

to pay the expenses of putting it up. This has been about accomplished, and we will get a good income from it. Some concessions have not paid nearly as well as it was expected. The roller chair man has not been doing as much as he thought he would, and pop-corn, which was considered a very good concession at Philadelphia, is not worth much here. There is not a great demand for guides, and the Waukesha Water Company, though it does a big business, is not turning out as much as was expected."

HOW THE FOREIGNERS KICK.

"Are the foreigners satisfied with the fair?"

"Not very well," replied Director General Davis, "they do not like the concessions, and they say that the allowing them to peddle out things from the different countries materially affects their business. Many of them have so decidedly objected that we have changed the rule and allow them to sell things in the various buildings. We expect them to pay a percentage to the fair. They are not doing, however, the business they expected to do. This is largely from the fact that the richer class of our people are not here. The crowd you see on the grounds today is not made up of men who buy thousand dollar vases, fine carriages, or order beautiful china and pictures. If the times let up we will have some of these people in September, but not now. As to keeping the Fair open after November, it would be an impossibility from the fact that the exhibitors would not stay, if it were not so from the buildings."

HOW THE OFFICERS HAVE LOST MONEY.

"Who are making money out of the Fair?" I asked.

"The Chicago merchants, a few of the hotels, the railroads and some of the concessionaires," was the reply. "As to anyone connected with the Fair making money, I do not know of a cent that has been gotten by the officers. As for me, as large as my salary is I have spent more than it right along in the duties I have had to perform in keeping up with the position. I think the same is true of the other officials."

MAJOR HANDY ON THE SITUATION.

After leaving director General Davis I talked for some time with Major M. P. Handy, who had charge of the bureau of publicity and promotion, and who has been as theatrical people would say the advance agent of the Fair. One question I asked him was in regard to the large free list. There is, you know, a turnstile for passes, connected with every gate at which paid tickets are taken and the number of passes given out amount to about 30,000 daily. Said Major Handy:

"Thirty thousand is not a large number of free admissions for a Fair like this. It is generally supposed that these are all given to the press. The truth is most of the passes belong to the employes of the Fair. There are 60,000 exhibitors here. Each has the right to a ticket for himself and his attendant. Then think of the army of men connected with the concessions, of the cleaners and sweepers, and of the people who have to come in to the Fair to bring food and other things, and you will see that this number is very small. It is true that a number of newspaper passes have been given out, but the

newspapers have made the Fair, and it seems to me that the pushing of the Fair with the newspapers ought to be kept up today as strongly as ever. I think this Fair ought to be run as a great show, and that is the only way to make it pay."

"Is it going to pay?" I asked.

"We will pay our debts," was Maj. Handy's reply. "Had the times not been so hard we would have given a big dividend to our stockholders."

THE LAST BIG FAIR.

"When will the next World's Fair come?"

"There will never be another big World's Fair," replied Maj. Handy. "This has capped the climax. Chicago has set the pace too rapid for any other city or any other nation to compete with it. Think of it. The Fair has cost \$20,000,000. The thought of such an attempt would send the cold chills down the back of any nation in Europe. New York could never have done what Chicago has done, and I doubt whether Chicago will ever do as much again."

A BOOM FOR CHICAGO.

Maj. Handy comes from Philadelphia. When I knew him some years ago I was associated with him in the New York World bureau in Washington, and I found that his views on most subjects were conservative. Like all men who have been connected for any time with Chicago, however, he has now become convinced that it is the center of the earth, and when I broached the idea that the World's Fair might, on the whole, be rather an injury than a good to this city he scouted the insinuation, and said: "The World's Fair has already helped Chicago, and it will materially increase it in size and wealth. Chicago grows right along. It now has 1,400,000 people, and is bound to be the biggest city in the United States. New York will, perhaps, hold her commercial supremacy, but the World's Fair has brought Chicago into close touch with the great markets and the great merchants of Europe and her business will now be done with them direct. Already gold is being shipped from Europe directly to Chicago. One of our firms brought in \$1,000,000 last week, and Phil Armour received \$500,000 in gold not long ago. The biggest cities of the world are not at the sea shore. London, Paris and Berlin are all in the interior, and the same is to be the fate of the United States. Chicago has the best location in the country for a great city, and it will steadily grow."

CHICAGO BEING EDUCATED.

"Another thing that the Fair is doing for Chicago," continued Maj. Handy, "is in the way of education. It is making the city a cosmopolitan one. It is provincial no longer. It has grown in art taste, and it will have as a result of the Fair a magnificent art palace. Chicago is in a better financial condition today as a result of this Exposition. Its people are now making money and the hotels are, I think, doing well. It is a curious thing about this Fair that there was more money spent during the first two months than there has been since then. The Hotel Richelieu made \$40,000 in June, and all of the good hotels did well during May and June. The richer people came at that time. They will be back in September, and they will spend a great deal here before the Fair closes." FRANK G. CARPENTER.

YOU TALK ABOUT HARD TIMES!

Let us turn back to grasshopper times! In 1855 the grasshoppers took all the crops. There being but little surplus grain on hand, it made close picking before the crops of '56 were harvested. I do not believe that there were one hundred pounds of flour in Fillmore when Father Stott threshed his wheat. Every family had a representative on the grounds with a sack, to borrow a grist. The crop was carried to the mill on backs. Everybody turned out to help his neighbor harvest. A peck of wheat was the pay for a day's work. I stopped my brick-making and took my peck of wheat with the rest.

Here was shown the wisdom and goodness of the leaders of the Church. They set the price of flour at six dollars per hundredweight, and all adhered to that price, and divided their surplus at that figure. What suffering there would have been if gold-bug speculation had been permitted!

I went to Fillmore in May, '56, just in time of scarcity. Doctors the people did not want. The saddler trade I had learned in youth was of no use. Bishop Bartholomew wanted to build a mill and wanted brick for it. I told him I could make them. Sometime in July we burned the first kiln of 37 thousand brick ever burned between the Missouri river and California. The Bishop was to furnish flour, butter, milk and butter-milk—mostly buttermilk; and once in a while a piece of bacon to boil with our greens; the greens we furnished ourselves. In the morning one of us would go after the horse that turned the mill which ground the mortar. The other chopped the wood, made the fire and parched the barley that made the coffee. The other went for the greens, which we ate three times a day. "Pythias," whose job was to gather the greens and cook, was a little careless sometimes, overlooking a worm or two. Nothing would delight him so much as to draw out a worm, and hold it up, exclaim, "Here, Damon, see what I've found!" "Damon," "Pythias," and "Gauk" were our names.

There was no store in town and what we had money to purchase we had to go to Salt Lake for. That took with horse teams two or three weeks; over a month along the road camping out or imposing on our friends. The price of tea, now 35cts, was then \$5.00, calico 60cts to 75cts; nails \$60.00 per cwt; everything else in proportion. The stores issued script which they gave you for change. When you came back with the script, and wanted domestic, they would give you only one-half domestic; for the rest, you would have to take some hard stock which they would suggest. Do without we had to. Buckskin clothes were in order.

My share of the brick I sold to whoever wanted to build a chimney or anything else. In the fall when I went to collect, everyone had pumpkin, squashes, potatoes, cabbages and currants to pay me; but not a cent of money. A missionary's wife brought brick enough to build a house 12x14, for which she paid me two patched-worked quilts, one hickory shirt, and a straw hat made by herself. She had no thread, so she unraveled a piece of cotton cloth to sew the straw braids with. The cloth was not new; hence when I came in contact with the wind it soon broke the sewing. My hair, which I wore long, so