NOVEMBER, THE MONTH.

be played is concerned as on this date Princeton and Yale meet; "Penney" will mix it with Michigan at Ann Arbor; Carlisle will invade the territory of Minnesota; Dartmouth and Harvard will tussle at Cambridge and "Penn" state will tussle with Annapolis. Harvard and Yale get together during the following week; the Quakers and Cornell mix on Thanksgiving day, as will thousands of other elevens, big and small throughout this big broad land, and two days later the army and navy will get together to play the last big contest of a season, still some distance ahead.

SOME NEW RULES.

Yale has been a favorite in football as well as other sports and this year will make more than extraordinary ef-forts to justify this favor. Walter Camp, Yale's head advisory coach has made a few changes in the football rules for this year, but no radical de-partures from last year's rulings are re-corted.

partures from last year's rulings are re-orted. The most important alteration is the clause which provides for a penalty of 15 yards for a dropped farward pass, if the error is made on the first or the second down. Last year the ball went to the other side. Two umpires are made obligatory to free the game from the last vestige of roughness. It is made clear that any lineman may car-ry the ball, provided he does not leave his place in line till the ball is put in play. In the case of a kick out after a safety, the opponents must line up on the 35 instead of the 25-yard line.

YALE IS ACTIVE.

YALE IS ACTIVE. Among others working out Yale's plans for the coming season none are busier than Walter Camp, Manager Thompson and Trainer Mack. Mack is constructing a new cinder path on the track field and is getting the gridiron in shape. Head Coach Knox is said to be figuring on how to get enough tim-her for a first-class back-field at Yale's crack backs graduated last year. Foot-ball candidates for the Yale team will report at New Haven. Sept. 17, and it is

report at New Haven, Sept. 17, and it is believed the 'varsity will line up for signal tractise in about the following

ahead.



Brought Pennsylvania to Front From Ranks of Small Fry, Athletically.

INVENTED MANY NEW PLAYS.

Became Famous as Football Coach, Creating Guards Back Quarter-Kick and Pass Tricks.

Following his established preference for athietic men, President Rooseveli has made a former football coach secreary of the interior.

It is only a temporary appointment hat goes to George W. Woodruff, former developer of Penn and Carlisle Indian elevens, for Secretary Garfield still has his job. But while Mr. Garfield is way on his vacation, the inventor of that piece of football strategy known s guardsback, has full authority in the

as guarasones, has the autority in the deparement. President Rooseveit did not find it en-tirely easy to get Woodruff in author-liv. He was not in the regular order to act for Secretary Garfield, and As-sist Secretary Ryan, for the law pro-vides that in the absence of the sec-retary and his first assistant, the other assistant shall discharge the duties. Secretary Wilson is this assistant, and would have assumed full power. But instead, President Roosevelt is-sued an order designating Mr. Wood-

But instead, Fresident Roosevell is-sued an order designating Mr. Wood-ruff as acting secretary of the interior. Mr. Woodruff is one of the five assist-ants to the attorney general and he is connected with the department of jus-tice, though his assignment is to give advice to the department of the interin matters where legal points are

ALL-ROUND ATHLETE.

Mr. Woodruff is not only a football ich, he is an all-around athlete, and recognized as a tennis player of some tentions. It has been his good foret to become a member of the famous nis cabinet, which includes many of president's friends, some of whom famous for having made most un-

chected and notable advances. The acting sceretary of the interior about the same age as the president, and was at Yale at the same time Mr. was at Yale at the same time Mr. sevel was a student at Harvard. Woodruff is a college man, had a ser that paled Mr. Roosevelt's. Ex-ting that he gained some little rep-tion as a boxer. Roosevelt never ne as an athlete while at college. It not until after he had graduated gone west that he gained his pres-

sturdy physique. oodruff was an exceptional athlete was the unusual record of having for his entire four years a memeen for his entire four years a mem-per of the football eleven, the track and field teams and the 'varsity crew. He captained the crew of 1889. After hishing his classical course at Yale, Mr. Woodruff went to the University of Pennsylvania to study law, and it was here that he made his reputation as one of the foremost football tacticians of his

day. BROUGHT "PENNY" UP.

When he took hold of football the When he took hold of football the nniversity was a minor college in all forms of athletics. The football eleven hardly afforded good practise for the teams of Yale, Harvard and Princeton, and used to sustain defeats of anywhere from 70 to 100 for their of anywhere from 70 to 100 for their opponents, with a cipher for the Penn score. The new coach quickly chang-ed all this, and in the space of a couple of seasons Pennsylvania had an eleven that beat Princeton, Harvard and Cornell, and only lost to Yale after bard cornel. hard game,

Its success was due mainly to the new ideas Woodruff brought into use. He had seen that instead of letting a man run unprotected with the ball, much greater progress could be made if in front of him ran two or three of his team-mates, whose duty it was o ward off tacklers and leave the man carrying the ball free to make ong runs. This was the beginning of terference, and out of interference a natural evolution came massed play.



Harry Bennett of Springfield, Mass., has won the national championship for single sculls and is now one of the foremost figures in the sporting world. His skill is due to constant practise with himself alone as coach. He is 21 years old and weighs 150 pounds. Next year he will go to England and will take part in the Olympic regatia and it is his present purpose to enter the Henley regatta and try for the Diamond Sculls in 1909.

o evade responsibility, and during his, of the Tonopah lad's chances to win brief incumbency there is no dan-ger that the work of the department will be relarded to even a small de-gree.—Los Angeles Times.

THIS MAN DIED ON THIRD BUT SCORED RUN ANYHOW.

Veteran Umpire Now in Wisconsin Tells Story of Queerest Incident Known to Baseball History.

One of the strangest of known in-cidents in the history of the great na-tional game of baseball has been told and is vouched for by Umpire Ander-son, umpiring Wisconsin state league games, who stopped over in St. Louis last week. last week

Buenos Aires is "the whole thing" in Argentina. I know of no country in the world which is so dominated by its capital. If the traveler comes from the interior after leaving behind the splendors of Andean scenry and cros-sing the 500 miles of prairie, he feels like a swimmer who has been a long time under water and takes his first deep breath of cleilizattion when he en-ters the city. "In 1903," said Anderson, "I was um-piring independent ball in Minnesota piring independent ball in Minnesota Superiority of teams between the towns of Willmad and Benson was to be determined by a double-header at Benson, July 4. It was one of the hottest days I have known. "Benson won the morning game, 2 to 1, by a fluke play in the ninth. Willmar was somewhat disheartened

to 1, by a fluke play in the ninth, Willmar was somewhat disheartened, but for the afternoon game they were pitching Theilman, a twirler on whom every Willmar fan would bet his last dollar. About the end of the ninth inning Thielman began to show the effects of the heat—and the score was still a tle—had been, in fact, since the second inning. In the first half of the tenth Benson got a run by a base on balls, an error and a hit. Willmar fans looked pretty sick. Thielman was first up, and I could see he was about to the 'down and out' mark. out' mark.

out mark. "With 'two and three' on him, how-eer, he got lucky and bliffed a single. It next man up, O'Toole, was a player with a head that he could use. Player with a head that he could use. He met the first ball fair and square and got what had every appearance of being a 'homer.' Theilman started for the plate, got to second all right, staggered a little on the way to third and fell flat on the third bag. "O'Toole came along and, knowing that two runs would win the game, and that he could not score ahead of Theilman, picked him up and carried him to home plate and touched it himself. I decided that the two runs counted. A doctor came out on the counted. A doctor came out on the field, looked at Theilman and pronounced him dead-overcome by the heat.That's what I meant when I said I knew of a player who died at third base and then scored a run anyway." —Denver Post.

G REWS SATUMAL ACCOUNT OF 1301	
FOOTBALL TALK	AN AUTOMOBILE
Begins Already	Demonstrator
Eastern Colleges Start Planning	Who He is, What He Does,
Their Part in Coming Grid-	And How He Does
iron Doings.	It.
YALE ESPECIALLY ACTIVE	FREE RIDE FIEND PASSING.
Rules This Year Are to be the Same	If You're Rating Isn't Good Don't
With a Few Important Ex-	Threaten to Buy a Machine as
ceptions,	They Look You Up.
College athletes will soon turn their attention to football. It's a little early	In that city within a city located on or near Broadway from Times Square

to Eighty-second street, where the yet but the first few frosty mornings opics of conversation are limited, and, and cold evenings will bring the great where the terms of expression most game to the front with a vengeance. in use are "car buretor," "shaft On many college fields ambitious young drive," "sparking plug," and "clutch." men will be trying out but the big the demonstrator is one having auteams will not be even in the making teams will not be even in the making until later as there is some feeling against practice before the college term opens. One of the early big games scheduled is that for Sept. 21 on which date the Carlisle Indians meet the 'Al-bright team on the Carlisle grounds. That will practically sound the first guns of the coming season; it will not be until October that the various elev-ens will be playing in championship form and November will see the season at its height. thority, according to the New York Evening Post, Scarcely necessary to add that his demonstrations are made with the automobile, since, in the se-gion where once the horse and wagion gion reigned supreme, the motor cat and its accessories now decorate the windows of every second store for a

windows of every second store for a couple of miles. It is not strange, perhaps, that those hving outside this opeculiar commun-ity, and having little in common with its inhabitants, should have notions more or less erroneous, or at least confused, concerning the work of the automobile demonstrator. Frequently, it is believed that the individual in olly overalls who is to be found tink-ering with a monkey wrench on a street corner in this section, while au admiring crowd around a half-stripadmiring crowd around a half-strip-ped car asks questions in the jargon of the quarter, is the demonstrator for

some leading firm. As a matter of fact, the demonstrat-or is a superior man who does not at-fect overalls, but expects in a short rect overalls, but expects in a short while to be a salesman, earning wcomfortable salary and large commis-sion. Every leading manufacturer has at least two or three such men in his employ in New York, and at least seven out of 10 of the highest paid salesment have graduated from this class class.

STRICTLY C. O. D.

Moreover, the demonstrator is not, as many outsiders imagine, a teacher of amateurs who superintends the maiden efforts of prospective purchase maiden efforts of prospective purchas-ers and directs their attempts to con-trol the car which he hopes to as-sist in selling. This, for very good reason; the manufacturers are oblig-ed, in the very nature of things, to use their very latest and often most expensive cars for demonstration, and they cannot afford to take any chanc-es. Once the check has been drawn and the prospective purchaser has be-come the actual owner, he is at lib-erty to take the wheel, drive down Broadway, and experiment in endurerty to take the wheel, arive down Broadway, and experiment in endur-ance with a crosstown car at Colum-bus Circle if he feels so inclined. But until the money has been paid, he must not steer the machine for 20 yards in the most secluded country highway of the Bronx.

CHAUFFESURS FOR RENT.

If, having made his purchase, the new owner feels that he needs some assistance, or at least supervision, in his early efforts, most of the principal firms will furnish the services of a chauffeur free of charge for four or flye days, but such chauffeurs are not to be confused with the official demonstra-tors. The work of these latter has been fors. The work of these latter has been greatly simplyfied in recent years since the elementary principles of the motor car have become more genarally under-stood by those who are likely to be-come owners. Now, it is the special improvements of a particular make of machine which call for the diplomacy of the demonstrator. His prospective of the demonstrator. His prospective

wasted. We turn him over to a salesman who has probably graduated from the ranks of the demonstrators, and who realizes immediately what he has to do. First, he knows that he must for a demonstratio

has to do. First, he knows that he must reduce things to the simplest terms and talk as little of the language of the shop as possible. He soldom strips the machine, but is able to explain its prin-cipal features so that the uninitiated one grasps the main idea. Then, in sim-ple language, he points out how our car differs from others, and why we con-tend that it is an improvement. HE IS SHOWN.

"It is selfow that he presses an im-mediate purchase, for he knows per-fectly well that the inquirer is likely to visit other establishments and get other information, hear other arguments. He merely suggests that we should be pleased to give a demonstration of what the car can do. An address is taken, and if the demand for the dem-onstration does not come immediately. the prospective customer is followed up. Literature is sent, and in the meanwhile the salesman satisfies himself of the from financial responsibility of the visitor. This done, he follows the handbooks

with a visit in person, and arranges STUDIES HIS MAN.

"The demonstrator calls by appoint-ment, and takes his man for a long drive over roads which afford oppor-tunity to show what can be done by the car under all kinds of circum-stances; how it climbs hills, what it can make when speed is necessary, how quickly it can be controlled, how little attention the machinery demands, and so forth. He makes himself agreeable, is frankness itself in admitting that other cars have their good points, but has to confess that although he has driven many of them he never saw a cur like ours, because—and here come a ar like ours, because-and here come string of arguments that are all based on foots that are more or less self-avident. In time, he reports to the selesman who now becomes more insubsmith who now becomes more in-sistent if not less politie, and frequently the sale is made possible by the advice given after the demonstrator returns from his trip. 'Go lightly on so-and-so,' he will say, 'but enlarge on so-and-so, which in addition to being one of our strong noming seems to be a fad of our strong points, seems to be a fad of







BACK PLAYS BEGIN.

The first fruit of massed play was guards-back. In this play, one of the guards was taken out of the line and guards-back back of the guard, who remained n the line. Back of the pair were two of the back field men, the line of four making such a powerful ram that no defense could defense could withstand its power-ful impact and the team that had the right kind of guards and stuck to this could not lose When

Disy could not lose. When men like Wharton, Wiley Woodruff, brother of the coach, Mc-Cracken and Hare were playing guard at Penn, the team went through four years of unbroken successes. Out of guards-back came tackle-back and all the other variations for all had the

summars-back came tackle-back and all the other variations, for all had the same underlying principle. So effective did these plays become that teams stuck to them religiously, until finally football became monot-onous through the succession of mass-ed play. To abolish this powerful bat-tering-ram style of game the rule makers were forced to draft legisla-tion that makes it filegal to take a guard out of the line. guard out of the line

INVENTS OTHER TRICKS.

But guards-back was not Woodruff's contribution to football strategy, invented the quarter-back kick, lelayed pass, the double pass and thick plays that have been used other trick

since for good gains. oodruff had a career of success five years at Penn, then a time when the quality of candidates off, and he no longer had men could carry his ideas into effect. Fesult was a long succession of denvit: " was a long succession of de at, which at last roused opposition othe formerly idolized coach. As a ulmination of the difficulties, Mr. Voodruff resigned, and announced hat he would quit coaching. First e went to Chicago to take a place of the assorting goods house but the with a sporting goods house, but the desire to coach was strong within the famous tatician, and after a short time he came back to the east and signed to teach the Carlisle Indian cleven vith |

It was expected that with the fleet redskins to carry out his ideas, Wood-ruff would invent all kinds of tricks. The eleven did play good football, but not enough better than in preceding seasons to make Mr. Woodruff want the job another year. So he made a final renunclation of football, and turned his attention to his neglected profession. Was expected that with the fleet profession

GOOD COACH-GOOD LAWYER.

Mr. Woodruff had been admitted to factise in the United States courts, Dractiss all the way up to the supreme court, while he was still coaching the Pennania eleven, but he was so busy football that he gave little seri-effort to setting clients. But when tot to law in serious earnest, he d out that he was a good lawyer, others quickly made the same dis-ry.

Mr. Woodruff is not unlike the presiident in appearance. He wears spec-tackes, while Mr. Roosevelt runs to sysciasses, but the shape of the faces, with the prominent teath, the mous-tache and the expression of restless unergy are not unlike. dent The acting secretary is not a man

ORIGIN OF "SPIT" BALL BY WALSH'S OLD TUTOR.

Many good yarns have been told about the players of the Chicago American League club, whose lives seem to have been more or less filled with incident. This one in regard to Walsh sounds a great deal like one of Hugh Fullerton's inspirations. Edward Walsh, the Chicago American club's great spitball pitcher, and the lad who is given the main credit for the showing the White Sox made last season, was educated in Scranton, Pa., the home of the illustrious Bill Coughlin, now of the Detroit team, but of revered memory in Washington

Ity. The school which the Chicago twirl-The school which the Chicago twirl-er attended is still presided over by the same old gentleman who once taught Edward his A B C's, and when Walsh, by his masterly pitching last summer, was made the subject of much comment on the part of the papers, his fame at last was brought to the notice of his former teacher, who is spoken of as a varitable book-werm, and not at all familiar with the fine points of the greatest Ameri-can game of baseball. When this former pupil was engaged in making baseball history by reason of his devances in throwing the spit-

In making baseball insolving the spli-ball, the ancient pedagogue seemed to awaken to the point of taking notice, for he said, in his slow, even tones: "A great spitball thrower is Edward, eh? Well, it must be the result of early prototes as he threw many a

carly practise, as he threw many a one at school."

JACKSON-MUSTAIN BOUT WILL BE INTERESTING.

Interest in the coming battle be-tween Young Peter Jackson and Terry Mustain on Labor day is getting very intense and 20 many think so well of Mustain's chances to win from the colored boy that the betting in Tono-pah and some parts of Goldfield favor the lad from Jim Butlerville. It is an acknowledged fact that Terry will pit against years of experience, a clever boxer and a hard man to get to, as Jackson is an exceptionally grand in-fighter. However, some of the veteran students of the game look for the fight to go the long route and are expecting Mustain to get the long end of the purse. Jack O'Keefe, who was born in the same block in Beston as John L. Sullivan and who was his sparring partner for a great many years, has

partner for a great many years, has been identified with the fistic game for

deep breath of ceilizattion when he en-ters the city. I arrived at 6 o'clock in the morning, before the busy life of the hartfor awoke. As we rolled along the broad water front and up the Avenida Mayo, I said to myself: "I must have taken the wrong steamer or I am dreaming. Surely I am in Europe." It was not that things seemed European or that i was easy to detect an imitation; it was Europe. No amount of self-argu-ment would overcome this illusion; the asphalt smelled at it does in Europe and was cleaned in the European way; the little trees grew in the tradition of European culture, the buildings were French, the cafes, the news stands, all the lazy life of the early morning was the lazy life of the early morning was continental, and the Swiss porter touched his cap as he asked me in French-for which he expected a tip-whether monsieur wished his baggage sent at once to his room. No wonder a chatty old French lady asked me at dejeuner: "How do you like Buenos Aires? It's Little Paris, isn't it?"— Albert Hale, in The Reader,

of the Tonopah lad's chances to win. His dope has never falled to carry in all of the recent fights for the past H0 years. Naturally men of O'Keefe's caliber favor the experienced fighter, but he says that Mustain is a glutton for punishment, and that he has the punch. O'Keefe further states that both men are very agile, which should make the battle a lengthy one. Louis Polla, one of the dyed-in-the-wool fans, has just returned from Denver and he states that some of the best critics of that city predict that Mus-tain is a comer and without a doubt will make a grand showing against

will make a grand showing against Young Peter Jackson, the champion welterweight of the world.

SOUTH AMERICA.

THE PARIS OF

"BROTHA WILLIS" TALKS.

Says Jimmie is Going to Wipe the Earth With Gans,

Special Correspondence.

San Francisco, Aug. 26,-The ques-tion of increased punching power of Jimmy Britt came up for discussion the other evening as Willis Britt and a large number of prominent men in the sporting world were figuring out the Californian's chances in his coming battle with Joe Gans, who has stood at

battle with Joe Gans, who has stood at the top of the lightweight class for such a long period of time. It is a well known fact that a champion steps under the ropes once too often. Every premier puglist who hus the title for any length of time has made the mis-take of donning the mitts with the idea that he taill had one more good fight left in him. One fan argued that the Baltimorean has been training down to too fine a point for his recent battles and that his vitality has been sapped and that he will not be as livebattles and that his vitality has been sapped and that his vitality has been sapped and that he will not be as live-iy or as strong as he has been in form-er contests. Such being the case, can he weather the blows that Britt is sure to land during the course of the twenty rounds that the men are sched-uled to dish up? Wills says no, and in the same breath asked if Britt hadn't domonstrated that he is once more in his winning stride by the able manner in which he handled Battling Nelson. Never for an instant after he had sized up the situation did he lose his head or overlook an opening. He was cool-ness personifie, and the joits that he whipped into the Dane's body made the human punching hag wince on more than one occasion, argued Wil-ils.

In explaining how Nelson could eat in explaining how Nelson could eat up so much punishment at Colma without showing any III effects from it, and why he was forced to slow up like a freight train in their third hat-tle after getting in the road of a few pile drivers. Willis said: "When Jimmy fought Young Cor-bett he broke a small bone in his right arm. Prior to this fight he always assumed a crouching attilude and

"When Jimmy fought Young Cor-bett he broke a small bone in his right arm. Prior to this fight he always assumed a crouching attitude and kept his right arm up for a guard, while his left was propelled with a sharp, jerky motion that had the ap-pearance of an uppercut, but at the same time shot into the ribs and stom-ach with the full weight of the body behind it. After the bone had been set, Jimmy was always bothered with this arm, as it would get very sore after

2000 this arm, as it would get very sore after a few rounds of blocking, which nec-cesitated an entirely new method of defense. With the right useless as a essitated an entirely new method of defense. With the right useless as a safeguard against chin wallops, Britt was obliged to straighten up and use swinging punches in ence of the rip-ping, jurring joits that carried so much force behind them. That's why he didn't make such a decided impression on the battler at Colma. But during the last year the swelling which had been around the fractured bone has dis-appeared and the arm is as strong as it ever was. During the entire time that Tiv Kreling and Ernest boxed with Jimmy he never was troubled with his right wing, and he went back to his old style of boxing, which made him such a terror as an amateur and which the past 30 years, is a great admirer | such a terror as an amateur and which |

Logan and Alcotit; tackles, Ends. Captain Biglow and Palge; guards, Goebal and Andrus; center, Cooney; quarterback, Tad Jones; halfbacks, Wheaton and Murphy; fullback, Coy and Brides. The scheme of playing Brides behind the line is discussed because of the scarcity of backfield material and the fact that he played guard in the big games last year, weighing 174

EXCURSIONS TO

shape

ounds.

LOS ANGELES

Via O. S. L. & S. P. August 31st, and September 1st. Round trip from Salt Lake, going via South-ern Pacific and returning via S. P. L. A. & S. L., \$40.90. Tickets limited to A. & S. 30 days.



OCTOGENARIAN MILLIONAIRE DRIVES FAST HORSES.

Frank Work of New York, multimillionaire, is known wherever a trot-ting horse draws a vehicle. For many years he has owned and driven some of the fastest horse in America and now, at 88 years of age, he may still be seen on any fair day behind a favorite team dashing to and fro on New York's famous and peerless speedway. Mr. Work is the father of the former Mrs. Burke-Roche, who later married Baonyi, her riding master.

won all of his professional contests. You can take it from me that Jiminy will fight Gans in an entirely different manner than he fought Nelson, but that same body blow will be used to help bring home the baccon, as our colored champion terms the coin that gess with victory. It's a cinch that Gans can't stand the gaff as well as Nalson. The negro has a weak stom-ach, which was shown in his fight with Nelson at Goldfield, for when the fight was over the champion was on the floor, while the battler was on his feet. On the other hand, Nelson couldn't have withstood Jimmy's punches an-other round in their July battle. That's why I contend that Britt has it over Gans." Gans,

victim has been "down the line is posted on all the fine points automobilese put out by Brown & Co., Jones & Brothers, and Robinson (Inc.): he is from Missouri, and if Smith & Smith think they have something better than anything else on the market, they have to show him.

THE DEMONSTRATOR.

Here, then, is work for the astute demonstrator. He must be patient, convincing, and, above all things, in-guisitive, without appearing to be more than ordinarily curlous. He must get at the heart of things and find out not at the heart of things and had out her merely what the man with the money says he thinks, but what he really thinks and what he really wants, so that, when report is made to the sales-man who has been assigned to this chent, valuable assistance will be given in preparing an argument which will not be wasted.

SOME QUALIFICATIONS.

Speaking of the manner in which the demonstrator and the salesman work together, the manager of one of the largest companies engaged in the nanufacture of automobiles said last week

'Although we employ only three "Although we employ only three men for this work, they are men of ex-ceptional ability, and really have a great deal to do with the increase of our business in New York. Each of the three is a born diplomat, whose first thought is never to offend the man or woman who has been referred to blue by the calcement All of them man or woman who has been referred to him by the salesman. All of them know something about the make-up of mankind as well as the interior of the machine which they are demon-strating and the construction of all the automobiles put out by our prin-cinal competitors. cipal competitors.

THE FREE RIDE FRIEND.

"There was a time when it was comparatively easy to sell automobiles, provided you could find people with money who were interested in the slightest degree. But that day has gone by; the purchaser knows just what he wants nowadays, and it is "up to' us to show him that we have it. "In the old days, everybody had free rides and lots of them in order to fin-crease his inclination until it should become a fever. Those were the days when the hotal 'dead beat' was in his glory. He would telephons to half a dozen firms, and so arrange things that he would be sure of free auto-mobile service with the finest of cars for a month or more. Everybedy was anxious to show machines and no trouble was too great if there was the slightest possibility of a sale. But we have changed all that; there is no necessity for it today, and it is ex-pensive in more ways than ona. "For instance, we have at present only three of our 1995 model cars out of the factory, yot one of these is "There was a time when it was

of the factory, yet one of these is used in New York for demonstrationa You can readily understand that it would be the height of felly to keep would be the height of felly to keep this rushing all over the country, not only racking it, but soon destroying the appearance of it, which counts for so much, just for the sake of demon-strating its merits to a man who has not, and never had, any idea of buy-ing ing.

ing. "The system adopted by most big dealers is that which we follow here. Let us suppose that a gentleman enters the salesroom and asks to look at a car. Even if he should confess that he knows absolutely nothing about an au-tomobile, we do not take him to the re-pair shop and go through a long tech-nical exposition which would probably nical experition which would probably operate a second a second s

VULLUILU

\$5,013.35-For Mrs. Mary Ann Frew, Syracuse, Utah. \$3,000.00-For Mrs. Charlotte Cowoill, of Provo, Utah.

\$2,500.00-For an estate, client No. 6,117. They did not want the name mentioned.

\$1,500.00-For the Glenn's Ferry Morcantile company, Glenn's Ferry, Ida. \$1,000.00-For John Roberts, formerly city treasurer, Cheyenne, Wyo. \$ 900.00-For William S. Poulton, Oakley, Ida.

\$ 850.00-for the McKay Tanning Company, San Francisco, Cal. \$ 775.00-For W. T. Smith Co., Elko, Nev.

610.00-For Studebaker Bros. Mfg. Co. Claim eleven years old

\$ 600.00-For Mrs. Augusta L. Scott, Spokane, Wash.

\$ 500.00-For George Q. Cannon & Sons Co.

500.00-For Mrs. M. A. Grover formerly of Ne,phi, now of Salt Lake. 500.00-For Charles M. Plant, 267 West First North street Salt Lake City.

\$ 450.00-For Felix Rheinboldt, formerly of Ogden, Utah.

\$ 400.00-For Neil Isaacson of the Utah Liquor Co., Salt Lake City. \$ 400.00-For John Strickley of the Kentucky Liquor Store, Salt Lake

City.

\$ 400.00-For G. F. and H. B. Beckstead, of Riverton, Utah.

\$ 371.00-For Alice Hess of Brighton, Salt Lake county

\$300.00-For A. W. Sewell & Co. of Tuscarora, Nev.

\$ 250.00-for the Salt Lake City Brewing Co.

\$ 200.00-For the California Wine Co., Salt Lake City.

\$ 100.00-For C. B. Johnson, of Dee & Johnson Livery Stable, Ogden. Utah, and thousands of others too numerous to mention

All of the above amounts have been collected by us for the above named parties. When you think of those Debts owing you, dont you feel as though you would like some money on them? We can collect for you if you will turn in your claims. If you keep them stored away, we cannot collect them, and after a while, when you find yourself in need of money, you will wonder why you have been so slow turning in your claims.

You can't pay your debts unless you have money to pay with. Those you owe do not hesitate to remind you that you must pay.

If you expect to be a success, you must collect the money that is owing to you. If you expect to keep your credit bright, you must pay your bitls.

Those who owe you will pay you, when they know you want the money, Red Streaks of honesty exist in everybedy. Turn in your claims. Write, or soe us.

MERCHANTS' PROTECTIVE ASSOCIATION

Scientific Collectors of Honest Debis, Rooms 77, 78, 93, 94, 97, 98, 99 and 100 Commercial National Bank Building, Sait Lake City, Utah. Francis G. Luke, General Manager.

"SOME PEOPLE DON'T LIKE US'