

**AROUND THE CIRCLE**

HOW THE PRACTICE OF HOME TRADE HELPS EVERYBODY.

**THE RESULT OF ADVERTISING**

An Increased Use of Printers' Ink in the Local Paper Brought Prosperity to the Entire Community.

"You'll have to stay over Sunday, Mary, so I can have a chance for a visit with you. Can't possibly get the time through the week. Business too lively."

"Things must be getting better with you, John. Last time I was here you seemed to have lots of time to spare. Said business had gone to the dogs, or rather to the mail-order houses. What made the change?"

"Well, to tell the truth, Mary, I just wakened up one day and thought I would give them fellows in the city a little of their own medicine. I got onto the fact that they were killing me by feeding the people around here on printer's ink in the way of advertising, and while I knew most of what they said was lies the people didn't know it, and I started in to show them what I could do. Not at

ing they voted me a raise in salary for the coming year. In a talk made by Brother Jones he explained that this was possible because the people were keeping their money at home rather than sending it to the catalogue houses of the cities. Brother Frank (the post-master) explained that the money order business of his office had dropped to almost nothing within the past six months. He said that less than a year ago he was handling more than \$1,000 each month in the shape of money orders, and that now the total is not one-fourth of that. I understand that they will also increase the school teacher's salary next term."

"A 12-page paper this week, I see. Anything special doing?"

"Not at all. That's to be the regular size of the Record in the future. The increase in business warrants it. The campaign of advertising being conducted by the merchants forced me to increase the size or encroach upon my reading matter columns, and so I increased. Then, too, my subscription list is growing. People who never took the paper before say they want it now if for nothing more than to keep posted on the prices the merchants are quoting. Business in the Record office is booming all around. I have had to advertise for two more job printers, and have just ordered a new printing press. By the way, is that horse you offered me some time ago still on the

**AUTO RACED**

**Down Grade and Ran Into an Electric Car.**

**ONE MAN IS KILLED,**

**Another Probably Fatally Injured and a Third Badly Hurt—Accident in 200-Mile Endurance Run.**

New York.—The 200-mile endurance automobile run under the auspices of the New York Motor club ended in the loss of one life and two other persons about three miles east of Albany last night, when one of the automobiles crashed into an electric car.

Clarence McKenzie, of New York, president of the Standard Brake Co., was killed instantly.

W. H. Mosher, a bicycle policeman, of New York City, and W. J. Swan, of New Britain, Conn., chauffeur, are in a hospital. Mosher is badly injured. Swan is said not to be so seriously injured.

The car in the accident was among the leaders in the race. The scene of the collision was at Clinton Heights, a station on the Albany and Hudson third rail electric line system.

The main road crosses the tracks at this point and there is a steep incline in the road. The automobile was going down the hill and the electric car going up a steep grade. The machine was making good time when it crashed into the car. The occupants were thrown from the automobile, McKenzie being hurled over an electric cable suspended several feet above the ground. It is believed that death was instantaneous.

Mosher sustained fractures of the skull, jaw and hip and probably internal injuries. Swan sustained severe injuries about the head and body.

Eighteen of the machines which started from New York finished before 11 o'clock last night, the first arriving shortly after 6 o'clock and the rest coming in at intervals during the night.

**A CRIMSON STORY.**

**Harry Orchard Testifies to Having Committed 18 Murders and that He Is a Bigamist.**

Boise, Idaho.—Harry Orchard crowned his admission of grave crimes Thursday when, continuing his case against William D. Haywood, he made a confession of the murder of Frank Steunenberg by an infernal machine that directly opens the way for his own conviction and execution for the offense. He swore that the assassination of Steunenberg was first suggested by Haywood, was plotted by Haywood, Moyer, Pettibone and himself, was financed by Haywood and was executed by himself, after the failure of an attempt in which Jack Simpkins had participated.

Orchard lifted the total of his own murdered victims to 18, detailed the circumstances under which he tried to murder ex-Gov. Peabody. Judge Goddard, Judge Gabbert, Gen. Sherman Bell, Dave Moffatt and Frank Hearne. Incidentally he confessed to a plan to kidnap the child of one of his former associates. Then under cross-examination by the defense Orchard confessed guilt of the social crimes of deserting his young child and wife in Ontario, fleeing to British Columbia with Hattie Simpson, the wife of another man, and committing bigamy by marrying a third woman at Cripple Creek.

The state began its corroboration of Orchard's crimson tale by producing the lead casing of the Peabody bomb. Orchard identified it.

**WAS BLOWN OUT TO SEA.**

**A Man in an Airship Narrowly Escapes Death in the Ocean.**

Boston, Mass.—The breaking down of his motor, which allowed the airship he was navigating to be blown seaward, almost resulted in the death of Lincoln Beachy, off Revere Beach, Thursday.

Beachy had made a seven-mile journey from Revere Beach to Boston, sailing high over the city and passing over the steeple of the Park Street church and the state house dome, finally landed on Boston Common, where thousands of persons were attracted by the airship.

On the return journey to Revere Beach the motor became disabled when the aeronaut was a mile off shore, over Boston harbor, and the airship was carried some distance seaward. Beachy managed to partially repair his engine so as to get back to the vicinity of Revere Beach. When several hundred feet off shore the airship settled rapidly and it looked as if Beachy would be thrown into the water and entangled beneath his airship. Men in rowboats and launches who hastened to his assistance seized the drag rope and were able to tow him and his apparatus ashore before he struck the water.

**Dan Coughlin Is Arrested.**

Mobile, Ala.—Dan Coughlin, ex-detective and galoonkeeper in Chicago, wanted in that city for jury bribery, has been arrested here. Coughlin, who was going under the name of Davis, arrived here a few days ago from Honduras.

**Knox Announces His Candidacy.**

New York.—United States Senator Philander C. Knox, of Pennsylvania, last night announced his willingness to become a candidate for the presidency in 1908 should the republican party nominate him.

**CARS TELESCOPED.**

**COLLISION ON THE WABASH RAILROAD AT A SIDING NEAR HICKORY, PA.**

**TWO MEN KILLED AND 11 PERSONS INJURED WHEN PASSENGER RAN INTO COAL TRAIN.**

Washington, Pa.—Two men were killed and 11 injured in a wreck on the Wabash road one mile east of Hickory, near here, Friday, when the Toledo express, westbound, telescoping the smoker and a Pullman car. The flagman of the coal train, who is said to be responsible for letting the passenger train in on the siding occupied by the coal train, disappeared immediately after the crash. The dead are:

Frank Blanco and Anthony Cehlume, miners, of Avella, who were in the smoker.

A relief train was made up and the injured taken to hospitals in Pittsburgh.

The fireman and engineer of the passenger train jumped just before the crash. The former was but slightly injured, while the latter had his nose broken. The smoker that received the full force of the collision was almost filled with passengers. It was in this car the two men were killed. Mrs. A. G. Chambers, of Wilkesburg, Pa., and Mrs. Hilda Steare, of Chicora, Pa., were the only passengers injured in the Pullman car. Both were bruised and are suffering from shock. Passengers in other cars suffered from shock and slight bruises.

**BUSINESS BULLETIN.**

**Unseasonable Weather Continues to Hinder Trade, Especially in the East and South.**

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

Adverse weather has made the season another week late, both as to distribution of spring merchandise and progress of the crops. Transactions during the few days of seasonable weather thus far indicate that settled warm weather will bring out much business, but so much time has been lost that few merchants anticipate a normal volume in the aggregate, and large stocks will be carried over or sacrificed at bargain sales.

Wholesale trade in fall and winter goods is brisk, large duplicate purchases because of the cold spring having depleted stocks in the hands of retailers. Manufacturing plants operate at full capacity in more industries, cotton mills making remarkably favorable returns in view of the weather and cost of raw material. Dispatches from leading cities indicate that the business situation is much more satisfactory at points in the west than in the east or south.

Buying of steel products has increased, and the forward business in all forms of iron and steel is so large that no material change in the condition of this industry can be expected this year.

**TO CURB THE TRUSTS.**

**A Conference Is Held at the White House—Harriman Is Immune from Prosecution.**

Washington, D. C.—A notable conference on the subject of trust prosecutions was held at the White House last night. Those who participated were President Roosevelt, Secretary of State Root, Secretary of the Treasury Cortelyou, Secretary of the Interior Garfield, Secretary Taft, Attorney General Bonaparte, Inter-state Commerce Commissioners Knapp and Lane and Frank B. Kellogg, of Minnesota, special counsel for the government.

That E. H. Harriman, the railroad magnate, is immune from criminal prosecution as the result of his testimony before the inter-state commerce commission in New York recently; that the question of prosecution of bituminous coal carrying railroads should be left in the hands of the attorney general, and that prosecution of the anthracite coal roads will begin in Philadelphia probably next week, were conclusions reached at the conference.

Following the general conference Attorney General Bonaparte remained with the president to discuss the so-called harvester trust. It is thought not unlikely that the question of prosecution of that organization will be left in the attorney general's hands.

**Will Sue Army Officers for \$100,000.**

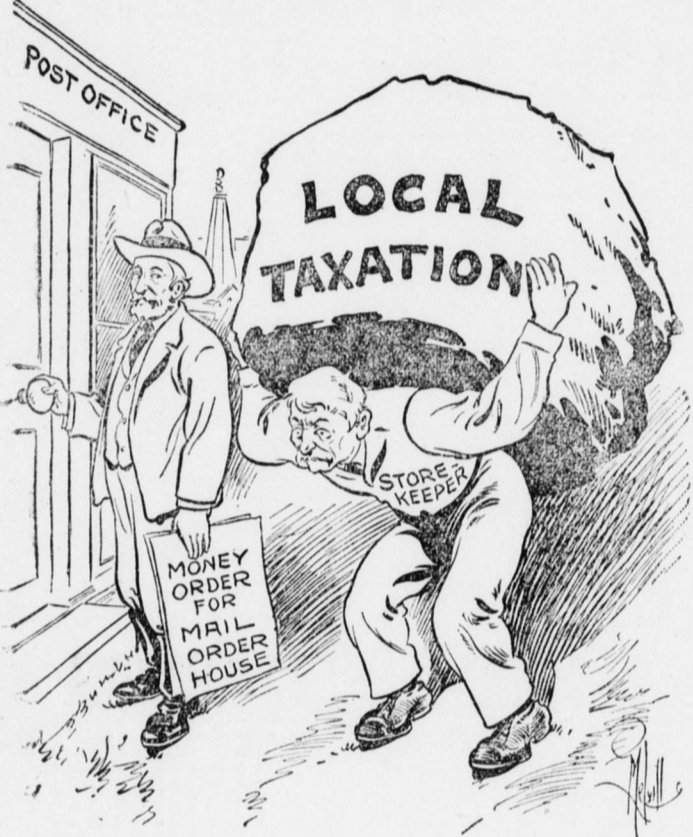
Highland Falls, N. Y.—Lieut. Col. Charles G. Ayres Friday night declared that he would support his wife in the action she has instructed her attorney to institute against Superintendent Hugh Scott and other officers of the West Point military academy. Mrs. Ayres' attorney has been instructed to file damage suits aggregating \$100,000 against Col. Scott, Lieut. Col. Robert L. Howse, commandant of cadets; Capt. Llewellyn W. Oliver, assistant instructor of tactics, and Lieut. Col. Stephen C. Mills, inspector general. Mrs. Ayres bases her allegations upon alleged discourtesies received at West Point which culminated in her being forbidden to enter the reservation.

**A Fatal Collapse.**

New York.—One man was killed, four others badly injured and many mangled and five others cut and bruised at Mariner's Harbor, S. I., Friday when a scaffold on which the men were working gave way and hurled them to the ground.

**Steamer Wrecked.**

Halifax, N. S.—The steamer Bridgewater, bound from eastern Nova Scotia ports for Halifax, was wrecked at Port Deckerton, 109 miles east of this city, Friday. The passengers and crew were saved.



The local merchant who must bear the burden of local taxation is entitled to the assistance of every resident of the community. When you send your dollars to the mail-order houses of the city you but add to the load he must carry. Keep your dollars at home.

Buying, you know, but at selling good goods as cheap as the city fellows did, and lots of times a little cheaper.

"I went to the local paper and pretty near scared the editor to death by ordering a half page of each issue for six months. Then I set about seeing what I had to sell that the people would want. I really didn't know what was in that store until I started to look it over. Some of the things had been there so long I had forgotten about them. I hauled them out and put a bargain sale price on them, told the people about them in the next week's Record, and gave the prices, and say, I just couldn't get them things wrapped up fast enough. Ever since then I've just been buying and selling, buying and selling. Seems like nothing stays in the store. Have hired two more clerks, and they're everlastingly telling me we're out of this, that or the other thing. I found that telling the people what you've got and what you are willing to sell them for pays. I've paid off that mortgage that's been hanging over us for the last ten years, and gave \$100 to the new church building besides, and it's advertising that did it.

"You'll stay over Sunday, won't you? I've got to get to the store now."

"Jones ordered a new delivery wagon this morning, Jane. Said since the folks around here had started to trade at home and quit sending so much money to the mail-order houses he simply had to have it. You can have what I make on that wagon to get that new dress with that you've been wanting. Wish you'd buy it of Jones though for he always trades with me."

"Yes, sir, I figure I'm ahead a little more than the freight on that buggy, besides getting a better buggy than you got. I intended to send away for mine, too, like you did, but I saw Brown's advertisement telling the kind of a buggy he had and the price, and I concluded I'd look at it first. He's making better prices than the catalogue fellows, and he's paying the freight besides. I figure that I saved just about enough on that buggy to pay the doctor's bill for Molly's sickness, and then, besides, Brown ordered his hay of me, and he's paying a good price for it, too."

"Now, my dear, you may engage Miss Herman to give Princess music lessons for the wave of prosperity in the community has struck the minis-

market? If so you can bring him around. I want him for a birthday present for my wife."

WRIGHT A. PATTERSON.

**TEN GOOD REASONS.**

Read Them and Patronize the Merchants of This Town.

Here are ten good reasons for trading with your home business people, as given by an exchange.

Because: You examine your purchase and are assured of satisfaction before investing your money.

Because: Your home merchant is always ready and willing to make right any error or any defective article purchased of him.

Because: When you are sick or for any reason it is necessary for you to ask for credit, you can go to the local merchant. Could you ask it of a mail order house?

Because: If a merchant is willing to extend you credit you should give him the benefit of your cash trade.

Because: Your home merchant pays local taxes and exerts every effort to build and better your market, thus increasing both the value of city and country property.

Because: The mail order merchant does not lighten your taxes or in any way hold the value of your property.

Because: The mail order merchant does nothing for the benefit of markets or real estate values.

Because: If your town is good enough to live in it is good enough to spend money in.—Gov. Folk of Missouri.

Because: The best citizens in your community patronize home industry. Why not be one of the best citizens?

Because: If you give your home merchant an opportunity to compete, by bringing your order to him in the quantities you buy out of town, he will demonstrate that, quality considered, he will save you money.

**Search for Old Cannon.**

A tradition still survives in Luzerne county, Pa., that when Gen. John Sullivan marched through that region in 1779 on his expedition against the Indian confederacy of central New York, he buried some superfluous brass cannon along the Wilkes-Barre mountain. To search for these revolutionary relics a number of the best known citizens of Ashley have formed themselves into an historical society. One recent Sunday the members scoured the mountain in the vicinity of Laurel Run, but could find no relics except a few Indian arrow points.

**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  
\$26 Bed room Suits, solid oak at..... \$20  
A large line of Dressers from \$8 up.

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