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# DESERET EVENING NEWS.

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PART TWO.

SATURDAY, DECEMBER 26, 1903. SALT LAKE CITY, UTAH.

FIFTY-FOURTH YEAR.

## The Saturday "News" Special Foreign Service.

### REAL HUNGARIAN ROMANCE OF TODAY

Count of Ancient Lineage About To Marry a Shoemaker's Daughter.

NO SUDDEN AFFAIR EITHER.

Has Been Courting Her Three Years—Relatives Objected But Count Is Clear Now.

Special Correspondence.

Vienna, Dec. 15.—Gossip is busy in the Vienna suburb of Hernals over the approaching marriage of a rich Hungarian count, of ancient lineage, with the daughter of a shoemaker. The fortunate damsel is Elizabeth Kellaz, whose father, Joseph Kellaz, has been for many years an industrious working cobbler in Hernals. Her betrothed is Count Stephen Gyulai.

Miss Kellaz is a really good-looking young woman, who is said by the neighbors to be as modest and amiable as she is pretty.

She worked as a seamstress and out of her slender earnings contributed to the support of the family, which included five younger brothers and sisters. What little spare money and leisure time she had were employed in visits to the theater and opera, and in reading.

When leaving the Imperial Court theater, she was nearly three years ago, she was accosted by an elegantly dressed young man who introduced himself as Count Stephen Gyulai. His manner was perfectly respectful, and he asked permission to call upon her at her home.

Next day the count appeared in the shoemaker's small apartment, the first of many such visits.

The acquaintance thus begun, rapidly ripened into affection. The count's visits became more frequent. He made the girl many and costly presents, and bought her fashionable costumes, and took her to theaters, concerts and other amusements.

Some of the count's aristocratic friends and acquaintances looked dubiously at his fair companion, but the nobleman appeared so sincere and so devoted to his betrothed, that they were unable to do more than shake their heads.

Elizabeth's father and sisters were also interested in the count's visits, and, contrary to the sort of thing in story books, were always treated with the utmost courtesy. The count came frequently to the shoemaker's quarters and his acquaintance proved valuable to the latter from a business standpoint, for the shoemaker's affairs prospered visibly.

A few days ago, the count and Elizabeth made a short trip to the country, and upon their return the count announced their betrothal. Active preparations for the wedding have begun and the ceremony will take place very soon at the count's estate in Hungary.

Count Stephen Gyulai is 27 years old and belongs to the military order of German knights. His father, who died some years ago, was a great Hungarian sovereign order of honor of the order of his son's estates in Hungary at Slavova, Trubenstein, Dugorelli, Gyulai, Mares, Murany, and Nagy Banya, another county place near Trieste and one of the loveliest parts of the Tyrol. There are also other historic properties in Lombardy, the domains of Assevi, Mestre, near Venice; Treviso, Mestre and Chiragnago.

Following the European custom the count leaves the management of his estate to his father and spends his most of his time in the gay Austrian capital. He is exceedingly fond of hunting and is a remarkably good shot.

Lately he has devoted a good deal of time to automobile driving.

The Gyulai family is of ancient origin, dating its ancestry back to the fifteenth century. Count Stephen's branch was established in 1694, the then head of the line being given the title of baron.

In 1776 he was raised to the dignity of a count of Transylvania.

MARY F. HARLAND.



MISS ELIZABETH KELLAZ,

The Shoemaker's Daughter, who is About to Wed a Hungarian Count.

### ENGLISH BOY WHO HAD AN IDEA

Youthful Aristocrat Swept Out His Own Office and then Peddled His Own Wares.

NOW HEAD OF HUGE BUSINESS.

Astonishing Rise of Picture Postcard in England Due to Grit of 18-Year-Old Boy.

Special Correspondence.

London, Dec. 15.—Just off High Holborn—one of London's most important business streets—there is an office building which catches the eye at once on account of its spick-and-span and general air of prosperity. Over the door, there is a large gilt sign, on which "Wrench, Ltd.," appears in clean, black letters, and even the most casual passerby would not need to be told that this company is in, diplomacy, and going home to build up a business in picture post-cards.

Oddly enough, both young Wrench's sister and mother thought his idea a good one, and when the potential right honorable arrived at Schandau, a few days afterward, he made a good deal less fuss than might have been expected—since he found that his son was in earnest. "He said the experience couldn't do me any harm, even if I failed," the boy said to the writer, "and he promised to advance me money up to a certain not very large sum to start with."

Brought up amid luxury, the boy's commercial knowledge didn't go far enough to enable him to draw a check properly, and as he said to me, "My father had to explain to me what an invoice was." His first "office" consisted of two stuffy little rooms on the top floor of an old-fashioned building in the Haymarket, for which he paid exactly \$4.50 a week rent. He swept his office himself and wrote his own letters on a small typewriter, purchased second-hand. But canvassing for orders was the hardest, and most humiliating thing he had to do.

AMATEUR DRUMMER.

Wrench's first order to the German house, with which he had arranged to print his cards, had been for 25 different subjects—100 of the very best. The subjects were ordinary London views, a picture of the king and queen driving out, a typical English country scene, and so on. There was only one way in which the boy could get them on the market, and that was by calling—as his own "drummer"—on the keepers of little shops, and getting orders from them.

That was done by the young man, who was only 18 when he was first in the official world and who had been used all his life to associate with lords and ladies and fashionable folk generally. With a sample-case under his arm

containing the "25 varieties" with which he had started out, young Wrench began, one day, on the up-hill task of getting the obstinate conservative London tradesman to do something new.

He struck oil at the first stationer's, getting an order for 85 cents worth of cards. But all the rest of the day he tramped about from shop to shop and didn't get a single order. It was pretty humiliating business, for often he had to wait for half an hour or more before the tradesman would talk to him, and often then he had to submit to a snubbing. He spent whole days in trudging around London making lists of small shops to be visited, and more days in doing the visiting, and more days in being encouraged with a small order—on trial. But he had to keep a gripe on his pride all the time.

One day, according to the young man, he had been "canvassing" up in the neighborhood of Paddington station, and, regularly done up, had gone into the station in quest of a cup of tea.

"You know," he said, "that Paddington is the station at which all the men from Oxford arrive when they come up for the football and the 'harm' first rule."

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year; now the total is about 112,000,000 a year. The other day, the youth surprised the town by inventing and sending out sandwich men of a novel sort to advertise the "Wrench Series." The men were got up in elegant letter boxes, and an odd procession they made as they filed through the fashionable West End.

In the immense building—four buildings, in fact, in Arthur street, High Holborn, occupied by "Wrench, Ltd.," the young director now employs over 100 people. In the "show-rooms" are displayed post-cards of over 10,000 different designs. The company is patronized by about 4,000 steady customers all over the kingdom. It has 20 travellers on the road, and its sales amount to about 5,000,000 cards a year. Just about a year ago, believing that more capital could be utilized in the business, the young man turned it into a limited company, and was immediately made its director.

Wrench was 21 on the 29th of last month, when a dinner was given in his honor at a famous London restaurant by the shareholders in Wrench, Ltd., quite a number of noted folk being present, among them, the Earl of Haverley, the member of parliament who has become world renowned through his efforts in the direction of postal reform.

At the dinner, by the way, the knight of the shire made a speech in which he spoke proudly of his son's success, and said that he found pleasure in admitting that "Evelyn had been right, after all."

GAVE UP SOCIAL LIFE.

A good deal more could be told about Wrench that would be really interesting—for instance, how he has had to give up social life altogether, though he was intensely fond of it in his college days, on account of pressure of business. But this story is not a well-known one, and it is not a very pleasant one to tell.

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