

SEE WHAT YOU BUY

DO NOT TAKE THE CATALOGUE STATEMENT FOR IT.

CASE OF A MAIL-ORDER BUGGY

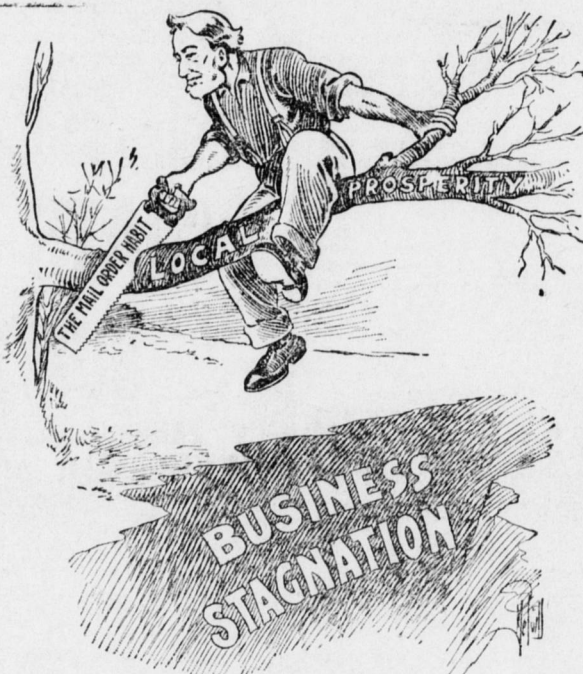
The Purchaser Was Ashamed to Use it and Sold It to His Hired Man—It Pays to Buy at Home.

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The East End of London is an example of what the city does for humanity in creating poverty, misery, disease, drunkenness and crime. Jefferson was right when he said: "Great cities are great sores upon the body politic." Is it any wonder that lovers of their kind are horror-stricken at the grinding of these gigantic mills whose grist is the bodies and souls of men?

But there is another movement connected with this current setting cityward which, like it, is full of grave menace to the welfare of humanity. This is the dry rot now invading thousands of villages and towns. It is not lack of capital or business energy in the towns, or discrimination in freights or exhaustion of the soil in the surrounding country that is bringing about this change, but a new and dangerous form of competition, and the caprices of those who buy. Go into these towns and you will find them at a standstill or going backward. Inquire of their business men or commercial travelers and you will learn that business is not as good as formerly and that the prospect is for a continued shrinkage in trade. An observant commercial traveler said to the writer: "I believe the day of the village and town is over. The big fish are everywhere eating up the little fish. A few small lines of business that cannot be done by mail, such as

know that he could have bought as cheaply and selected much more satisfactorily at home. On a rural route with which I am familiar and over which most of the incoming letters are from mail order houses and the outgoing ones carry back money orders, lives a friend or mine who bought a watch from the catalogue at what he considered a rare bargain. The watch came, to be sure, but it did not go, that is at the right speed, and, although money enough was spent on it to bring the price up to a good figure, it was no better as a timekeeper than that famous watch of Capt. Cuttle's. Another friend bought a buggy at \$34 and was elated over his purchase until it came and he saw that the top was a very ordinary article of oil cloth, instead of leather, and he was so ashamed of it that he sold it at a loss to his hired man and bought a better one in a neighboring town. A lady and her two daughters bought shoes from the catalogue and when asked why they had trouble with their feet said it was because of ill-fitting shoes. But such instances of the bad effects of buying "sight unseen" are daily occurring all over the country. It is only natural and inevitable that such things should happen.

Let us see what will be the effect of this formidable diversion of trade, if carried to its logical conclusion. Nearly all the business houses of the smaller towns will become bankrupt, the value of town property will decline, churches and schools will receive a feeble support and the towns, instead of being centers of business and social activity, will almost cease to exist. The country in general will become like many portions of the south where the large plantations, by getting their supplies in the cities, have kept the neighboring towns down to the cross-roads type—dreary, unpainted little places of a half dozen ramshackle houses. The evil effects of this loss of trade and destruction of the value of town property will re-



The mail-order habit will cut the limb of local prosperity from the tree of national life and drop you and your community into the bottomless pit of business stagnation. Are you wielding the saw that means certain disaster to you and your community?

barbering, blacksmithing or the serving of soft drinks and ice cream may survive, but such lines of trade cannot sustain a decent town." The cause of this widespread loss of business is the aggressive and destructive competition of the catalogue houses in the big cities. It has been possible for 40 years or more to buy of some houses in the cities, if one felt that the merchants of his town were exacting too much profit, but this effort of the mail order houses to cut the retailer altogether is a new thing, the growth of the past few years. Starting with a few lines of trade, this form of competition has come to cover almost everything that can be sold in a country town and it is even asserted that a savings bank department is to be added by one of the catalogue houses.

The claim that the mail order houses of Chicago are doing an annual business of over \$200,000,000 may seem large, but one house alone has sold goods to the amount of \$29,000,000 in the past six months and is now incubating a new plan to increase its enormous business by selling shares of stock to thousands of people in the hope of making them regular customers.

The skillfully worded advertisement and the big catalogue, with its pictures of articles in a hundred lines of trade, are very alluring to buyers, most of whom are not familiar with prices and qualities. Some of the articles below the usual prices are of an inferior quality, while the average price is usually fully up to what would be paid to the home dealer. As was shown last winter in a speech in congress, articles for the mail order trade are often misbranded at the request of the mail order people with deliberate intent to deceive. One of the instances given by this congressman was of some thousands of finger rings stamped "fourteen carats" when they were in reality only ten.

The buyer who orders from his catalogue, or from an advertisement, does not see the articles till they come and is often disappointed in the quality of the most of them, but there is no redress as there would be if he bought at home. He does not like to own that he is disappointed, so he makes the best of it and tries to persuade himself that he has saved money. In many instances he is not well enough informed in values to

act upon the value of farm property by cutting off the home market. They will add to the taxes on lands by reducing taxable values in the towns. Surely it is not to the interest of anybody, except the bloated corporations carrying on the mail order business, to see the towns and villages fall into decay. A live town is not only of value to the lands surrounding it, but its well stocked business houses are a convenience and a benefit to the buyer. Even if money could, in the long run, be saved by ordering everything from the city, the inconvenience and uncertainty of it would always make such shopping unsatisfactory. Ordering from a catalogue is a leap in the dark, except in the case of a few articles whose color, shape and quality are always the same.

To the man who can soberly look on both sides of the question and who can put himself in the place of "the other fellow" the query will come: Is it best from mere whim, or even for a certainty of saving from one to half a dozen dollars in a year to turn my back on the old, convenient ways of doing business, and to do my part toward ruining the business of my old acquaintances and friends, and of destroying the value of property in the town where my friends live?
F. B. MILLER.

Didn't Suit Him.

People who patronize the cars running out to Forest Hills are familiar with Conductor Crowley, the man who wears six service stripes on his sleeve, says a writer in the Boston Herald.

On the afternoon of election day in November one of his passengers was an old man who had been imbibing enough to make him go to sleep in the corner of the car.

Just before it reached Dudley street the conductor announced with his usual rich roll of the r, "Cl-r-cult and Guild."

"Yer a Har! It's John B. Moran!" shouted the sleepy one, waking up suddenly.

New Metric Chart.

A new metric chart representing geographically measures of the international metric system of weights and measures has been prepared by the bureau of standards of the department of commerce and labor, and will be furnished free to any school teaching the system.

HAS NO LIMIT

Fund Raised to Prosecute Frisco's Grafters.

FEW WILL ESCAPE.

Every Branch of City Government to be Probed—Attempt to Rescue Ruff Would be Fatal to Him.

San Francisco, Cal.—Rudolph Spreckels, financial sponsor of the investigation of municipal corruption now in progress, told the press Friday that he would guarantee the expenses of the inquisition to any amount.

"Contributions from citizens to the fund of \$100,000 guaranteed by me before the commencement of the bribery graft investigation are coming in steadily," said Spreckels. "They are in amounts ranging from \$20 to \$1,000.

"In the event that the total subscriptions fall short of the \$100,000 guarantee I will make the deficit good, and if it costs more than \$100,000 to complete this prosecution that will make no difference. Those engaged in its furtherance will never be hampered by lack of funds, no matter what the bill may be.

"The work of investigating will not be suspended until every bit of rottenness has been fully exposed. We fully expect to land behind the bars of the penitentiary every giver of bribes, and the 'higher up' the offender, the more vigorous will be his pursuit.

"We do not, however, expect to send every bribe taker to prison. Some of the men who sold themselves to the corporations should be granted immunity for their testimony, which is worth a great deal more to us as to the guilt of high corporation officials than their own incarceration would be. "Every department of the city government will be thoroughly examined into before the investigation is completed, the police department along with the rest. No one will be neglected; no set of officials will be overlooked."

Since the arrest of Abraham Ruff a month ago rumors have been rife that an attempt would be made to rescue him by force from Elisor Biggy, either during a session of court or while Ruff was going to court.

An officer prominent in the bribery investigation said Friday: "Every man openly identified with the prosecution of the bribery charges is armed and some of the more prominent are employing bodyguards."

TOWN SWEEP BY FIRE.

Ten Stores and 22 Dwellings Destroyed at Newberry, S. C.—Loss \$500,000.

Laurens, S. C.—Driven by a stiff wind, fire on Friday swept both the business and residential sections of Newberry, a town of 8,000 population 30 miles southeast of here, and caused a loss that may reach \$200,000. Twenty-two dwellings, two churches and ten stores in the heart of the town are in ruins.

The conflagration started in the rear of the Newberry hotel. A gale was blowing and the flames spread with great rapidity. Appeals for assistance were telegraphed to Columbia and to this city, but engines could not be sent into Newberry on account of the destruction of the railroad tracks. The Newberry fire department exerted every effort to check the flames, but the fire was beyond control. Two hours after the fire broke out the entire city water supply was exhausted and the town was left practically at the mercy of the flames.

BUSINESS BULLETIN.

Easter Retail Trade Surpasses Expectations—Iron and Steel Industry in Fine Shape.

New York.—R. G. Dun & Co.'s Weekly Review of Trade says:

Easter retail trade surpasses expectations, favorable weather bringing out a very large volume of business during the last week, while activity was not confined to specialties, but extended to all reasonable lines of staple merchandise. Wholesale and jobbing houses received many supplementary orders, especially for dry goods and millinery, and further improvement in collections was reported.

Announcement by some railroads that retrenchment must curtail plans for extensions has had no perceptible influence on the iron and steel industry, owing to the scarcity of stocks in all positions.

Prices were held within reason during the season of greatest pressure when big premiums might have been charged, and the conservatism of the leading interests is now bearing fruit.

Four Boys Killed.

Buffalo, N. Y.—Four boys were run down and killed by a light engine on the Pennsylvania railroad tracks at Indian Church road, near the eastern city line last night. They were returning from a hunting trip.

Passed a State Primary Bill. Lincoln, Neb.—The senate on Friday passed a state-wide direct primary bill with amendments which the house concurred in. The bill does away with state, county and city nominating conventions.

A CRISIS AT HAND.

FORTY-FIVE THOUSAND TRAINMEN ON WESTERN ROADS READY TO STRIKE.

DETERMINED TO ENFORCE DEMAND FOR MORE WAGES AND SHORTER WORKDAY.

Chicago, Ill.—The 45,000 trainmen of the western railroads seemed nearer a strike last night than at any time since the negotiations were begun two months ago for an increase of 12 per cent. in wages and a workday of 9 hours. The conference Wednesday between the representatives of the men and the railroad officials lasted for hours, but was a failure in bringing about a solution of the trouble. The railroads offered the men increases of 7 per cent. to passenger conductors and 10 per cent. to brakemen, firemen, baggagemen and allied workers. When the railroad officers declared their offer was the best that could be made the conference came to an end, as the men by a referendum vote had decided not to accept anything less than their original demands.

Immediately after the joint conference broke up the representatives of the trainmen met to consider the advisability of calling a strike in order to bring the railroads to terms. Just what decision was reached is not known, as the union men declined to discuss what had taken place at the meeting.

They were a unit, however, in declaring that a peaceable settlement of the controversy could be reached only by the general managers offering concessions. Another meeting of the union men has been scheduled for today and the outlook is that a strike will be called within the next 48 hours unless the railroads request another conference.

P. H. Morrissey, chief of the Trainmen's organization, said: "We have been instructed by the men we represent to call a strike, unless the offer of the roads was satisfactory to us. The vote by which this attitude was reached carried the strike proposition by a tremendous majority. We are not satisfied and the men are not satisfied. We are not going to ask for any more conferences with the general managers. It is up to them to prevent the men quitting work and the only way they can do this is to accede to our demands."

A. B. Garretson, chief of the conductors, also declared that no further conferences would be held with the general managers.

EX-JUSTICE O'BRIEN RESIGNS.

He Refuses to Serve on the Thaw Lunacy Commission—His Successor is Appointed.

New York.—After the jury which has been trying Harry K. Thaw was excused Wednesday until next Monday, and the members of the lunacy commission named Tuesday by Justice Fitzgerald to inquire into Thaw's present state of mind had been sworn in, there came the sudden announcement late in the afternoon that ex-Supreme Court Justice Morgan J. O'Brien, the chairman of the commission, had resigned. In a letter to Justice Fitzgerald, Judge O'Brien stated that upon reflection he was forced, because of the condition of his health and professional engagements previously entered into, to decline to serve as a member of the commission.

Justice Fitzgerald immediately appointed David McClure, a well known attorney of this city and a member of ex-Police Commissioner McAdoo's advisory committee of citizens, to fill the vacancy. Mr. McClure met the other members of the commission in the afternoon and was selected as chairman. Later he announced that the first session of the commission will be held this afternoon at 2 o'clock in the court room where the trial has been in progress. The commission's inquiry in general will be an open one.

ONE KILLED; TEN INJURED.

Explosion in a Fireworks Factory was Very Disastrous.

New York.—A spark caused by a blow from a hammer ignited a quantity of set pieces in the finishing room of the Consolidated Fireworks Co. at Graniteville, S. I., Wednesday and in the explosion that followed one man was torn to pieces, a boy and two girls were probably fatally injured and seven other persons were burned.

Henry Paul, a boy, was nailing the wooden bottom on a "geyser" piece when a spark from his hammer started a fire that almost instantly filled the room with shooting stars and blazing magnesia balls. There was a rush for the door and six of the employees had reached the outside when a terrific explosion rent the building and enveloped it in flames.

Arnold Ruff, aged 30 years, was killed instantly. His head was torn from the body. Paul was burned from head to foot, as were Helen Decker, aged 17 years, and Margaret Koski, 19 years old. These three, it is thought, cannot recover. Hazel Decker, twin sister of Helen, was the most seriously burned of the others.

Died from a Broken Heart.

Pittsburg, Pa.—John Brislin, 73 years old, blind and well known inventor, died here Wednesday from a broken heart alleged to have been brought on by reverses sustained by litigation brought by him to control his patents.

Offers Rewards Aggregating \$5,500. Philadelphia, Pa.—The Pennsylvania Railroad Co. has offered rewards aggregating \$5,500 for the arrest and conviction of the person or persons involved in the wrecking of its trains near Pittsburg.

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Balcom & Lloyd.

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LaBAR'S

We carry in stock the largest line of Carpets, Linoleums and Mattings of all kinds ever brought to this town. Also a big line of samples.

A very large line of Lace Curtains that cannot be matched anywhere for the price.

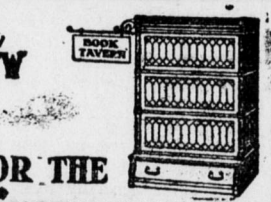
Art Squares and Rugs of all sizes and kind, from the cheapest to the best.

Dining Chairs, Rockers and High Chairs.

A large and elegant line of Tufted and

Drop-head Couches. Beauties and at bargain prices.

\$30 Bedroom Suits, solid oak at..... \$25
\$28 Bedroom Suits, solid oak at..... \$21
\$25 Bed room Suits, solid oak at..... \$20



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GEO. J. LaBAR,
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\$40 Sideboard, quartered oak..... \$30
\$32 Sideboard, quartered oak..... \$25
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The finest line of Sewing Machines on the market, the "DOMESTIC" and "ELDRIDGE." All drop-heads and warranted.

A fine line of Dishes, common grade and China, in sets and by the piece.

As I keep a full line of everything that goes to make up a good Furniture store, it is useless to enumerate them all.

Please call and see for yourself that I am telling you the truth, and if you don't buy, there is no harm done, as it is no trouble to show goods.

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