# **NOW IS RICH MAN**

Interesting Story of a Young American's Rapid Transit Up the Ladder of Fortune.

# BUSINESS BRAINS

Exevenson Dispels Gloomy Convictions Entertained by Many That Opportunities for Success Are Not What They Used to Be.

New York.—Here is the story of a young American's transit up the ladder of fortune which should prove enrazing reading generally, but especially to American boys and youths. And again especially to such of these, who in humble jobs nurse the gloomy conviction that opportunities for success and wealth are not what they once were in their native land, who give redence to the common place expresnion of opinion that Rockefeller, Carnegie and their like long ago "grabbed

The story is that of Harry Stevenson, an Ohio youngster-for he is still Youngster. He began his business career when he was ten years old. His establishment was at the corner of Fifth and Sycamore streets, Cincinnati, and consisted of a pair of sturdy legs (bare in summer) an armful of newspapers, a clear voice, durable lungs and dynamic energy.

He is now thirty. He is president of a New York corporation with an official credit rating of \$125,000, the controlling director of two additional thriving companies that with other subsidiaries are soon to be merged into a super organization, of which the one-time "newsie" will be the directing mind.

When he was ten years old his lodgings were frequently found on a pile of old newspaniers in the comfortable warmth of a Cincinnati newspaper's pressroom. His home is now a handne villa at Dougiaston, L. I.

Story of Poor Boy's Success. But the best of the story of the little "nexysle's" advance to riches is that it is along an open road of American opportunity, to be easily, clearly traced, step by step, with no mystery or mastery or made in it it is no luck story" either. It is simi 's an tell them how you do it yourself." no mystery or magic in it, it is no Interesting, admirable story of a little 18, 1918. On March 1, 1922. Harry ten-year-old toeing the scratch in the battle of life valiantly, energetically Stevenson bought the controlling interand thoughtfully and winning hand-vidge for \$75,000. This money repre-

after school assisting an older boy elling newspapers. There was in Cincinnati an organization of the news hoys who held by right of might the most desirable street corners for the vending of newspapers-big boys in their late 'teens. But Harry discovered that a very little boy just entering his 'teens could, for the payment of \$10 down and a monthly rental of 15, hire from these bigger boys a destrable corner. He got \$2 a week and CUTS THIRD SET OF TEETH commission on increased sales of his papers from his big boy employer. Out of this he saved the \$10 necesmary to acquire the exclusive right to sell newspapers from the corner of Fifth and Syracuse streets.

Very soon afterward, actually before his second teeth were in place, he evinced what is perhaps his most distinct gift-that for organization and development. Six months later was paying rent for two other papers for him from his additional stands. At fifteen he was the lessee of ten corners. He had censed hawking papers himself-merely supervised the operations of his employees while retting in full days' attendance at public school hirnself. His "interests" netted him forty dollars as neek and he had become the chief breadwinpaer of his family.

At severiteen he decided that the dignity of manhood required a higher form of occupation than that of newstoy even a "boss" newsboy. He control of two younger brothers. The enewsie essayed a high jump, for Meems folks purchasing houses and seventeen who looked fourteen. for ever knew it. But the distin small positions. shed pedagogue it will be rememmed arranged out of his vast

swhich he exiculated contained cream of human knowledge. The From book shelf was widely, na-lly advertised. And an advertise or men to sell the "shelf" which in local newspaper decided to to abaldon the career of responsibly and seek a job respon of a high grade of

POST OF KNOWLEDGE

tions for a "newsie's" fortune, for when Stevenson stopped he had, be sides having supported himself in comfort and sending money to his family, a bank balance of exactly \$10,000.

Next he evolved a scheme all his wn. It was called the American Circulators' corporation. Its business was to buy from dealers the unsold copies of magazines of the month. He sent out agents securing subscriptions for month-old magazines at about half the rate that would have to be paid for the magazines when fresh from the press. The scheme paid, but only moderately, but by this time he was sufficiently matured to tackle the real estate game with some success, and

between these two interests managed to put another \$10,000 to his bank account in the next five years. Out of the study of house building

that came about in his real estate operations he grew particularly interested in roofing in all its different methods, processes and materials Shipped in Dutch Motor Ship Via This sent him to a Cleveland roofing concern whose product he had decided was the best of the middle Western concerns. He had, moreover, in securing information regarding the company, found that they had done little or nothing to push their product ter and egg market worth increased in the East.

of which Morris H. Elvidge is presiconversation with President Elvidge in placed with a New York firm. the latter's office. He knew the conern to be first class and highly prossign of offering his \$20,000 to be invested in the company and with it a place for himself on the selling staff.

President of Company. After ten minutes, Elvidge turned the tide of questions as to his company and instead began some sharp Stevenson and soon had all the facts door. regarding the "newsie" and his subminutes' talk was astonishing to Stevenson—agreeably astunishing.

"Reep your \$20,000 in the bank," said Elvidge, "but you are in business

this business right now." "What territory will you give me?" "Territory?"

"As salesman?" "The whole country."

"What?" Thin starting you, said Elvidge. "from this minute as president of a subsidiary company of ours. You shall have complete charge. I partic-

This conversation took place on May sented bonuses which had come to him rery poor and Harry took a job as president for increased showing in the highnes of the concern. Meanwhile Stevenson organized two other companies, taking in the outlying in terests to which the asbestos products

rould be swung. And that's this particular "newsie's story, not a romantic tale of a treasure hunt, to be sure, but a strikingly practical one -Charles Somerville in the New York World.

Ohio Civil War Veteran, Aged 92, Casts Off False Ones for Real Thing.

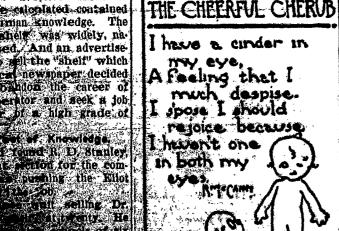
two-year-old Civil war veteran of might become a public charge. Mrs. Elyria, was doctoring himself for the mumps when his jaws began to swell, to Ellis island and secured her moth-The swelling was accompanied by jumping, intermittent pains, and finally that Mrs. Moraltis had more than erable distance through the coal, and he solicited the help of his daughter, \$3,000 hidden in her clothing. orners and the salaries of two negro Mrs. Ida Blaine. She discovered that kids of about his same age to sell the aged veteran was cutting his third set of teeth.

> Brinker has had false teeth for forty years.

"They were giving me good service until four weeks ago," the veteran said, "Then my gums herame sore, and the teeth just seemed to skid around. so I took them out and doctored myself for the mumps, but the more I Brinker says when his new to th till his land. have all arrived, he is going to have a celebration.

# All but Siam Represented.

Berlin.-Berlin has again resumed did not run away. her full pre-war quota of diplomata, tried to set himself up as a real her full pre-war quota of diplomats, tate operator. Admittedly, all he 58 states having established diplo-91 consular and ambassadorial estabdealing in estates were ab lishments maintained by the 58 states, times with his nose and rolled it off it is necessary to determine the reladistinctined to do business in Stam is the only country which has no his master. Funston had suffered a tive location in order that men may in responsible matters with a lad representation officially as yet. There broken leg. are only 130 Germans employed in per Dr. foliot of Harvard entered the foreign diplomatic offices and these Not be conformed the Not that Dr. only as porters, chauffeurs and other



## Told to Kill Pet Chicken. Girl Takes Poison Dose

Rather than kill a pet chicken which had broken its leg; Edna Fanshel of Flint, Mich., drank polson in an attempt to kill her-

The girl's mother told her the chicken would have to be killed because of its injury, whereupon the girl ran into the house and grabbed a bottle of poison. Her sister knocked the bottle from her lips before she had taken much of the poison. Physicians said she would recover.

# CALIFORNIA EGGS TO BRITAIN

Panama Canal They Find a Ready Market in London.

London.-I've to disturbances in the regular sources of supply, British traders are finding the American butattention. A London importer recently He picked up a telephone classified received a shipment of 500 cases directory, consulted the list of roofing of fresh eggs shipped by a Dutch companies and picked out the company motor ship from San Francisco by way of the Panama canal, and an ordent. Half an hour later he was in der for 1,000,000 pounds of butter was

Trade circles are much interested in the egg shipment, as it was the first perous and went there with the destine fresh eggs had been landed from America without being damaged en route by taking on the odors of oranges, apples and other commodities in the ship's holds. The eggs were safeguarded in this instance by a newly patented refrigerating compartment which is now claimed to have brought questioning himself as to young Mr. the American market to England's

Ireland ordinarily supplies most of sequent career. The end of twenty England's imported produce, but the phone is in the location of leaks in the effect of materially curtailing the source of supply. Scandinavian produce is generally in great demand in Western Europe, which occusionally

## MRS. MARGARET MORAITIS



widow, recently arrived at Ellis island. where she was detained by the authorities. She had been advised, before sailing from Germany, to say nothing regarding her wealth, and the immigration officials denied her imme-Elyria, O - John Brinker, a ninety- diate entrance because they feared she Edward Llewellyn, her daughter, came

#### HORSE SAVES FARMER'S LIFE Faithful Animal Rescues Master Who Was Pinned Under Over-

turned Plow.

Galena, Ill.-James Funston, a farmer, had contemplated the purchase of a tractor for farm use, but because one of his faithful horses saved his doctofed, the more my gums swelled." life he will continue to use horses to gether from any direction, the

Funston was using a cultivator on a hillside when the plow tipped over pinning him underneath. The horses became tangled in the harness, but

After being under the plow for an hour Funston saw one of the horses the side of the plow, pushed it several

# Russian invents Locomotive.

Berlin .- M. Machonin, a Russian engineer, inventor of a new electric locomotive now in use between Moscow and Petrograd, failing to secure protective patents, has arrived in Berlin to apply to the patent office here. The locomotive is exceptional, he claims. in being able to run twice as long as any other storage battery locomotive without recharging. Also he claims a high speed average for the Moscow-Petrograd trip.

Pigeons Steal Girl's Bracelet. Woodsocket, S. D.—Two weeks ago tet. It disappeared from a table on ings. the front porch of the Schuler home. bracelet as part of the superstructure at mine fires and explosions.

# **GEOPHONE AID IN** MINE DISASTERS

Instrument Developed During World War Has Been Perfected by Engineers.

# EXPERIMENTS PROVE VALUE

Detects Subterranean Sounds at Great Distance-Has Many Uses, but Ita Advantage in Mine Rescue Work Most Important.

Washington.-As the result of experiments made by the bureau of mines, the geophone, a novel instrument used amid the reek and slaughter of the World war for the detection of earth and rock sounds, made in the construction of military mines and tunnels, promises to become an active factor in the saving of the lives of miners entombed as the result of fires and explosions.

In the course of tests conducted in he bureau's experimental coal mine near Pittsburgh, blows with a sledge on the coal face were heard, by means of the geophone, at a distance of 650 feet, with various rooms and entries intervening. On a suspended, pipe line, light hammering with the knuckles was defected at a distance of 1,500 feet. Ordinary talking and singing could be detected through 150 feet of solid coal. By the use of two geophones, one instrument to each ear, it is possible to determine the direction from which a sound is coming. and thus to locate the approximate position of the entombed miner.

Another promising use of the georecent disturbances there have had water pipes. By means of the instrument, it is possible to hear water circulating in the pipes of ordinary city mains situated ten to fifteen feet below the surface. Tests conducted at a makes prices unfavorable for English busy corner in the downtown district of Pittsburgh located a leak in a water main which the water company had sought to detect for two weeks vainly. Sensitive, but Simple.

The mine geophone is sensitive, yet extremely simple and easily portable The instrument was invented by the French during the war to detect supping and underground mining operations. It was developed by the United States engineers, and the instruments now used by the bureau of mines were them, except for the introduction of cheery brown bear. Only a little earthquake tremore. It really consists brulaof a lead weight suspended between two elastic diaphragms cutting across a small airtight hox. If the instrument is placed on the ground and any one is pounding or digging in the vicinity, energy is transmitted as wave motion to the earth, and the arth waves shake the geophone case. The geophone, therefore, transforms the earth wave into an air wave, which is heard by the ear as sound, and at the same time magnifies the wave so that the sound is louder than if the ears were placed in direct contact with the earth.

The observations of the bureau of mines indicate that the geophone should be quite useful in the location of mine fires. I'sually a mine fire makes enough noise, either by drawing air or by breaking off slate er's release, and then it was learned and coal, to be heard for a consideven through the strata above. The distance that these sounds can be heard depends a great deal on the nature of the strata above the mine, yet the sounds originating at a mine fire MILLION FILIPINOS IN SCHOOL should be detected through 100 to 300 feet of cover and through 500 to 800 Average Cost of Instruction is \$11.50 Home Phone, Stone 2098 Bell Phone Chase 661

# Aids Mine Engineering.

Geophones supply a quick and fairly accurate method of mine surveying. If two tunnels are being brought toprogress of the tunnels could be observed by means of the geophones, and their relative positions determined.

Another application of the possiveying is in the prevention of acciare passing a short distance apart. be warned to keep away from the point of danger. As the sounds transwould enable a trained observer to fol-

movements that sometimes occur in on wheels and are selling only the deep mines and are termed "bumps" newer publications, which net a greatby the miners. It is probable, how er profit. ever, that this instrument may be of use in vertain parts of the anthracite coal fields, where cave-ins Inave destroyed mine working, caus | York, has a two-year-old Holstein cow

### Boy, 2, Falls Off Train. Killed? Not Even Hurt

Richmond, Va. - Two-year-old Woodson W. Woodward of Richmond lost his toy balloon through the window of a train traveling 30 miles an hour near here one night, fell from the train when he reached for it and was found later by a farmer walking contentedly along the tracks, balloons in hand. He was uninjured and was returned to the train, which had been stopped to permit passengers to search for him.

# SHOES COST MORE THAN FARE

A.....

German Military Authorities, Seeking to Economize, Make Important Discovery.

Berlin.-Walking has ceased to be Berlin.—Walking has ceased to be economical in Germany, state military authorities have discovered following Sidney Hall'S Sons authorities have discovered following their refusal to grant railroad transportation for troops who will hold their annual training maneuvers at Bollers, Tanks, Stacks, Breechings Ohrdruff, in Thurtnessa, within a short We also do Repairing, Forging, time. Units from far points in Ba-Flue Welding, Oxy-Acetylene varia, as well as all others, will be Welding and Cutting obliged to march the whole distance to the camp because of the state ruling that increased railroad fares would make the transportation too

In answer to the edict commanders of the various units have rendered re- Watts Dry Cleaning Co., Inc. quisitions for new shoes and repairing materials which exceed the amount rallroad fares would have reached.

#### AN OBLIGING PERFORMER



made according to plans drawar by ways find a willing performer in this different diaphragms. The geophone sweetments is necessary as an induceis essentially a small seismograph, as reent, and great crowds have been amused with the peculiar shimmy ponderous apparatus that records dance evolved by this brown-skinned Tuskish Baths.

# ALCOHOLIC DEATHS INCREASE

New York Medical Examiner Reports 89 Pct, Over 1920 and 27 Pct. Over 1921.

New York. - An increase of nearly 89 per cent in alcoholic deaths this year over those of 1920 and 27 per cent over 1921 has been reported by the chief medical examiner for New York. The report shows that eighty persons died of alcoholism in the first six Jackson's Cough Syrup 25c months of this year. These include only victims who died without medical ettention.

Dr. Charles Norris, medical examiner, said many others probably died of sicholism who were attended by private physicians.

The total number of alcholic deaths for 1921 totaled 127, or 33 less than the total will be for this year if the present rate is maintained.

Each Pupil Per Year, Says Bureau of Education.

Manila, P. I.—Approximately 1,000. 000 children out of the estimated total number of children of school age of 1,796,000 were admitted to the public schools when the sessions bureau of education. This is nearly the same number as attended school last year, the policy of the bureau bilitles of the instrument in mine surthis year being simply to keep open new ones, owing to the necessity of dents in blasting through. If two tun- economy. The average cost of in and out of this was experience, matic headquarters here. There are look back, then the animal walked to nels are approaching each other, or struction is approximately \$11.50 a pupil per year.

> Old German Books Vanish, Berlin. -High rents and the short age of business places have deprived mitted through the geophone are so German students of one of their chief characteristic, frequent observation institutions—the second-hand book low the progress of the work in the in many quarters, laden with old volopposite tunnel. He would thus be umes which could be bought for alable to tell when blasts were to be most nothing. Today they have increased many fold, but seldom is a No attempt has been made to adapt second-hand volume seen on their the geophone to determine the earth shelves. Dealers have put their stores

# Cow's Great Record.

York, Pa.-H. E. Robertson, east of ing loss of life, surface subsidence which has surpassed the record made little Nina Schuler lost her gold brace and injury and destruction of build- by any other in the state of her class. Main 7111 Phones Stone 3295 and is now champion of Pennsylvania. The manifest advantage of the geo- She made 21.028.1 pounds of milk and Then one day a high wind broke a phone for use in mine rescue work 592.92 pounds of butter fat, equivalent branch from a nearby tree, revealing has led the bureau of mines to place to 741.1 pounds of butter. She displaced in the instrument on its mine-rescue cars, places the record of Bellewood Poncaught the eye of Nina's father, and which are constantly being called to tiac Ormsby Ruth, owned by C. W. he found the pigeons had used the assist in the auccor of entombed men Bray of Bridgeport, whose record is 717.1 pounds of butter in the 365 days. Home Phone 2413

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