

The Auction Game and Those Who Play

How a Skilful Auctioneer Can Almost Force People to Buy Whether They Want to or Not--Some of His Compelling Arts and the Crowds Answer to Their Lure.

(E. N. Vallandigham in Boston Transcript.)

Every wise man knows that the only open game in Boston is that of the daily auction. Perhaps it is not closed by reason of any surviving Puritanic law because it is mainly a game of skill, and to a very slight degree a game of chance, and it thus appeals to the old commercial bargaining instinct of the native. In so far, indeed, as it is at all a game of chance the lot is determined really by the keeper of the game. When one reflects how hard it is to earn more than a decent living in ordinary occupations requiring the exercise of skill such as in hand or brain or both, the wonder grows that men get rich by so simple a device as openly auctioning cheap articles in broad daylight to all comers. It is really a deliberate pitting of the auctioneer's cleverness against that of his audience for any person of sufficient intelligence to keep him out of an asylum for the feebleminded can judge pretty fairly how far the representations of the glib fellow behind the counter correspond to fact. Two things, however, must be taken into account when one speculates upon the prosperity of the auction rooms—one the fact bargains are occasionally hit upon, the element of chance which is positively within the control of the auctioneer, the other the psychology of the auction room, the kind of madness to buy which is sets sometimes even a small crowd and carries before it all but the wisest old frequenters of the place.

Men visit auction rooms, not only in the hope of picking up bargains, but from a desire to gratify free of charge that taste for dramatic representation which is almost a passion with a large part of mankind, for the auctioneer is no mean actor. Cyntia attend because they like to see the gullibility of their fellow-men exemplified in practice. Old frequenters of the place are irresistibly drawn in because they like the excitement of the game, enjoy the fun of watching their own cunning against that of the auctioneer, like to wait patiently only fifteen minutes of dull bidding induces the man behind the counter to offer a real bargain which may not be detected by the duller part of the crowd. There are, however, some who have systematically worked the auction rooms for bargains year in and year out, but they are not liked by the auctioneers, unless they are such as can be persuaded to become accomplices by a pretty free boasting of their luck.

It is not an attractive crowd that comes and goes in the auction rooms. Few frequenters are well dressed, though almost none are completely ill dressed. Women are few and usually in earnest. Men are of all ages, from the plump youth in outlandish shoes and gaudy tie, to the scrawled veteran of seventy, whose in all the knowledge of lower Washington St. When the crowd gets too young, the auctioneer bluntly orders back the gaping boys from the front row, and business goes on with renewed vigor. Every such incident is worked to the advantage of the auctioneer. Indeed, he is a consummate orator, with a pretty accurate knowledge of the psychology with which he has to deal. He tells few stories; he seldom uses puns, and his humor has a slightly sarcastic turn aimed in a general way at the crowd, rarely at individuals.

He is surprisingly well mannered in the midst of so much of a small indifference to his most alluring representations. Descriptive technical terms roll from his tongue in liquid eloquence, till the listener wonders that so many words can be said about a simple article. Receptive adjectives, the most important part of his linguistic equipment. The most execrably crude potterry is described under names associated with the forest of Canada and Japan. The most black-plushed, lidded cases are opened for the hundredth time to the accompaniment of rattling descriptive fire, and the treasures within are displayed. "Yes, gentlemen, this exquisite and unique set of golden amber finger bowls is made of what is called Stiffy glass, an article unsurpassed in quality, unapproached in richness and delicacy of workmanship. Not a single case of these bowls could be bought of the maker at a penny less than two dollars each, and I am offering you the whole dozen, the very last in the shop, at what you are willing to give. What do I hear? Does anybody say \$4 for this unexampled set of one dozen Stiffy glass finger bowls? Do I hear three seventy-five? Three and a half? Gentlemen, these ought to be in the Museum of Fine Arts, and I am willing to pay your bid of three dollars. Thank you very much, sir; gone to the gentleman over there with the liver-colored hat at two-seventy-five."

The auctioneer is a man of infinite resource. If matters are dull, he turns clean away from the kind of articles he has been offering in vain at ruinous prices, and brings out a watch, a jeweled pin, a necklace, a sargoon bracelet, and bewilders the audience with a wealth of technical details. The watch is of best American make with a case of Stiggins of Philadelphia, a guarantee in its face. The more indifferent the crowd the more solicitous the auctioneer for their welfare. He is not trying to sell them goods, he is putting them on the highway to wealth. These watches at these prices mean to any purchaser the early opportunity of a trade at which he will trouble his money. "Why, gentlemen, there died a few months ago Mr. Harriman, who was worth five feet tall, and he left \$150,000,000. Did he get it with the pick and shovel? Not at all, not at all. He got it by boldly talking just such speculative chances as I am now offering you."

When the auctioneer, from addressing the human race at large in a voice of loud monotony, falls to the heart to lead talk with a single customer near the counter, the crowd thickens at that point and listens impressed with the simple candor of the speaker. If he buttoned-hole auditor makes a purchase, another example of the same article is at once

put up and for a while business goes briskly. Perhaps, however, the auctioneer whose luncheon hour has arrived, puts aside the article, calls his colleague from behind the screen and tells him with show of care that such and such a person has a bid on the thing withdrawn and orders it exposed in half an hour. Then, as the sleek, well-dressed man of eloquence slips out through the crowd to a better luncheon than any of the audience ever buys, the new auctioneer takes hold. Perhaps he does not realize that his imperfectly co-ordinate eyes have a sinister suggestion for the physiognomist; certainly he talks with easy assurance, as of the man without guile. He catches the kind of things that the recent auctioneer had been offering, and fetches out, perhaps, a neatly rolled umbrella with an elaborate handle of gun metal, and he tries the crowd with a fountain pen or a tray of rings, "worth anywhere from one to seven dollars each" reciting upon the part of the auctioneer, as if their virtues with an elaboration of technical terms. Then if the crowd falls again into dull indifference, he holds up a box of 25 cigars fresh from a bankrupt retailer who must realize that "trot out everywhere at not less than 5 cents each," will anybody give 40 cents for the box?"

If such a bargain is treated with indifference or with a sneaker of rude skepticism the auctioneer must try some other device. Openly expressed skepticism must be stopped instantly, if need be by a genuine bargain, upon the part of the auctioneer. As often as not, a change of auctioneers is the remedy, and the mood of the company sometimes alters in 20 seconds after the new man has taken hold. Ten minutes after the crowd had been ready to buy the down-stepping auctioneer out of the room, his successor has half of them buying recklessly, and the cynical old habitué checking at the exhibition. The new man plays upon his auditors as upon a sensitive instrument. He pokes fun at them, he expresses an affectionate solicitude for their welfare, he grows pathetic in his grief that they will not take advantage of his unprecedented offers, he shakes his smooth and glossy head in despair at the blindness of so intelligent a company of his fellow Americans, and in the end he sells them what he will at his own price.

LIGHTNING TURNS COW'S MILK BLUE

But Tannersville Farmer Does Not Mind As He Gets Ten Cents a Quart For Azure Product.

Tannersville, N. Y., Aug. 4.—If Harvey Baker, a farmer, could only get another cow and another bolt of lightning, he would have money in the bank. He said so himself tonight in describing an untoward occurrence in which his only cow, Fannie, and a thunderstorm, played the principal roles.

For several years Fannie's generosity in the matter of giving milk has been Baker's chief asset. Selling the milk for eight cents a quart, and the fact that Fannie has always been an accommodating cow, has made it possible for the farmer to keep his head above water. He has laid in no surplus of wealth, but after what has happened he is sure that if he had not his cow and if the weather conditions were propitious, he would soon be a landed proprietor.

During the thunderstorm Baker discovered that a bolt of lightning had struck his only cow. Was he downhearted? No. Not after he found the cause as a result of the lightning episode, Fannie yields milk of a light blue color, which because of its novelty, now commands a price of ten cents a quart instead of eight cents, which was all that buyers in this section will pay for white milk. The bolt of lightning has made Fannie a versatile cow, in that in the morning she yields blue milk and at night white. A judicious admixture of the two colors produces a quality of milk which is so good that Frederick C. Boyton, proprietor of the St. Charles hotel, has ordered all he can get of it.

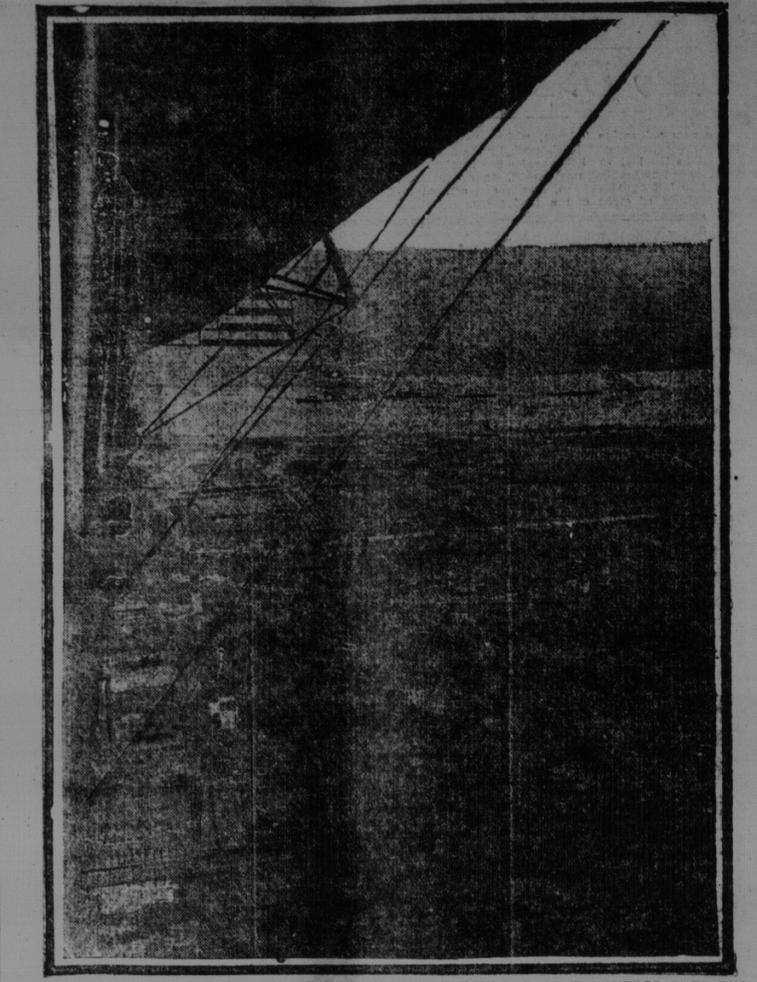
When Baker after exhaustive experiments found that Fannie's color scheme bids fair to be a permanent fixture, he set out to get another cow. He has made arrangements for the leasing of an animal of which he has heard many kind words. Now all that he needs is another thunderstorm.

NEW WINDWHEEL.
Electricity is Now Generated by the Old-Fashioned Windmill.

The machinery of a modern windmill is just as far advanced over the crude machinery of the windmill of 50 years ago as is the works of a watch over the works of a dollar alarm clock. One type of wind turbine, for instance, consists of a wheel about 16 feet in diameter upon a steel tower 50 feet in height. The entire wind wheel is of galvanized steel and all its moving parts run on ball bearings. Its transmission gear works in an oil bath and, according to Popular Mechanics, the best material known to engineering have been adopted in order to eliminate friction and enable the wheel to make the best of light winds.

The result is that even in a wind having a velocity of no higher than six miles an hour the turbine generates electricity. Such an electric generator and switchboard and a 55-cell storage battery make up the electrical apparatus. The wheel is placed in a running position, ready to make use of every puff that comes, and it steadily makes and stores current except in times of absolutely still weather.—Exchange

The First Pictures Ever Taken from an Airship



A VIEW FROM THE CAR WINDOW OF THE AIRSHIP DEUTCHLAND, AS IT HOVERED OVER DUSSELDORF. A GLIMPSE OF THE OLD ROMANTIC RHINE RIVER IS SHOWN.

Through the eye of the camera you are now looking out and down from a car window of the Deutchland, the first air passenger craft ever built.

Far below you—half a mile or more down—lies the beautiful city of Düsseldorf, with the Rhine river glistening like a ribbon of silver in the sunlight.

A sensation of dizziness comes over you, that the big protruding bulk of the gas bag above you cannot quite overcome. Then the big craft swings this way and then that. It is marvellous, with the Rhine river glistening like a ribbon of silver in the sunlight. The only impression you have is that the earth seems to be coming nearer to you.

Your children, and their children, will one day board these big ships for fields of business and pleasure, just as nonchalantly as you board a morning car for downtown.

This, the first photograph ever taken from the window of an airship, was secured especially for The Standard.

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A ROYAL PURSE
"Table Money" Allowed German Emperor's Household.

There will probably be some grumbling in Germany over the proposed increase of £200,000 in the emperor's civil list, which already stands higher than that of any other reigning monarch, with the exception of the Czar and the Emperor of Austria. The Kaiser, however, has more calls on his purse than either of these sovereigns. Apart from the expense of providing for six sons, of whom three are married, he has to pay an allowance of £3,000 a year each to five other Prussian princes. The German court, too, is probably the most expensive in Europe. There are over 1,500 persons on its salary list, fully two-thirds of whom have to be clothed and fed as well as paid. The great officials are not provided with uniforms or dress, but receive handsome allowances for that purpose, and also table money at the rate of fifteen shillings a day if they chance to be absent from the court meals. Several of these official draw salaries of £1,500 a year, and are provided with residences, carriages, and servants so that, with other perquisites, they are far better off than the ministers of the crown.—Pall Mall Gazette.

DISCOVERY OF EGYPTIAN ANTIQUITIES IN ITALY.
A quantity of pottery of undoubted Egyptian workmanship, belonging probably to the Ptolemaic period, has been discovered by Professor Moschetti of the Museum of Padua, in the course of the extensive excavations he has been making in the neighborhood of that city. This is by no means the first time that Egyptian antiquities have been found in Italy, specimens of ancient Egyptian art having been brought to light in many places. In the present instance there are no inscriptions on the articles that have been unearthed; they are, however, or-

CRIPPEN HAS POLE DASH TO BE DELAYED

Inspector Dew Will Not Press Prisoner For Confession—The Status Of Miss LeNeve.

Montreal, August 4.—Crippen has not confessed. Dew and the guards are the only persons who have seen him and these all say that he has said nothing which would incriminate him. Practically the only remark about the charge he has made is that he is not guilty. Dew does not want a confession and will not press him. He added that if a confession had been made he certainly would have been informed.

Scotland Yard is kept busy denying all sorts of rumors concerning Crippen and Miss LeNeve, the most recent describing an alleged confession by the doctor, emanating from Quebec. Supt. Frost treated the report lightly, intimating that Inspector Dew would not be likely to give out information taken in London in order to secure the extradition of the prisoner.

The superintendent also pointed out that had Crippen confessed it would have been necessary to send Sergeant Mitchell to Quebec with detainers taken in London in order to secure the extradition of the prisoner.

Mitchell, accompanied by two wardresses, who will take charge of Miss LeNeve, sailed this morning on the steamer Lake Manitoba for Quebec. The question whether Crippen and his companion have been married has been revived because of his bearing upon the status of the woman as a possible witness against Crippen. It is known that the police are hoping that Miss LeNeve will make a witness for the Crown, but if it is proved that she is the wife of the doctor, she may refuse absolutely to take the stand against her husband. Discussing this feature of the case today, Superintendent Forest said that an exhaustive official examination had failed to produce any evidence of such a marriage. Accordingly, he said, the warrant for the woman's arrest was made against Ethel Clare LeNeve, and not against Mrs. Crippen.

GROWTH OF RUSSIA.
The Russian bear grows larger despite revolution and war, says the Rock Island Ill. Argus. Government figures just issued give the census for 1909 of Russia and Finland at 160,095,200, an increase of 33,199,000, or 26.2 per cent, since 1897. Of the population 86.5 per cent. are engaged in agricultural pursuits. Females predominate in European Russia and Finland, and males predominate in Poland, the Caucasus and Siberia. Next to China, which has about 400,000,000 people, Russia has a larger population than any other nation. And like China, it is farther back than other countries of Europe and Asia in the march of civilization.

OLD ROMAN BOAT DISCOVERED.
A report was published recently of the discovery of the remains of a Roman boat during the excavations which are taking place on the site of the new county hall. The report of the local government records and museums committee of the London county council has now been published, in which it is stated that the importance of the discovery from an historical and archeological point of view can hardly be over-estimated. It is a unique example of such a find in Great Britain, and, as the report points out, "is of great interest even to the clinker-built boat of King Alfred's time discovered at Walthamstow a few years ago, or than other Viking boats found in various parts of the kingdom."

The exact size of the boat has not yet been ascertained, as a portion of the vessel is still covered by mud, although it is estimated that the length is about 50 feet and the beam 16 feet. The interesting feature of the discovery is the articles found in the boat, bits of Roman pottery, iron nails, glass gaming buttons, iron studded soles of footwear, a coin of Tetricus in Gaul (268-273), a coin of Carau-

lius in Britain (286-288) and a coin of Allochius in Britain (293-296). It is maintained by the authorities of the Geological Museum that the discovery of these objects in the boat constitutes the surest evidence as to the age of the vessel. It is understood that it will be possible to preserve the boat, and that it will be housed in "a building of the Dutch barn type" in the neighborhood of the new county hall.

HAS \$50 TO SETTLE DEBTS OF \$215,000

DIVING DIVER SIGNALS DOOM

Search For Torpedo Fatal To Gunner's Mate On Flagship Connecticut Of The U. S. Atlantic Fleet.

Provincetown, Aug. 4.—Thirty fathoms deep in the waters of Cape Cod Bay in search of a sunken torpedo, George William Fairley, a gunner's mate on the flagship Connecticut of the Atlantic fleet and a resident of Orangeburg, S. C., lost his life, according to word brought ashore here from the fleet.

The Connecticut was engaged in target practice with torpedoes when one of the missiles sank to the bottom of the bay. Fairley was sent out with a boat's crew and diving apparatus to recover it, and on his way to the bottom of the bay he signalled "O. K." There was a pause for a moment when he reached bottom, and then came a faint signal of danger. His comrades pulled the diver as quickly as possible to the surface, and hastily opening the armor, found Fairley unconscious, but still breathing. All efforts to resuscitate him failed. The cause of the fatality is not known, but it is presumed that there must have been trouble in the transmitting of air.

BETTER TREATMENT FOR SUFFRAGETTES

Winston Churchill Foresees Reform Of Police And Punishment Systems—Ticket Of Leave Man To Go.

London, Aug. 4.—The coming reform of the prison and punishment systems, which was foreshadowed by Mr. Winston Churchill, the home secretary, in a speech in the house of commons last night, gave satisfaction to prison reformers to those associated with prisoners and societies and also to the suffragists. Some of the main points are:—

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"Count" Louis "Cheiro," Once Boston Palmist, Under Sentence as Swindler in Paris.

Paris, Aug. 4.—Ten shares of stock in a registered company, having a value of \$5 each, represent the assets of "Count" Louis Hamon, now under sentence of swindling Count Feticska, a Hungarian nobleman, out of \$200,000.

"Count" Hamon's liabilities are estimated by the official receiver to amount to \$215,000. Other charges pending against Cheiro as "Count" Hamon is best known, are that he has unlawfully retained stocks to the value of \$500,000 the property of American women clients.

Known For 20 Years.
Boston, Mass., Aug. 4.—Cheiro has been prominently before the public for the past 20 years. Little, however, is known of his early life. One account states he came from Chicago and that Hamon first met him and not as assumed name. Another version has Cheiro appearing on the scene as a servant in a Belfast, Ireland, hotel named Warner.

Shortly afterwards Cheiro appeared in London, where Oscar Wilde stood sponsor for him. Cheiro was introduced at the London home of the Duchess of Sutherland, as a great East Indian palmist, and was extensively patronized by the fashionable set in England.

Comes to America.
Later the palmist who had a most successful season in London, went to America. His first scene of operations was in New York, where he stopped at the old Hotel Plaza, coming, as he did with the stamp of approval from high English society. Cheiro was an instantaneous success. He was consulted by hundreds of women while the rich and fashionable had him at their homes for private readings and made him the feature of entertainments.

Cheiro went to Boston in 1895 and repeated his New York and London successes, being social lion of the year. He made his headquarters at the Hotel Brunswick, where he surrounded himself with a number of servants and occupied an inner sanctum filled with the pervasive atmosphere of another clime.

Curious carvings in bronze and wood, representing the gods of Hinduism, oriental paperies, rich rugs from Kashmir and Turkestan lent themselves to the illusions of Eastern splendor produced in the minds of the visitors and enabled the palmist to sell his services at the rate of \$5 and upward per consultation.

Of Fine Appearance.
Cheiro was a man of magnetic personality and was described by those who came in contact with him as altogether charming. When in Boston he was about 27 years old and had the figure of an athletic young man, a strong head set upon a neck like a Greek god's. A mass of black hair fell over his forehead, which was unusually high and well shaped. His eyes were large, dark blue and deep set. His expression was frank and strong.

He claimed to have been taught the rudiments of palmistry by an old Spanish nurse, and at the age of 11 years was thought to have been possessed by spirits. He ran away with a tribe of gypsies with whom he remained 14 months, studying their methods of hand reading.

When Cheiro's father died, the boy went to India and attracted by the rites of Brahminism, he remained four years in a temple in the Western Ghats. Here it was, according to Cheiro, he really received his grounding in the truth of palmistry. He traveled extensively in Russia, Asia and Egypt.

Made No Mystery.
While in Boston, Cheiro made no mystery of his art, but claimed palmistry was based on scientific principles and could be used for the spiritual and material advancement of the human race.

Cheiro also practised at Newport, the Florida winter resorts and other places before returning to England, about six years ago, richer it is said by \$200,000 from his American visit. After Cheiro's departure rumors of blackmailing by the palmist became current. It is said that Cheiro had learned secrets from some of the women who had come to consult him and had taken pay to remain silent.

Appears in Paris
For a time Cheiro seems to have been in eclipse, but he soon reappeared in Paris as "Count" Hamon, where, for a time, he posed as a banker. One of his special friends there was a man known as the "Abbe de la Fresnaye," whose scholarly and agreeable manner had secured for him entry into the most exclusive circles. Cheiro was introduced by the "Abbe" as "Count" Hamon.

There was reports at the time that Hamon and his friends, as a result of their social connections, were able to "arrange" many marriages among people of high standing in the Anglo-American colony.

Everybody talked of the mysterious "Count" Hamon, his dashing manners, his handsome apartments, his horses and his vast business interests.

The bubble burst about two years ago. Cheiro was able to compound with some of his creditors, but Count Feticska refused to compose Cheiro to London and during his absence the Paris police searched his apartments, where a number of compromising letters were found. Many of these were from women of high social standing in the French capital, and some who read the correspondence said if the letters had been published an international scandal would have started.

namented with figures of fantastic animals drawn from the Egyptian and Greek mythologies. It is known that a considerable trade was carried on between Egypt and Italy in early times and it is thought that the specimens recently discovered were brought into Italy via Venice by Greek merchants engaged in the Egyptian trade.