

MARBLE and GRANITE MONUMENTS and HEADSTONES

DESIGNED EVERYWHERE WILL BE GLAD TO CALL WITH DESIGNS

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THE SCRAP BOOK



HOW MANY TRAMPS ARE THERE IN THE UNITED STATES?

Frank V. Whiting, general claims attorney for a large eastern railroad, has just published the result of a careful investigation into the percentage of tramps among the persons killed by railway trains. The statements that there are 5,000 tramps in America and that one-half to three-quarters of the trespassers upon railway tracks are vagrants Mr. Whiting characterizes as absolutely unreliable.

The following figures are based upon his analysis of the reports of accidents resulting in the deaths of 1,000 trespassers. Of these 1,000, 489 lived near the place of accident, 321 lived at a distance and the residence of the balance, 190, was unknown. Of these 1,000, 273 left widows and children, 33 were widowers, 376 single and of 318 the family was unknown, 369 were living with their families, 301 were not and 330 could not be classified.

Further, of these 1,000, 598 were self-supporting, 105 were not and no information was obtainable about 297. The actual occupation of 615 was known.

By eliminating those whose known occupation, family, home, age, sex and so on made it certain that they were not tramps, Mr. Whiting is able to assert positively that 764 were not hoboes, but plain trespassers, that 50 were hoboes and that the status of 186 was undeterminable.

From all of which he deduces that the number of tramps in the country has been greatly overestimated.

START AN ALLIGATOR FARM AND GROW RICH.

There is good money to be made in alligator farming. The demand for alligators is large, constant and rapidly increasing; the supply is limited and there is not much competition. The few alligator farmers in Florida, Louisiana, Mexico and Central America are prospering.



Alligators have to be fed on meat, but they need no food from September 1 to May 1, for this is their hibernating season, when they do not eat at all.

Alligator skins are used for making bags, suit cases, purses, belts, cushion covers, etc., and their teeth and bones are made into cuff links, paper knives, whistles and many forms of cheap jewelry and ornaments. The skins are worth from 50 cents to \$3 apiece, according to size and quality.

More money, however, is made by selling live baby alligators to museums and for pets. It is said that the state of Florida receives more than a million dollars a year from its alligators.

TOWN HOLDS TRAMP RACES.

A town in North Carolina has at last found a way to rid itself of the multitude of tramps that has infested it.



Beside the railway that runs through the town is a straight half mile of road. When a number of tramps arrive in town they are gathered in by the police and lined up at the town hall at one end of this street. At the other end stands a policeman. Then at a pistol shot the tramps race away for liberty.

All but the last man are allowed to keep on running as far as they will so long as it is away from town. The last man is seized by the policeman and set to work on the roads.

With feet winged by fear of work on the roads the tramps puff and blow their hardest and arrive at the terminus with aching sides and jaws, out of breath, and ready, but for fear of a second capture, to drop in their tracks and rest indefinitely. It is said that no one of them has yet cared to repeat the experience.

FISH WITH A BEAK.

The fish here shown, which is known as "Peter's Beaked Fish," is a native of tropical Africa, and is so named because of the elongation of the lower jaw into a fleshy appendage, this forming a beak. The fish is dark brown in color, with two light brand-like markings near the fins. Some of these beaked fish are small, but others attain a length of three and four feet.



Women in Deadly Duel.
There was fought in Tennessee not long ago a duel between women. They met after church service, setting upon each other with knives. Friends attempted to part them. With leveled revolver, the man over whom they had quarreled, ordered that the fight be to a finish. Soon one of the women lay dead and the other was badly wounded.

Kills Contagious Germs.
Turpentine mixed with carbolic acid and kept in open vessels about the room will greatly lessen the risk of contagion in scarlet fever, diphtheria, etc. "Home Department," National Magazine.

JOHN H. SHURTE
Special Representative NATIONAL CO-OPERATIVE REALTY CO., Washington, D. C.
REAL ESTATE, RENTING and INSURANCE
BUSINESS OPPORTUNITIES AND INVESTMENTS
PHONE 139-J Office, 101 W. Washington Street

DON'T WORRY (Page 22)

We can Weave your OLD CARPETS into Beautiful Rugs any size desired.

WE SELL

Bed and Bath Room Rugs in all Colors and Shades very reasonable.

Downers Grove Weaving Works
HIGHLAND AVE. N. LINCOLN
C. ROLL, Proprietor

Do You Want To Save Money

on that Manure Spreader, Silo Filler, Windmill and Gasoline Engine you're going to buy this Spring? Then get the best—the machines that wear the longest—cost the least for repairs—that are handled by the best dealers—and in short, the machines built right here at home in Northern Illinois—

The Appleton Quality Line

Now that you have a little spare time, come over and see us—let's get acquainted. We want to show you our magnificent factory and let you see how carefully we build our machines—what splendid material we use. We will show you the points that give our spreaders the longest life—the lightest draft—the best spreading—tell you why our silo fillers have greater capacity and use less power than any other machines rated at the same capacity—show you the features of construction that make it possible for us to insure our windmills for five years for \$2.50 against damage by tornadoes and cyclones or any other cause except misuse—prove to you that our engines deserve their name—**Appleton**.

You will want to see our huskers too, and find out all about them—possibly arrange to have one delivered through your dealer next fall.

We have some real bargains in spreaders we have taken in trade. They have been rebuilt and will give you the service of a new spreader at a fraction of the cost.

We want to send you some mighty interesting advertising matter and a beautiful four-color hanger which we are just getting out. Let us have your name today so that you will be sure to get one.

Appleton Manufacturing Co.
14 Island Avenue, Batavia, Illinois

Worse.
"The children need something new every week. You have no children, hence you can't understand." "I understand, old chap; I have an automobile."

That Active Germ.
A single germ in a forty-quart can of milk, if the conditions be favorable, will divide once every half hour, so that at the end of 24 hours it will have increased to 281,474,976,210,656. At the end of the 24 hours one cubic centimeter of the contaminated milk would contain more than 7,438,000,000 germs. This is the report made by the New York Milk Committee in the government's weekly public health reports. What's the use?

Duel That Never Came Off.
Humphrey Howarth, a surgeon famous in the post-Rogers' day, appeared on the field arrayed only in armor's gear. "What does this mean?" asked his challenger, amazed. "I was Howarth's reply, 'If any man is carried into the body by a sword, halberd, lance, pike, etc.,'" "Home Department," National Magazine.

AMUSEMENTS.

CORT.

"Ready Money" enters upon its twelfth week at the Cort Theater, Chicago, Sunday night, with as much enthusiasm and success as at any time during its prosperous career at this popular playhouse. The performance goes with the same snap and smoothness that has characterized the comedy since its premiere, and it is receiving the same hearty approval from the audiences. The young hero, Stephen Baird, is approached by a clever counterfeiter, Jackson Ives, who says to him: "If you've got money, you don't have to spend it; all you have to do is to show it. It takes money to get money and you can't get it without it. Who is going to have faith in what you've got to sell if what you've got to sell isn't getting you anything? But if they see that it is getting you something, they will fight to get in on it. You know what a new suit of clothes will get you? A pleasant 'Good morning!' Well, people can see a thousand-dollar bill farther than anything of its size in the world. And seeing is believing, and believing is all there is to it." And to prove his statement he presents, with this advice, a bundle of \$50,000. Then events happen with a startling rapidity; they key the interest up to the highest pitch, and afford an evening's entertainment that cannot be surpassed. The hero makes a fortune for himself and his friends, and the story ends with everybody happy and well satisfied that they have witnessed an uncommonly good play.

Keep a Secret Easily.
Most women can keep a secret—go for—Lippincott's Magazine.

AT THE MOTIOPHGRAPH.

AN UNUSUAL SACRIFICE.

Two young composers love the same girl; one of them is injured in a football game and so considers himself out of the race. Between the boys there is a sympathetic feeling which amounts to mental telegraph system—what one thinks the other knows; when an accident happens to one the other is conscious of it. After the wedding the crippled youth tries to forget his love in his work. He achieves success. His one time pal and the girl they both love find times very hard; things go from bad to worse with them until the girl is ill and the young husband, away from his partner's influence, seems utterly unable to write any more successful songs. Meanwhile the cripple has composed a song which means fame and fortune and greater influence than than he has ever had. Just as he is about to have it published he learns definitely that his telepathic impression is correct; that his partner and the girl are at the verge of starvation. Going to his room he fights the battle with himself and decides to make the telepathic sacrifice of his great song. By means of their mental bond he transmits the idea and rhythm of the great song to his pal in Chicago, and the latter believing it is an inspiration straight from heaven, writes down the song and puts it out as his own. Its success is instantaneous; his fortune is made. The story closes with the cripple's receipt of this news.

OUTDOOR ADVERTISING.

The argument against bill-board advertising, on the ground that it antagonizes every one who likes to see handsome streets and beautiful country scenes, has often been in-

isted on by this newspaper. There is another equally strong argument which deserves equal attention from the advertiser.

Bill-board advertising is squarely against the modern tendency in the publicity world. That modern tendency may perhaps best be defined by calling it "Reason why advertising."

Formerly the advertiser, both in newspaper and bill-boards, sought by the size of his screen, even by grotesqueness, to attract attention; there were glaring pictures, jokes and catch phrases having nothing to do with the merits of the goods.

The prevailing type of publicity work for the past few years has lain along the line of appeal to the reader's reason. The idea is to tell the reader as tersely and effectively as possible, the real reason why the seller of an article claims it is superior. The whole history of the manufacture of the article is studied, to get at plain business like facts tending to show that it will wear better and look better than other articles sold at the same price.

Look through the big magazines in which the most expert publicity work is done, and you will find half a dozen advertisements written after the "reason why" style, to one written after the old "scream" style.

Bill-board advertising is out of date, because it is simply a survival of the "scream" style. It tries to attract by some meaningless picture or by glaring colors. It is read by people who are riding or walking hastily by, and who have no time to stop and consider arguments. No reason why the advertised article is better than any other can be presented.

Newspaper advertising is the only existing medium by which the local advertiser can present the facts of his business, after the "reason why" method appealing to his readers' intelligence and experience.

You Have Been Thinking About Installing That

GAS WATER HEATER

LONG ENOUGH

Drop Us a Postal or Telephone Us AND OUR REPRESENTATIVE WILL CALL

Western United Gas and Electric Co.

Telephone 77-R

Do You Know—

That an old electric light that burns very yellow and dull is consuming about four times as much electricity as the new drawn wire tungstens do?

Do You Know—

That the new drawn wire tungstens can be burned at any angle and that they are not as fragile as the first tungstens made?

Do You Know—

That **The DICKE TOOL CO.** sell the new tungstens at much reduced prices? Tel. 50J-50R