THE ASTOR WAY.

A Lesson In Finance That William B. Taught His Bookkeeper.

The real estate dealer was reminiscing. "Some years ago," he said, "William B. Astor said one day to his head bookkeeper, 'I wish you to write out those 1,200 leases'—indicating the documents—'preparatory to releasing the various properties for which they will be drawn and reduce each rental price 25 per cent for the ensuing year.' The head bookkeeper, astonished, ventured to protest. 'There has been no complaint, Mr. Astor,' he said, 'from any tenant as to the amount of rent charged. All are satisfied to pay present prices.'

"'This is a matter of future business,' the financier replied, 'as well as present. Times are not especially good just now, and I do not think they will improve this year. I am not, however, making this reduction as a philanthropic movement. It will be a good business investment for me to retain all of my tenants, if possible. Indications are that business conditions during the coming year will force many persons to move into cheaper houses and flats than they have been occupying for some time. I do not wish my tenants to move. I know them and am familiar with their ways. I am acquainted with their needs, demands and methods of paying their rents. If they should move I should have to try to replace them with new tenants, whose desirability I have not tested. Besides, I should have to spend large sums in repapering, painting and arranging these various properties to suit the new tenants. By reducing rents I shall have a delighted lot of tenants, who would not leave ... it impossible for them to find as good places elsewhere for the money. Naturally, having had their rents reduced, they will not ask for any repairs that can possibly be avoided, and I shall save some money in that direction over previous years. Besides, I shall know the exact amount of reduction and shall be able to estimate my resources accordingly. If, on the contrary, I let many of my tenants move out the amount of my losses would be uncertain. You will find, if you compare my rentals at the end of the year with those of similar properties owned by other persons who make no reductions, that mine is a profitable plan. When times improve we can release at advanced figures, and undoubtedly to the same tenants.'

"The bookkeeper learned a lesson in finance, the leases were drawn accordingly, and Astor did not lose a tenant."—New York Press.

BOYS WHO DID BIG THINGS.

Many of the World's Great Men Won Fame In Their Youth.

Some of the greatest achievements in the world have been made by youth, and it will always be so in human history. David, the sweet singer of Israel, was a shepherd, a poet and a general before he was twenty and a king at the age of eighteen. Raphael had practically completed his life work at the age of thirty-seven. He did no great artistic work after that age. James Watt, even as a boy, as he watched the steam coming out of the teakettle, saw in it the new world of mechanical power made possible by the old element turned and driven by a simple appliance.

Cortez was master of Mexico before he was thirty-six. Schubert died at the age of thirty-one after having composed what may perhaps be called in some ways the most entrancing melody ever written. Charlemagne was master of France and the greatest emperor of the world at the age of thirty. Shelley wrote "Queen Mab" when he was only twenty-one and was a master of poetry before he was twenty-five.

Patrick Henry was able to shape the revolutionary history of a new country before he was thirty and astonish the world by his oratory before he was twenty-six years old. At the age of twenty-four Ruskin had written "Modern Painters," and Bryant, while still a boy of high school age, had written "Thanatopsis." Robert Burns wrote some of his greatest songs while he was a plowboy.—London Answers.

Deadly Snakes.

The deadliest of snakes is said to be the mamba, an African cobra. It flies at everybody and everything; it goes out of its way to quarrel; it will even come down from a tree to solicit an interview. Over in India there is the great king cobra, or hamadryad, a size larger, quite as fierce (it has been known to chase a man on horseback; he had to ride for his life), but its poison is a degree less virulent. The difference, however, may be considered negligible and ceases to interest the patient after a few minutes. Among the Australian cobras, the pit vipers of America and the great West African vipers there are species with evil reputations, and the most alarming feature is that the aggressive snakes are all desperately poisonous.

August and July.

"August," the name of the month, is accented on the first syllable. "August," the adjective, is accented on the second syllable. This is due, no doubt, to the fact that, though both started from the Latin "augustus," they have arrived by different routes. The adjective is the French "auguste," while "August," commemorating the Roman emperor's title, is the French "aout" and the middle English "august" or "aust." "July" used to rhyme with "duly," even in Johnson's time, as it had done centuries earlier and as it does in southern Scotland to this day.

A Wonderful Toy.

Perhaps the most wonderful toy in the world is owned by a Russian prince, who lavished a fortune of $60,000 on a mechanical theater. The stage is fitted up with every accessory in the shape of scenery and machinery that modern skill has devised, and the actors are figures as large as life ... appropriately as their living prototypes. The prince's repertoire covers almost all the most popular operas, and it is only necessary to press a button to set the whole marvelous machinery in motion. The actors make their entry on the stage and play their varied parts with appropriate gestures, while a number of phonographs supply the vocal parts in the voices of the leading operatic singers.

An Island City.

Greater New York consists of forty-five islands. It might be called the Island City. Read the names of some of the larger: Manhattan Island, Long Island, Staten Island, Hart's Island, City Island, Riker's Island, North Brother Island, South Island, Blackwell's Island, Randall's Island, Ward's Island, Barren Island, Governors Island, Barren Island, and Coney Island. Many small ones in Jamaica bay have large names. One inland island, Marble Hill, near Kingsbridge, has been made by the government channel cut through on the Harlem river improvements.

Human Nature.

"Why is it," asked the curious guest, "that poor men usually give larger tips than rich men?"

"Well, suh," said the waiter, who was something of a philosopher as well, "looks to me like de po' man don't want nobody to find out he's po' and de rich man don't want nobody to find out he's rich."—Exchange.

Willing.

"Now," began the philosopher, "take the life of your neighbor, for instance. He"—

"I'd do it in a minute," interrupted the practical man, "if the law would not interfere. He's learning to play the cornet."

A Vague Impression.

"What is your idea of the character of Lady Macbeth?"

"Really," replied Mrs. Cumrox, "there is so much gossip about people connected with the stage that one scarcely knows what to believe."—Washington Star.

STROLLERS QUARTET.

... popular organizations before the public ... took them clear ... and they made ... return engagement ... season. At several places they were given receptions ... entertainment. ... their entertainment ... In one part they appear in Scotch dress and in another part in sailor costumes. Besides the singing of the quartet, there are special solo numbers.

At the famous Winona Lake Chautauqua in 1910 the music on July 4 was given by the Strollers Quartet. Being on the Fourth of July, the audiences were unusually large, and only the best appeared on the program. The Winona Assembly Review says, "From the first entry on the platform every number of the program was well received, and the young men most graciously responded to many encores."

THE STROLLERS QUARTET.

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...e program will not begin until 9 o'clock
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Reserved Seats, 75c

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Frank O. Miller Offers
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THE MID-WINTER CLEARING SAL...
Will Continue During the Present Week
As announced in yesterday evening's edition of this paper, ... have decided to continue our Mid-Winter Clearing Sale du... this week, that all may have an opportunity of participating in ... many saving advantages.
PRICES ARE NOW THE MOST ATTRACTIVE, IN MANY MONTHS
And all because the people have been quick to see the advantage of buying while prices ... down. We are forcing the goods out now by appealing to the common sense of the pu... and showing them a road to certain saving.
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SUFFRAGETTES GO TO JAIL

LONDON, Jan. ...

NO CHANGE IN STRIKE SITUATION

NEW YORK, Jan. ...

OPPOSITION TO LINCOLN MEMORIAL