

AUTOMOBILE MENACE.

IT IS DRIVING OUT AN IMPORTANT COUNTRY INDUSTRY.

How the Livery Stable Keepers Are Affected—Their Chief Source of Income, the Traveling Salesman, Taking to the Horseless Carriage—Its Advantages.

Slowly but surely the automobile is making its way into the country districts, and is supplanting one of the important industries of every hamlet and village, says the New York Commercial Advertiser. This is true particularly in the New England states and in New York, Pennsylvania and New Jersey. The country livery stables are supported almost entirely by traveling salesman who sell groceries and provisions and other staple articles, as well as tobacco, cigars and cigarettes. These men have certain regular routes which they cover at certain intervals, and usually have a standing order with liverymen in towns that are centrally located to take them out over their routes whenever they come to town. Scores of these men, however, have of late taken to the steam carriage as a means of getting about, and have canceled their orders with the liverymen. A representative of a big wholesale grocery house in Rochester was in town this week looking over the various steam carriages with a view of purchasing one in the spring.

"I was going to wait for a while longer," he said, "but I have figured the whole thing over, and I find that I can save quite a little money on a trip, and besides, I can cover my territory much quicker, and can lengthen out my routes. I don't know as I would get it, though, if my rival who works the same route, had not gotten one some months ago, and I find he is beating me out on every trip. The way he works the scheme is to start out on Monday morning and work out to his most distant point, then strike off across the territory and work back. We used to go out, say, to Newark, N. J., hire a team there and drive south, taking in stores and villages not on the railroad, until we got over along the line of the Auburn road, then work back by another route and put up at Newark. The next day we started out to the north, going to the R. W. and O. and back. The next day we go on to Lyons, repeat the operation, then to Clyde, and so on. The same liveryman took me every time, and the prices were about the same each time, varying between \$6 and \$8.

"With a steam carriage, however, my rival runs east to the end of his route without stopping for orders, then he starts back, running north and south, taking in all of the villages and stopping at the cross-road stores as well, and he gets about much quicker, and covers more ground than he did before. We used to divide matters up a bit. He took a certain number of the merchants in out-of-the-way corners of the territory, and I took the others, and in that way we saved ourselves considerable expense and a lot of trouble. But of late I find that he has been running among out-of-the-way dealers, and he has sometimes gotten in ahead of me. The second week we always work the territory to the west in the same way.

"If the steam carriage works as well as we figure it will, we will be able, not only to cover our territory much more thoroughly, but we will be able to extend our trips. Of course, we can go no further to the north on account of Lake Ontario. But we never have worked that very thoroughly because it has been awkward to get at, but we will be able to go further south and get into the sections now looked after by other firms in Auburn or Syracuse; so you see we ought to be able to do a great deal more business and save a big bill of expenses. Of course, we would have to drop the extra sections in the winter, and I suppose that the liverymen would get back at us by raising their prices, but then we don't do as much in the winter, anyhow, because the roads are often drifted up so we can't get through."

Another salesman, who travels for a firm in this city and who works a route in Pennsylvania, which extends as far as Lancaster, has purchased an automobile and has used it for four months. He says that he has reduced his expenses considerably as he had been able to reduce his trip by a week or more. He ships his machine to Lancaster by freight, every time he starts out, and goes out on a train. He sets his automobile up as soon as it arrives, puts in his samples and starts eastward, running back and forward, and hither and yon, covering all of the hamlets and towns in his section. He says the plan works much better than he expected and that the greatest source of comfort to him is the fact that he is able to stop his work about midnight every night. "By a little planning," he continued, "I find that I can reach a town about 6 o'clock and put up for the night. When I had to depend on liverymen, I often had to be out until 10 or 11 o'clock, for we always had to get back to the stable, and as I had usually covered all of the route on the way out, it would have been useless to stop at the other end and let the driver go back alone; besides, I usually had some of my belongings at the hotel in the town from which we started, and I had to get back before I could go anywhere else. Now I take all of my stuff with me, and if I get to the other end of the route by nightfall I simply put up for the night, and in the morning, slip across for five miles or so and work my way back by another route."

While only a few of the more aggressive salesmen seem to have taken to the automobile as a means of working the country territory, others in

the same line will soon be forced to follow their example, or lose a considerable percentage of their customers. The effect upon the village liverymen is apparent. Some towns of 4000 and 5000 inhabitants, have four or five stables with ten or a dozen horses each, and their principal customer is the salesman who uses their horses regularly, since the great majority of the inhabitants of the villages have their own horses and there is little call for so many horses and vehicles. One stable would easily meet all of the demands of the local swains who now and then find it necessary to take their sweethearts out for a drive in order to get the better of a rival who is beginning to become dangerous.

ADAPTIVE ESKIMOS.

Ease with Which They Imitate the White Man's Habits and Speech.

The Alaskan Eskimos are highly intelligent, industrious, moral and honest according to their standards in such matters, which differ somewhat from our own. They are strictly truthful, of kindly, cheerful disposition and exceedingly gentle, patient and tactful in their manners. In illustration of their intelligence it was interesting to note that while their language embraced but a few hundred words as against our overwhelming vocabulary, they and not we made all the advance, evincing the keenest interest in the acquisition of the white man's tongue. In voicing their proficiency in this direction it was not uncommon for some of the more sensitive among us to be shocked upon being saluted by some precocious maiden with a string of oaths, strangely intoned, culled from our edification from the explosive speech in general use among the representatives of a higher moral development.

The natives soon learned such tunes and songs as were whistled or sung in their hearing. These they reproduced with considerable accuracy, words and all. The words were, however, generally sounds phonetically similar to those heard and were sometimes, in fact, quite amusing. This sudden musical development seemed remarkable considering that their natural attempts include only monotonous droning, accompanied sometimes by an unmeasured inane thrumming on a sort of tambourine. There are many artists among them whose carvings and etchings on ivory are of high excellence.

There is a marked difference in the adaptability to Caucasian customs between the men and women of this race. The men are much keener in anticipating what is likely to meet with white favor, and lose no time in at least concealing habits and inclinations that are seen to be objectionable; while the women make but little progress in this direction. The contrast is best shown at the white man's table, one or two meals sufficing to prevent any painful exhibition from the men, whereas with the women no improvement is to be observed, unselfish solicitude for their absent friends is sure to evince itself in their setting aside the choicest morsels of food to be taken to them, never failing, however, to ask leave to do so.—The Era.

QUAINT AND CURIOUS.

A three-wheeled cab has made its appearance in London. The third wheel runs in front of the vehicle, and is to save the passenger from accident should the horse fall.

Sleepy grass is found in New Mexico, Texas and Siberia. It has a most injurious effect on horses and sheep, being a strong narcotic or sedative, and causing profound sleep or stupor lasting 24 hours to 48 hours.

Snow is said to offer surprising resistance to penetration by rifle bullets. Experiments made in Norway have shown that a snow wall four feet thick is absolutely proof against the Norwegian army rifle—a weapon of exceptional piercing power.

Samuel Snell, of Holyoke, Mass., has a strange hobby. Though 73 years old and wealthy, he devotes all his spare time to the making of stone collars. During the last 25 years he has made and disposed of over a hundred of these, asserting that they keep the body in an excellent state of preservation long after burial.

It is said that a foreman stereotyper in a London printing works has had a curious windfall. Going to a sale of musical instruments, he purchased an old harpsichord for 20 shillings, because, having a hobby for fret-work, he fancied the wood in the front panel. When he got his purchase home he dissected it. He then discovered that the harpsichord had a double back, and presently between the boards he found very old Bank of England notes, the total face value of which amounted to \$150,000.

"Rattlesnakes are grateful if you gain their affection," says a correspondent of the Corsicana (Tex.) News. "My brother 'Jim' found a six-foot rattler near town caught under a boulder, and instead of using his advantage he sympathetically released the snake, which thereupon became a pet and followed 'Jim' about and guarded him as watchfully as a dog. One night he was awakened and missing the snake in its usual place at the foot of the bed, he knew something was wrong. He got up and lighted a match to investigate, and found a burglar in the next room in the coils of the snake, which had its tail out of the window rattling for the police.

KEEPING TAB ON TIME.

Absolute Accuracy Is Not Easily Attained Even With Great Pains.

"In spite of the genius of modern watch makers, and in spite of the fact that seconds of time have become of vast importance in the affairs of the world," said a New Orleans jeweler, "it cannot be contended that man has been able to keep anything like absolutely correct tab on time. The fact of the business is that there are certain variations which the most exacting rules have failed to do away with, and even with railroads where scrupulous accuracy means the preservation of life and the protection of vast property rights, no exact system of keeping time has yet been devised.

"Railroads probably come closer to unvarying exactitude than the average man or the average business concern. In the first place there are certain natural variations which enter into the government's system of keeping time. The work at the observatories where the ball falls when the sun is crossing the meridian at the noon hour, has overcome to some extent these natural variations, but even with this system a second or two will occasionally slip away unawares. But at these places the standard agreed upon is fixed. The railroads are jealous of the seconds, as jealous as the judge who keeps the time on a modern race with a split-second watch. Inspectors are employed by some of the larger systems to look after the watches of conductors and engineers and others who are required to observe the schedules of the companies.

"But I was thinking more particularly of the watch of the average man. Very few men know how to treat a watch. They handle this useful article in any sort of way, and then expect it to keep good time. Ninety-nine men out of every hundred wind a watch up at the wrong time. The man who winds his watch up just before going to bed is foolish, in this respect at least. Watches should be wound up in the morning. A man is interested in keeping correct time during the day, when he must catch a train, get to the bank at a certain hour and keep his business engagements generally. If he winds his watch at night the spring begins to lag during the time when he wants to know the exact hour. There are men who wind their watches several times a day. They make a mistake. A watch should be wound once every 24 hours, and no more than once.

"The watch should be kept in one position, too. If carried in the vest pocket, where the stem remains upward, it should be left in the vest pocket at night, and the vest should be hung up so the watch would remain in exactly the same position in which it is carried. Do not sprawl it out on its side under the pillow or on the dresser. If you do you will interfere with the balance of its internal mechanism, and it is likely to vary a tick or two in 24 hours, and when you remember that a watch ticks about 300 times a minute, or about 18,000 times every hour, and 432,000 times every 24 hours, you can see that a fellow might lose a number of ticks in a day's time, and since it takes only five ticks to make a second, according to the standard, a fellow might get behind. But if a man will do the square thing by his watch he will have no trouble."—New Orleans Times-Democrat.

Mr. Howells on New York Society.

In the "Easy Chair," in Harper's, Mr. Howells comments on Senator Depew's recent comparison of New York and London society and narrates the following instance of what happened when Mr. Curtis attempted to unite intellectual and millionaire society:

"It is by no means a new discovery which Mr. Depew has made in regard to our plutocratic society, though the fact does not impugn his originality in proclaiming it. The present tenant of the Easy Chair remembers hearing his famous predecessor, who so wished all manner of men and women well, and was always trying to make life more interesting and edifying, tell of a certain experience of his, apropos of the very situation which Mr. Depew regrets. This presented itself so deplorably to the eminent humanist that he took counsel with a certain Great Lady, a lady really great enough to imagine his motive and aim, for the amelioration of exclusive society by an infusion of the best company. If the memory of the witness serves him rightly, the humanist provided the Great Lady with a list of delightful as well as distinguished people, whom, as one of the most delightful and distinguished among them, though yet a man of society, he was in the habit of meeting on their own ground, on those lofty levels where they did their high thinking and possibly joking; and the Great Lady asked them to her house. They came; but they did not come again; and she was thereafter shut up to her fellow-millionaires, and the best company kept itself to itself, as far as she knew."

Her Life Not a Happy One.

The life of the English Channel stewardess is not a happy one. She is forever occupied in damping the hopes of those who have been misled as to the state of the sea by the alluring telegrams posted up in the London termini or printed in the morning paper. But, occasionally, she happens upon an optimist, as she did last Friday morning. "What sort of crossing shall we have?" inquired the lady, cheerfully. "Very windy, mum," returned the stewardess for the twentieth time, gloomily. "Oh!" smiled the lady, in a tone of relief, "only windy—not rough? I'm so glad!"

The emigration from Germany, which for some time used to average 220,000 a year, sank last year to 22,000.

Old Joe, the Night Watchman.

(From the Pall Mall Gazette, London.)

How often on returning home late on a dreary winter's night has our sympathy gone out to the poor old night watchman as he sat huddled up over his cage fire, overlooking the excavations which our City Council in their wisdom, or otherwise, allow the different water companies to make so frequently in our congested streets. In all weathers, and under all climatic conditions, the poor old night watchman is obliged to keep watch over the companies' property, and to see that the red lights are kept burning. What a life, to be sure; what privations and hardships; they have aches and pains, which nothing but St. Jacobs Oil can alleviate.

"Old Joe" is in the employ of the Lambeth Water Works, and is well and favorably known. He has been a night watchman for many years, in the course of which he has undergone many experiences. What with wet and cold, he contracted rheumatism and sciatica, which fairly doubled him up, and it began to look a serious matter for old Joe whether he would much longer be able to perform his duties, on which his good wife and himself depended for a livelihood, but as it happened a passer-by, who had for some nights noticed Old Joe's painful condition, presented him with a bottle of St. Jacobs Oil, and told him to use it. Old Joe followed the advice given; he crawled home the next morning and bade his wife rub his aching back with the St. Jacobs Oil "a gentleman gave him," and undoubtedly his wife did rub, for when Old Joe went on duty at night he met his friend and benefactor, to whom he remarked: "Them oils you gave me, Guv'nor, did give me a doing; they wuz like pins and needles for a time, but look at me now," and Old Joe began to run and jump about like a young colt. All pain, stiffness and soreness had gone; he had been telling everybody he met what St. Jacobs Oil had done for him. Old Joe says now he has but one ambition in life, and that is to always be able to keep a bottle of St. Jacobs Oil by him, for he says there is nothing like it in the world.

St. Jacobs Oil serves the rich and the poor, high and low, the same way. It has conquered pain for fifty years, and it will do the same to the end of time. It has no equal, consequently no competitor; it has many cheap imitations, but simple facts like the above tell an honest tale, with which nothing on earth can compete.

Denmark leads the world in per capita interest in agriculture. Each inhabitant has on an average a capital of \$85 invested in farming.

Brooklyn, N.Y., Jan. 20th.—For many years Garfield Tea, The Herb Cure, has been earning a reputation that is rare—it is *universally* praised! This remedy presents unusual attractions to those in search of health; it is made of herbs that cure in Nature's way—by removing the cause of disease; it is pure; it cleanses the system, purifies the blood and establishes a perfect action of the digestive organs; it is equally good for young and old.

It is estimated that of the whole population of the globe about 90,000 die every day.

Many School Children Are Sickly. Mother Gray's Sweet Powders for Children, used by Mother Gray, a nurse in Children's Home, New York, break up Colds in 24 hours, cure Feverishness, Headache, Stomach Troubles, Teething Disorders and Destroy Worms. At all druggists, 25c. Sample mailed free. Address Allen S. Olmsted, Le Roy, N.Y.

The practice of punishing pupils by deducting credits for scholarship has been forbidden in the San Francisco schools.

Permanently cured. No fits or nervousness after first day's use of Dr. Kline's Great Nerve Restorer. 62 trial bottle and treatise free. Dr. R. H. KLINE, Ltd., 931 Arch St., Phila., Pa.

Sir Thomas Lipton says there are "no girls like American girls."

WHEN RUSSIANS EAT.

No Fixed Meal Time—Many Peculiarities at Table.

The Russian has no fixed meal time. He eats when he is hungry, which is often. He has about six square meals a day. He has at least a dozen lunches, a little bit of salt fish or some caviare, or a piece of bread and cheese, washed down with a nip of fiery vodka. He never passes a station without a glass of tea—marvelous tea, with a thin slice of lemon floating in it. You get a fondness for Russian tea, and forswear bemilked decoctions forever. The table manners of the Russian—such as you see in hotels and buffets—are not pleasing. He sprawls with outstretched elbow on the table, and gets his mouth down to his food rather than raise the food to his mouth. He makes objectionable noises in his throat. He has a finger bowl, and rinses his mouth as the rest of us do when cleaning our teeth in our bathrooms. Then he squirts the water back into the bowl.

Thackeray's House.

The house which Thackeray built for himself in Kensington has recently been sold by the son of the auctioneer who sold it for the first time 37 years ago. When the great novelist decided to build, many people thought he was putting too great a strain on his pen, but events have shown that the speculation was a sound one, for last week this house went for \$75,000. It is a red brick mansion, screened from the road, and the lease has 41 years to run.

Mrs. Winslow's Soothing Syrup for children's teething, softens the gums, reduces inflammation, allays pain, cures wind & colic. 25c a bottle.

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Pilo's Cure is the best medicine we ever used for all affections of throat and lungs.—Wm. O. ENDSLEY, Vanburen, Ind., Feb. 10, 1900.

The hide of the hippopotamus in some parts is fully two inches thick.

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Hair-splitting splits friendships. If the hair-splitting is done on your own head, it loses friends for you, for every hair of your head is a friend.

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