Ballin Is Napoleon of the Atlantic; German Shipowner Powerful Force in Great Battle Over the Freight Rates

Character Sketch by A. G. G., in Manchester Guardian.

Atlantic. It is not war on England only, but war on the world, even on Germany. For it is his rival at Bremen, the north German Lloyd, which is the immediate object of his attack. He opened his campaign last December by cutting the Continental rates to the United States. To that attack the North German Lloyd replied promptly in similar terms, and "Atlantic Pool," which includes raost of the Atlantic lines is at an end. It has been in existence twenty two years and has been frequently reconstructed, but "it has become a tottering structure." Herr Ballin is reported to have said recently, "and it is doubtful whether it would be worth while to erect a new building." He made his preparations for the new war with his accustomed completeness. Two giant vessels, Vaterland and Vaterland II., are being reconstructed; he has increased the cap-Ital of his company and he has rais-ed his reserve for "fighting competition" from £1,900,000 to £2,750,000. If our claim to "rule the waves" is imperilled, the menace does not come from the German Dreadnoughts, but from Herr Ballin. The British supremacy in shipping is, of course, over-whelming. At least half of the entire mercantile marine of the world is in our hands, and Germany, though second to us, is immeasurably inferior. But there is no unit in the shipping world to compare with the Hamburg-Amerika Line, and no shipping genius to challenge Herr Ballin. He dictates the laws and makes the wars of the shipping world. Our reply to his high soaring schemes has been by the amalgamation of our enterprise. When in 1911 the Royal Mail Steam Packet Company absorbed the Union Castle and the Elder Dempster lines we congratulated ourselves that a German company was no longer supreme in the shipping world. "It is incorrect," said Herr Ballin, and he claimed that the Hamburg-Amerika Company, with

He Comes to London. Whether he was right in attributing the amalgamation to the "nervous English rivalry with Germany" or not, it is unquestionable that the English shipping world watches the Hamburg Napoleon with ceaseless disquiet. It is a just tribute to his achievements and his powers. He is today easily the first private citizen in Germany, and in spite of the fact that he is a Jew, perhaps its most popular citizen bination, but arrives at it constructively and builds up his schools by the constructively and the constructive and the constr also—popular alike with the people and builds up his schemes by the patient command of all his material. due not merely to the fact that he him more than anyone else as to the source of the rivalry between England and Germany which shadows the political sky but which is ultimately economic. And it would be interesting, if not very profitable, to speculate what would have been the position today if instead of becoming the genius of German shipping. Herr Ballin had become the dominant force land and Germany which shadows the

the other was only a financial trust.

competitor of the equally small Hamburg-Amerika Line; and made such progress that in 1883 he was sent beck to Hamburg to manage the Continental Research of his company traffic of his company. that passenger traffic of his company. Lantic of most of its inconveniences and sible men, one can imagine him saying, that the Carr Line kept him at home all of its tedium. His colleagues looked then you shall fight.

today and that Herr Bailin would have been manipulating the shiping world from this side of the North Sea instead of the other. At first the competition of the two companies was made the subject of a compromise, but soon the Hamburg Line bought up the Carr Line and with it acquired the capital rose, the profits rose stin more than the profits rose, the profits rose, the profits rose, the profits rose stin more and last year they reached the record and last year they reached they r up the Carr Line and with it acquired the services of Herr Ballin,

His Genius.

But having acquired him they al most regretted their good fortune. Their line, it was true, was in a hopeless position. For some years it had paid no dividend. It had only five steamer routes, one to New York and four to the West Indies and Central America and none of its 26 ships was first-class. Clearly there was need for a new broom; but when the new brom comes the old hands rarely take it kindly. That was the case with the directors of the Hamburg-Amerika when Herr Ballin came into their midst with his vast dreams and his boundless ambitions. He wanted seven-day Transatlantic boats, he wanted new twin-screw steamers, he talked of luxuries at sea at which these amiable old gentlemen stood aghast.

They could not dismiss this surprising young man as a mere visionary or a financial plunger, for there is an air of quiet assurance about him that is indisquiet assurance about him that is indis-putable His manner is modest and unob-trusive, his serenity unfailing. He has none of the combative and aggressive ex-ternals of the Prussian, but overcomes oppostion by the unprovocative persua-siveness of his race. He understands very well that if you want to win a victory it is advisable not to introduce the element of personal conflict. Many excellent peois advisable not to introduce the element of personal conflict. Many excellent people with excellent causes habitually fail because they want a personal triumph as well as a practical one. They want the shadow as well as the substance. Her shadow as well as the substance. Her is entirely free from the vanity that claims personal victory and he pervades the atmosphere with an entirely non-controversial spirit and a universal friendliness that is disarming. You cannot resist a man who has no angularities not resist a man who has no angularities to keep your opposition alive and who wears a smile of such imperturbable and assured blandness.

But these quulities of manner would not its 1,200,000 registered tons, exceeded alone have been enough to overcome the conservatism of his unadventurous codirectors. He succeeded because his equanimity is founded on knowledge. He has the English combination, and that it was a homogeneous company while the Jewish industry and exactness, and a capacity for taking infinite pains. No detail is too trivial for him to store away in his profusely pigeon-holed brain, and all the resources of his knowledge are at all the resources of his knowledge are at the ready service of a mind which is as orderly in its operations as it is comprehensive in its scope. Add to this a far-sighted and imaginative grasp of the possibilities of things, and the emergence of Herr Ballin is intelligible. He is in the chessboard.

many's commercial development; but that he has fulfilled the Kaiser's amand yielded to them, and finally, as the Perhaps, indirectly, we have to look to best way of getting rid of the conflict, made him director-general and the conflict, made him director-general and the auto-crat of the line. The rise of the "Hapag" service under his control is one of the commercial wonders of the time. When he tolded it it was related. Ballin had become the dominant force in English shipping.

For it was in England that he began his career. His father was a small shipper at Hamburg, and, while still shipper at Hamburg, and, while still a youth. Herr Ballin came to London to learn the secret of our maritime to learn the secret of our maritime.

The like there Ballin suffers from the misunedratanding which awaits the man who is feared. When he is simple he is believed to be "deep." It was thought that he was engaged in a plot by which the promate the secret of our maritime to commend it; but Herr Ballin suffers from the misunedratanding with this country. It was thought that he was engaged in a plot by which the bis simple he is believed to be "deep." It was thought that he was thought that he was engaged in a plot by which the bis simple he is a youth Herr Barm came to learn the secret of our maritime to learn the secret of our maritime at Hamburg, "My field is the world." He greatness. He sat at a desk in the office of the Carr Line, then a small competitor of the equally small Hamcompetitor of the equally small Hamcompany reaches something like one and company reaches something like one and described to have had a rather unprosperous time. The idea came to nothing, and the prospective saving to the co-operating German and English companies, which the company reaches something like one and

Herr Ballin has declared war in the doubt that it would have been living doubt that it would have been living inevitable disaster. But, however much

But great as his influence has be the shipping trade of Germany, it has been on less marked in another sphere—that of shipbuilding. Until his appearance the ocean greyhounds were all built in this country. He has changed all that. It is said that it was the Kaiser, then Prince will be though a sphere when the prince when the prince when the prince will be the prince when the prince is said that it was the Kaiser, then Frince William, who through Bismarck suggested to Herr Ballin that he should build a fast liner at home. It may be so, though Herr Ballin is not the man to need much external suggestion. In any case he put the idea finto action, built the Auguste Victoria, which was based on English models, and established the practice of constructing German liners in Germany.

Friend of the Kalser.

Friend of the Kalser.

It is natural that the Kalser, with his passion to make Germany great and especially great at sea, should be an enthusiastic admirer of Herr Ballin. When he goes to Hamburg he always visits the modest residence of the great shipowner, and search there occasions he has and on at least three occasions he has offered him a position in his Government. But Herr Ballin is a wise man. He knows that it is better to reign in Hamburg than that it is better to reign in Hamburg than serve in Berlin, to be the autocrat of the Hamburg-Amerika and of the German shipping trade than to be sport of the Prussian junker. He is a Jew, who is proud of his race and whose success has not affected his religious professions, and he knows that the Prussian bureaucrats are not desirable company for the Jew. Herr Dernburg found out the same thing, but only after a bitter experience at the German colonial office. Herr Ballin does not propose to submit himself to the same contemptuous treatment.

Moreover, there are positive reasons for his refusal to venture upon the stormy seas of German politics. He likes his home and he does not like publicity. He home and he does not take publicity. He gives one the impression of a reticent, almost shy man, and he will certainly do much to escape the limelight. When the twenty-fifth anniversary of his connection with the Hapag approached, the citizens of Hamburg, who delight in the splendor which Herr Ballin has brought to their city, proposed to celebrate the event. But city, proposed to celebrate the event. But a week before the date of the anniversary Herr Ballin went on a yachting cruise, leaving no address and returning only when the memory of the jubilee had had time to pass out of the public mind. Then he reappeared at the office as though nothing had happened. He has as little taste for social distinction as for public recognition and if he wants pleasure other recognition and if he wants pleasure other than his work and his home can give he

goes to sea in his facht for it.

He is quite aware also that so far as power goes he exercises far more in an independent position than he would as the holder of any office. He has the ear of the Kaiser, communicates with him constantly, and is his unofficial adviser on naval questions. He is alleged to have been the author of the Bulow "bloc," and it is said that it was through him that the Kaiser made the approaches which resulted in the memorable mission of Lord Hal-

not be assumed that he is a wrecker if he has declared war, it may be that he would say that he is not the sole cause. Four or five years ago he proposed tension of the conference agreement so far as the principal steamship companies of the North Atlantic are concerned. His cheme included the adoption of a common sailing program and the of old ships to prevent them passing the hands of competitors. It was admitted English railway companies in cutting off

PHENOMENA OF HEAVENS DENOTED A GREAT DISASTER

At home himself amongst the stars, ecently at Cambridge, was a master of the art of making plain to the lay mind the marvels of the heavens.

He was, perhaps, the most popular astronomer the British Empire has ever known, and certainly the most popular lecturer on his special subject.

Robert Stawell Ball was born in Dublin on July 1, 1840, and was the elder son of Dr. Robert Ball, an eminent naturalist.

which the instrument was supended, and for two hours we were spectators of a scene which can never fade from my memory. The shooting stars or meteors were each of them large enough to have elicited a shout of astonishment on any night, and there they were shot forth in their hundreds and thousands.

Great Celestial Phenomena.

The last of the three great celestial phenomena of his lifetime Sir Robert attributed to the mighty eruption at Krakatao in 1883. In the Straits of Sunda, 10,00 miles away, and on the adjacent shores, some 35,000 lives were lost, and there was vast destruction of property.

After a brilliant school career, he became astronomer to Lord Rosse at Parsonstown. There he had great opportunities for practical work. The great Rosse telescope—six feet in aperture and 54 in length—was at his entire disposal. During the four years that Ball spent at Parsonstown, night after night he stood by the great instrument, a sentinel of science, in the service of man.

On November 13, 1866, he was as usual by the great instrument, a sentinel of science, in the service of man.

On November 13, 1866, he was as usual engaged at this task when he heard an exclamation from the attendant which made him look aways from the eyeplece of the instrument up to the sky itself.

There I was just in time to see a magnificent meteor streaming across the sky.

This was shortly followed by another and then another. The Earl of Rosse came over to the observatory, and then seeing the magnificence of the spectacle, we ascended the top of the walls between ity observatory.

[From Public Opinion.]

Mr. Carruthers, the author of "Un-| ese frontier, formerly Mongol, but now known Mongolia," is a model explorer of the modern type. With admirable foresight, he chose a part of the world to explore which people are really inxious to learn about; the remote Central Asian plateau that has bee the motherland of so many races: the Huns, the Mongols, the Turks, the Magyars, the Finns, the Samoyedes, the Eskimos, and the Red Indians; the hearth of the shepherd warriors who founded the long-lived Manchu dynasty in China, only just overthrown, and created an empire in India; the homeland of Jenghis Khan-a name still revered among the Mongol tribesmen who established, in his own lifetime the most extensive empire in history stretching from the Pacific to Central Europe, and was responsible for more shedding of blood than all the great conquerors of history put together; and the land which now, after eight hundred years of oblivion, has again come into the limelight as the colliding place between the eastward thrust of a dogged and persevering European race and the westward expansion of the ablest and most enterprising people in Asia. Mr. Carruthers went bout his work deliberately and scientifically. Everything was prepared beforehand for the journey, both material and immaterial. And he has itten his story, if not like an angel, all events with the pen of a scholar, ford to multiply. Moreover, they are written his story, if not like an angel, and a skilled and dexterous writer. In his foreword to this book, Lord Curzon has well described this type of explorer with particular reference to another in the pacifist doctrines of Buddhism:

"Thoroughly familiar with the writngs of all his predecessors (and they which he proposes to visit, a trained surveyor, accompanied by competent of investigating and collecting the flora and fauna, the geology and zoololeisure with a carefully organized caravan, he sets before him the ambition of making a definite and valuable contribution to the sum total of human tor alone would be sufficient. knowledge, and of writing a book that will remain a classic in its own sub-

A Graphic Book. In that ambition, Mr. Carruthers has succeeded admirably. His book is a veritable encyclopaedia upon Mongolia. It is, besides, a most graphic and entertaining book of travel. In a sense,

the title, "Unknown Mongolia," is a misnomer. The region he went through the upper basin of the Yenesei and Northwestern Mongolia-has already been traversed and described by several Russian explorers. While making full use of the work of his Russian forerunners, Mr. Carruthers has not merely covered their tracks. - He has been at pains to explore and survey untouched ground, and his work is an geographical and ethnological knowldge. It is the first adequate account of this region that has yet appeared in English. It is amazing, when one comes to think of it, that we should have had to wait so long for such a

work. We are accustomed to think of Mongolia as a barren, hungry desert of poverty-stricken nomad tribes, "where camels and sand are the chief features of the landscape." This conventional notion does not correspond to fact. Mongolia, like Ancient Gaul, is divided into three parts: Inner or Southern Mongolia, a prairie-land on the Chinterritory, but comprising only a quar-

Would Not Attend Social Functions Because of Her Hair.

There are many women in this world, handsome in features, perfect in form, graceful of movement and brilliant of mind, who keep in the background just because they have hin, colorless and lustreless hair. In Paris they understand things about the hair that we do not know in this country. It was a Parisian, Dr. Sangerbond, who discovered that thin hair and dandruff are caused by

It is Parislan Sage that proves Dr. Sangerbond's theory to be correct, for

ant hair dressing and invigorator; it is not sticky or greasy. It should be used freely in Spring and Summer,

practically a Chinese Canada; Desert Mongolia, generally called Gobi or Shamo, an utterly waste, desiccated ter of the whole of Mongolia; and Northern or Outer Mongolia, a vast fertile region, and in the northwest, to quote our author, "a land of wealth and beauty, supporting immense herds a pleasant country of pasture and torest, situated, not at the back of the world, as might be supposed, but in

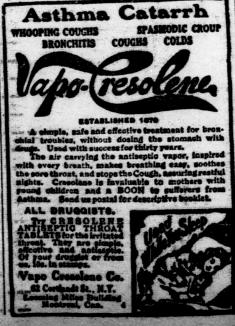
lose proximity to Siberia, which is a land of growing importance, and one which will eventually affect the whole existence of Mongona." In this northern or northwestern zone live two thirds of the population of Mongolia it is the region which the author se nimself to investigate. It is under populated and utterly unexploited. Mr. Carrutners sets himself the question How is it that this Mongol race, which once influenced the history of the world so proroundly, has sunk into its present condition? It is not that their nabits of life have altered. If Jenghis Khan were to return today, he would find them much the same. Quite rightly, Mr. Carruthers points to Lamaism as the cause of this decadence. One-half of the male population are monks, and live lives of celibacy and This incubus grinds down the rest of the population into perpetnomads by nature, and do not take readily to cultivation of the soil. Mr. Carruthers is not satisfied with this purely economic explanation. He seeks

"The very have been but few) in the regions he says, "is tranquility. The men, whose ancestors were the vilest butchers in the history of the world, companions, equipped with the means who were the most blood-thirsty of warriors, now, under the influence of Buddhism, scruple to take a human gy of the country, and marching at life, and even hold sacred the lives of animals and insects!" We may note the doctrine, and pass on. To ordinary folk the economic fac-

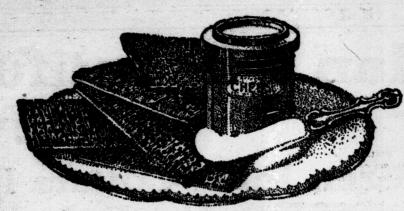
Russia and China

Mr. Carruthers left Mongolia before the so-called revolution, when the Mongol princes declared their independence, and appealed to Russia for aid. Yet his account of Russo-Chin ese relations is no less complete on that account. In an appendix, he gives an accurate summary of the famous Urga convention between the Mongol princes and the Czar. All that he needed to add, to be quite up-to-date, was the ratification, a few weeks ago, of that convention by Pekin. He might have added, too, that the Mongol chiefs have since bitterly repented of their bargain. As a careful reading of the convention shows, the Russians have got the country at their mercy, despite recognition of Chinese suzerainty. Yet it is easy to understand the Mongolian revolt. Russian bribery had much to do with it; yet it was not altogether a matter of roubles. The Manchu dynasty in China had always a kind regard for the Mongols, but in its declining years allowed abuses The vast stream of Chinese emigra. tion of late has turned westward into Asia, and it should not be forgotten that the Chinese are magnificent colonists. British Columbia, the Pacific Slope, and Australia are not anti-Chinese for nothing. Chinese farmers and raders soon made Inner Mongolia their own, and then began to cross the desert and to take possession, usually by high-handed means, of Outer Monolia. The Chinese revolution abolshed the law against the colonization f Mongolia. As Mr. Carruthers says: No grievance so quickly stirs a nomad people into discontent and revolt as the slow inclosure of their prairies. Mongols Rebels.

The revolt was inevitable, and the appeal to Russia was engineered There has never been much love lost between the Mongols and the Chin-



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ese, and Mr. Carruthers is probably right when he says that the race-barrier between them is more marked than between the Mongols and the Russians. The Mongols thought that they were simply securing their au-tonomy and the removal of the Chinese colonization menace. They have in fact, exposed themselves naked to Russian exploitation. Everywhere that Mr. Carruthers went, he met the Russtan trader. In the Upper Yenese basin, he came across Russian settlements, with Russian officials in authority, who completely ignored the Chinese jurisdiction, and Russian mining camps. The Russian Government was supplying Russian ranchers in this region with stud horses, descendants, by the way, of the famous Irish racer, Galtee More. Mongolia proper is known to be rich in mineral wealth. A "divine" law has hitherto forbidden the mining of precious metals: but the Russians now have the right to ignore it. There are believed to be gold-reefs in Mongolia. There is no need to prophesy what will hap-pen. The Mongol shepherd will be forced to work. Mr. Carruthers' phrase "The old lethargy will disappear." know what that means. But it is easy matter to change the traditional customs of a people; and, prob-ably, the Mongols may suffer the fate the North American Indians. Mr. Carruthers has a vision of Northern ongolia as a Russian colony. "Rus-in merchants will flook into the DIPHTHERIA.



ountry, railways will be constructed. vacant lands used for agricultural purloubt this is inevitable. No doubt, though one dislikes the evnicism of the means, it will be for the best. After all, between Russian Mongolia and China there will always be the formidable barrier of the Gobi Desert. We cannot afford to blame Russian diplomacy overmuch; our own diplomacy has been following very much the same course in relation to China and Tibet. The only difference is that Tibet is worth nobody's while, but Mongolia is certainly another Northwest Canada, and may be an El Dor-ado. But it is doing an injustice to views into it. It is an honest, imparial, complete account—geographical, historical, ethnological, social, and of Mongolia. It is a standard work, the only one, and, besides that, it is one of the most entertaining books of travel published in recent years.

MINARD'S LINIMENT CURES

Brought Before the Public

Many Writers of Note. One of the most pressing needs of unknown genius struggling to express itself or of talent checked by lack of appreciation is a discoverer. Crabbe knew this when he wrote (with such unusually happy results) to Edmund Burke; Charlottle Bronte felt it when she sought Southey's sympathy, only to receive the crabbed comment: "Literature cannot be the business of a woman's life, and it ought not to be." Chatterton was keenly scious of it when he addressed Horace Walpole-only to be brutaly ignored. did you not know of my circumstances" the had told Walpole that he was the "penliless son of an obscure widow") Since then the critics have unanimously "you would not dare to treat me thus." One's heart weeps for the poor boy, driven to his lonely death by lack of Unusual ability is never re- Italy writing a new novel. cognized by 'the multitude until he has had the approval of A Name, be it that of a person or of a periodical. The in-It may almost be called a sixth sense. Austin Harrison, the son of Mr. Frederic Harrison, possesses this uncommor gift in a high degree. "The English Review has so encouraged are the worst sinners in this respect.

Review," under his editorship, has perhaps done more than any other journal life to literature. in England to bring to the front unnowledged genius or ignored talent. That a contributor might chance to be The English Review is Miss Tennyson "the penniles son of an obscure widow," from destroying Mr. Harrison's interest (as in the case of the snebbish Mr. Harrison looks upon this young Horace Walpole), would be much more writer as a novelist of quite exceptional

"I shall have some pleasant memories How The English Review Has in my knapsack," said unhappy world-vanquished Richard Middleton when, in vanquished Richard Middleton when, in John Donne's phrase, he "turned the key of his own prison," and left a world which was too hard for him. At least one of his "pleasant memories" may have been associated with The English Review, which was the only magazine in England to publish his work. His portrait stands on Mr. Harrison's mantelpiece, as well as one of John Helston, mechanic-poet, "Aphrodite," attracted a great deal of

attention when it was published in The English Review. Mr. Helston is now devoting his whole time to literature. And he is not the only writer whose destiny has been diverted into its proace Walpole—only to be brutaly ignored. destiny has been divided in the last of Mr. Harri"I think myself injured, sir." wrote per course by the acumen of Mr. Harri"Chatterton, apropos of the silence, "and son. The work of Mr. D. H. Lawrence did you not know of my circumstances" first appeared in The English Review when he was a schoolmaster at Croydon acclaimed him as a novelist of unusua

power. He is now quite emancipated from the drugery of teaching, and is in Stephen Southwold, whose poems The English Review have met with a It is a purely commercial concern. When good deal of appreciation, is at present would-be contributors come to me and serving behind a counter. Another absoenius or discovers talent is so rare that lutely new writer, Grant Watson, has not want anything; what have you hitherto led an extraordinary life in wild out-of-the-way parts of the globe. fact that his first story was accepted by

> Lady of the Milky Way. The only feminine "find" Jesse, whose recently published novel, "The Milky Way." was such a success

succeeds like success," and who drives view "find," is a contributor whose up to a newspaper office in a motor-car and a fur coat, in order to "impress the editor," gets but a frigid reception at the promise. Mr. H. M. Tomlinson, of The editor," gets but a frigid reception at the offices of The English Review. The Nietzchian motto, "Be hard, my Nietzchian motto, "Be hard, my brothers," which runs round the walls of publication of Mr. John Masefield's Mr. Harrison. "Lam always looking for publication of Mr. John Masefield's Mr. Harrison." Mr. Harrison's sanctum, has special "Everlasting Mercy," which had previ- a humorist to succeed, say, Mr. W. W.

HIDDEN TALENT NEEDS DISCOVERER was one long, painful struggle towards the light, was first introduced to the English public by Mr. Harrison. Now, almost all his works have been transated into English. Moreover, Mr. Yoshio as a writer if it had not been for The English Review.

evening," Markino talked with such charming naivety and originality that it occurred to me that his ideas were well worth publication, and I suggested the subject of 'John Bullesses.' 'But how can I do so?' he asked, 'when I cannot speak English properly?" 'Write as you speak,' broken English which the public has since found so fascinating." "Do you think there is much genius at the present time?" I asked

"What do you think of the modern "Keats is the strongest

Wanted a Humorist.

Markino might never have been heard of original and valuable contribution to "I met Mr. Markino at dinner one

said Mr. Harrison. "Mr. told him. He thereupon wrote in the

Mr. Harrison. "No, but there is a great deal of leverness and talent. So many people today did writers, not because they feel the need of self-expression, or because they have done htey usually reel off because they wish to make money. They write what they think the public wants. say, 'What do you want?' I reply, 'I do they have done they usually reel off several suggestions for articles. Women are the worst sinners in this respect. their muffs, ranging from bi-metalism to the tango. If one does not please they will cheerfully offer the other."

"That most of them lack spirituality and breadth of vision." mong the younger poets," said Mr.

Mr. Harrison's sanctum, has special reference to such callers. But the true artist in literature, even if garbed in rags and tatters, would be quite as sure of a welcome as the famous contributors—and all the leading writers of the day, including Thomas Hardy, Joseph Contact Hardy, Harrison's sanctum, has special reference to such callers. But the true ously been rejected by almost every deditor in London. Its success was instantaneous. People who had before one tatters, would be quite as sure of a welcome as the famous contributors of the day, including Thomas Hardy, Joseph Contact Hardy, Joseph Contact Hardy, Joseph Contact Hardy, Ha