

Rungs in the Ladder of Success

Here is the story of Will H. Dean of Chicago—a most peculiar experience for a big-city employe. My position was peculiar and one rarely required outside of the large mercantile houses. I received a salary for "being discharged" about twenty times a week—sometimes I was discharged as often as four times a day; then, again, I would sit in my office for a week without being discharged. My position was invented by the fact that so many shoppers have complaints to make—sometimes caused by the carelessness of the employes, and as often by their own negligence—and it was found that a good remedy to allay their anger was to discharge the party responsible for the trouble.

But the manager discovered that it did not pay always to discharge clerks and then spend weeks in instructing new ones, only to have them repeat the mistakes of their predecessors. So he conceived the idea of having a regular man to discharge, if he thought that the customer would feel satisfied by this act, and later, would have the guilty parties "on the carpet." So I was selected as his victim, and this is the way that we worked our little game.

Mrs. Jones, a society leader and a regular customer, would be ushered into the manager's office and complain bitterly about the failure to deliver her gown. She positively had insisted that it must be at her residence the day before at 2 o'clock in the afternoon, as she desired to wear it to a reception that evening. But it was not delivered until too late, and she hardly felt like keeping it at all and thought of transferring her patronage elsewhere. Our manager would make profuse apologies and promise to investigate the matter at once and discharge the guilty party. Then he would go to his private telephone booth, phone me the situation and circumstances, and I would be transformed immediately into the guilty shipping clerk who had consigned the gown to a south-side wagon for delivery, whereas Mrs. Jones lives on Sheridan Drive.

Of course, it was my cue to try and excuse myself while in the office with Mrs. Jones and the manager, but the manager, in his towering anger, would listen to nothing that I might say, and just told me that I could consider myself discharged. After my departure the manager would relate a few of the troubles he had with incompetent clerks, and Mrs. Jones would appreciate the fact that the manager at least was trying to do his best to remedy errors and would promise him to give the house another trial.

That is a sample of my work and one of the roles it was necessary for me to assume, and I probably would be there now but for the following occurrence: One of the most prominent women in the city, Mrs. Dalton, was exasperated greatly by a careless blunder—the house really was to blame—and the manager had an unpleasant fifteen minutes listening to her complaints

and sharp criticisms. As a result it took him only about two minutes to discharge me after I had made my appearance in the office, telling me that I was the most careless young man that he ever had known. Mrs. Dalton, however, was kindhearted, and she told the manager that it was not necessary to discharge me but he replied that the discipline of the house demanded it as an example to the other clerks.

That evening Mrs. Dalton informed her husband of the interview with the manager which resulted in my discharge. Singularly enough her husband, when a young man just commencing to battle with the world, has been discharged because of a similar mistake; so he told his wife that he would try and rectify matters by giving me a position in his own establishment.

He called up our manager the following day and secured the "address of the young man who was discharged because of Mrs. Dalton's complaint," and wrote me to call at his office. I did so, and he gave me a kind lecture on the disastrous results of carelessness and concluded by offering me a position in his establishment.

I realized that the only thing to do was to take him into my confidence and explain the situation to him received a severe reprimand but not discharged. He laughed at the manager's policy, and I spent a few pleasant hours with him, listening to his personal anecdotes and experiences. I assumed my regular routine again until a few months ago, when I received another letter from Mr. Dalton, offering me a position with brilliant prospects and requesting me to talk to him on the subject. After a short interview decided to accept his offer; and so I lost my position as discharge clerk.

Good-Bye to the Saddler.
A time-honored business has passed. It is that of the saddler and the harness maker. It has been swallowed by the hardware men, from bridge to breeching.

It used to be that farmers and teamsters had their harness made to order; a harness was fitted to the horse, just as a man is measured for a suit of clothes. The business and the trade of a saddler were lucrative. Almost every small town had a harness-making shop, but hundreds have passed out of existence.

There are fewer saddlers than formerly, but what are being used are made in the big factories. A saddler seldom if ever is called upon to make one. The trade is to mend old harness; if he handles a stock he buys it from the manufacturer ready made.

But in late years the hardware dealers have taken to handling harness, and in hundreds of instances the saddler has been crowded out entirely. Some of the saddlers refused to surrender to the hardware men. They threatened to get back at the store men by selling bugles, which also is a part of the trade of the hardware men. The result was that there was

a sort of agreement in many towns that if the hardware sellers would let harness and saddles alone, the well-established saddlers would not sell bugles. Hundreds of agreements of this kind to-day are being kept for all that the saddlers has left is the handling of the goods that factories in the larger cities make. Some of these manufacturers refuse to sell their goods to hardware merchants.

The department and mail-order house of Chicago and New York also handle harness, which has helped to put the man who served an apprenticeship learning the trade out of the business. In some of the larger country towns the saddler and harness maker is using machinery in an effort to hold on to his trade.

King Alfonso a Real Boy.

English court circles have reason to be grateful that they do not often have royal visitors with the energy of King Alfonso of Spain. During the fortnight he and his queen have been in the country he has proved the biggest and funniest of his hosts have had for a long time.

In the first place, the visit is a distinct violation of royal etiquette, as it is most unusual for a newly wedded sovereign to leave his own domain for a year after his marriage. But Alfonso has a strong liking for England and the English court and this, coupled with the natural desire of his young queen to be once more among relatives decided his majesty to set convictions at defiance.

Since his arrival at Cowes the king has not lost a moment's time in extracting the last particle of enjoyment which the famous yachting festival of Cowes has to offer. The royal hosts and the state functionaries have had hard work to keep pace with his inexhaustible activity.

Rising at an unheard-of early hour, he is off for a swim long before the other royalties thought of stirring; then back to attend to State affairs, which he insists on polishing off before breakfast. This finished he is ready for the day, and the more that he revels in unconventional life, the more often, not content to abide by the arranged program, he sets off on his own account on some expedition without escort of any kind, to the terror of the officials, who have painful memories of the coronation day outrage still fresh in their minds. To all remonstrances Alfonso replies with a hearty boyish laugh, for it is clear that he revels in unconventionality.

All Cowes is laughing at one of his jokes this week. The leading Spanish functionary here was remonstrating with him against some prank, and, finding the youthful monarch inclined to argue the case, the official mentor said:

"But when you are at Cowes you must do as Cowes does."

Whorupon his majesty began to moo like a cow.
His open manner is winning all hearts, to quote Queen Victoria herself. He is quite in love with the Dowager (Consejo). Duchess Manchester. Her piano playing enchants him. The night the royal couple dined with her he begged her again and again to keep on playing. As long as either side of her, both applauding de-

lightfully at the end of each piece. Finally the king took a couple of pieces of music which the duchess had played during the evening, "for my little queen to learn." He folded them into the smallest compass and stuffed them in a coat pocket.

This dinner was the gayest of any given this week. King Alfonso kept the party in fits of laughter, and after dinner tried his hand at several conjuring tricks.

When the king took his departure he kissed the duchess hand in the most gallant manner and thanked her for "the most enjoyable evening" he had spent on the island.

The duchess looked particularly handsome, all in black and diamond ornaments in her hair and two rows of large pearls around her neck.—London Cable Dispatch Philadelphia Record.

BRIGHTENED LIVES OF CHILDREN

From the Evening Wisconsin.
Rebecca Sophie Clark, who died at her home in Norridgewock, Maine, on Thursday night, was a woman who did much to make brighter and better the lives of the American children of a generation ago.

Under her pen name of "Sophie May" she contributed to the juvenile literature of the Civil War period, creating a magic world of life-like characters with whom the youngsters of that period grew to be well acquainted as their parents were with the vivid portrayments of Dickens. She wrote for the Student and Schoolmate. Our Young Folks and Oliver Optic's Magazine—all publications of wide circulation in those days in the homes of the American people. She also published a number of books, including a few novels, which latter did not succeed as well as her stories for the children. Thousands of people who are now well along in life still cherish with pleasant recollections of "Little Prudy" and "Dotty Dimple."

Of the first series of "Dotty Dimple" stories there were six volumes, and there was the same number of original "Little Prudy" books. So great was the favor in which these little girl heroines were held by little girls that other series introducing the characters subsequently appeared and had a wide sale, though they were never quite as popular as the originals. Another of "Sophie May's" successes was the series of six stories relating to the "Quinabasset Girls."

"Sophie May" lived in the golden era of American juvenile literature, her best work being contemporaneous with that of Louisa M. Alcott, Mrs. Abby Morton Diaz, William T. Adams and J. T. Trowbridge, and with Thomas Bailey Aldrich's "Story of a Bad Boy."

It was a time when juvenile literature was emancipated from the primness and unnaturalness of the Rollo Books, but still wholesome. Mark Twain's "Tom Sawyer" and other highly spiced and risky candidates for the favor of youthful constituencies had not been put upon the market. It is doubtful if the market at that time would have been profitable for the kind of juvenile literature which approximates the sensation novel.

In that period Americans led simpler lives than now, but they were the less

happy? It was not unfashionable to go to church. There was a genuine respect for seniority. Children would not sneaker if told that the Scriptures say, "Honor thy father and thy mother." Girls learned to sew and to cook. Boys did chores before they went off to play. Divorces were so infrequent that when they occurred they gave rise to scandal instead of to humorous or sympathetic comment.

"The old order changeth." The new order is not wholly bad, but the old order had virtues that are worthy of the loving memory in which they are held by those who still survive. It embraced a state of things in which there were more children in the average American family than there are at the present time, and in which children were subject to more regulation and less excitement. Perhaps the people of that era were old fogies, but the sanitarium did not flourish but the sanitarium did not flourish.

Special Low Rates Via Southern Railway.
On account of the Homecoming of Wm J. Bryan, New York, N. Y., August 30th, 1906, the Southern Railway will sell tickets to New York and return at exceptionally low rates. Tickets to be sold August 28th, and 29th, with final limit Sept. 4th.

The following rates will apply from points named, Charlotte \$20.50, Salisbury \$19.10, Statesville \$19.35, Hickory \$21.00, Greensboro \$17.50, Winston-Salem \$18.35, Durham \$17.50, Raleigh \$17.50. Approximately low rates from other points.

For further information call on your Depot Agent, or write R. L. VERNON, T. P. A., Charlotte, N. C. W. H. TAYLOR, G. P. A., Washington, D. C.

Meeting Patriarchs Militant and Sovereign Grand Lodge I. O. O. F. Toronto, Canada, Sept. 15th-22nd, 1906.

Rates Via Seaboard Air Line.
The Seaboard Air Line begs to announce that they will sell round trip tickets Toronto, Canada, meeting the above meeting on Sept. 12, 13, 14, and 15th. Route No. 1, via Richmond to Washington, Buffalo and Grand Trunk Ry. \$25.85. Route No. 2, via Richmond, Washington, Niagara Falls, and Grand Trunk, \$25.25. Route via Cincinnati, Ohio, one fare plus twenty-five cents, for round trip. Limits continuous passage in each direction going trip to commence on date of sale and return trip on date ticket is validated at Toronto, which date must not be later than Sept. 24th. If return portion ticket deposited in person by original purchaser with joint agent Union Station, Toronto, not later than 8 p. m. Sept. 24 and payment of fee of \$1.00 made at time of deposit, limit of ticket will be extended so as to leave Toronto on date ticket is withdrawn from deposit but in no case to leave Toronto later than midnight of October 24th, 1906. For further information call on or address JAMES KER, JR., C. P. A., Charlotte, N. C. C. H. GATTIS, T. P. A., Raleigh, N. C. 8-15-06

SEABOARD RAILWAY

Direct line to the principal Cities North, East, and South-west schedule taking effect May 27, 1906, subject to change without notice. Care is exercised to give correct time in connecting lines, but this Company is not responsible for errors or omissions.

Trains leave Charlotte as follows: No. 40 daily at 5:00 a. m. for Monroe, Hamlet and Wilmington without change, connecting at Monroe with 32 for Atlanta, Birmingham, and the South-west, with 53 at Monroe for local points to Atlanta. At Hamlet with 38 for Raleigh, Portsmouth, Norfolk and Steamers for Washington, Baltimore, New York, Boston and Providence, with 66 at Hamlet for Raleigh, Richmond, Washington, New York and the East, via 41 at Hamlet for Columbia, Savannah, Jacksonville and all Florida points.

No. 132 daily at 10:15 a. m. for Lincolnton, Shelby, and Rutherfordton, without change, connecting at Lincolnton with C. N. W. No. 19 for Hickory, Lenoir, and Western North Carolina points.

No. 15, at 4:45 p. m. daily for Lincolnton, Shelby, Rutherfordton and all local stations; connecting at Lincolnton with C. N. W. No. 19 for Hickory, Lenoir, and Western North Carolina points.

No. 132 daily, 7:15 p. m. for Monroe, connecting with 41 for Atlanta, Birmingham and the Southwest, at Hamlet with 42 for Columbia, Savannah, Jacksonville and all Florida points. At Hamlet for Richmond, Washington and New York and the East, with 32 at Hamlet for Raleigh, Portsmouth, and Norfolk. Through sleepers on this train Charlotte, N. C., to Portsmouth Va., daily.

Trains arrive at Charlotte as follows: No. 123, 10:00 a. m. daily from points North and South. No. 44 daily at 9:15 a. m. from Rutherfordton, Shelby, Lincolnton and all C. N. W. points.

No. 45 daily 11:50 from Wilmington, Lumberton, Maxton, Hamlet, Monroe and all local points. No. 44 daily, 7:05 p. m. daily from Rutherfordton, Shelby, Lincolnton, and C. N. W. Ry. points.

No. 39, 10:45 p. m. daily, for Wilmington, Hamlet and Monroe, also from points East, North, South and West, connecting at Hamlet and Monroe. Connections are made at Hamlet with all through trains for points North, South, and Southwest, which are composed of regular day coaches between Portsmouth and Atlanta, and Washington and Jacksonville, and sleeping cars between Jersey City and Jacksonville, N. C. Cafe cars on all through trains.

For information, time-tables, reservations, or Seaboard descriptive literature apply to ticket agent or address JAMES KER, JR., C. P. A., Charlotte, N. C. EDWARD F. COST, 2nd V. P., Portsmouth, Va. Chas. B. Ryan, G. P. A., Portsmouth Va.

Special Rates Over the Seaboard.

To Toronto, Ont., account Patriarchs Militant and Sovereign Grand Lodge, September 15th-22nd, at rate of one first-class fare plus one dollar for the round trip. For further information as to rates and schedules apply to C. H. GATTIS, T. P. A., Raleigh, N. C. JAS. KER, JR., C. P. A., Charlotte, N. C.

SOUTHERN RAILWAY

N. B.—Following schedule figures published only as information and are not guaranteed.

3:30 a. m., No. 8, daily for Richmond and local points, connects at Richmond for Winston-Salem, Raleigh, Goldsboro, New Bern and Morehead City, at Danville for Norfolk.

5:45 a. m., No. 27 daily for Rock Hill, Chester, Columbia and local stations. 5:30 a. m., No. 16, daily except Sunday, for Statesville, Taylorsville, local points; connects at Mooresville for Hickory, Lenoir, Blowing Rock, Asheville and points west.

7:15 a. m., No. 39 daily, New York and Atlanta Express, Pullman sleepers to Columbus, Ga., and day coaches to Atlanta. Close connections at Spartanburg for Hendersonville and Asheville.

8:33 a. m., No. 33, daily, New York and Florida Express for Rock Hill, Chester, Wm.boro, Columbia, Savannah, Jacksonville and Augusta. First class day coaches Washington to Jacksonville. Dining car service.

9:25 a. m., No. 26 daily, U. S. East Mail Pullman drawing room, sleepers to New York and Richmond, New York to New Orleans and Birmingham, Pullman observation car service; Solid Pullman train.

10:05 a. m., No. 30 daily for Washington and all points North, Pullman sleepers to New York, first-class coach to Washington. Close connections at Rockville for Richmond, Va., Dining car service.

11:00 a. m., No. 25 daily, for Danville, Mooresville, Barber Junction, Coopersville, Mocksville, Winston-Salem and Roanoke. 12:25 p. m., No. 11 daily, for Atlanta and local stations; connects at Spartanburg for Hendersonville and Asheville.

6:00 p. m., No. 25 daily except Sunday, for Washington, for Chester, S. C. and local points. 7:00 p. m., No. 12 daily, for Richmond and local stations, connects at Greensboro for Goldsboro, Pullman sleepers, Greensboro to Raleigh; Charlotte to Greensboro, Greensboro to Raleigh. 7:15 a. m., No. 24, daily except Sunday for Taylorsville and local stations; connects at Statesville for Asheville, Knoxville, Chattanooga and Memphis. 8:18 p. m., No. 38 daily, Washington and Southwestern limited for Washington and all points north, Pullman sleepers and Pullman observation car to New York. Dining car services. Solid Pullman train. 10:33 p. m., No. 24 daily, New York and Florida Express for Washington and points north, Pullman sleepers from Jacksonville and Augusta to New York. First-class day coaches from Jacksonville to Washington. 9:50 p. m., No. 29 daily, Washington and Florida Limited for Columbia, Augusta, Charleston, Savannah and Jacksonville. Pullman drawing room sleeping car to Jacksonville. First-class day coaches Washington to Jacksonville. 11:05 p. m., No. 40 daily, for Washington and points north, Pullman sleeper to Washington. First-class day coaches Atlanta to Washington. 10:25 p. m., No. 15 daily, U. S. East Mail for Atlanta and points South and Southwest. Pullman drawing room sleepers to Mobile and Birmingham. Day coaches Washington to New York. Tickets, Sleeping Car, Reservations, and detailed information can be obtained at ticket office, No. 11 South Tryon St. H. B. SPENCER, Gen. Mgr. S. H. HARDWICK, P. T. M. W. H. TAYLOR, G. P. A., R. L. VERNON, T. P. A., D. C.

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The Earl of Thurso, married to a beautiful girl and who recently succeeded to the title and estate of his millionaire uncle, is the central figure of one of the grimmest, most astounding scandals in the annals of the London smart set.

Lord Thurso went to his Scottish estate to help his tenants during a typhoid fever epidemic. The nervous strain brought on a series of severe headaches, and to relieve these he had recourse to laudanum, which the local medico thoughtlessly prescribed. The effect was peculiarly soothing and exhilarating on his system, and in a very few weeks the opium habit had taken a firm hold upon him.

This was, for the time, hushed up by his family, and he returned to England. But before long his eccentricities became so noticeable as to arouse wonder.

For instance, at a house-party given by Lady Thurso at Bray-on-Thames, the Earl went on a secret opium spree, under whose effects he nearly murdered one of his wife's guests. Again, in order to procure opium he posed as a physician and narrowly escaped arrest and penal servitude. As a last resort his sister prevailed upon him to go to New York to try a new cure, and with surprising results. The entire work shows the audacity of the versatile and brilliant author.

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