

Daily Saratogian.

Official County and Village Paper.

Published daily except Sundays by
THE SARATOGIAN COMPANY,
JOHN N. WILSON, Editor.
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New York.FULL TELEGRAPHIC SERVICE OF
PUBLISHERS' PRESS.Member of American Newspaper Pub-
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be made payable to THE SARATOGIAN.
THE SARATOGIAN is entered in the
Second Postoffice at Saratoga Springs
as second class matter.COPIES OF THIS PAPER ARE ON
SALE AT THE FOLLOWING PLACES:
All news stands in Saratoga Springs.
On board all R. R. going North.
In New York City at the following
addresses, corner 11th and No. 1
Park Row.
In Baltimore—At Foster's, Crutcher
and Botsch's.
In Philadelphia—At Peterson's, Hughes
Parr and McNally's.
In Cleveland—At H. H. Hall's.
In Hartford—At H. H. Hall's.
In New York City—At the "New York
Herald."
In Schenectady—At the "Schenectady
Herald."

THURSDAY, FEBRUARY 23, 1907.

One very palpable advantage of
newspaper advertising is its season-
ableness. The bill board may be a
half year behind and the magazine is
always a month at best. In the mean-
time conditions may have changed.
The winter suit "ad" doesn't appeal
much with mercury hovering around
ninety-five in the shade, nor does one
pay much attention to the allurements
of ice cream when it's down to zero.But the newspaper offers to the ad-
vertiser the chance to say and do
daily, to keep abreast of not only the
changing seasons, but the changes
from day to day.During the week ending February
23 there were 220 deaths from tuber-
culosis in New York City, and 367
new cases reported. That is a fearful
rate of mortality and in a measure it
is being duplicated in other cities of
the State. Yet the returns cease
neither pale nor more than passive
note.Suppose such a death rate should
result from cholera, or smallpox or
epidemic. There would be some-
thing of a panic and the health au-
thorities would be stirred to prompt
and radical action.
Why should not prompt and con-
certed action be taken, then, to curb
the spread of tuberculosis? Why
should not the public join in every
possible remedy to such an evil?The New York Times complains
that the salesmen of that city are
brusque in manner and apt to give
customers the impression that it is
something of a concession to wait on
them. If that be the fact, it is an
unfortunate thing for the salesmen of
New York. Willingness, courtesy
and an agreeable manner are mighty
valuable assets in a salesman. They
draw trade and they keep it.The New York salesmen usually
earn a valuable lesson from a visit
to Saratoga's shops. The employees
have learned the art of making
customers believe that their trade is
really wanted and that the task of
showing goods is a pleasant one to
the man or woman behind the counter
as well as to the person on the other
side. That means dollars to an em-
ployer as surely as advertising or
attention to any other business de-
tail.This extract from
the Atlantic City Dai-
ly Press is com-
mended to the careful
and continued interest of
Saratoga's business men and Saratoga
city citizens in general:"That is most cheering news in-
deed that comes from the beach front
hotels that they are filled. Great
train guests over to small houses for
accommodations."
"Never before has Atlantic City at-lantic season been able to boast of this
condition.
"It goes to show the growing popu-
larity of the resort and what judicious
advertising will do. That our hotels
are most liberal advertisers is too
evident to need to be said. The
business results attest the wisdom of
these expenditures.
"Local merchants may profit from
the example set."Atlantic City is not a Southern res-
ort. There are no palms growing
along the board walk. The breezes
that blow from the Atlantic are the
mighty chilly ones, late February
days. Yet Atlantic City is doing busi-
ness and making money.
Why?Because Atlantic City goes after the
business. It makes people believe it is
a good place to visit in winter as
well as in summer. It provides at-
tractions and then it lets people know
that it has them through adver-
tising.Saratoga has more outdoor winter
opportunities in a minute than Atlan-
tic City can secure in a twelve
month. It could have as fine a tobog-
an slide as any; it could afford such
beyond compare; it has a snow-
fall sufficient to make snow-shoeing
a delight; it has a climate dry and
invigorating and it has offer hotel ac-
commodations superior to any in the
North. The American people are com-
ing to enjoy outdoor life in winter
and to realize its benefits. Saratoga
has the "goods" and the opportunity.
Atlantic City is making up for the
lack of them by enterprise, such and
such.There is a light somewhere, and a
moral. Let's find them.The announcement
made in Washington
that the Government
has decided to reject
all bids for digging
the Panama Canal and to do the work
under its own direction and control
makes another step in the great un-
derstanding and one that the future
promises to demonstrate as most for-
tunate in many ways. The plan of
having sections of the work done by
private contractor firms under super-
vised bids has been given serious con-
sideration to the point of accepting
bids, therefore, but happily this idea
has been abandoned and the Govern-
ment is to continue the task under
its own engineers and direct super-
vision.This determination seems eminently
wise both from a practical and a first
place standpoint. In the first place
the contract system would have
subjected the work to the danger of
unimpeachable "graft" such as has
been so many times. Contractors have
long since come to view Government
jobs as their special prey and not
the public good. The specifications or
the specifications or the specifications
have been drawn out and varied more
in the end and they were over anti-
cipated. It stands to reason that no
contractor or combination of contrac-
tors would agree on such an under-
standing without making sure that
the profits would be ample and the
opportunities utilized to their ut-
most. And why may not the Govern-
ment take the profit and keep it in
its own hands? It is the first of con-
struction?There is another view in which
this change in plans seems most wise.
The action of the President in ap-
pointing a regular army engineer to
superintend the work of what was
formerly supposed to be the public ap-
proval and for financial reasons. It is
the digging of the canal on horse-
power rather than a purely military con-
sideration. Army engineers give of the
best endeavor to whatever they are
assigned to do, not for the purpose of
a financial reward, for that can be
greater than their stipulated salaries;
but because they are public servants
who are imbued with the honorable
spirit of their calling as few other
branches of the federal service are im-
bued, and they work largely for the
reputation to be achieved and the
honor they may bring to the good
name of the army.And there are plenty of army engi-
neers sufficiently capable and ad-
vancedly trained in the school of actualexperience, to assume such duties
with every assurance of success.
Many of them have long been in
charge of great government contracts
and are no novices. They are
recognized as experts of rare ability
in their special lines. Upon any
and all of these the Government may
call for counsel and active participa-
tion and it will be given with an en-
thusiasm and loyalty that no money
can purchase outside of army ranks.
Such men have been trained at West
Point in a school as thorough and
excellent as any in the land and from
it they have gone to a field of actual ex-
perience where works of great mag-
nitude have been under their direct
supervision; but even and always they
have remembered that they were
army officers first and answerable to
the traditions and honor of that ser-
vice.Under such auspices the canal may
be constructed without the least op-
portunity of graft and such direction
will command more of public support
and confidence than if done under the
private contract system. The Pan-
ama Canal is a national undertaking
and it may well be completed under
such a direct national institution as
the United States Army.News of
Schenectady.This paper on page 10 by Ralph
Schuyler at A. L. Parker's New York
City at \$100 p. m.
(By Special Correspondent.)

PERSONAL.

Miss Louisa Sample is confined to
her home at the Marshall House, suf-
fering from attack of the grip.
Miss Grace Blanchard was in At-
lantic City on the 22nd inst.T. W. Murray of New York City has
been a recent brief visitor in Schen-
ectady as the guest of friends.
Mr. and Mrs. Edward Bridgford
of Schenectady were visitors in this
village yesterday as the guests of
Mrs. Bridgford's parents, Mr. and
Mrs. James J. Cavanaugh, on Bur-
dett street.William N. Holmes of Schenectady
transacted business in Schenectady
on Wednesday.
C. E. Tanner of Chesterport, N. Y.,
was in Schenectady on Wednesday.
J. H. Rowe of Centre Hall, Pa., was
a village visitor in town for several
days past.John Lowber is entertaining at
his home in the South End his daugh-
ter, Miss Rebecca Lowber, of New
York.
Lewis Hammond, who recently re-
covered from an attack of the grip
and threatened pneumonia, has sur-
vived a relapse and is now quite well
and out of his North Broadway resi-
dence.Mrs. Oscar Naylor is recovering
from an attack of the grip, which has
confined her to her home for the past
week.
Mr. and Mrs. Abram Wadsworth
returned yesterday at their Pearl
street residence from a visit to New
York City. Mr. Wadsworth is a mem-
ber of the Schenectady Y. M. C. A.
and is a member of the Schenectady
Y. M. C. A. and is a member of the
Schenectady Y. M. C. A.Mrs. Henry P. Tooley visited her
son, Miss M. Clements, in Cove-
nantee, N. Y., on Wednesday.
Miss M. Clements, of Sandy Hill,
visited her father, Mr. Tooley, on Wed-
nesday. She is a daughter of Mr. Tooley
and is a daughter of Mr. Tooley.
Miss Margaret Chaffin, of Gien-
sen, N. Y., visited her father, Mr. Chaffin,
on Wednesday. She is a daughter of
Mr. Chaffin and is a daughter of Mr.
Chaffin.J. C. Brown, of Albany, has been
a recent brief visitor in Schenectady
on business.
Dr. Frank H. Stanley has returned
from a short visit in Westfield, with
his family. He attended the State
convention of the Republican Club of
Albany in his absence.
George Wheeler, of Westfield, tax col-
lector of the town of Saratoga, was in
Saratoga on Wednesday transacting busi-
ness.Dr. Thomas B. Condit is confined to
his room at the Marshall House, North
Broadway, suffering from an attack of
the grip.The Murray & Mackey Theatrical
Company will appear at Lincoln Oyster
House, Troy, on the afternoon and
evening of March 1. They have with
them Charles Hammond, the hoop
roller and expert of Schenectady,
and George H. Hammond, the hoop
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Best For Your Money

A subject every housekeeper is interested in—getting the most and best
for the money—no matter what it is.

CARPETS

Or anything in the Dry Goods line—you want the best quality at the fairest
prices. For over a quarter of a century the members of this firm have
sold Carpets to the citizens of Saratoga County—more Carpets and better
Carpets than any other firm.There must be a reason for it. Ask anyone that has a carpet bought of
us. Did it wear well? Was it as represented? It gave entire satisfaction
or we made it right if we knew it.

YOU MUST HAVE CONFIDENCE

in some one when buying carpets, for you don't buy them often enough to
become experts. We buy what long experience tells us will most likely give
good satisfaction and we advise our customers accordingly. Once a carpet
customer at our store always a carpet customer.

TRY US.

GRAND EXHIBIT BEAUTIFUL ROOM SIZE RUGS.

453 454 B'WAY
GRANT
AND COMPANY.schmidt, et al.; order for appoint-
ment of guardian ad litem. William
T. Moore, attorney for petitioner.
Mary S. Young, a stockholder, et al.,
agst. The Equitable Life Assurance
Society of the United States and
others; stipulation and order of the
continuance. Edgar T. Brackett,
plaintiff's attorney.

NORRIS GALWAY.

Feb. 22—Yesterday one of the
worst wind storms of the season
struck this section and it drifted the
two or three inches of snow. The
all of the roads had to be shoveled
out. The thermometer dropped to
below zero this morning.
George Davis is still on the sick list.

Mahogany Sideboards and

Tables, China Closets, Chairs,

All made to match. Prices in the reach of
everybody. It costs nothing to look

— AT —

W.J. DeWOLFE'S

504 BROADWAY 505

Both Phones.

J. H. CALLAHAN,

CASH GROCER,

46 W. Van Dam St.

Both Phones

For Sale

A number of New and

Second Hand

WASH BOWLS AND

CLOSET COMBINATIONS

At prices that will

prove attractive to the

careful buyer.

WM. F. TARRANT

12 Maple Ave.

Last Days of Our

INVENTORY

SHOE SALE.

Don't let the sale go by

without visiting our store.

We can show you where you

can save from Fifty Cents to

One Dollar on your purchase.

We have bargains for every

member of the family, from

baby to grandpa.

John W. Lyman,

414 Broadway, Saratoga.

Advertising Brings Success

Robson & Adee.

Half Price Sale of Stationery.