The Truth About Potash & Perlmutter By Montague Glass.

known to members of the newspaper enough to prevent me from getting as foreign. They continually utter fraternity in London, as he frequently into technical difficulties. visited with Mr. Hupert McBean Johnston at the time the latter was a mem- ash & Perlmutter stories that Abe and Abc, I want to tell you something," ber of The Advertiser staff. In the Morris received many orders for gar-, and there are a hundred different manfollowing article in a New York paper ments in gross lots. After the third nerisms in their conversation which he interviews himself.

ciled to about a quarter of a column,

But in the case at bar, as Henry D.

I will say that A. wins. I am a Jew. The next mooted point to be considered is the name "Montague Glass," This is so boviously a nom de plume as to have excited various rumors with respect to my right appellation, and it has been hinted in Kansas City that my name is really Ablowich and that my father keeps a small store on the East Side. From other souces comes the information that I am variously known to my friends as Ignatz Borrochson, right down through C. D. E. La Mode Suit Company on West Twentieth street, as the case may be. Now for the confession. The sur-

name "Glass," was practically forced born thirty-three years ago come next or co-partnership difficulty.

business but the law business, which

No doubt you read in the early Potstory they ceased to do business on can be faithfully reproduced without When the Unworthy Object of Pub- quite so wholesale a scale, and this misspelling a single word. Of course, lic Curiosity is interviewed by the In- sudden falling-off in trade was due to it is true that some Perlmutters use V season opened. Young Reporter, no one about a hundred letters I received from for W, but there are very few of them stories must be credited to the good The readers throughout the United States. who habitually confound B with P or nature and the keen sense or humor theory is that the Reporter has liter- They all wrote me that they enjoyed D with T. Abo ought to say: "Dayg ally wrung from the Object a few the stories very much, but cloaks were id from me, Mawruss," and Morris meager facts and has handled them not sold by the gross. Cloak and suit rather freely in the transcription, so acquaintances accosted me on the vond do dell you someding. This rather freely in the transcription, so acquaintances accosted me on the vond do dell you someding.' that anecdotes which redound to the street to tell me that cloaks were not approaches the vernacular of Potash Object's glory are attributed to the sold by the gross. Soon after this my & Perlmutter as nearly as would the to the numerous readers who have eximagination of the Reporter instead of publisher wrote to me and said that he dialect convention which in the Lonto the Object's Own vanity. In point received a few letters which pointed don comic papers demands that all of fact, the Reporter usually has his out a slight defect in my stories, Jews, no matter of what nativity, and offend nobody, and in this hope work cut out for him, when he boils namely: Cloaks were not sold by the speak English with a lisp. down the mass of egotistical conver- gress. I therefore receded from my sation with which the Object has re- position. I saw that any attempt I "If I ever get interviewed, he de- lished custom of the trade would be means, but it is the precise wording here and talk to you all day. But I clares solemnly, as he glances over the hopeless, so Potash & Perlmutter now of the question put by many readers, got it also a partner, gentlemen, and

"if I ever get interviewed I'll give 'em the originals of Potash & Pelmutter, of one phase of business life in New rect all errors of punctuation and the character of the daring. But as my high and let it go at that"

Now high and let it go at that"

Now rect all errors of punctuation and the character of the daring. But as the character of the daring. But as the indis-Klinger & Klein, etc., etc." To all of putting on paper all that I had seen well, I pay a final tribute to Potash & which I make reply that there arn't and heard of Abe's and Morris's pleas- Perlmutter's cashier, bookkeeper, sec-Feldman would say, the interviewer is any. Abe and Morris are composite ant eccentricities. Thirdly, short retary, treasurer and inspiration—my also the interviewed, and he is characters, as is Henry D. Feldman. stories had been a source of income wife. therefore bound to obtain from him- His habit of quoting Law Latin to his to me for many years past, and I self all the information possible, at impressionabe clients is not foreign to thought I saw a marketable commodity the expense of a fine sense of modesty, numberless practitioners in New York in these Potash & Perlmutter stories. which, believe him, he possesses to a City, and as for its reputed infallibil- I was not mistaken, even though at a veritable phenomenon.

Abe, nobody could," Morris declares, stickers as Mr. Rabinowitz possessed sense, which caused the Wright and with the substitution of a different (Cue.) name for Henry D. Feldman the phrase will not be unfamiliar to many and after a brisk fall season he found so expressly knew it.

ventures are pure fiction, but their design. It was in vain that he cut velopment of the machine now lies, it spech, thought and action are not. I the price on them; the trade refused is necessary in speaking to the public mean by this that for ten years I was to buy, and at length he became des- about the problems in aviation that present almost daily at bankruptcy perate. He picked out six N. G. cusetc., to Sol Zabinsky, and that I meetings, closing of title to real protomers, who under ordinary circumsons. Take the railroads; when they
so formerly in the talloring business perty and conference with reference was formerly in the tailoring business perty and conference with reference stances were not to be trusted first became practical the Government to the entering into, or dissolution of, with a C. O. D. delivery, unless the gave \$50,000,000 toward helping to put co-partnership. There I had the op- expressman passed over the package them on a successfully operative basis. portunity to see many Potashes and with one hand and received the cash It did more, and gave \$150,000,000 Perlmutters stripped to the ckin for Perlmutters stripped to the skin, for with one nand and received the cash worth of property and even closed an carrying don't mean anything. there is nothing that more effectually shipped thirteen pieces of the woolpeels off a man's jacket of acquired lens, accompanied by a letter stating off an additional slice of land here and on me, so to speak, for my father, peels off a man's jacket of acquired lens, accompanied by a letter stating there. The steamships receive their politeness and manners than a good, that the goods were cheap and of backing in a somewhat similar way; been investing the money I made in the called attention. old-fashioned scrap over a real estate splendid quality. He called attention they were more generally helped by

July. As for the name Montague, I On many of these occasions, I'm need hardly tell all you Mortimers, afraid I fell short of the correct legal On many of these occasions, I'm closed a bill of twelve pieces only. Miltons and Maxwells that the "Christian" name of my grandfather selig in the manner than the matter of distance of the customers received the "Moson" tian" name of my grandfather selig in the manner than the matter of dis-was just plain "Moses."

The progression of the third incurrent free selig in the manner than the matter of dis-pute, and I'm obliged to admit that only twelve, they would see a chance tors have to go in for exhibition flying

When the cold tightens in the chest,

Later stages bring spasms of hard

chitis fastens itself on the

system until, returning

with every cold, it wears

out vitality and develops

into pneumonia or con-

Dr. Chase's Syrup of

Linseed and Turpentine

has met with most extra-

ordinary success in the re-

Dr. Chase's Syrup of

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Co., Limited, Toronto. Be sure that portrait and signature of A. W. Chase, M.D., are on the bottle.

25 cents a bottle; family size, three times as much, 60 cents. At all dealers, or Edmanson, Bates &

coughing, and when neglected bron-

and you have a hard, dry cough, you

can call your ailment bronchitis.

sumption.

lief and cure of bronchitis. There is no more severe test.

thrives only when the system is in a run-down condition.

For this reason it is advisable to use Dr. Chase's Nerve

Food to build up the system, while the Linseed and Tur-

colds and la grippe, for it fully restores the vitality to the

system, and heads off such dreaded diseases as pneu-

pentine is soothing and healing the bronchial tubes.

But bronchitis is also a disease of the nerves, and it

This is the ideal treatment for bronchitis, severe

COLD ON THE CHEST--BRONGHITIS

Are You Taking Chances by Letting Colds Run on--The Next Step is Bron-

chitis, Pneumonia or Consumption.

abridged, the Standard or the Century Dictionaries (I hold no brief for any of these

publications.) The reason for this is that the speech of Potash and Perlmutter differs so subtly from the vernacular of the ignorant New Yorker as to evade such introductory phrases as "Take it from me, Mawruss," or "Look-y here,

Now let us take up the next query "How did these stories originate?" I to excuse me, as Morris would say, I might make to change the long-estab- don't know exactly what this inquiry would like nothing better as to sit printed newspaper and discovers that sell cloaks and suits by the single Answering as best I can, let me say you got no idee what a crank she is. firstly that they originated in the de- If I make this article much longer Many readers have asked: "Who are sire to give a good-humored potrait she'll refuse to typewrite it and cority, there are few business men who first I grew somewhat discouraged. In the first place, to decide all bets, do not regard one particular lawyer as Three of them were written before any sales were made, and I was be-"If Henry D. Feldman couldn't do it, ginning to think they were as bad

Mr. Rabinowitz dealt in woollens, be taught the art of aviation as they himself with a lot of piece goods that Of course Potash & Perlmutter ad- were of excellent quality but of poor flying over land where the present deto their extremely low price and en- cities that were

The fruits of this experience are the ever, it was what Professor James aside for experimental work.

Potash & Perlmutter stories, which, would call bum psychology, for, as Take, for example, the difficulty the city customers pursued arms had until Congress finally grantin New York city is the trouble de- by the way, are not dialect stories in one man, the six customers pursued army had until Congress finally grantpartment of every other business in the editorial sense. The later class of the same course of action. They each ed a small appropriation for the dethe directory from "Architectural Iron stories comprises the narratives in wrote a letter to Rabinowitz, telling velopment of the aeroplane in the mili-

they utter words which conform strict. maining one they kept, together with support — adequately equipped aero- eliminates the eddies and dangerous TRAVELLERS' GUIDING to the spelling in Webster's Un- Rabinowitz's own bill, which they dynamic laboratories, where desired ground currents the air. filled away for future reference.

for acceptance by the editors, for most ATWOOD-One of the reasons why mistrust new styles of stories. At length I sold two of them to a magazine proprietor out in Detroit, Mich., and he promptly "busted up" on me. planes. Cross-country flying is practical this way we shall be able to take ada phonetic spelling, more especially as it is not so much mispronunciation of His magazine continued under new line to contribute for the public is willfamous Potash and Perlmutter stories source I derived some knowledge of in the Saturday Evening Post, is well the cloak and suit business, but not known to members of the state of the sta correspondence which bade fair to eat up all the profits in postage stamps, the new proprietor compromised for a ridiculously low figure. The third story appeared in the Scrap Book, and the fourth in Munsey's. Then came "Taking It Easy" in the Saturday Evening Post followed by "The Ar-Evening Post, followed by "The Arverne Sacque," and with that the

Much of the popularity of these This the people of any other race.

pressed their enjoyment of the stories. I try to make them amuse everybody

I have succeeded. And now, gentlemen, you have got

THREE FAMOUS AIRMEN

Continued From Page Thirteen.

his precocious manner of hard Brothers to pick him first of all to

BROOKINS-But, coming back to situated near good

if the argument grew spirited, I some- to profit at his expense, and they in order to make enough money to pay Was I ever in the cloak and suit business?" I will not deny it farther than every observation.

The fruits of this expenses of litto profit at his expense, and they in order to make closely in order to make the segred it on for purposes of litwould therefore keep the goods and for repairs. It allows them practically remit the amount of the bill. Howno margin of profit that can be set

clients were engaged in the women's tions, when Abe and Morris speak, of the thirteen packages. The re-cheap proposition, and it needs proper orously)—Yes but many of those fin-

Bronchitis

"A short time ago I had a bad attack of bron-

chitis and my doctor told me that I would not

get rid of my cough until the warm weather

came. However, I began to use Dr. Chase's Syrup

of Linseed and Turpentine, found that it gave

instant relief and entirely cured the cough. The

doctor was suprised when told that I did not

cough any more, but he doesn't know that I was

when troubled with pains in the lower part of

the stomach and bowels and derangements of the

kidneys. When I feel any trouble of this kind

coming on I take one pill at bedtime and then

go to work all right the next day. Now I am

sure that these two medicines are the best that

Feared Consumption

Mrs. J. B. Tardiff, Mariapolis, Man., writes :-

When I began the use of Dr. Chase's Nerve Food

my health was in a terribly bad condition. My

doctor told me that I was going into consumption

and for nearly three years my bowels were so

loose and watery that I was continually kept weak

and run down. In spite of the many remedies

used I gradually grew worse and worse. I could

scarcely get about the house and suffered a great

what I needed, and by keeping up this treatment

for a time I got so strong and well that I did

my own housework and sometimes worked in the

fields without feeling any the worse for it. It is

a pleasure as well as a duty for me to recommend

urinary trouble by using Dr. Chase's Kidney-Liver

"My husband was cured of kidney disease and

"Dr. Chase's Nerve Food proved to be exactly

deal from backache, stomach and kidney troubles.

we can get, and my wife says the same of them.

"I also used Dr. Chase's Kidney-Liver Pills

cured by taking your medicine.

Dr Chase's Nerve Food.

Mr. Owen D. Webb, Glammis, Ont., writes :-

tests could be made under the most ac-Also! The three Potash & Perl-curately known conditions—and many mutter stories were much too radical other aids to developments.

editors are conservative buyers and we don't have public support, it seems

you can count on the fingers of your hands the calamities that have occurred which in some measures are not chargeable to either of these two contributory causes.

Then, again, the public thinks aviout in the morning, make \$5,000 and spend it at night. They look upon us as a reckless crowd, which does not gain the confidence of business men. But it must be admitted that the tide is changing somewhat, and affairs in aviation are getting down to a busi-

Noticeably none of the young aviators had touched their wine save Grahame-White, and that most sparingly. They had favored their cocktails with only the most formal of sips. Self-discipline is strong among them, despite the recklessness of conthe long-stemmed pipe is the indispensable adjunct to any potrait of an old Dutchman, so the portrait of a typical aviator must show a cigarette. All three smoked them with the long drawn inhalation of devotees. The Britisher slipped one into his longstemmed amber holder before taking up the thread of Atwood's talk

GRAHAME-WHITE-Exhibition fly. ng never really got hold of Europeans. lutionize the present methods of warstill an aviator cannot get the slightest encouragement from a soul abroad. They think the aeroplane is a fairweather machine, its weak points are always before them. It a shame so hovering about her eastern frontier. few people don't see further than their noses in the matter. They don't seem a few hours can fly from one end to to make a comparative study of the the other end of the frontier of France progress that has been made. Now, only a short time ago we would hold out a rag to see if there was any wind blowing and debate whether it was blowing too hard for safe flying. How we used to put on the lightest clothes in order to diminish our weight, today wind counts for nothing and weight-

I must say that I captured a good my own business, in my own aviation school and in building and experimenting with machines. Some of my people, in fact, think I'm an idiot because I have spent nearly \$150,000 in England for aviation. Nevertheless have implicit faith in the future aviation and know it has not begun

to sprout. It seems a funny thing that if you show some people a hole in the ground and tell them copper and diamonds can be found there, they will all flock to invest their last penny.

ancial enterprises in aviation, especially in this country, are wild schemes. have heard of them and the public stepping. In all corners of the coun- ald. try one can find enterprising men who are ignorant of the first principles of children bear in mind that Chamberaviation start up a company with a beautiful dream of a practical flying lain's Cough Remedy is most effectual machine as a basis Needless to say for colds, croup and whooping cough, machine as a basis. Needless to say and that it contains no harmful drug when they have gathered all the For sale by all dealers. money they can for the developing of these mythical aeroplanes something happens to the machine. It never hits the air actually but does in another

Aeroplanes Cheaper Than Motor Cars. At this juncture the optimism of smiling St. Louis-to-New York Atwood took on the attitude of rosy promise ATWOOD-The year 1912 doubtlessly bring about a great change

in aviation. I think that more people will become interested in the aeroplane. They will want to take flights in them, learn to operate them and will want to own one. It is certain so long as the aeroplane is a machine used by only a few it will be expensive. The output of the machines to day is so small that the cost for production is unavoidably high. But even this will be changed in time and we will some day be able to buy an aeroplanes for about the same price we have to pay now for a cheap auto-

It is to be expected that there wi be a great deal of cross-country fly ing during the coming year. That instead of men flying alone from St. Louis to New York, or from coast to coast as Rodgers did, that they will make the trips accompanied by passengers Mail-carrying should also be establish ed as one of the utilitarian features the aeroplane. A flight from Wash ington to New York without a stop would be an interesting event. That's not a very long distance for an aeroslow machine it could be done in bet-slow machine it could be done in bet-steamer. Grampian now making.

BROOKINS-Speed will have bounds in the future aeroplane. time will soon arrive when we shall be able to fly 200 miles an hour, and that Lake Erie ... however, we shall see a machine with wing area and if we want to go slow-First Class, Liverpool Service...ly we shall spread out our wings. It Second Class, Liverpool Service. is my belief that the next Gordon Bennett race will be won by the ma- Third Class, \$30 25 and \$31 25, according to chine that makes between 90 and 100 miles an hour. Like automobiles and ships now have, so the aeroplanes will F. B. Clarke, E. De La Hooke, London, be equipped with devices that will Ont. regulate its direction. Chuck the automatic stabilizing devices! There GO TO BERMUDA will be springs and contrivances arranged on the aeroplane doubtlessly out of its course, but when it comes Fast Twin Screw SS. "Bermudian," to flying the man will be at the levers in the future as well as now.

ATWOOD-I'm not in favor of the aeroplane, or of least of anything that has been produced so far. My belief is that the faster the machine the safer flight is

Great Safety in Flying High. GRAHAME-WHITE (with startling

In time the air will be chartered in a manner similar to the manner the currents in the seas are charted for

At the present day we have only one speed machine, which you must ments of the aeroplane. Now we must es:10 p.m STRATFORD BRANCH. can make landing in limited areas. telescoping of the wings will probably bring this about. But now nobody knows how much attention should be given to that feature It is most essential to the development of the maators are wealthy; that they can go chine for commercial purposes. Passenger earrying and conveying of the mails will be the chief commercial use of the aeroplane. Especially when the machine becomes storm-proof, as it is rapidly proving itself to be.

> poses of waring on an enemy. though France and Germany have not been directing their attention to this :35 p.m. modern method of waging war for more than three years, it is evident that they are grasping rather fully the immense importance of the aeroplane and the dirigible balloons for military and naval service. How dreadful war will become when the aeroplane is used in it can hardly be judged today. For night operations there could be no more powerful danthere could be no more powerful dangerous craft than the aeroplane. Its movements will be hidden, its altitude combined with the muffling of its motor will make its approach unheard by the enemy. It will do all but revofare between nations. Take the newest Zeppelin dirigible that flies fortynine miles an hour-it is the most dreaded weapon France can imagine This big ship, nearly 500 feet long, in hurl shells at its fortresses and make wide observations as to the movements of troops and the mobilization

of garrisons. GRAHAME-WHITE-I am so optimistic about the areoplane in warfare that I fear my views do not agree with most people of today. In fact, I have made it a rule of late to avoid speaking about the uses of the aeroplane in warfare to avoid being laughed at People don't realize the importance of this branch of the military service. It is enough to say that the aeroplane's field in military and naval work is un-

CATHEDRAL A WAR CHEST.

St. Petersburg, as well as Moscow, has some cathedrals which are marvels of ecclesiastical architecture. St. Isaac's Cathedral, for instance, in the centre of the city, cost 24,000,000 rubles, or \$12,000,000.

Scores and scores of immense mar-Work" down to "Yarns, Cottons and Which "Hoot Mon" and "Ah'm gwine, which are sprinkled as liberally as called "commercial," and many of their clients were engaged in the workers. Work of the second which guarantee of 10 be patient. Maybe something will still be done. It is a fact, neverthelees, that they were sorry that t jewels within, Russia has a "war chest" that would defend her from her enemies for many a month, if . she had better watch carefully before should need the gold,-Christian Her-

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GRAND TRUNK RAIWAY. currents in the seas are charted for mariners. We shall know that there is a favorable wind that blows easterly at a 5,000 foot altitude in midacean or that at 10,000 feet we'll find a favorable wind blowing south. In this way we shall be able to take ada favorable wind blowing south.

this way we shall be able to take advantages of the best air currents, the most favorable air currents, just as the mariner takes advantage of the most favorable conditions pointed out most favorable conditions pointed out most favorable conditions pointed out size of the most favorable conditions pointed out most favorable conditions pointed out size of the mariner takes advantage of the most favorable conditions pointed out size of the mariner takes advantage of the most favorable conditions pointed out size of the most favorable air currents, the most favorable air currents, just as the mariner takes advantage of the most favorable conditions pointed out size of the most favorable conditions pointed o

a.m., *11:18 a.m., 8:20 p.m. LONDON AND WINDSOR, 10:28 a.m., *4:06 p.m., 6:1 Arrive-10:23 a.m., *4:00 p.m., 6:50 p.m.,

Arrive—11:15 a.m., 1:33 p.m., 6:45 p.m., 11:25 p.m. Depart-6:00 a.m., 10:28 a.m., 12:35 p.m., p.m., 4:55 p.m. LONDON, HURON AND BRUCE.

Arrive—10:00 a.m., 6:10 p.m.
Depart—8:30 a.m., 4:40 p.m.
Trains market * run daily. Those not
marked daily, except Sunday. CANADIAN PACIFIC RAILWAY. Arrive from the East—*11:28 a.m., 6:10 p.m., 7:40 p.m., *10:52 p.m. Arrive from the West-4:30 a.m., 12:30 BROOKINS—It is naturally to be expected that the military and naval aeroplane aviation corps are going to make rapid progress in the development of machines of the air for purment of machines

> Arrive-7:04 a.m., 11:10 a.m., 5:10 p.m., 10:11 p = ... 2:20 p.m., 5:35 p.m.,

PERE MARQUETTE RAILWAY. Arrive-8:45 a.m., *12:00 noon, 1:50, 4:38, Depart-5:05, *7:10, 9:45 a.m., 2:30, *4:15,

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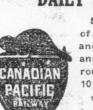
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monia and consumption.