected a large factory just beyond the city line, in Dickson borough. Negotiations with the owners were carried on by Mr. George Brown, of the Green Bridge Lumber company, who is an active member of the board of trade.

This completes the record, so far as I know. No doubt the board was interested indirectly in the establishment of other concerns, at any rate, we can safely say that all manufacturing industries in the city, without an exception, are represented in the board of trade and vitally interested in the growth and development of the city.

Summarized we have the following list, all secured through the influence of this organization: 1855, Button factory; 1857, International Text Book company; Lackawanna Knitting mills; Scranton Drop Forge; 1880, International Text Book; 1880, Lane Curtain company; 1892, Scranton A. E. company; Scranton Iron Fence company; 1895, American Safety Lamp company; Scranton Carriage company; 1901, Finch & Co. Register company; 1905, Simpson & Company; Collins & Hale Manufacturing company; 1900, Hiss Silk mill; Scranton Soap works; 1907, Rolling, David & Son; 1900, Scranton Bolt and Nut company; Riets Silk company; 1890, Theo. A. White Manufacturing company; Keller & Van Dyke Piano company; 1900, Timmes & Hecht; Scranton Cut Glass company; 1901, Grant & Co. A very creditable record, you will all agree.

Respectfully submitted, D. B. Atherton, Secretary.

LIFE OF A DEPARTMENT CLERK.

Not the Easiest in the World as Many Seem to Imagine.

From the Washington Star. "There is one incongruity about clerical life in the departments in Washington which is not generally understood, and it is so contrary to the usual rules of business life that its illustration may be disputed, but the fact remains a fact, nevertheless," said an old government clerk of varied experience.

"Among workmen one of the most familiar of sayings is, 'don't work so fast, or you will work yourself out of a job.' The truth of this axiom is generally admitted, and the artisan works along steadily. The truth of the saying may also be illustrated in the departments. A quick, active, energetic clerk has the work piled upon his desk, while the plodder, the steady-going gray horse of a clerk plows slowly along, does a fifth of the work of the race and secures the promotions.

"Now, I will tell you why it is so, because in business life the active clerk would be advanced to the position of buyer for the house, put on the road, have his salary increased, and perhaps take a vacation. The willing, energetic government clerk is pushed with work, and, if he lacks up, as he cannot maintain his high pressure at all times or forever, he is rebuked, while, if additional work is placed upon his desk and his prospects, he is reminded that he had theretofore done much more, and he would be expected to maintain his standard.

"This imposition is forced upon him because he is 'quick,' and if he should stop, he is displaced on the other side of the fact by a clerk of his inaccuracy, who, in his foolish endeavors to wade through his duties neatly and rapidly, he may have committed an oversight. Thus, the rapid clerks get it on both sides, while the plodders, being careful, industriously stub the others in the back at every one of the many favorable opportunities offered and familiar to those in official life.

"It is the plodder in office who usually wins out in the end. The energetic clerk, whose nervous system is broken down through government work, is not necessarily laborious, it is decidedly wearing upon the nerves, and many clerks annually break down from nervous exhaustion, worse, very often, than a strictly speaking physical breakdown.

"The plodder, however, gets fat. His work does not worry him. He is so slow and does so little that he must necessarily be accurate. The rapid clerk, who may be able to do three times the amount of work as the plodder, and do it as well, and who is therefore equal in clerical capacity to two additional clerks, is refused a promotion because he may have made a protest when the official had felt too heavily upon his shoulders.

"Government work is sul generis. Business rules are conspicuous by their non-observance. In many divisions a clerk's actual work counts for little. If his chief does not like him, he may rely upon never receiving a promotion. "Ah, two girls," repeated Mrs. Edlen. "Who are both so charming that I can't decide between them, and so I come to you, as usual, to help me out of my difficulty."

"Then I know these highly fortunate young women, one of whom you intend thus to distinguish!" "Oh, it's easy to laugh! But you've so often advised me to get married that it's only kind to help me to put your advice into practice, I think you know Margaret Whelan?" "Intimately. Did I not see her for a whole day in the country last summer? And I approve your taste. She is good to look at."

What Is "Atterbury" System? It means smart Ready-to-put-on Clothes worked out by a system that produces custom work in every garment. It appeals directly to the busy man—the man who hasn't time for numerous interviews with his tailor. The aristocratic appearance of an "Atterbury" is noticed at a glance in just the same way as you notice the difference between the traditional ready-made and a garment made by a first-class custom tailor. The special sartorial functions connected with the "Atterbury" system has enabled the designers and tailors to produce Ready-to-put-on Clothes equal to any made by the best custom tailor and at half his price. If you are thinking of clothes, why not spend a little time in our "Atterbury" show room. We are sure the benefit will be mutual—whether you purchase here or not; it's the only sure way of convincing you of the perfection of these clothes and explaining what the "Atterbury" system is. By card or phone you can have our representative call, giving all information at your office or home. Samter Bros. COMPLETE OUTFITTERS.



CRANE'S GOOD GOODS. Take Elevator 324 Lack'a Ave., Scranton, Pa. Take Elevator In order to introduce our new wash waist department we will give a handsome white waist worth \$1.00 to \$1.50 Free with all suit purchases for the next two weeks; this is to make you familiar with our stock of waists. BEAUTIFUL COSTUMES, AS LOW AS \$10.00 AS HIGH AS \$60.00 Crane's Spring Suits have been made to make dull in perfectly are de utmost every fig. Every e's to see per styles are and welcome even if she d to buy. Glance at k's favorite ideas. New Suits \$40 Made of the finest material known, workmanship unexcelled. New Suits \$25 These come in a handsome variety of styles and patterns. Our strength is in a garment at this price.

Three Women and a Man By G. H. Page. "I HAVE something on my mind which is perplexing rather than unpleasant, but which does preoccupy me a good deal. "If you are a woman," remarked Mrs. Edlen, "I should say you had just received a proposal and didn't know how to answer it." "But being a mere man I'm in the far more difficult position of having a proposal to make."

WHICH seems to bring me back to Margaret Whelan, does it not? "Oh, but a companion who is also a good comrade. Someone who can appreciate your own little things as well as those of Aristophanes. Now, should scarcely venture to try any job on Miss Whelan which was less than a thousand years old. On the whole I don't consider her any more suitable than Kitty. Less so, in fact. For one doesn't want too much concession in a woman, neither does one want too strenuous opposition. And Miss Whelan can be strenuous. I've heard her." "So have I," murmured Holt, reminiscent. Mrs. Edlen laughed. "You're exclaiming!" she told him. "I'm glad I exclaiming!" she told him. "I'm glad I exclaimate you, for I'm much depressed myself," said he. "I seem unable to pull this affair off. You tell me to get married and I try to obey you, yet my suggestions don't find a favor in your eyes. Perhaps you will make a suggestion yourself." "My suggestion would be such an exceedingly obvious one—" "Which is actually the reason I can see it for myself." "It is merely that you should make an effort to obtain the woman you are in love with."

BRING QUICK RETURNS. ment in the work of the Division of Hydrography of the United States Geological Survey is the study of the flow of water underground. In many localities the water which finds its way beneath the surface—as for example in the sands and gravels of dry river beds, or the seepage from irrigated lands in the west—is of considerable economic value, but little has hitherto been known regarding its speed and the manner of its flow. During the last season the Geological Survey has been engaged in a series of preliminary studies under Prof. G. S. Shuchter, of the University of Wisconsin, of the underflow in the sands of the Arkansas river. The method of investigation is entirely new; two test wells are driven and electrically connected. Into the upstream well is placed an electrolyte or dissolvable substance, which affects the electric current. This electrolyte enters the underground water at the first well and gradually passes down stream to the second. In the electrical circuit between the two wells the needle of an instrument records its approach, and is strongly affected by its final arrival. By watching the increasing deflection of the needle it is possible to trace the movement of the water from the beginning of the experiment and to study the variations of its flow. In the experiments on the Arkansas river the rate of the underflow was found to be from 3 to 15 feet per day.