

Dark Days Now Engulf the Spell-Binders

"Nothing Doing" This Year in the Way of Salaries or Jobs, Campaign Managers Give the Roosevelt-Bryan Floods of Words and the Phonographs as Reasons, But Lack of Cash May have More to Do With It.

THIS is a bad year for the professional spellbinders, who were formerly paid cash for each speech, as well as for the spellbinders who were not paid in cash, but in promises of good things if their party won on election day. The managers on both sides have decided to make no more payments for speeches, and they are reluctant to pay even traveling expenses for star speakers. The present situation, they say, has been brought about mainly by two causes: the Standard Oil revelations with the consequent tri-weekly interchange of letters between the president and the Democratic candidate for president and by the utilization of the phonograph for campaign purposes.

In the case of these spellbinders of even larger reputation, the managers ask, when the voters can read in the newspapers nearly every day telegraphed speeches by Roosevelt and Bryan? Why pay the small fellows or even tolerate them, when Taft and Bryan speeches can be heard by phonograph all over the country? Why maintain speakers at all when the headquarters at all when the campaign funds can be used effectively in other directions?

It is a sad thing, indeed, for the old campaigners," said a Republican politician who became a fixture in the "Amen Corner" a quarter of a century ago. "The spellbinders who used to draw big salaries and get paid are no longer wanted. They can't compete with Roosevelt and Bryan, whose speeches or letters are always on tap, not to say anything of the phonograph reproductions. Why, neither the people nor the newspapers give much attention now even to the speeches of Mr. Taft. Small crowds gather to hear him personally or by phonograph, but he has been almost overshadowed by the president. Look at any newspaper today. On the first page the Roosevelt-Bryan campaign and that is what the people read. Tucked away in an inside page is a speech by Taft cut down to make room for the really interesting political news. What chance then, has a poor but honest and hard-working spellbinder to earn a living?"

This question is echoed with deep sighs by many a political orator, who in former times had only to go to headquarters to secure dates and liberal cash payments or promises of jobs. Not only the local professionals were welcomed, but those who flocked to New York from other states had no difficulty in making dates. In fact, the letter were especially welcome in New York state campaigns. It was so impressive to introduce a local audience to Mr. Brown of California, who had crossed the continent to help us to save the state in this campaign." The fact that nobody in New York had ever heard of Mr. Brown did not detract from the effect. The audience could not know that he was paid for his speech, and that he was quite willing to come to New York and give his other state if he could make better terms. Mr. Brown will not be in evidence on the stump this year.

Two of the spellbinders who formerly came to New York in every campaign to save the state for the Republicans were announced at political meetings at San Francisco, California, and California. Both spoke in various assembly districts in this city and up the state; and in presidential years they were sent to other states by the Republican national campaign managers. Kemper had a regular contract with the managers. He was paid well, and perhaps he earned his salary. He is a good speaker of the rough-and-ready type, and when in this city he was assigned mostly to East Side audiences.

He was introduced as the Hon. Jacob Kemper of West Virginia, thus impressing his hearers with a sense of his importance, he would by degrees appear to let himself down to their level and tell a lot of funny stories.

The nervous strain through which dressmakers have to pass at certain seasons of the year seems almost beyond endurance, and frequently brings on nervous prostration, fainting spells, dizziness, sleeplessness and a general breaking down of the feminine system, until life seems altogether miserable.

For all overworked women there is one tried and true remedy. **LYDIA E. PINKHAM'S VEGETABLE COMPOUND** restores the feminine system to a strong, healthy, normal condition.

Mrs. Ella Griffin, of Park St., Canton, N.Y., writes to Mrs. Pinkham: "I was troubled for three years with female weakness, backache, pains in my side, and headaches. It was most miserable and discouraged, for doctors gave me no relief. Lydia E. Pinkham's Vegetable Compound brought back my health and made me feel better than ever before."

There are few better story-tellers than Kemper, and many New Yorkers who attended the meetings addressed by him regret that he will not figure in this campaign. It is said that Kemper received \$10 for each speech. This does not look like a high price, but it should be remembered that he often delivered four or five speeches in the course of 24 hours, and that he did not require much time for preparation. He had his stock of jokes arranged and indexed to suit his audiences, and never went minutely into campaign issues. When he came to New York he could learn in a day what sort of talk would interest those whom he was to address. It was the same when he was sent to any of the states which were considered doubtful. The jokes were always in working order, and he never made a mistake in the matter of their distribution.



HON. WESLEY L. JONES GAINS SEAT IN SENATE.

Hon. Wesley L. Jones, the congressman and lawyer of the state of Washington, who beat Senator Ankeny in the contest for the latter's seat in the United States senate, is a comparatively young man to attain this honor. He was born at Bethany, Ill., in October, 1863, and studied law in Chicago. He went to Washington in 1899 and began the practice of law and went, also, into the real estate business. His home is in North Yakima, Wash., and he has been active in every Republican political campaign in his state since Blaine ran for the presidency—in 1884.

Corner in the Fifth Avenue hotel he was known not as the Hon. Jacob Kemper, but simply as Jake Kemper, and was very popular among the brethren of the corner. To them, he would tell amusing stories about the audiences he addressed; so he not only made money by his speeches, but also got a lot of fun out of his experiences on the stump. Jake has not been seen here up to this time, and he is not expected.

The Hon. Lee Fairchild of California figured first in the 1896 campaign. He is now simply Lee Fairchild, a New York newspaper writer. He made quite a hit here in the two Bryan campaigns. He was not only an eloquent speaker, but showed familiarity with the political questions of the day. Since 1896 he has lived in New York, but from that time to the present whenever he has gone on the stump he has still been the Hon. Lee Fairchild of California.

The schedule of prices for the professional spellbinders in old days depended largely, of course, on the reputations they had gained. Few received less than \$10 a speech, and some received \$50—all expenses paid. In the first McKinley campaign, the charge was made that Burke Cockran, who went on the stump for McKinley, received \$1,000 a speech from the Republican national committee. The charge was repeated on the floor of the house of representatives a few years ago, when Cockran was there as the Tammany representative of Charles F. Murphy's congressional district. He vehemently denied it, declaring that he had supported McKinley on the sound-money issue, and that he had never received a cent, even for expenses, from the Republican national committee, or from any individual. In a speech which stirred the house of representatives as it had not been stirred in several years, he called on Representative Datzell, who made the charge on the floor, to submit proofs. Datzell was obliged to admit that he had no proofs beyond the newspaper stories of the 1896 campaign. It was a great victory for Cockran.

Reports have been circulated in recent campaigns that other very prominent orators received as much as \$500 for each speech, but no documentary evidence has ever been brought forth. Some of these reports may be like those that were in circulation for many years, about the connection of senators and representatives with the Standard Oil and other trusts. People believed such reports, but no evidence was produced in the trust cases until the publication of the A. H. Hays letters. It seems that the political organizations guard their secrets of this kind. If they have any, even better than the Standard Oil company.

"Late" Gleason, now secretary of the Republican state committee, was the head of the committee's speakers' bureau for many years. He had a large experience with professional spellbinders, and has told many interesting stories about them. At the beginning of each state campaign, his three rooms at the Fifth Avenue hotel were crowded every day with men who wanted to go on the stump—some for pay, some for experience, and some with the expectation of getting a job. Gleason always sized up his men carefully, and few ever received reward for their labor unless they deserved it. He dealt with men who professed to have great reputations as spellbinders in other states, but Gleason always put them through examinations designed to find out whether they could make good. Most of them could not, and not a few asked for a five or ten-dollar loan to pay their board until they could get "remittances" from home.

TRAINING SCHOOL. In the state campaign of 1898 a regular spellbinders' training school was established at the Republican county headquarters at the Metropolitan Life insurance building. It was presided over by Job E. Hedges, and was directed something like a teachers' training school. Hedges presided at a rostrum, and instructed his pupils not only in

campaign literature, but in the method of constructing speeches and in gesticulation. The writer attended one of these lectures. Mr. Hedges said in substance: "First, observe the weather; then your audience. If it is a warm night cut your speech short, no matter how strongly you may be tempted to work off all the arguments you have prepared. In preparing your address, always start off with an amusing story, which will get your hearers into good humor, and then spring on them the arguments intended to convince. But you should all the time keep your eye on them, and when you see the first sign of weariness drop the arguments, and wind up with another amusing story. These stories should never begin with 'When I was a boy.' Only one man on earth can start off in that way and bluff it off on Chauncey M. Depew. Even he finds difficulty now

in carrying out this sort of bluff. "Another thing; when you have told a story," don't say that reminds you of something else. If you do, you are likely to laugh at you instead of with you. Try to get up some new ideas in the joke line, or, if you can't, try to tell a story that does not date back to the times of Ramesses. Above all, make your speeches fit the locality in which they are delivered. Do not make the mistake that an eloquent Tammany man made in going to a national convention."

Everybody understands the mistake to which Mr. Hedges referred. It was made by James F. Fitzgerald, one of the most eloquent spellbinders in Tammany Hall, and for some time the Tammany leader in the assembly. He, with other Fourteenth street braves, traveled to the convention on the Erie railroad. At the time, the Raines law was the most prominent state issue. After the Tammany train started departing for speeches were made at various stopping places by Democrats, who had gathered at the stations. Fitzgerald made many rear-platform speeches against the Raines law, and was enthusiastically applauded, until the train reached a station early the next morning. A crowd had gathered there and Fitzgerald started in with his Raines law speech again, but there was no applause or attention, until the train reached a station early the next morning. The crowd appeared to be puzzled by his talk, and he did not learn until the journey was resumed that the last station was somewhere in

LAUGHED AT WRONG TIME. All went well, until they reached Hudson. There Mr. Hedges was ill at the time called for the meeting, and told his partner that he was ill, and he could not appear on the platform. The partner went to the hall alone, and before the meeting opened it occurred to him that it would be a sad thing if the Republicans of Hudson to miss Mr. Hedges' speech. He had heard the speech so often that he knew it "by heart." When he was called on "by heart," he delivered Mr. Hedges' speech from beginning to end, without a break, amid great applause. Just as he finished, Hedges, who had recovered from his temporary indisposition, walked on the stage, and was introduced to the audience before his partner had a chance to say a word to him. When he began with the storm-tossed vessel story, his hearers at first looked puzzled, when he reached the most thrilling part of the story, his hearers burst into laughter. Hedges was dumfounded. Of course, he did not know that there was anything to laugh at yet. He went on bravely until he reached the point where the clergyman fell on his knees in the cabin. The laughter was then uproarious, but Mr. Hedges could detect a jeering note in it. The laughter continued throughout the serious parts of his speech, while his partner sat near him, pale and in evident agony. After the meeting Hedges found out what had occurred before he reached the hall. He made a joke of the matter, prepared some new speeches, and continued his stumping tour.

Training schools for spellbinders have also been conducted by the national Republican managers, until this year. The pupils did not have to go through the regular course adopted by Hedges, however, before they were allowed to go on the stump; they had only to show their familiarity with the campaign text-book, the party platform, and the history of the candidates. The national spellbinders were, as a rule, sufficient in exterior to need no lessons in elocution, but they had to be very careful about adapting their speeches to the various states.—W. L. R. in New York Post.

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Fat Women and Housework.

Housework is harder on the stout woman than it is on her leaner sister for very obvious reasons. Being over brings on that awful ruffed-up feeling and causes her face to get red and coarse looking. As a result many fat women, naturally good housekeepers, let their homes go rather than permit the work to make their lives a misery.

A good many try exercising and dieting to get rid of the fat, but it won't take here, that if housework will not lay off your extra flesh, exercising cannot. Housework is the most strenuous kind of exercise. I recommend every woman who reads this with interest, because it causes a problem of her own, to give up exercising and dieting as being bad and injurious, and instead of the tiring over mixture of household remedies, I guarantee that in a reasonable length of time they will have lost considerable weight in a natural, wholesome way to enable them to go through their housework with pleasure and comfort to themselves. This house-keeping diet is as follows: 1/2 ounce Marmosa, 1/2 ounce Fluid Casearia Aromatic, and 3/4 ounce Peppermint Water, and the directions for taking are one teaspoonful after meals and at bedtime.

Now, make the mistake of thinking that because these three things are simple home remedies the combination of them can't be good for reducing the flesh, for as a matter of fact I don't believe there is a better combination for taking off fat quickly and safely than the one I have given you above. It does not disturb the stomach or cause wrinkles, and he delivered safely and exercising entirely unnecessary. In addition to these advantages, which I am sure you will admit, it is inexpensive and easily obtainable at any drug store.

Pennsylvania, where nobody knew anything about the Raines law. Mr. Hedges himself had an even more embarrassing experience, when he set out, in the campaign of 1898, with one of his pupils for a speaking trip in the Hudson river towns. He had only one speech on tap, and he delivered it at each town, and was followed by his partner in a speech modeled strictly after the rules laid down by the Hedges training school. The opening line of Mr. Hedges' speech was as follows: "A great ship was storm-tossed in the middle of the Atlantic. The passengers, greatly alarmed, gathered in the cabin. Among them was a clergyman. As the storm increased in violence, the clergyman was requested to go on deck and ask the captain if there was any danger. When the question was put to the captain he replied: 'Of course, there's no danger. Don't you hear the sailors swearing? If there were any danger, they would not be doing that.' The clergyman brought the answer to the cabin, and the passengers were relieved. Half an hour later, however, a great wave struck the ship and rescued the alarm. One of the passengers, the clergyman went on deck with the same question. The captain's reply was: 'Don't you hear the sailors swearing?' "Soon afterwards a crash was heard, and the clergyman returned to the cabin, falling on his knees, exclaimed: 'Let us thank God that the sailors are still swearing.'"

The application of this story was shown when Mr. Hedges, after telling it, added: "And we should thank God that the Democrats are still fighting among themselves." Then he went on with his campaign arguments, and his partner followed him.

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