

## TWO BIG QUESTIONS

THE "MORAL OBLIGATION" AND "DOES IT PAY?"

SHOULD BE CONSIDERED

An Honest Answer to These Will Keep the Trade with the Home Merchant Every Time.

(Copyrighted, 1906, by Alfred C. Clark.)

When the thrifty person or his wife sits down for the first time—or any time—with the mail order catalogue and its temptations, there are two, and only two, points to be taken into consideration.

One of these is moral obligation, and the chances are that that will be dismissed as sentimental nonsense.

The other is—Will it pay? and to that the thrifty person will be inclined to interpret an answer from the prices quoted in black-faced figures in the catalogue.

Neither of these questions should be lightly dismissed. Moral obligation is not sentimental nonsense, and black-faced figures sometimes lie.

The duty a man owes to his own community and his obligation to trade at home are so often reiterated in the country press that, possibly like some of the preaching, it has a tendency to harden the hearts of the sinners. What has your neighboring town

household, and that among the duties to his family and to the heirs of his estate is that of practicing judicious economy—buying where he can buy the cheapest and to the best advantage. And this brings us to the second point in the argument—the paramount question in this commercial age—"Will it pay?"

By most people an affirmative answer to that question is accepted as the call of duty. As a matter of fact, "Will it pay?" is a good test to apply to any project or proposition. There are commercial, as well as political, demagogues, and the man who is appealed to on the score of patriotism or profit, duty or dollars, can scarcely do better than to sit down by himself and submit that question—"Will it pay?"—to his own best judgment. Provided always, that he goes to the very bottom of it.

What are the relative advantages of buying at the local store and ordering from a catalogue house? Advantages, understand, that figure in the question, "Will it pay?" Don't get away from that question. It certainly is very comfortable to sit down by your own fireside and select a dress pattern or a sulky plow from a printed description and a picture of the article; much more comfortable, in fact, than hitching up and driving to town on a raw day.

A consideration more important, perhaps, is that the printed price in the catalogue seems, in some cases at least, to be lower than the price quoted at the local store. Isn't that conclusive? Let's see. The catalogue describes the goods and quotes a

## INSPECTORS

In Postal Service Locate Plant for Printing

## LOTTERY TICKETS.

Two Arrests are Made and a Number of Plates are Seized at New Cumberland, W. Va.

Pittsburg, Pa.—Postoffice Inspectors Williams, Lucas and Craighead have unearthed, it is said, the printing establishment where lottery tickets have been turned out by the wholesale for distribution throughout New York, Pennsylvania, Ohio and West Virginia.

Following the arrest of Samuel Conkle at Chester, W. Va., recently for using the mails to defraud, the inspectors concentrated their efforts in West Virginia in an endeavor to locate the printing establishment. Wednesday night, it is said, they were rewarded by discovering the place at New Cumberland, W. Va.

The inspectors learned at the express office at New Cumberland that a certain printing house had shipped, it is alleged, numerous packages to Conkle, and when the son of the man owning the printing house was called on to make an affidavit that none of the printing had been done there, he refused to do so. However, the young man is said to have given information which led to finding a number of cuts and two plates for printing tinted paper.

Among the cuts was one of the Ultra Rio Grande Lottery Co., of concern of which the inspectors had heard nothing before. The cut was for circulars advertising a drawing of \$50,000 by the company. In addition to the arrest of Conkle, two other men have been taken into custody here. According to the United States authorities numerous other arrests will be made in connection with the case.

### McCLELLAN IN BRONZE.

Statue of the First Commander of the Army of the Potomac is Unveiled at Washington.

Washington, D. C.—With appropriate civic and military ceremonies and in the presence of a distinguished audience, the heroic equestrian statue in bronze of Maj. Gen. George B. McClellan, erected under the auspices of the Army of the Potomac, was unveiled here Thursday. President Roosevelt made the principal speech and with Gen. Frederick D. Grant on his right and Gov. Stokes, of New Jersey, on his left, witnessed an imposing military parade of regulars and militia.

Mrs. McClellan, the general's widow, Mayor McClellan, of New York, son of the general, and Dr. George McClellan, of New Jersey, S. nephew, who pulled the string releasing the flags in which the statue was enveloped, occupied seats on the president's stand.

Brig. Gen. Henry C. Dwight, president of the Society of the Army of the Potomac, presided.

Gen. Horatio C. King, secretary of the Society of the Army of the Potomac, read a history of the statue which is by Frederick MacMonnies the American sculptor residing in Paris. The statue commands an imposing position at the intersection of Connecticut avenue and Columbia road in the northwestern section of the city. The equestrian group is cast in standard bronze and is 14 feet in height.

### IS VEXED BY OHIO METHODS.

District Attorney Jerome Has a Grievance Against the Buckeye State.

New York.—Counsel for the defendant arranged with the district attorney's office Thursday for the appearance next Monday of Charles S. Fairchild, former secretary of the treasury, who in December last was indicted on six counts charging forgery in the third degree. The case grew out of what came to be known as the "Prussian bond transaction" of the New York Life Insurance Co.

District Attorney Jerome on Thursday continued his investigation into the recent election for directors of the New York Life Co. and which has resulted in the arrest of G. R. Scroggum.

Last night Mr. Jerome gave out a statement in which he declares that he is perfectly satisfied with the work of his assistants which resulted in the arrest of Scroggum, and that he assumes all responsibility for what has been done. Concerning the form of Scroggum's arrest, the district attorney states that because of earlier experience with the state of Ohio in the case of William H. Hahn, he will never again take any chances on the return of a fugitive from justice from that state so long as there is evidence to hold him in this country.

Senate Refuses to Remove Kelsey. Albany, N. Y.—The state senate Thursday night after a heated debate refused to remove Otto Kelsey, superintendent of insurance, from office, as recommended by Gov. Hughes. The vote stood 24 for removal to 27 against.

Mrs. De Massy is Convicted. New York.—"Baroness" Anisla Louise De Massy, the pattern designer, tried for the killing of Gustav Simon, a shirtwaist manufacturer, was last night convicted of manslaughter in the first degree.

CHARLES BRADSHAW.

## 'AMONG THE GANG'

QUARRY OWNERS WERE ASKED TO DIVIDE OVERCHARGES FOR MATERIAL

USED IN BUILDING PENNSYLVANIA'S CAPITOL—THE GRAFT INQUIRY.

Harrisburg, Pa.—The most interesting witness Wednesday before the commission which is investigating charges of extravagance in the furnishing of the Pennsylvania state capitol, John H. Sanderson, contractor, of Williamsport, Pa., who was called to tell about a deal that Joseph M. Huston, architect of the capitol, John H. Sanderson, contractor for the furnishings, and others had attempted to make with her for serpentine marble from a quarry left her by her husband. The marble was to have been used in the capitol.

"They offered to allow me," said Mrs. Anthony "fifty per cent. of the proceeds from a new company they desired to organize, but I was given to understand that 40 per cent. of that amount must be divided among their friends. That would have left me only 10 per cent. for the marble, so I decided it would be better to give it away and declined to negotiate with them further. The other 50 per cent, they told me, would be used for operating expenses at the quarry."

Jacob Sherk testified that the same parties had called on him to negotiate a deal for the marble in his quarry. Sherk declared that they desired him to charge the state \$15 a cubic foot for the marble, instead of from \$5 to 8, the price he thought would bring him a fair profit. It had been explained to him, he declared, that the difference was to be divided "among the gang."

### USED DYNAMITE.

Man on Trial for Wrecking a Church Makes a Confession in Court.

Wilkesbarre, Pa.—There was a sensation in the criminal court late Wednesday when Stephen Savage confessed on the witness stand that he was one of the men who wrecked the Welsh Congregational church at Edwardsville, near here, two years ago, by dynamite.

Savage and Joseph Chunowsky were arrested some time ago, charged with the crime. According to Savage's confession he and Chunowsky met in a saloon in Edwardsville where they were told by two men that if they destroyed the church they would receive \$125, which money, it was alleged, was to be paid by certain saloonkeepers who had been refused liquor licenses by the court.

In order to get the money Savage claimed that he and Chunowsky went to the church with several sticks of dynamite and placed them under the front part of the building. Savage said he was too drunk to get over a fence nearby, but that Chunowsky did so and lighted the fuse.

In his testimony Chunowsky denied most emphatically the statement made by Savage. He claimed that he knew nothing about the explosion until some time after it had occurred.

### A MINE DISASTER.

Seven People Are Dead as the Result of an Explosion at Scarboro, W. Va.

Charleston, W. Va.—Three men were killed, four were severely burned and four others are entombed and probably dead as a result of a mine disaster at the Whipple mines at Scarboro, in the Leap Creek district, Wednesday afternoon.

Many of those who escaped were slightly and some seriously injured, but all will recover. Isaac Pelter, the mine boss, was left in the mine. He was closing up the air courses in an effort to force fresh air to those remaining in the mine. He expected to follow his men out, but up to a late hour nothing further had been heard of him.

The Whipple mine is located within two miles of the Stuart mine, which exploded on January 29, killing 80 men. Both mines are owned by the White Oak Fuel Co. The mine is one of the best equipped in this field.

The cage and shaft was damaged, but was in operation at 9 o'clock last night. The cause of the explosion is not known, but probably was the result of firing a heavy shot at the face of the works.

### A Frightful Record.

Washington, D. C.—The accident bulletin issued Wednesday by the interstate commerce commission for the three months ending December 31, 1906, shows that during that quarter the total number of casualties to railroad passengers and to railroad employes while on duty was 20,944, an increase of 1,094 over those reported during the preceding three months. The number of passengers and employes killed in train accidents was 474, an increase of 207 over the number in the last quarter. The number of passengers killed in train accidents in this quarter, 180, is the largest on record except for the quarter ending September 30, 1904.

Fifty People Injured in a Fire Panic. Chicago, Ill.—More than 100 persons were panned in a burning building Wednesday at 255 Wabash avenue and narrowly escaped with their lives. Fully half of these persons were injured in the panic to escape, but none is expected to die.

Pittsburg Machinists Strike. Pittsburg, Pa.—The strike of the machinists went into effect Wednesday and over 1,000 men quit work. All the shops in the Pittsburg district except the Westinghouse Machine Co. are affected.

# Balcom & Lloyd.

WE have the best stocked general store in the county and if you are looking for reliable goods at reasonable prices, we are ready to serve you with the best to be found. Our reputation for trustworthy goods and fair dealing is too well known to sell any but high grade goods.

Our stock of Queensware and Chinaware is selected with great care and we have some of the most handsome dishes ever shown in this section, both in imported and domestic makes. We invite you to visit us and look our goods over.

# Balcom & Lloyd.

LOOK ELSEWHERE BUT DON'T FORGET THESE PRICES AND FACTS AT

# 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

\$40 Sideboard, quartered oak..... \$30  
\$32 Sideboard, quartered oak..... \$25  
\$22 Sideboard, quartered oak..... \$16

A large line of Dressers from \$8 up. Chiffoniers of all kinds and all prices.

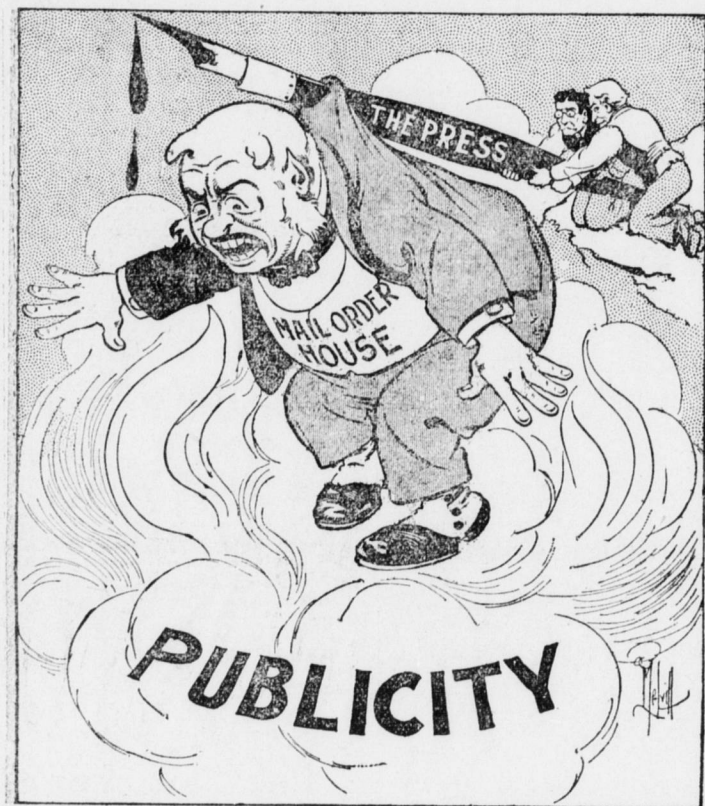
The finest line of Sewing Machines on the market, the "DOMESTIC" and "ELDRIDGE." All drop-heads and warranted. A fine line of Dishes, common grade and China, in sets and by the piece.

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.

# GEO. J. LaBAR.

UNDERTAKING.



The fire of publicity is the medium the mail-order houses are using to destroy this community. It is up to you, Mr. Merchant, to fight the devil with fire. By the aid of the local press you can hold him over the scorching flames, and put a stop to his devastating competition so far as this community is concerned. Will you not assist in the good fight?

given you, Mr. Farmer? A market for your produce. What has made 25 to 50 per cent. of the present value of your farm? The accessibility of a market. You know what your grandfather did on that same farm? Drove his hogs and hauled his grain 30, 50, maybe 75 miles to the nearest market town, and received prices for them that would make you howl about the trusts. And he hauled back the family supplies for which he paid what you would consider monopolistic prices. Do you happen to know what the old farm was worth then? Well, it lacked a good deal of being \$75 or \$100 an acre.

Yes, the home town, with its handy market, has advanced the value of your property and made you worth several thousand dollars more than your grandfather was worth. The home town affords schooling for your children, and perhaps social and church privileges which your family would not otherwise enjoy. The rural mail routes and telephone systems, radiating from the home town, as spokes from a hub, bring to your home the greatest conveniences of modern times.

Have you ever noticed that the first thing the settlers of a newly-opened reservation do is to send for a wagon load of mail order catalogues? Well, I haven't. They lay out a town site every six or eight miles, start two or three general stores, build a school house, a church, a blacksmith shop, a grain elevator, petition the department for a post office, and start a newspaper. They know, from former experience that, with these things close by, life will be endurable, whatever hardships may come. They know, also, that without them they must live lives of isolation and endure an existence that is contrary to all natural human instincts.

On the other hand, it goes without saying, that the average country town cannot exist without the support of its tributary territory. Then, if that town affords the advantages for the rural citizen that have been enumerated, there exists what we may call an interdependence and a moral obligation between the two. Are you, Mr. Thrifty Farmer, living up to that obligation when you do your trading with the mail order house?

To this line of argument the farmer may answer that his greatest obligation, his first duty, is to his immediate

price; maybe it gives a picture of the article also, but you don't see the goods. The local merchant shows you the goods; you may examine them critically; he may allow you to test them or to call in an expert to advise you. Is it fair to conclude that the catalogue article is the cheaper just because the price is lower?

An element that must enter into the comparison of goods and prices is, that in any attempt to fool the customer, the local merchant is decidedly at a disadvantage. He must show the goods, not merely describe them. His business depends wholly upon the limited trading area of his town and his ability to inspire confidence within that circle. He cannot afford to make a practice of misrepresenting his goods.

The mail order house is not so tied down to the maxim that "Honesty is the best policy." It has no neighbors, no fellow citizens, no mutual interests with its patrons. Its trade area is wide and always shifting. Naturally these conditions do not demand extraordinary vigilance in supplying honest-made goods. And where vigilance is not a needed employe in the business he is generally taken off the pay roll, which makes a saving in expense, as well as in the cost of the goods. If lower prices are quoted by the catalogue house, may not this account for it?

"Will it pay?" Is it a matter of economy to buy inferior and damaged goods when the same money, or even a little more, will pay for goods of the best quality? Which course does a man's first duty to his own household dictate?

But to get at the bottom of that question, we must consider the far-reaching general effect of mail order trading. If single catalogue houses are to be capitalized at \$10,000,000, they must be reckoned with along with Standard Oil, the beef trust and railroad mergers. If they are allowed to suck the blood from our country towns, your grandchildren will find conditions much the same as those of your grandfather's time. Their markets will be 30, 50 or 75 miles away. The towns and villages will be deserted, and the "hubs" will be too distant to send the radiating spokes of rural mail, telephone lines and other modern conveniences far into the country.