

PIANO SALES INCREASE

Nothing in the Talk About Its Being a Back Number

MECHANICAL DEVICES

Stimulation of the Business is the Result of extended Use of These Contrivances.—Western Farmers Want Best Pianos.—Some Costly Pianos.

New York.—It is often lightly said nowadays that the piano is becoming a back number; that a piano is no longer considered an essential item of equipment in homes making any pretense to refinement; that fewer children are taking piano lessons than there were a few years ago, and that the great piano players are fast coming to have a monopoly in piano playing because there is less tolerance for mere piano wallowing and thumping than there was a few years ago, and that the increasing number of devices for producing something akin to music from the piano by means of strips of perforated paper have taken the heart out of amateur and mediocre players, with the result that the sale of pianos has materially fallen off.

J. B. Spillae, managing editor of the Music Trade Review, in an interview said: "It is utter nonsense without a grain of truth to hang it on. So far from the sales of pianos diminishing they never before have been so large as within the last three or four years. The greatest demand came from the Northwest and the Middle West, although the sale of pianos on the Pacific Coast in the last two or three years has broken all records.

"There is another thing to be said of the remarkable boom in the piano trade within the past three or four years, and that is that quality of pianos sold has been, as a general rule, exceedingly good. The farmers have not been buying for their wives and daughters the cheap grade of instruments, which go to pieces after a year or two use. They have been buying pianos of the better make. I should say that as a rule they are being paid on an average about \$250 a piano. When you get much below that figure you are getting into the grade of cheap pianos when you get above it you are getting into the class that may be called expensive.

"I do not mean, of course, the very expensive the so-called art pianos. There are a few firms which make a specialty of these art pianos. The prices paid for them are sometimes fabulous. They are hand-painted by artists of the first order of merit, and sometimes two or three years may be spent in working out the subject of the paintings and putting them on the polished tops and sides of the instrument, to say nothing of the great amount of time and skill that are expended on the beautiful wood carving that is put upon them.

"There has developed a great tendency among Americans of great wealth to have pianos which are individual and unlike any others and that are in themselves art masterpieces. The cost of these pianos ranges all the way from \$5,000 and \$8,000 to \$15,000 and \$17,000. The most expensive piano, I believe, that was ever made to order by a firm in this country cost between \$47,000 and \$48,000.

"There has been in the last three or four years an unprecedented demand for these high priced pianos, especially out on the Pacific Coast, which is still another refutation of the statement that the demand for pianos is decreasing among people of wealth and refinement. The actual fact is that never before in the history of the trade has there been so rapid an increase of sales among this very class, as well as among the moderately well to do.

"As to the statement that the mechanical devices for playing the piano have lowered the standing of the instrument and decreased the demand for it, that is, on its face, ridiculous. There are a number of such devices on the market and they have particularly stimulated the sale of pianos, as of a logical necessity they must. Hundreds of people buy pianos just because of the mechanical devices for playing them—people who would never think of buying a piano but for the existence of these devices, because they had nobody in their families who was able to play.

"As for the alleged decrease in the number of young people who are learning to play the piano, that, too, is untrue. There are more young people learning to play the piano than ever."

New Money in Philippines.

Washington.—American money is rapidly driving all the Mexican dollars out of the Philippines. Col. C. R. Edwards, Chief of the Bureau of Insular Affairs, has received this letter from Henry C. Ide, Secretary of Finance and Justice at Manila:

"You will be interested in knowing that our new currency scheme has made great progress since I last wrote you. Nearly all of the business houses have, by common consent, put their business on the basis of the new currency. In all the Provinces it is found in free circulation, and the people now object strenuously to taking any other currency.

"The old currency has been very largely brought into the Insular Treasury for re-coining or the Mexican has been exported. What little Mexican there is in the islands is now flowing out, because it has a pretty good market in China, and the abnormal prices that were paid for it for a time in the Philippine Islands have ceased with the special demand for it, and exchange on Hong-Kong is substantially the same at the present time."

KING ALAKE OF AFRICA.

His Experiences in England and the Egbae Progress Under His Rule. His majesty the Alake of Abeokuta, the dusky monarch of the West African Egbae, who has gone to England in search of notions for the benefit of his people, was somewhat amused to see something of the busy metropolis of the world of which he had heard, and read, and dreamed so much. But he did not have the weariness.

When he came from his morning bath, swathed in heavily waisted sash, he looked out on the mud in the street and shivered. With a sigh he called to Prince Ademola, and said, "Ademola, go get you English clothes, I cannot have you in. Ademola, the object of this tender solicitude, is a young stripling, standing over six feet high and measuring over sixty inches around the chest. "And your majesty," asked the prince, "Nay, replied the Alake, with a smile which was just in a shiver. "I have come to try all things English as they have them in England, and I will try your wear, too. But you go, you and your wear, your self English clothes."

The Alake is taller and bigger than the prince. His face is strong smiling and attractive. His robe, which just showed the tight bottoms of the legs of his embroidered silk trousers, was of royal blue and purple so richly embroidered with gold thread and silk flowers as to appear in places all gold. On his head he wore a circular cap, something like an old-time smoking cap, but so lavishly embroidered with gold that it looked like a crown, and on top of it nothing to be seen, were golden beads.

At the Colonial Office his majesty was received by R. L. Antrobus, the chief of the West African Department, who presented the members of his staff and showed the visitors over his office. But the Alake was not long before he introduced the topic to him most closely at heart, the cotton growing of his territory. He was delighted when Mr. Antrobus informed him that all he could grow would for the next three years at least be bought at a price not less than 10d per pound. That would, he said, greatly encourage his farmers. He was equally pleased to hear that he was to be taken into some of the agricultural districts of England where he might also learn much that would be useful to his farmers.

On the drive back the Alake said to the prince and his chief secretary, shiver with the cold. "Go to bed and buy you English overcoat, it is evident that we shall need them." The entire suite went and bought heavy overcoats to wear over their native robes until the English sun shone. It was also out of consideration for his suite that his majesty postponed his visit to the zoo and went in the afternoon to Mrs. Tassant's instead. Even with the shiver, he caught sight of a shiver, and again he went out and bought a pair of heavy silk scarves, which he distributed. The native dress is open at the throat. But throughout he himself continued to brave the cold, although he would not let the others do so.

Adogboya Edun, the chief secretary spoke with enthusiasm of his country, his people, and his monarch. "All of our people can read their own language and many of them English too," he said. Then he spoke of the great progress which had been made by his people under the Alake and his late father, and their great desire for advancement, and he produced with great pride a copy of the "Treaty of Friendship and Commerce made at Abeokuta, Jan. 18, 1893, with England to show that his country was an independent state. Speaking of English fare, he said that the Alake now always eats English food at home.

Alexieff Through French Eyes.

Should Admiral Alexieff have any leisure or inclination to read the French journals he will not find their frankness very agreeable. One of them sums up in these terms: "It is officially announced that the animal not admiral—has fled to Vladivostok just as he fled from Port Arthur. This monument of incapacity, this imperial favorite, whose impunity makes favoritism a crime, precipitated the war when he knew that nothing was ready by land or sea, and when he had not the candor to reveal to his sovereign the real state of affairs. With reckless consciousness he continues to play at being a hero in the midst of disasters which have brought brave men to ruin and death. Makharoff, Rennenkampf, Keller and a hundred others may pay with their lives for his accused folly, but he is not even deposed. It is left to the Japanese to chase him out of Manchuria. He will go on, prospering and fattening, where no bullet can reach him. Bazaine never died on the field of battle." It would be interesting to know what the admiral thinks of the Franco-Russian alliance.—London Chronicle.

The Marquis of Bute.

One of the richest bachelors in England, and the richest peer in the house of peers, the Marquis of Bute, has just celebrated his twenty-third birthday, and there's not a young spinster of high degree whose family would not like to have her capture the matrimonial prize. Whoever the future marchioness is she must be a Catholic, and this obligation has interfered with his lordship's choice.

English Telephone Girls.

Between 4,000 and 5,000 telephone girls employed in London, England, central office will benefit under a new schedule demanded by them. In future they will work an average of eight hours a day.

LOSS OF LANGUAGE.

Two Victims of Aphasia Brought in as Object Lessons.

Atlantic City.—Aphasia and the modern campaign against insanity were the two great topics recently before the section on nervous and mental diseases. Dr. Charles K. Mills, of Philadelphia, presented two patients whose minds had become almost wholly deprived of memory impressions, but who had grown better by a method of treatment which had some features of novelty. Dr. T. H. Welsenberg, of Philadelphia, had been his assistant in applying this method.

The first patient, 26 years old was almost totally aphasic when he came under observation, and also had Jacksonian epilepsy. His power of speech was wholly gone, and there was only one word which he remembered and that was his family name, Seymour. The doctor diagnosed the case as probably one of a hemorrhagic lesion within the cranium. This patient had been most anxious to reacquire the knowledge which he had lost, and for four and a half years had worked perseveringly to this end. Dr. Mills and his assistant began with him after the old method of repetition and dictation. He had improved very gradually.

The patient stood up before the assembly in the Brighton Casino, and obediently exhibited his ability to read a few sentences, very slowly and stammeringly, from a primer designed for a child of about 8 years.

Dr. Mills said that the second patient at first was virtually word-deaf and music-deaf. His case was one of sensory aphasia. He had had an apoplectic attack in November last, resulting from some unusual excitement in relation to his business. His memory of language had been lost totally.

The patient, whose last name is Johnson, was also subjected to the primer test in the presence of the section.

"Has the cat seen the rat?" was one of the sentences which he read badly.

Dr. Mills said that in his experience cases of sensory aphasia improve rather more rapidly than those of motor aphasia, although certain authorities think otherwise. In presenting the task of reeducating the memories of these two men he had used what is called the physiological aphasiometer as far as it would go, but had found it inadequate.

The paper on "The Present Campaign Against Insanity" was presented by Dr. W. J. Herdman of Ann Arbor, Mich., and embodied in a general way an account of the progress of the work, and the methods of carrying it on in Europe and America.



BARONESS BERTHA VON SUTTNER.

the Austrian noblewoman, whose novel, "The Waffen Nieder" (Lay Down Your Arms), caused the Czar of Russia to issue his peace manifesto. The Baroness is now on a visit to the United States.

Indian Basketry Gems.

Mrs. Ida M. Dyer, formerly of Kansas City, possesses a rare ethnological collection illustrating the acme of fine art in Indian basketry and beadwork, which is valued at \$10,000, and was personally collected by Mrs. Dyer. This is Mrs. Dyer's second collection, as a few years ago she presented a valuable collection of curios to the Kansas City Board of Education.

Regarding her curios Mrs. Dyer says that chief among the Indian handicrafts basketry and beadwork are the most expressive vehicles of the individuality of the tribes, but the work is now confined almost entirely to the women of middle age and the very old squaws. The young lack persistence.

Every line on an Indian basket is eloquent with meaning, which makes the study of basketry so interesting to the collector as well as important to the scientist.

Not a Smile in Seven Years.

Chicago.—That her husband has not smiled for seven years is mentioned by Mrs. W. A. Paulson, wife of an ex-banker, in her petition for divorce. Paulson had been convicted of receiving money when he knew his bank was insolvent, and served a short sentence in the penitentiary. In answer to his wife, he says: "She has justly complained that she has not seen me smile for many years. I have found it difficult to simulate happiness in the penitentiary staring me in the face for seven years. She is right; I have not seen the bill, and I shall not read it, nor oppose her."—Philadelphia Record.

AMBITION SECRET OF LIFE

Mrs. Doremus Celebrates One Hundred and First Birthday

LIVED MUCH OUT DOORS

She Says That the Secret of Her Long Life is Ambition and Outdoor Life.—Helped Her Husband on the Farm in the Early Days.

New York.—In a fine old house at Parsippany, N. J., where she has lived since her marriage, eighty years ago, lives Mrs. Sarah Hall Doremus, who celebrated the one hundred and first anniversary of her birth. From appearance she may live for some years to come.

Mrs. Doremus's voice is firm and her mind clear. She is a remarkable woman and few would believe her to be more than seventy-five years old. She moves about the house without aid of any kind, hears distinctly and can see houses about the hill at Boonton, three miles away. But while she is far-sighted, she cannot read a book or paper. Her faculty of speech is remarkable and she carries on a conversation easily and shows that she is interested in what is going on, not only in the community where she lives, but in the world at large.

When she first went to Parsippany as the wife of John Doremus she carried a box of goods which she and her husband wore. When things had to be done in a hurry she would go into the woods and help her husband and the hired men to harvest the crops.

Ambition and an outdoor life, she says, is the secret of her longevity.

Members of Mrs. Doremus's family were unusually long lived. Her father and mother both died before they were 90 years old. Her husband was born in the house where his family now lives. The ceilings are low, the fireplaces large and there are brass door knobs and candlesticks and iron cranes that would make glad the heart of a collector of antiques. Fine treasures shade the house out of which was planted by John Doremus on his wedding day. It stands by the window where the aged woman delights to sit.

On a hill near by is situated the family graveyard, where her husband and some of her children are buried.

Mrs. Doremus drives out occasionally and up to about six years ago was a regular attendant at the Boonton Reformed Church. She has never been further away from home than Newark. A short time ago she intended to take a trip in an automobile, but she refused.

Mrs. Doremus has two children living, a son, Abram, 57, who is a physician and a daughter, Mrs. John R. Goodwell of Newark. She has eight grandchildren and five great-grandchildren. She was born at Paramus, The Doremus family is represented in nearly all the counties in New Jersey.



MRS. ANITA NEWCOMB MCGEE, who, with other American nurses, has been decorated by the Emperor of Japan.

A Gibraltar Bicentenary.

While Port Arthur, which has been called, whether justly or otherwise, "the Gibraltar of the Far East," is in the throes of the most terrible siege of modern times, it is interesting to recall the fact that Great Britain owes upon the third century of her occupation of that great fortress, the real Gibraltar, which she wrested from Spain in 1704. It, too, has had its frightful baptisms of fire, but for many years, nearly a century and a quarter, the Rock, the "key of the Mediterranean," has remained in undisputed possession of its present masters. Captured originally by a British admiral, aided by Dutch allies under a Prince of Hesse, and acting in the name of the Austrian arch-duke who, as Charles III., was the figurehead for whom the allies fought in the war of the Spanish succession, the British appear at first to have valued their acquisition lightly. Twice during the eighteenth century British ministries offered to return the fortress to Spain in exchange for various diplomatic concessions, but as the editor of the St. James's Gazette has pointed out in a recent article in the Nineteenth Century and After, England's short-sighted proposals were rejected. Spain deeming other territorial and dynastic adjustments more important at the moment than the ownership of Gibraltar. To-day the British statesman who would seriously propose giving up Gibraltar does not exist.—Philadelphia Ledger.

TO FIGHT OIL TRUST.

Kansas United in Great Fight to Save the Industry.

Topeka.—It has been proposed that an organization which shall unite all the forces in Kansas in favor of a plan for state control of the industry through the establishment of State owned storage tanks, refinery and pipeline shall be effected. It is estimated that \$10,000,000 will be required and it is held that State bonus for this amount can easily be floated.

Another plan is to form a company with \$50,000,000 capital, and so organized that the Standard will be forever excluded from a voice in its management. This company is to construct and own oil and gas wells, pipe lines, storage tanks, refineries, pumping plants, telegraph and telephone lines, gas plants, vessels and everything required in the conduct of its business, including docks, wharves and even railroad lines. There will be \$20,000,000 preferred and \$30,000,000 common stock.

The first work of the new concern will be to provide storage tankage for its shareholders, and thus enable all plants to keep going continuously. To take care of five to six millions barrels of oil will require an outlay of approximately \$1,000,000. The tank farms will be begun immediately upon the organization of the company and completed as rapidly as possible.

Then comes a system of local pipe lines and a big pipe line from the suburbs of Kansas City on the north to Muskogee, I. T., on the South to get the oil to the tank farms. After this come the ambitious features of the programme. The building of a pipe line to Fort Arthur, Texas, the construction of wharves and docks at that place and refineries at other places and the shipping of oil to markets.

This would mean 500 miles of pipe line in Kansas, 500 miles in the Indian Territory and 1,200 miles in Texas, a total of 2,200 miles. At an average cost of \$7,000 a mile, and this is above the average cost, the pipe line investment would approximate \$15,400,000. The pumping stations would cost another \$1,000,000. The docks and terminal facilities at Fort Arthur would cost perhaps \$2,000,000 more. Three or four or five refineries would bring the total to \$18,000,000 or possibly \$20,000,000. According to the plan there would be left in the treasury as working capital from \$15,000,000 to \$17,000,000 in stock to be sold at such times as necessary.

Medicine Man's Private Car.

St. Louis, Mo.—A private car just built by a Western shop is one of the oldest wheel-powered ever made. It is the property of a medicine show man who has acquired wealth by retailing nostrums with the aid of a variety show.

The forward end of the car is fitted with a caldron, in which is compounded the "nature's herb restorer." Back of this is a sleeping room for the porter and next this the doctor's office and bedroom. In addition to a double seat berth there is a desk and a cabinet for holding remedies. The rear of the car is a saloon and waiting room for patients, ending in an observation platform.

The exterior is in olive green and only a gilt legend, where the name of the road would ordinarily be put gives a hint of the purpose to which the car is devoted.

The laboratory will be partly occupied by a large tent in summer and early fall which is set up in some central locality in a town. Here each afternoon and evening vaudeville specialties are presented for a five cent admission fee, three before and two after the lecture by the "doctor." The remedies are of the simplest sort.

Big Farm for State Convicts

Jackson, Miss.—Gov. Vardaman and Commissioners Brady and McNair have returned from the Sunflower Plantation, where they investigated conditions there with a view of determining whether it would be wise to put all the convicts on this farm.

It seems probable that at the next meeting of the Board an order will be passed to concentrate all the convicts on this plantation. If the order is passed it will mean that the State will rent no more land, but will take the convicts from the rented places and put them on the new farm.

There are now on the new farm half the prison population of the State, or six hundred men, and there are six thousand acres of land under cultivation. There are still about eight thousand acres of land on the place unoccupied.

New Discovery of Kelp.

Tacoma, Wash.—William D. Crane, a New York scientist, has completed an examination of the kelp found in Noah Bay, inside Cape Flattery. He believes it can be successfully utilized as a basis for the manufacture of iodine. Crane has gone to Japan, but will return next summer to finish his experiments. He will also investigate the fossil beds in Georgia Strata which seem to him to possess important commercial possibilities.

For many years iodine has been manufactured from kelp found on the coast of Scotland. Kelp is plentiful in many parts of the world, but as a rule its quality is too poor to warrant its use for iodine.

An analysis of the Puget Sound kelp made at the University of Washington shows that iodine can be made from the local product, though it is not as strong in iodine as the kelp gathered on the Scottish coast.

REASON FOR HIS ACTIONS.

Young Couple's Attempt to Avoid Sui Picion Failed.

When the train pulled into the way station the young woman was standing on the station platform surrounded by several other young women, who were all talking at once. The young man stood a short distance away holding a big valise.

"Hop on there, Maria," he called out. "Don't be all day about it."

Every girl in the crowd, with the exception of the one addressed, exclaimed, "Oh!" and looked as though something dreadful had happened. She retorted:

"Hop on yourself if you want to. I'm coming."

The other girls said "Oh!" again, and the young man got on the train. Then he called out again:

"Isn't you get a move on you, Maria? You'll talk an ear off some one."

"I'll come when I get ready, Ja-oh!" she returned.

Then she hastily kissed the girls goodly and boarded the train, while they retired to a corner of the station and held a whispered conference over something that seemed to trouble them.

"Hop down there!" he said as they came to a double seat. "You don't mind riding backward and it bothers me."

She sat down and he put the big valise on the seat beside her and then settled himself comfortably on the other seat, while the old lady two seats behind exclaimed: "Well, I never!" and some one else muttered: "The brute!"

For fifteen minutes after the train started he pretended to be reading a paper and she was looking out of the window. But every minute or two he glanced at her over the top of his paper and her gaze frequently rested on his face.

And she seemed to be proud of him. Suddenly she turned toward him with the exclamation:

"Jacob, do you read every paper in this car?"

He threw her over one he had in his lap.

"I wonder you didn't think of it before," she said.

You're able to speak out if you want anything," he retorted. "You've got a big nose."

His eyes were moments in and out of the car and everyone seemed to be watching what he would do next.

Then minutes later he looked steadily at the car. "Lay it," he said, "on the floor of the car. You've fixed on him of the young woman who was looking steadily over the top of the paper." He threw his down.

"Maria," he said, "I've stayed up!" "We can't fool him and there's no use trying."

A moment later the newly made wife's head was followed on her husband's shoulder and as she looked up into his eyes she suggested:

"Perhaps we could do it, Jacob!"

"Perhaps we could," he said, "but this is better anyway."

Then he kicked the papers into the aisle and they carried on a whispered conversation for ninety miles.

Even a Convict Does Time.



First Musician—I tell you what it is, time flies.

Second Musician—Poo! Any old musician can beat time.

Testing It.

Maclyn Arbuckle, once a great favorite here with the Frawley company, recently received a mysterious package at his hotel in Chicago. It was about a pint of yellowish, scented dust—evidently a toilet preparation, and for a week Mr. Arbuckle used it after shaving with a great sense of relief. He had about exhausted the supply when he received a letter from the proprietor calling attention to the box, and saying: "Now that you have had a chance to try it thoroughly, will you favor us with a testimonial for our Great Imperial Breakfast Food—sample box sent you a week ago?"—The Argonaut.

His Return.

Mrs. Hauskeep—Suppose I should give you a nice dinner to-day, what return would you make? Hungry Higgins—Well, ma'am, if I liked yer cookin' I'd return just as often as I could, ma'am.—Philadelphia Press.

A Leap-Year Proposal.

"Believe me, Mrs. Youngwidow, I would marry you to-morrow but for three things."

"And what are they, pray?"

We pos \$5 No on by dr in tere beyo o 4% I

23 SUR I

Le 99 W

Har

Flre Fl

Off G

S. I