

MORE LETTERS

FROM A SELF-MADE MERCHANT To His Son.

Misplacing Your Favors.

Giving a Letter of Introduction Often Means Charging Up a Loss.

YESTERDAY your old college friend Clarence blew in from Monte Carlo, where he had been in the interests of science, and presented your letter of introduction. Said he still couldn't understand just how it happened, because he had figured it out by logarithms and trigonometry and differential calculus and a lot of other high priced studies that he'd taken away from Harvard and that it was a cinch on paper. Was so sure that he could have proved his theory right if he'd only had a little more money that it hardly seemed worth while to tell him that the only thing he could really prove with his system was old Professor Darwin's theory that men and monkeys began life in the same cage. It never struck me before, but I'll bet the professor got that idea while he was talking with some of his students. Personally I don't know a great deal about gambling, because all I ever spent for information on the subject was \$2.75—my fool horse broke in the stretch—and that was forty years ago. But first and last I've heard a lot of men explain how it happened that they hadn't made a hog killing. Of course there must be a winning end to gambling, but all that these men have been able to tell about is the losing end. And I gather from their experiences that when a fellow does a little gambling on the side it's usually on the wrong side.

The fact of the matter is that the race horse, the faro tiger and the poker kitty have bigger appetites than any healthy critter has a right to have, and after you've fed a tapeworm there's mighty little left for you. Following the horses may be pleasant exercise at the start, but they're apt to lead you to the door of the poorhouse or the jail at the finish.

To get back to Clarence, he took about an hour to doek his cargo of hard luck and another to tell me how strange it was that there was no craft from his London bankers waiting to welcome him. Naturally I haven't lived for sixty years among a lot of fellows who've been trying to drive a cold chisel between me and my bank account without being able to swell a cough coming a long time before it overtakes me, and Clarence's intentions permeated his cheery conversation about as thoroughly as a fertilizer factory does a warm summer night. Of course he gave me every opportunity to prove that I was a gentleman and to suggest delicately that I should be glad if he would let me act as his tanker in this sudden emergency, but as I didn't show any signs of being a gentleman and a banker he was finally forced to come out and ask me in coarse commercial words to lend him a hundred. Said it hurt him to have to do it on such short acquaintance, but I couldn't see that he was suffering any real pain.

Frankly, I shouldn't have lent Clarence a dollar on his looks or his story, for they both struck me as doubtful collateral, but so long as he had a letter from you asking me to do anything in my power to oblige him or to make his stay in Carlsbad pleasant, I let him have the money on your account, to which I have written the cashier to charge it. Of course, I hope Clarence will pay you back, but I think you will save bookkeeping by charging it off to experience. I've usually found

Extracts From "Old Gorgon Graham," George Horace Lorimer's New Book, By Special Arrangement With The Publishers, Doubleday, Page & Company.

that these quick, glad borrowers are slow, sad payers. And when a fellow tells you that it hurts him to have to borrow you can bet that the thought of having to pay is going to tell him up into a bowknot of pain.

Right here I want to caution you against giving away your signatures to every Clarence and Willie that happens along. When your name is on a note it stands only for money, but when it's on a letter of introduction or recommendation it stands for your judgment of ability and character, and you can't call it in at the end of thirty days either. Giving a letter of introduction is simply lending your name with a man as collateral, and if he's no good you can't have the satisfaction of redeeming your indorsement even, and you're discredited. The first thing that a young merchant must learn is that his brand never appears on a note or a ham or a man that isn't good.

I reckon that the devil invented the habit of indorsing notes and giving letters to catch the fellows he couldn't reach with whiskey and gambling. Of course letters of introduction have their proper use, but about nine out of ten of them are simply a license to some Clarence to waste an hour of your time and to graft on you for the luncheon and cigars. It's getting so that a fellow who's almost a stranger to me doesn't think anything of asking for a letter of introduction to one who's a total stranger. You can't explain to these men, because when you try to let them down easy by telling them that you haven't had any real opportunity to know what their special abilities are they always come back with an, Oh, that's all right—just say a word and refer to anything you like about me.

I give them the letter then unsealed, and, though of course they're not supposed to read it, I have reason to think that they do, because I've never heard of one of those letters being presented. I use the same form on all of them, and after they've pumped their thanks into me and rushed around the corner they find in the envelope: "This will introduce you to Mr. Chatterbox. I haven't had the pleasure of any extended acquaintance with Mr. Chatterbox, I like his nerve."

When you can, it's better to refuse a request by letter. In a letter you need say only what you choose; in a talk you may have to say more than you want to say.

You should answer letters just as you answer men—promptly, courteously and decisively. Of course you don't ever want to go off half cocked and bring down a cow instead of the buck you're aiming at, but always remember that game is shy and that you can't shoot too quick after you've once got it covered.

When The Old Men Win Out

It Isn't Always Safe to Turn Down a Man on Account of His Age.

I've never taken any special stock in this modern theory that no fellow over forty should be given a job or no man over sixty allowed to keep one. Of course there's a dead line in business, just as there is in preaching, and fifty's a good, convenient age at which to draw it. But it's been my experience that there are lots of dead ones on both sides of it. When a man starts out to be a fool and keeps on working steady at his trade, he usually isn't going to be any Solomon at sixty.

I learned a long while ago not to measure men with a footrule and not to throw them because they were young or old or pretty or homely, though there are certain general rules you want to keep in mind. If you were spending a million a year without making money and you hired a young man he'd be apt to turn in and double your expenses to make the business show a profit, and he'd be a mighty good man. But if you hired an old man he'd probably cut your expenses to the bone and show up the money saved on the profit side, and he'd be a mighty good man too. I hire both, and then set the young man to spending and the old man to watching expenses.

Of course the chances are that a

man who hasn't got a good start at forty hasn't got it in him, but you can't run a business on the law of averages and have more than an average business. Once an old fellow who's just missed everything he's sprung at gets his hooks in he's a tiger to stay by the meat course. And I've picked up two or three of these old men eaters in my time who are drawing pretty large salaries with the house right now.

When You're "Hitched."

Facts About Matrimony, and How to Find Happiness in That State.

T here are mighty few young people who go into marriage with any real idea of what it means. They get their notion of it from among the clouds where they live while they are engaged, and naturally about all they find up there is wind and moonshine, or from novels which always end just before the real trouble begins, or, if they keep on, leave out the chapters that tell how the husband fluds the rent and the wife the hired girls. But if there's one thing in the world about which it's possible to get all the facts it's matrimony. Part of them are right in the house where you were born, and the neighbors have the rest.

It's been my experience that you've got to have leisure to be unhappy. Half the troubles in this world are imaginary, and it takes time to think them up. But it's these other than the real troubles that break a young husband's back or a young wife's heart.

A few men and more women can be happy idle when they're single, but once you marry them to each other they've got to find work or they'll find trouble. Everybody's got to raise something in this world, and unless people raise a job or crops or children they'll raise Cain. You can ride three miles on the trolley car to the stockyards every morning and find happiness at the end of the trip, but you may chase it all over the world in a steam yacht without catching up with it. A woman can find fun from the basement to the nursery of her own house, but give her a license to gad the streets and a batch of matinee tickets and she'll find discontent. There's always an idle woman or an idle man in every divorce case. When the man earns the bread in the sweat of his brow it's right that the woman should perspire a little baking it.

What The Kids Did For Algernon.

REMEMBER a mighty nice, careful mother who used to shudder when slang was used in her presence. So she vowed she'd give her son a name that the boys couldn't twist into any low vulgar nickname. She called him Algernon, but the kid had a pretty big nose, and the first day he was sent to school with his long lace collar and his short velvet pants the boys christened him Snooty, and now his parents are the only people who know what his real name is.—From "Old Gorgon Graham: More Letters From a Self Made Merchant to His Son," by George Horace Lorimer.

COUNTERFEITING THE GENUINE.

Foley & Co., Chicago, originated Honey and Tar as a throat and lung remedy, and on account of the great merit and popularity of Foley's Honey and Tar many imitations are offered for the genuine. Ask for Foley's Honey and Tar and refuse any substitute offered as no other preparation will give the same satisfaction. It is mildly laxative. It contains no opiates and is safe for children and delicate persons. F. J. Hill Drug Co.

Store-publicity is a flash-light which should be thrown upon every line of goods in your store which you desire to sell. The goods which cannot be profitably advertised cannot be profitably carried.

(ADVERTISEMENT.)

MR. JOHN W. SMITH, Republican Candidate for County Superintendent of Schools.



Is a native of Draper. He is a graduate of the University of Utah Normal class of '87, and has been a teacher in the public schools of Salt Lake county for a period of about fifteen years. He has been employed as principal at East Jordan, Sandy, Draper and Butterville. Mr. Smith is a truly live, energetic teacher, possessing rare ability as a public speaker and unbounded enthusiasm in the cause of education. He is in close touch with modern methods, having within the last five years spent considerable time visiting the schools of Denver, Kansas City, Chicago, Milwaukee and other places in the middle west. He is an honest, capable gentleman of high attainments and true devotion to the cause of education, and if elected will undoubtedly discharge the duties of his office satisfactorily.

Did You See Our Window?

It's worth your time to look again. The Prescriptions number 214,000; that's going some. Then, again, our Rubber display looks very little. Welcome, step in. All cars start from

Godbe Pitts Drug Co Both Phones 1-40.

Walker's Store.



A Stirring Offering of New and Fashionable Separate Skirts.

VERY NEARLY HALF PRICES!!!

HUNDREDS of most fashionable separate skirts for women; dress lengths and walking lengths; not a style of all the different models that designers have brought out this season, is missing from the collection. The maker is one who stands at the head in America for production of fine tailor garments. Tweeds, voiles, serges, suiting cloths, men's worsted cloths, Panamas and silk—the fabrics to choose from; black and colors. Tailor effects mostly in all the varied ways of platings, tuckings, stitchings, braidings. Note these remarkable price differences from what they should actually sell for—

\$ 5.75 Skirts,	\$ 3.25	\$15.00 Skirts,	8.85
6.50 Skirts,	3.95	17.50 Skirts,	10.50
7.00 Skirts,	4.25	20.00 Skirts,	12.50
8.50 Skirts,	4.95	25.00 Skirts,	14.75
10.00 Skirts,	5.95	30.00 Skirts,	17.50
12.00 Skirts,	6.95	32.50 Skirts,	19.00
		35.00 Skirts,	19.95

One Hundred and Fifty Silk Petticoats at—\$4.98 each
VALUES \$8.50 AND \$10.

No such silk petticoat sale ever came to Salt Lake—no such quantity, no such quality at such a price. They're good, every one; not elaborately trimmed, perhaps, but made of excellent taffeta. And what woman would not rather have this than all the ruffles invented. Accordian plaited flounces with a tiny bottom ruche to finish; changeable colors, black, red, tan, brown, gray; made well, ample in width and as said before of good taffeta silk. Over and over again we have to sell no better silk petticoats at \$8.50 and \$10 each. Because this maker was obliged to sell at a sacrifice you buy while the lot lasts at—\$4.98.

A MOST REMARKABLE PURCHASE OF CUSHION TOPS, CUSHION COVERS, PIANO SCARFS.

JUST IN TIME FOR LITTLE CHRISTMAS GIFT PICKUPS.

A perfect windfall for us—and of course for you. A traveller happened along who wanted to dispose of his entire outfit. We saw a rare bargain chance and snapped at it. That's the whole transaction in a nut shell. No doubt you are thinking of and gathering little gift things against the Christmas time. Better see these and you'll solve a whole big lot of the problem.

Satin cushion tops in every bright color and beautiful floral, conventional or geometrical designs worth at the very least \$1 each, choice—50c.

Canvas cushion tops, lithographed, pretty groups, figures and heads—the 75c kinds for 38c; the 50 for 25c. Tapestry cover tops—landscapes, quaint figures and heads; the \$1.25 kinds for—63c. The \$1 for—50c. The 75c for 38c. The 25c for—13c.

Cushion covers all ready-made and ready to slip the pillow into—some in pretty scroll designs of embroidery work, tinted designs and others appliqued and outlined; the 75c for 38c; the 50c for 25c.

Round center pieces, tan, green, blue linen, nicely embroidered and finished with scalloped borders—very much prettier than the usual ready embroidered pieces—and some just tinted in Dutch designs and floral ready to be outlined or embroidered, every one a 75c center piece, but—38c.

Dainty lot of piano scarfs—soft silk and crepe mixtures in delicate shades of blue and tan, light green and tan, old rose and tan and Roman stripe colorings; the \$6 for—\$3. The \$8 for—\$4; the \$4.50 for—\$2.25; the \$4 for—\$2.

YOUR BOY'S SUIT OR OVERCOAT FOR \$3.95 THAT SHOULD BE \$5 TO \$7.

The suits are just as smart and pretty as can be. Sailor styles for the tiny men of three to six years; made of the excellent Irish frieze, cheviot or fancy mixture cloth; dark blue, dark red, grey and brown mixture colors; the little blouses are very prettily trimmed with white or black braids, shields embroidered with an anchor. Some are \$5 suits and others \$7, one price on both—\$3.95.

The boys overcoats are broken in sizes—the reason for their downfall price. We have sizes for 3, 4, 5 year olds then skip up to 12, 14 and 15 years. Made of Irish frieze, oxford gray shade, with velvet colors, full box—loose backs and double breasted; \$5 and \$6.50 overcoats for—\$3.95.

CHARMING NOVELTY DRESS TRIMMINGS AND—HALF PRICES ASKED.

Lace bands and edges in every width, interwoven with daintiest of colorings; new blues, pinks, greens, black and the rest—the very latest of novelty trimmings that dresses for fall and winter should have. Very rich kinds and the simpler in plentiful variety. These reductions.

The 50c a yard for—25c.	The \$2 a yard for—\$1.
The 75c for—38c.	The \$4 for—\$2.
The \$1 for—50c.	The \$7.50 for—\$3.75.

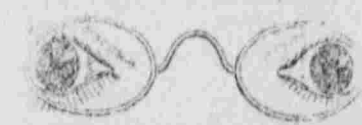
Walker Brothers Dry Goods



When Your Lamp Goes Wrong

Throw it out of your window and call yourself lucky. Then come to us and we will give you pointers on insurance which will make you luckier still. As a matter of fact, you shouldn't wait until the lamp or gas jet gets you into trouble—the best time to insure with us is before the accident occurs.

Home Fire Insurance Co. of Utah, BOTH PHONES 500. 26 SOUTH MAIN STREET.



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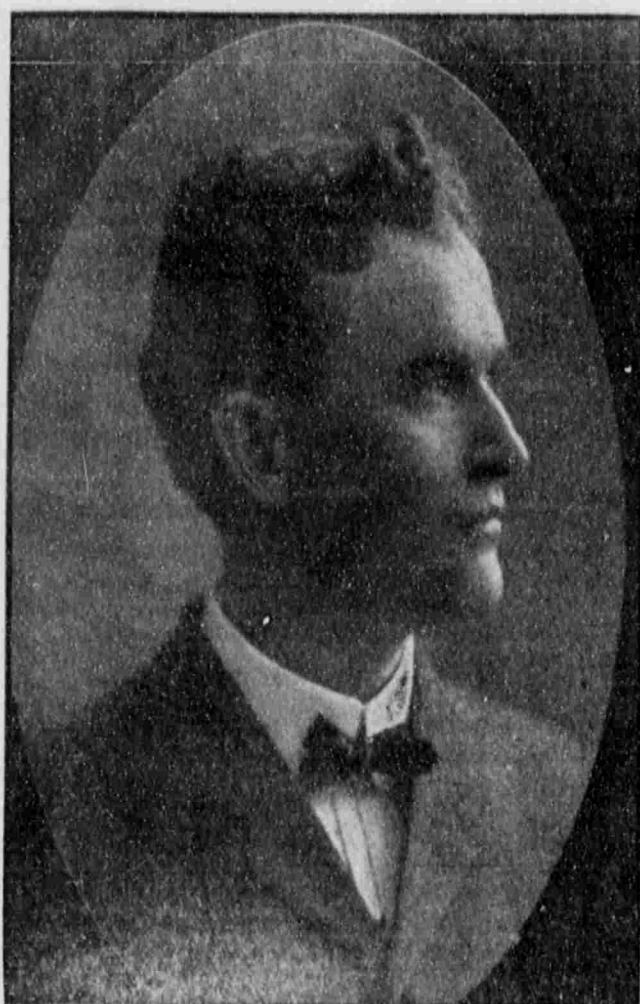
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J. U. ELDRIDGE, JR., Republican Candidate for County Clerk.

J. U. Eldredge, Jr., was born Dec. 18, 1874. He is a son of Joseph U. Eldredge and Vienna Pratt Eldredge, who is a daughter of Orson Pratt. His grandparents on both sides were pioneers, and came in the first company in 1847. Mr. Eldredge received his education in this city at the public schools, and at the University of Utah, and has been prominent in political affairs for a number of years.

He was nominated for the office of city treasurer in 1897 by the Republican party, and was selected in 1898 for sec-

retary of the Republican County committee, which position he held during four successful campaigns. He was also assistant secretary of the Republican city committee through three campaigns. At the death of D. C. Eichnor (who was a close friend of Mr. Eldredge) he was chosen to succeed him as chairman of the Republican county committee, which position he now holds.

Mr. Eldredge served for four years as chief deputy county clerk under John James, the present incumbent, and is fitted by nature and experience for the position to which he aspires.

Mr. Eldredge is the only one of the present candidates for this office who is native born.