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DOCTORS IN ENGLAND patients he cares for, but lesser lights often have their names associated with

The

THE SCHEMES THEY USE TO GET IN THE EYE OF THE PUBLIC.

Shrewd Expedients by Which Lucrative Practices Are Acquired and by Which They Dodge the Bule of the Profession Against Advertising. A young doctor beginning to practice

is terribly handleapped by the rule under which any medical man who advertises is expelled from the profession, says the Leeds Mercury. He may be an extremely gifted physician or surgeon, and yet if he has not capital to buy a practice or interest with the governors of some hospitals he does not succeed in earning enough during the first few years to keep body and soul together. Of course the result is that all sorts of dodges are adopted to evade and defeat the rule against advertising. It is well known in the profession that

reputation and a large elientele depend more on the success with which this is accomplished than on real scientific ability. A celebrated London surgeon once admitted to the writer that he rose to the top of the tree by getting into his carriage several times a month and driving at a terrific pace through a half dozen streets. Sometimes he varied this by forgetting to take a neces sary instrument when visiting a patient and then sending his driver back for it hot haste. Naturally people were much impressed by the procedure, believing that Surgeon D, must be an excellent surgeon since he was so often called to desperate casos Another London Æsculapius owes an

income of £10,000 a year to du lugen-

lous stratagem, on which he risked the last couple of hundred pounds he had in the world. Having a very intelligent sister who was desirous of helping him he explained to her the difficulty of making a practice by simply putting a brass plate on the door and banging

out a red lamp and balueed her to be his accomplice in what was not far re moved from a fraud on the public. Her part in the plot was to take a drug which paralyzed her limbs and gave her the appearance of being in the last stages of fatal illness. Then she was taken in an ambuiance to apartments in a fashionable west end street, in order, so to speak, as a forlorn hope, to place herself under the care of Dr. X. Dr. X., her brother, had meanwhile taken rooms in a neighboring street, put up his brass plate and hired a carriage with a spanking pair of horses. Three times every day he spent an hour with the invalid, while the carriage drove up and down the street. He cleverly managed to have it reported that his patient had been given up as a hopeless case by all the big medleal men of London. At the end of two months he had cured her, and patients began to pour into his waiting room.

the crack physician, and every bulletin is worth a bundred guineas to them. A doctor would give a deal to have it announced in the papers that he has Inte returned from a well earned holiday in Norway or the Mediterranean, and many a medical man owes his com-

fortable income to the friendly editor who says something about him in the column of personal news. Most of these methods are open only to the city practitioner. The men who settle in small towns have to adopt different means. Generally they make use of all their arts to make friends with the ladies. They try to be very charming at garden parties and bazars, attend church regularly and some times have a note brought to them in the middle of service and hurry away, They endeavor to make themselves popular in the local clubs, or get remarkable by the possession of a spirited horse, or bleach their hair to look wise, or give a public locture. Sometimes they win attention through the

forts of a tactful wife. Another very good plan, open to the provincial as well as the city doctor, is to send testimonials to some wine or mineral water importer or to a manufacturer of sanitary clothing and occahally to a quack medicine vender. In this way they get their names constantly in the local papers without inffinging the rule against advertising. The worst of it all, from the public point of view, is that it is not the best physician or surgeon who gets the greatest reputation, but the best man or business. And while patients crowd to the fashionable houses of medlocre doctors who have cleverly advertised themselves the most skillful physicians and surgeons of all grow rusty and all but starve in back streets.

tury a man of forty-five was regarded a seeming contradiction. If the threeyear-old child of today is as knowing as was the six-year-old of half a century ago, and the ten-year-old boy of today is in many respects quite as nuch a man as was his grandfather at eighteen, one might naturally expect that in due gradation the modern middle aged man should be old beyond his years. But such is not the case.

Middle age, so far from hurrying on into senility, so far even from standing still, would seem actually to have stepped backward and marched alongside But the most successful method of all of youth. There is a jauntiness, a is to write a popular medical book or a buoyancy, an elasticity, about the middle age of today at which our fathers semimedical magazine article or even would have shaken their heads as unseemly. The guif which once separated the middle aged parent from his children has been filled up. The curthin which shrouded the middle aged man generally from the eyes of youth and which caused him to be regarded with respect if not with awe has been lifted, and in obedience to the same influences which have made the schoolmoster the friend of the schoolboy and the regimental officer almost the comrade of his men the middle aged man of today is never so happy as when working or playing upon an equality and actually in competition with youth. As with men, so it is with women. Social statisticians tell us that the age at which women are considered most eligible for marriage has been very notably advanced of late years, and we know that the lament of many a matchmaking manuma is that the most dreaded rivals of her darling are not to be found so much among the girls of her own age as among women who not many years ago would have been relegated to the ranks of hopeless old maidenbood. The fact that the middle aged woman of today is much younger in manner and tastes is, of course, not the only reason for this, but it is among the most potent,-London Spectator.

MAN'S INVENTIONS. Many of the Ideas Used Were Stolen

Star.

Directly From Nature. Houses are not the invention of man. The idea was borrowed from the swal-

When the world was young its inhabitants were troglodyates. They dwelt in holes in cliffs. One savage, more enterprising than his fellows, puzzled his brains to find out a way to construct a cozy dwelling. On one occasion he caught sight of a bird gathering bits of clay with its beak. It was a swallow, and he watched it build a nest on a ledge of rock.

"Wonderful," said he. "I'll do like wine

He set to work at once and built a clay hut. His neighbors called him the "mudhole dweller" and laughed at his house. But, when they discovered that he was more snug than they, up went other huts.

The savages lived in mud buts notif the heaver came to visit them. In building a house for himself he gave early man a lesson in architecture. The beaver not only showed him how to build houses that would stand all kinds of weather, but instructed him in the art of dam and bridge building.

The gentlemen of the stone age had boats. This has been proved by the things left behind them. It is doubtful, however, whether they invented vessels themselves,

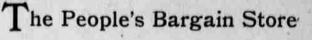
A well known antiquarian declares that the savage stole the idea for the salling boat from a small shellfish having a kind of fin attached to its back. By resting on a wave and erecting the fin it can skim over the waters at great speed when the wind is behind it.

It is generally believed that man mvented the thatch to keep barns and ricks dry. As a matter of fact, it was the weaver bird that gave the idea to him. With its beak it constructs a perfectly made, large, rainproof shelter, or thatch, over its nest. The Zulu huts in the Transvaal are roofed in almost the same way today.

Dame Nature was a glassmaker long before man was created. Natural glass resembled the glass of which beer botties are made, and it is to be found in Iceland, Spain, Italy, Sardinia and almost every locality in which volcanoes have been at work. Its proper name is obsidian, and there are enough cliffs of glass to fill all the window frames in Great Britain.

Mica is another form of natural glass and is largely used in the making of chimneys for incandescent gaslights. It is dug out of the ground, will stand great heat and needs nothing but splitting to be made use of at once.

Old brown Windsor soap, so commonly used "for the tollet, is not the real thing at all, but merely an imitation. The only soap of that name is not made, but comes from the bulbs of the Porto Rico soap plant, and it was used for washing purposes long before man thought of manufacturing soap from fat and other substances. Its smell is exactly the same as London made old brown Windsor, and there is no doubt



-A. KATZEN, Prop.-

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MIDDLE AGED FOLKS. the Spirit of the Times.

The Change Which Has Come Over In the middle of the ninetcenth cenalmost elderly, and a woman of the same age was expected to have long since cut herself adrift from all ties binding her to her youth and to assume the appearance and deportment of a staid, exemplary matron. All this has changed in a particularly interesting way, of which the prominent feature is

letter to the daily press. One medical man found that a religious poem which he sent without any ulterior motives to a widely circulated church magazine proved better than a Klondike gold mine. It is also known that the best paying patients are not the really sick. but those who imagine they are. These foolish people devour dictionaries of medicine and medical journals,

and no one knows this better than the pushing doctor. In fact, the medical journals are more extensively read by the laity than by the medical fraternity, and the doctor who can get a clever article published in one of them is sure to draw patients. Letters to the news papers on occasions such as an epidemic, the vivisection agitation and the like are equally effective. And no doubt they would be more numerous but for the curious fact that the study of medicine seems to destroy the power of writing well.

But probably the best advertisement a doctor can have is to be employed in' some cause celebre. This is partly the explanation of the extraordinary spectacle now and then witnessed in the courts of three or four medical men swearing that a certain wound could easily be self inflicted or that death was undoubtedly due to arsenic, while three or four more pledge themselves that the wound could not by any possiblility be self inflicted and that arsenic had nothing whatever to do with the death. Great is the scheming to get engaged in one of those trials, for the publicity is worth a diamond mine. Still another plan is to get up a hospital for the cure of some special dis-, case. For this purpose several doctors often club together and with funds of their own, plus what they can get from the charitable public, open a hospital for skin diseases or deformities or ailments of any and every organ. Their names are not only advertised in the press, by circulars and at all kinds of dinners and annual meetings, but often they are put up on a large board outside the hospital, and they who would otherwise remain obscure become famous and get patients from the four corners of the kingdom. One of the most famous ways of advertising is the issuing of bulletins

about the health of some man of note. Even if he have only a sty in his eye ready has nearly all the reputation and | back."

Oliver Wendell Holmes,

Mrs. Robecca Harding Davis writes of Dr. Oliver Wendell Holmes: "Physically he was a very small man, holding himself stifly erect-his face insignificant as his figure, except for a long obstinute upper lip ('left to me,' he said one day, by some ill conditioned greatgrandmother'), and eyes full of a wonderful fire and sympathy. No one on whom Dr. Holmes had once looked with interest ever forgot the look-or him. He attracted all kinds of people as a brilliant excitable child would attract them. But nobody, I suspect, ever succeeded in being familiar with him. I remember one evening that he quoted one of his poems, and I was forced stupidly to acknowledge that I did not know it. He fairly jumped to the bookcase, took out the volume and read the verses, standing in the middle of the room, his voice trembling, his whole body thrilling with their meaning. "There," he cried at the end, his eyes flashing, 'could anybody have said the public is kept acquainted with its | that better? Ah-h?' with a long indrawn progress. In that case the doctor al- breath of delight as he put the book

whatever that the latter is an exact imitation of the natural soap.

At one time the world was lighted at night with "farthing dips," long sticks of compressed fat with a thin string through the center. Before this the seeds of the tallow tree, which grows in Algeria, Sumatra and China, were used for lighting purposes. The seeds, which are of a good size, need but a wick to burn with a clear, white flame, It will therefore be seen that the idea for both ancient and modern candles was stolen directly from nature.-Pearson's Weekly.

Kind Neighbors.

When Miss Jenkins, after spending fifty-six years in the city of her birth, decided to buy a small farm in the country she determined to miss none of the delights of farming life.

"I'm going to have a steady horse and two cows, and some hens," she announced to her brother, to whom she proudly displayed her new property. "The Adams boy from the next house will help me about everything. He'll drive the cows and milk and teach me how to harness, and of course 1 shall feed the hens and the little pig."

"The little pig!" echoed her brother. "Do you propose to keep a pig? And where, I should like to know?"

"There's room for a small pigpen back of the barn, away from the road and everything," said Miss Jenkins calmiy. "Air. Adams has some cunning little pigs, and that is what I wish. And I asked the Adams boy if he thought when the pig had outgrown the pen I could find some one to take him and give me another little one in exchange, and he seemed sure I could. You'ye no idea, brother, how obliging the people are here in the country."

"Don't you think the cus throwing rice at a newly i couple is idlotic?" asked the flu ed maid.

"Sure," answered the savage of elor. "Mush would be a gro more appropriate."-Chicago N

Genealogy.

Small Boy (just home from Mamma, Miss Simpson 'says scended from a monkey. His glancing severely at her hu Not on my side, darling. -- 1

N. HANAU

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