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RISE OF A BUSINESS MAN.

Notable Success of a Blind Man in New York City.

People who happen to be on Fifth avenue, New York, between 7 and 8 o'clock every evening, relates the Chicago Record, can see an old-fashioned carriage with two seats driven rapidly uptown. On the back seat sits an old gentleman comfortably placed, well wrapped up with furs and a slouch hat drawn down over his eyes. Beside him is a young man with an open newspaper spread upon his knees and an electric lamp in his hand. His mouth is close to his companion's ear, so that the latter can hear distinctly as he reads the evening papers above the rattle of the wheels of thousands of carriages and delivery wagons over the rough stone pavement. Between 6 and 7 o'clock every morning the same sight may be witnessed by people who get out so early.

The old gentleman in the carriage is Charles Broadway Rouss, a blind man who has the largest wholesale notion store in New York City, and that is the way he gets the news of the busy world. He says he has no time to have the newspapers read to him except while he is riding between home and his store.

In 1865 Mr. Rouss came to New York from Winchester, Va., with \$1.80 as his capital. He is now one of the richest merchants in that city and his wealth is estimated all the way from \$5,000,000 to \$20,000,000. Hanging in the most conspicuous place in his store, just where every one who enters can read it, is a framed card bearing this inscription.

HE WHO BILT, OWNS AND OCCUPIES THIS MARVEL OF BRICK, IRON AND GRANT, 18 YEARS AGO WALKT THE STREETS OF NEW YORK PENILES AND \$51,000 IN DEF. ONLY TO PROVE THAT THE CAPITALISTS OF TODAY WERE POOR MEN 20 YEARS, AND THAT MANY A FELO PACING POVRTY TODAY MAY BE A CAPITALIST A QUATER OF A CENTURY HENCE IF HE WILL PLUCK ADORNED WITH AMBITION BAKD BY ONOR BRITE WILL ALWAYS COMAND SUCCES EVEN WITHOUT THE ALMITY DOLAR.

Mr. Rouss always spells phonetically to save time and labor. Another sign, which discloses the fundamental rules of his business, is seen in every direction and ready:

NET CASH DAY AFTER EXAMINATION NO DISCOUNT,

which means that he always pays cash for everything he buys the day that the goods are delivered and neither gives nor asks discounts. Another peculiarity of Mr. Rouss is to pay his employes every night. At the close of business, at 8 o'clock, winter and summer—and everybody is expected to work eleven hours a day—the clerks, porters and others on the pay roll go to the cashier and receive their day's wages in an envelope, so that when Mr. Rouss closes his store at night he owes no man a dollar. He is always the first to arrive in the morning, and is found daily at his desk before 7. He is always the last, except the watchman, to leave the building at night, and although he is blind and has many millions of dollars, he puts in twelve hours of solid work six days in the week.

Another sign that is seen in

every direction for the information of his customers is:

NO CREDIT. ONE BILL AT A TIME SIX DAYS OUR BEST TERMS, NEVER THIRTY.

Mr. Rouss considers one week a sufficient time for all his customers in the country to receive their purchases, and he expects the goods to be paid for as soon as they reach their destination. City customers are required to pay cash. He told me that he burned his ledger eighteen years ago and now carries on his enormous business, amounting to millions a year, with only two bookkeepers, who simply record the purchases of out-of-town customers and credit them with the pay when it is received.

"A fellow was fool enough to trust me when I first came to New York and I trusted others," said Mr. Rouss one day when I called upon him. "I smashed all to pieces; owed \$51,000, paid it up dollar for dollar, never trusted anybody again and never permit anybody to trust me."

Mr. Rouss' peculiar name is his trademark. He was born in Frederick, Md., clerked in a country store at Winchester, Va., came to New York with an ambition to emulate A. T. Stewart, got a stock of goods and opened a small shop on Broadway, but customers were slow in coming and he painted a big sign, "Charles Broadway Rouss," to attract curiosity, which he believes was the foundation of his success in life. Overwork cost him his eyesight, but he continues to manage his business and knows everything that is going on in his great store.

I asked Mr. Rouss what he considered the greatest of virtues.

"Honesty," he replied; "that covers everything."

"And what is the greatest of vices?" I asked.

"Idleness—that is the source of all vice; a busy man has no time to be bad."

Mr. Rouss is a practical philanthropist and has given away large sums of money. He always gives a dollar to everybody who asks for aid or sends him a begging letter.

"You would not want me to print that fact," I suggested.

"Why not?"

"Because it would bring upon you many multitudes of applicants for money."

"Let them come. If a dishonest man robs me he will suffer for it, not I; if I refuse a worthy man the aid he needs, I will suffer for it as well as he. I would rather give \$10,000 to people who do not need it than refuse \$1 to a man who does."

A Carlisle's Invention.

Mr. D. L. McDermott, a veteran of the Civil War, residing in Carlisle, is the inventor of a new style of projectile which may compel governments to again remodel their armies and navies. He is a man of a mechanical turn of mind and devoted his leisure moments to devising a projectile which would excel all others in use. In this he was eminently successful. His invention consists of a deep spiral rifling on the rear of the projectile and over this is placed a jacket of steel which fits very snugly.

The powder charge which drives the projectile straight forward also gives it a rapid revolution by expending its force in the direction of the spiral rifling. At recent tests it penetrated 26 inches of Harveyized steel and almost caused the rejection of a large government order. There is another form of projectile by the same inventor which carries an additional charge of powder that is exploded by impact.

During the Spanish-American war the shells of the dynamite cruiser Vesuvius were made from Mr. McDermott's plans at the Waterville, N. Y., arsenal and were used with telling effect, compressed air being used for powder. Mr. McDermott has allowed the United States Government the use of his invention pending its patent, and will give the United States the preference for its purchase. Already several European nations are very anxious to possess it. The same principle of the new projectile can be applied to rifle or revolver bullets. Hon. F. E. Belthoover is Mr. McDermott's attorney and is looking up his client's interests in foreign countries while on his European trip.—Carlisle Herald.

THE LAST FARRAGUT VETERAN.

Fought With the Old Admiral at Mobile Bay.

Timothy Murray, chief master-at-arms on the United States ship Pensacola, now stationed off the Pacific coast, is the only enlisted man now in the naval service who was with Farragut's fleet during the civil war.

He is not quite fifty years of age. Born in Ireland on November 4, 1850, he ran away to sea at the age of twelve. Only a year later he enlisted in the United States Navy at Boston as a second-class boy, serving at first on the United States Frigate Niagara, and after December, 1863, on the flagship Hartford.

He has a keen remembrance of Farragut at the battle of Mobile Bay on August 5, 1864.

"When the squadron started up the bay," he says, "the old Admiral was in the port main rigging with a rope around his waist, so that he could lean over and see what the fleet were doing. At the moment the Brooklyn ran aground Captain Allen sang out 'Torpedoes ahead!' It was then the Admiral used the famous words: 'Torpedoes be damned! Give her four bells!'"

"During the entire action in the bay the Admiral was sometimes on the poop and sometimes in the mizzen rigging. He was, I assure you, a busy man."

"That he was in constant danger is evident when you remember that the Hartford lost twenty-seven killed and twenty-five wounded. Only three of the officers who were on the ship that day remain in the service—General Heywood, now commanding the Marine Corps; Admiral Watson, then a lieutenant, and Captain Whiting, then an ensign."

PROTECTION OF SONG BIRDS.

Consul General Dubois Describes the Swiss Methods.

Consul-General Dubois, at St. Gall, has made a report to the State Department in regard to the methods pursued in Switzerland for the protection of song birds, in which he says:

"Switzerland has not many feathered songsters, but those that do exist are carefully protected, not only by law, but by the fostering care of the people, particularly the German-speaking people of Switzerland. In 1875 a law was enacted prohibiting the trapping or killing of song birds or the robbing or molesting of their nests in any part of the Alpine Republic."

"As the seasons come and go the Swiss birds make their pilgrimage south, and in going and returning across the land of Northern Italy and the Swiss canton of Tessin they are mercilessly pursued by hunters of all ages and classes. One of the schemes is to cover the limbs of trees and the rocks, and even the telegraph wires, along the line of the bird migrations with a certain paste of such adhesive qualities that whenever the birds stop in their flight for rest or food they are held helpless captives."

"During the past year the border police of Tessin captured and destroyed 12,000 bird traps set to imprison these weary little flyers. Authorities are being urged to take the most rigorous measures to suppress the evil. The criminal courts are having many more bird law violation cases than formerly, and bird catching and killing crimes, which in former years were either overlooked or punished very slightly, are now dealt with seriously."

Bits of Information.

According to chemical analysis, 15 parts of the flesh of fish have about the same nutritive value as 12 parts of boneless beef.

The oldest German coal mines were first worked in 1195. They are near Worms. England did not begin to mine its coal until the fourteenth century.

The Eiffel tower is being painted with five shades of enamel paint. The summit and the dome are to be a chrome yellow. The shades will graduate to the pedestal, which will be of dark orange. Two coats will be required, and nearly fifty tons of enamel paint will be consumed.

The famous clock in the Palais de Justice in Paris dates from 1370. The carved figures of "Piety" and "Justice" and the angels supporting the royal coat of arms were executed by Germain Pilon.

A correspondent of the London Academy writes that a bookseller in a large provincial city discovered an assistant arranging four new copies of Walt Whitman's "Leaves of Grass" on the shelves devoted to books on gardening.

Shattering the Commandments.

During an interval of several minutes the editor and the poet contemplated each other with implacable fury.

"This is a poem on Spring, I presume," sneered the editor, at last.

"Not only on Spring, but on both sides of the paper as well," shrieked the poet, defiantly.

Here the editor rose and clutched the fellow by the throat, frothing at the mouth the while.—Detroit Journal.

Cock of the Walk.

Mamma—I'm glad to see your playing with good little boys now.

Tommy—Yes'm. They ain't like the other kind, I kin lick any one of these kids if I want ter.—Philadelphia Press.

John Jacob Astor has ordered an automobile Cayrol, which will run as a public stage between Rhinecliff station, on the Hudson River railroad, and Rhinecliff village, a distance of two miles.

A movement is on foot among passenger agents of all the great railroads of the country to give to every veteran of the Civil War, at all times over every railroad half fare rates.

Men are adopting the "shirtwaist" for summer wear—not cut like the women's garment of that name, but the comfortable colored shirt, worn without suspenders but with a belt. Coat and vest are discarded.

THE HISTORY BOOK.

How Milk and Water Can Be Made to Change Glasses.

A pretty bit of scientific recreation which comes in handily after dinner is sometimes called by the high-sounding title of "The Revenge of the Danaides," in allusion to the daughters of Danaus, who, as a punishment for their crimes, were condemned to forever draw water with leaky vessels.

Fill completely two glasses of exactly the same size and shape, one with water, the other with milk. Stretch over the mouth of the glass containing the water a circular covering of tulle or other thin goods, somewhat larger than the glasses and previously moistened.

Now smooth the lapping of the tulle as closely to the glass as possible, and, holding the palm of the right hand squarely to the mouth of the glass, seize the stem with the left and turn it quickly upside down, avoiding the entrance of air.

Next slide the right hand softly away from underneath, and, much to your astonishment, the tulle will remain sticking to the glass, while not a drop of water will fall out through that exceedingly leaky tissue. You will very soon succeed in this experiment.

Hereon follows the second part: Place your full, but not dripping, glass of water, thus turned upside down, but not inside out, over the full glass of milk, and you will soon see little jets of white liquid penetrating the tulle in every direction. It is the milk, progressively mounting the superior glass, which in the same proportion yields water to the lower glass in the opposite direction.

At the end of about a quarter of an hour the exchange will be complete, and you will see the lower glass filled with pure transparent water, while the upper one will be full of white milk.

MAGIC OF FIGURES.

Trick in Simple Subtraction That Will Puzzle Every One.

You never can tell what figures will do. Of course they are truthful if properly handled, but some of them are capable of the most bewildering antics. Here is a method by which figures may be made to tell secrets in a way that will astonish those who are not informed about how to do the "figuring."

Ask some person to put down unknown to you a number composed of three figures (say 762). Tell him to transpose the figures (making 267), and to subtract the lesser from the greater. Then ask him to tell you the first figure of the result, and you can tell him the entire number. For instance, your first number in the present example is 762, which transposed makes 267. Subtract 267 from 762 and you have 495. The only figure that you are told is 4, the first of the result. All you have to do is subtract 4 from 9, which will give you 5, the last figure, and the central figure is always 9. So your number will be 495. This is true in all cases where only three figures are to be used in making up a number. The central figure will always be 9 when the transposed number is subtracted from the original number, and the two end figures when added together will make 9. So, knowing either the first or last figure of the result you can give the entire number.

ALL MAKE DOLLS.

Mothers Cut Them Out, Children Stuff and Fathers Paint Them.

In Germany there are whole communities of people who make dolls, while families work all day at doll making, each one having his own part to do. Not only do these families make dolls, but the fathers and mothers of these fathers and mothers made dolls, and so did the grandfathers and grandmothers. A man making a doll out of a piece of wood, using a knife to do it, will draw himself up proudly and tell you that his grandfather made the same kind of a doll.

The mothers in the families cut out the bodies, the children make and stuff them, the fathers paint and treat the faces. In some families, where there is a great deal of talent, the whole family makes heads.

Some of these doll makers have come to New York, and they live near together, making a little German village of doll makers. These people make only the rag dolls which we see in the stores, dressed in gingham and wearing sunbonnets on their heads. Some of the women and girls make the clothing and bonnets, the boys stuff the bodies, and, as in Germany, the men make the faces.

Valuable Pebbles.

Between the northern point of Long Island and Watch Hill lies a row of little islands, two of which—Plum Island and Goose Island—possess a peculiar form of mineral wealth. It consists of heaps of richly colored quartz pebbles, showing red, yellow, purple and other hues, which are locally called agates. They are used in making stained glass windows, and there is sufficient demand for them in New York to keep the owners of one or two sloops employed in gathering them from the beaches, where the waves continually roll and polish them, bringing out the beauty of their colors.

How Lucky You Are!

The Tartarian alphabet contains 292 letters, being the longest in the world.

At the Presbyterian reunion to be held at Penmar on July 31 one of the speakers will be Rev. J. Hood Laughlin whose subject will be "The Present Outlook in China." Rev. Laughlin has been a missionary in China for many years, and, if there now, he would be in the center of the present disturbances. He is an interesting speaker and will tell about the present disturbances in that ancient empire.

WOULD NOT BE CAUGHT.

A TRUE WOLF STORY FOR BOYS AND GIRLS.

The Cunning Animal Was too Wise for the Eager Hunter—A Claim that Wolves are the Same Kind of Animals as Dogs.

"One winter we were staying at our main lodge on Lake Memosagaming, in the Parry Sound District," said an old hunter. "The first deep snow of winter had just come on, covering the bushes and trees with a heavy mantle of pure white, and converting them into all sorts of fantastic images and shapes, bending the tall hemlocks until their branches almost touched the ground or broke off completely. At this time it was exceedingly difficult for animals to travel through the woods. The deer keep closely yarded in some secluded thicket, so that a wolf might pass to leeward very closely without ever being aware of their presence, and the wolf has a very hard time to get his daily bread in the shape of venison; and even when it has the good fortune to raise a deer, it has a long, tiresome chase plunging through the loose snow before it brings it down."

"We were also blocked up in our lodge, for it is just as difficult, at this time of the year, for the hunter to get about as it is for the game. However, we generally kept a trap set near the lodge to accommodate any hungry wolf that chanced that way. Early one morning, going out to look at it, we found a wolf had visited the place and appropriated the bait, but without springing the trap. We reset the trap and found next morning that the wolf had been there again, feasted on the bait and had sprung the trap, but without getting caught."

"I now set two traps and covered them up as naturally as possible, well knowing that the wolf would be very suspicious and alert by this time and exceedingly wary in approaching. I knew, however, that he was pretty hungry, and left my traps feeling confident of finding him hard and fast on the morrow."

"Imagine my disgust when next morning I found my bait gone and no wolf to be seen. As I had anticipated, his two former experiences had made him cautious, and when he had approached within eight or ten feet of the traps he commenced scratching up the snow toward them until he had them bare, then he helped himself to the bait and trotted off, no doubt with a sarcastic reflection on our green and inexperienced trapping."

"Well," I said, "Mr. Wolf, I'll let you fast to-night while I do some thinking," and went back to the lodge without setting any traps. Will looked at me in an inquiring way as I stepped in, and then grinned to himself in a peculiarly irritating style, as if something amusing had crossed his mind, but he said nothing. I smoked a good deal, and thought deeply all the rest of the morning, and in the afternoon went back to my trap. I dug out the snow in my parallel-gram and paved it completely with small traps, so as to diffuse the smell of the iron. I covered them up and set a large trap on top of them, and then carefully sifted snow through my shoes over all. Fastening a piece of tempting beaver on the pole I left it."

"This was too much for the wolf. I saw the next morning where it had come to the entrance, but after walking back and forth a few times had gone off without attempting the bait, and I saw it no more. The only method by which I could have trapped this animal would have been by dragging a piece of bait to water and hiding the trap where the water would have destroyed its smell."

"Whether the wolf should be classed with the dog is a mooted question with the naturalists. My own conclusion, after observation under a great variety of conditions, is that they are one and the same kind of animal, differing only in such manner as might be expected in an animal in a state of nature, and one under domestication. They look alike, bark, howl, growl and yelp alike. In short, they seem to have the same instincts and characteristics in nearly every particular."

"Wolves have great powers of endurance, and can go without food for a long time. I have known one to be in a trap for three weeks and still be strong and lively. On the other hand, they are terrible generalizers when opportunity offers. Two or three hungry wolves will devour a good-sized deer at a single meal. They are strong, swift runners, and look like so many birds flying as they bound away through the deep snow on a frozen lake, when taken by surprise. A large deer at first will distance them, but unless water is near the staying qualities of the wolf tell in the end. There is a lazy streak in them, however, for they will not exercise their running powers in pursuit of prey unless forced to it, but would rather make a capture by stratagem. If they observe a deer coming toward them they will secrete themselves and attempt to take it by surprise, or if they scent one lying down they will surround it, if possible, and kill it without a run, or if they come upon a deer suddenly some will follow on slowly as the deer runs while others will dart off at full speed to one side to head it off. They will try these tactics a few times, and then, if not successful, will abandon all tricks and give chase at top speed, unless the snow is deep, when wolves take it easy, following on the trot, but keeping the deer moving and eventually tiring it out."

The Price.

"Yes," granted the great chief, "they have come to set up their laws over our land and to take possession of the hills and the valleys and the fertile plains that have been ours. But they have paid a price that will stagger humanity." Then taking the jug, for the contents of which he had traded off the lands of his tribe, he tilted the bottom toward the planet Mars and was satisfied.

S. A. NESBIT, DEALER IN Agricultural Implements, McCONNELLSBURG, PA. This is my Seventeenth Year in this business with the farmers of Fulton county; and being a farmer myself I am well acquainted with the wants of farmers. I am still selling the celebrated Champion Mowers and Binders—undoubtedly the best machine on the market to-day. Grain Drills—Spangler's Low Down, and the Greenstead Power Feed. Synthetic Plows—Notice these prices: No. 20, and No. 501 \$9.50 cash. No. 30, \$11.00. Spring Harrows—\$11.50 to \$17.50. Hay Rakes from \$17.00 to \$24.00. Sewing Machines—\$15.00 to \$25. Hay Forks Complete for \$6.50. Leather Team Nets from \$1.50 to \$4.50. Bayou Nets, \$1.75 to \$2.75. Good Live Stock, Grain, Hay, Lumber, &c., &c., taken in exchange. I am not spending time and money canvassing the country and if you want anything in my line call and see me and will save you money. S. A. NESBIT.

A ROARING PHONOGRAPH. A Queer Story. With an accordion and a colored man's wandering through the streets of Philadelphia, vesting the coppers of those care to look at his unique entertainment. He has a table a yard square, and he dumps on it the turtles from his pocket. They get into formation at once, the captain or leader, sits a little in advance, alone others, in three couples, arrange themselves in order behind. The old man strikes up a and the turtles march around table in a circle. He strikes another and they march square. A third time they stand them erect on their. With the fifth time, or climax the turtles roll over on their backs. That concludes the performance. The old man puts his hat about, then gathers turtles into his deep pocket again, folds the table under arm and departs counting collection. White Man Turned Yellow. Great consternation was felt by the friends of M. A. Hegar, Lexington, Ky., when they he was turning yellow. His slowly changed color, closed eyes, and he suffered terrible. His malady was treated by best doctors, but without success. Then he was advised to try Bitters, the wonderful stomach and liver remedy, it writes: "After taking two bottles I was wholly cured. Trial proves its matchless value for all Stomach, Liver and kidney troubles. Only 50c. Sold by W. S. Dickson, druggist. Great Diffidence. "Now, Johnny," said the other, "take the chalk and draw a trout." "What kind, ma'am?" he asked. "Johnny." "O' Johnny, the kind old Mr. Tibbs says he catches." Johnny made great sport with the chalk. "Hold on, Johnny! That more like a whale than a trout." "It is the kind Mr. Tibbs he catches." "Well, it is too large. Back out and start all over again." Johnny did so and drew a fish. "Why, what in the world that? It looks like a minnow." "That is the kind of a trout Tibbs catches." A McKean county exchanger prints a bicycle yarn that is copying: "A wheelman of this hung his wheel from a shelf in the cellar. A mouse jumped from the wall upon the wheel which began to turn, of course the mouse started the top, but the wheel kept going and the creature could get enough foothold to keep shelf. In the morning the wheel was still running and the exchanger showed he had run eight miles. "My husband says we are descended from a primordial gelatin." "Indeed! English or French?"

The marvelous cure of Mrs. Rena J. Stout of Consumption has created intense excitement in Cammack, Ind." writes Marion Stuart, a leading druggist of Muncie, Ind. She only weighed 90 pounds when her doctor in Yorkton said she must soon die. Then she began to use Dr. King's New Discovery and gained 37 pounds in weight and was completely cured." It has cured thousands of hopeless cases, and is positively guaranteed to cure all Throat, Chest and Lung diseases. 50c and \$1.00. Trial bottles free at W. S. Dickson's drug store.