

FOOLING THE PUBLIC

TRICKS OF THE TRAVELING RETAIL GROCERY AGENTS.

GET WHAT YOU PAY FOR

The Price May Be Small, But the Goods Are Expensive Even at That and Net Big Profits.

You may know something about the modus operandi of the traveling grocer, and how the house after paying him 25 per cent. commission still makes a princely profit. There may be some things, inside affairs that it is well that the people in general may know. It will be found on close investigation that the average Mercantile Supply company, Buyers' association or whatever name is used to gull the unsuspecting farmer, consists of one or two schemers, who have a small office room in some large city, and a back room in the near neighborhood where the "stores" are stored and the re-packing and the mixing done. The re-packing and the mixing are two important parts of the work of the "company." When the "representative" sells John Jones 100 pounds of sugar for \$4.60; five cases of canned goods at \$2.40 a case; three boxes of dried fruits at ten cents a pound, a few gallons of extract at a bargain and ten or 15 pounds of spices at a profit of 200 per cent., the order is sent to the "home office." There it is recorded. The boy is sent down to the wholesale grocery house which generally stands in with the concern, brings back a lot of ordinary bulk dried fruits, the cases of seconds or thirds, in canned goods, and the average run of poor spices. In the packing room the dried fruits are overhauled, washed up if possible as in the case of prunes, and packed in boxes, supposed to contain full 25 pounds, but only run from 18 to 22; branded with some fictitious mark and shipped out with the other supplies. The spices are dumped out, and again run through a mill with a lot of ground nut-shells, bark or other matter, and perhaps some bran or other cheap material is added. The extracts are of the cheapest class, synthetic, and the pure fruit flavors are products of coal-tar, doctored up with coloring matter to look good. The label is the only pure thing about it aside from the glass in the bottle containing it.

In fact, the tricks of the box-car outfits are legion. The teas sold are never up to the samples shown. In one case a schemer traveled over the country carrying with him samples of Ceylon teas that were worth 45 cents a pound wholesale. He agreed to supply this tea at 50 cents. He received large orders. Every order was filled with teas that cost only 20 cents a pound, and the funny thing about it was that there was no kicking, because the farmers knew nothing about teas, and were satisfied as long as they thought that they had a fine Ceylon article. The same way with coffees. If there is anything that even coffee experts know little about it is coffee. It is a wise merchant who knows the classes of coffees he is handling. The box-car man generally shows up a cheap big-berry, tells all about it being a great mountain Mocha and sells three pounds for a dollar, and buys it at 16 or 17 cents a pound. Should the local grocer try to sell the same grade to his customers at such a price, there would go up a roar that would raise the roof of the store. Still the farmer continues to bite at such baits, and doesn't squeal.

Where the Money Is.
More than 40 per cent. of the population of the United States proper lives in less than a dozen eastern states. These states are known as manufacturing states. In the banks of one, New York state, is contained nearly 40 per cent. of the money of the country. New York city alone has in its banks 25 per cent. of the money in circulation. This has been made possible by the conditions that enable the large cities to draw trade from all sections of the country. In fact, great cities must have support of a large territory. But one of the great evils and which injures the masses who are residents of agricultural district is the system of drawing support from local towns and communities to the cities. This system takes from the rural districts the surplus wealth that should be retained to build them up.

The Drinking Orchid.
One of the most remarkable plants known to horticulturists is the drinking orchid, which is found in South America. This orchid takes a drink whenever it feels thirsty, by means of a tube which it lets down into the water. The tube when not in use is coiled upon the top of the plant.

The formation of the orchid is different from others of its species, having sharp leaves, lancehead-shaped, growing round the root and radiating from it. From the center of the plant hangs the tube, about one-eighth of an inch thick and one-fourth of an inch wide. When touched it gradually contracts and rolls itself up in a spiral-like coil. As a rule these orchids are to be found growing directly over the water, or where water has been, and in the latter case it is almost pathetic to see how the tube will work its way over the ground to a pool or river.

Where the Fool Irritates.
The most irritating thing about a fool is that he seems to be enjoying himself so.

NOT A GOOD SYSTEM.

How the Mail Order Business Injures the Agricultural Sections.

We must admit that the mail order system is a legitimate business if it is carried on legitimately. It is a great American privilege to carry on trade in this way. Yet the principle from an American standpoint or any other standpoint that is consistent with equal rights for all is entirely wrong. Through the mail order system the merchants suffer a direct loss. To them it is an unfair competition. It diverts trade from established channels. The loss of the merchants in the local town means a loss to the town itself, to every resident of the town and the surrounding community. It is the business of the city or town that makes it a live place or a dead one. Dependent upon the activity of a town is to a great extent the value of all farm lands in its trade territory. Thus is the farmer affected by any system that causes a deterioration in his home town. Yet the farmers are the main supporters of the catalogue houses. They assist in feeding the snake that is stealing their eggs and they little realize it. They are as vitally interested in the upbuilding of their home town as the merchant. It is for their benefit as well as for all in the community that the town is there. There is a more vital phase of the question that few farmers realize. That is the evils resulting from the vast capital that is concentrated in the large financial centers. It is this surplus of money that makes it easy to build up trusts and combinations. These trusts affect the affairs and the prosperity of the farmer. He does not stop to think that when he sends his money to the distant concern that he is doing just so much to help along the trusts.

HELPS FOR TOWN BUILDERS.

Some years ago on bill boards and street cars and in the pages of the magazines were run a series of advertising cards the prominent feature of which was "Spotless Town." There can be little doubt as to the wholesome lessons taught by this unique advertisement. The town that is not kept in good condition, its walks in good repair, its streets well graded, and all neat and clean, is a reflection upon the residents of the place, and is evidence that the town is already dead or fast dying. Should you make a good impression upon strangers, keep streets clean, business places attractive, and don't forget that the front yards and the general conditions of the residences indicate the character of the people who reside in them.

Residents of agricultural sections who a few years ago looked upon the automobile as a nuisance, are beginning to realize that it is a great factor in road improvement, and has brought about renewed interest in country roads and their betterment, with a corresponding benefit to the farmers. It is as much to the interest of the people of a town that there be good roads leading to it, as it is to the farmers who must use them in hauling their goods to market.

There is a vast difference in the farmers of to-day and the farmers of a quarter of a century ago. It is wonderful how the improvements brought into existence in a single generation will change conditions. Every innovation that makes life in the towns more desirable, also finds a way of conferring a benefit upon the farmers. No longer need for the resident of the farm district to not have all the up-to-date things that can be found in the finest city homes. The telephone and the rural delivery has brought him within a "stone throw" of the city.

Living for the Children.

Froebel's sentiment "Come, let us live for our children" rests on a sound philosophic basis. To live for them is to call out the noblest impulses of parenthood. And we cannot live for them in the trust sense until we become familiar with their needs. It is in the endeavor to meet those needs in the largest way possible that we find our own characters richly recompensed in strong and well-developed parenthood. We practically become what we are by what we have done or left undone, what we are willing or unwilling to do for our children. The principle is universal, and should find its extension and application among children at all times and in all places. Has not the church lost ground in failing to recognize the primary and fundamental place of the child in society? If so, it is obvious how that lost ground may be recovered.—Homiletic Review.

Anticipating Age.

Why do people allow themselves to fret about getting old? There are those who anticipate it and fear it as if it were the most melancholy fate that could befall one, and many of them have never been really young in spirit.

And youth is more a matter of spirit than it is of body. Enthusiasm, interest in everything, warmth of heart and breadth of feeling, are the qualities that stand for youth.

The Guile of the Greeks.

At first the more thoughtful ones regarded the gift suspiciously. Then, taking further thought, they said, one to the other:

"Aw, what's the dif? It's only a near-art horse, anyhow. Now, if it was one of those chug-chug wagons coming in here to break the speed limit laws we wouldn't stand for it for a minute."

Thus it was, the victim of over-confidence, that Troy fell.—Puck.

DEADLY GAS

Killed Seven Miners in an Abandoned Pit.

ALL ARE ITALIANS.

The Accident Is Said to Have Been Due to the Ignorance of the Unlucky Workmen.

Hazleton, Pa.—Seven mine workers, all Italians, were killed in an abandoned slope of the Lehigh and Wilkesbarre Coal Co. at Honey Brook Thursday by deadly white damp. Three others are missing, but official confirmation as to whether they are in the mine cannot be secured.

Of the dead only the body of James Lavanno, a foreman, has been recovered from the slope and there is no hope that the other bodies can be secured soon because of the deadly gases.

The accident is said to have been due to the ignorance of the workmen regarding the mine gases. Two of the men had been sent into the slope to measure water by Foreman Lavanno. When the men failed to return to the surface two other men were sent into the mine to assist them. These also failed to return and two more descended. Finally Lavanno went into the workings with Frank Bowda, an experienced inside man. Bowda detected the white damp and got out safely, but Lavanno refused to leave and perished.

James Goldsmith, superintendent; William Goldsmith, a fire boss; William Davis, foreman; Charles Schaar, fire boss, and Philip Harslett, a pumpman, organized a rescuing party and went into the slope, but they were driven back. Dr. Farrar, of Audenried, was finally lowered 160 feet into the slope and succeeded in bringing up the body of Lavanno, though he was almost unconscious when he was drawn up from the workings.

A STORY OF BRIBERY.

Man Who Is Acting as Mayor of San Francisco Tells of Selling His Vote to Telephone Company for \$5,000.

San Francisco, Cal.—Dr. Charles Boxton, temporary mayor of San Francisco, on the witness stand in the Glass trial Thursday afternoon told the story of his alleged debauchment by Theodore V. Halsey, indicted agent of the Pacific States Telephone Co., who, Boxton testified, paid him \$5,000 "mostly in \$100 bills" for having voted and used his influence as a supervisor against the granting of a franchise to the Home Telephone Co., a rival concern.

Adjournment was taken to permit Boxton to attend "a very important meeting of the board of supervisors."

The first and only important question asked of Boxton in cross-examination before he was excused brought out the answer that the supervisory caucus at which a majority of the 18 supervisors decided to abandon the Pacific States Telephone Co. by which, according to their confessions to the grand jury, the supervisors had been bribed, and to vote a franchise to the Home company, was held in the office of Mayor Schmitz on the Sunday evening preceding February 26, 1906.

A TRAFFIC IN SLAVE GIRLS.

Japanese Women are Brought to Pacific Coast Cities and Sold.

Washington, D. C.—A vigorous protest has been received by the government from the Japanese and Korean Exclusion league, the headquarters of which is at Seattle, against what is asserted to be an organized traffic in Japanese women, who, it is alleged, are brought to this country in large numbers for immoral purposes. The protest declares that wholesale misrepresentation, perjury and fraud are perpetrated on the part of immigrants, and perjury and collusion on the part of Japanese residents in this country. It is stated that the traffic is regularly organized and that women are brought into the country and sold into a system of slavery.

In connection with the traffic there is said to exist a gang of blackmailers composed of Japanese who live on the "hush money" collected from the importers of the Japanese slave girls. It is asserted by the officers of the league that hundreds of these women are scattered among the cities of the northwest and in the logging and mining camps.

Negroes Shoot Two Policemen.

Pittsburg, Pa.—In attempting to arrest three negroes who were caught effecting an entrance to the Bessemer & Lake Erie railroad station at East Pittsburg shortly after midnight Policeman Thomas Sullivan was shot dead and Policeman John O'Brien was so seriously wounded that the physicians say he cannot live.

A Japanese Spy Is Arrested.

San Diego, Cal.—A Japanese has been arrested at Fort Rosecrans while making drawings of the fort. Maj. Getchell acknowledges that a Japanese was arrested, that he was drawing plans of the fort and that there is a heavy punishment for the offense.

Explosion Was Fatal to Four.

Ketchikan, Alaska.—The barge Japan, loaded with explosives, blew up when nearing Boid Island Wednesday night and four men were killed.

A PLUNGE TO DEATH.

SIX PEOPLE IN NAPHTHA LAUNCH ARE DROWNED IN CONE-WANGO RIVER.

Boat Was Swept Over a Dam Near Russell, Pa.—Three of the Party Escaped.

Jamestown, N. Y.—Six people were drowned late Friday evening near Russell, Pa., 11 miles south of here. Nine people had taken a gasoline launch on the Conewango river, which was very high owing to recent rains. The boat was swept over a dam and six people drowned. The dead are:

Mr. and Mrs. John Best and daughter Violet, aged 18, of Warren, Pa.
Mrs. George Baker, Warren, Pa.
Mrs. Hilda Knox, Warren, Pa.
O. F. Butts, a traveling salesman from Philadelphia.

A dispatch from Russell, Pa., says that Mr. and Mrs. John Best had invited a company of friends to take supper with them at their cottage on the Conewango river and had come down to the Russell boat landing to meet them. The visitors were in one naphtha launch and Mr. Best and his party in another.

The boat containing the visitors became lodged on a rock pile a short distance above the dam and Mr. Best went to assist them, when the engine in his launch broke and the boat containing nine persons drifted toward the dam without an oar to stay them. When the boat reached the dam it was drifting broadside and as it went over turned upside down. Six of the nine persons were caught under it.

BUSINESS BULLETIN.

Few Complaints of Midsummer Dullness Are Heard—Retail Trade Is Brisk.

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

There is not the customary complaint of midsummer dullness in general trade channels, while the demand for seasonable fabrics is rapidly depleting stocks that threatened to be carried over. Brisk retail trade is accompanied by more prompt collections and many cities that were slow to respond to the better feeling now send satisfactory reports. Jobbers and wholesalers are receiving liberal orders for fall and winter merchandise, and interior buyers are active in the primary markets. Manufacturing returns tell of large orders on hand and very heavy production during the first half of the year.

Lower prices for pig iron were due to the larger output and more prompt deliveries that reduced the premiums paid for early shipments. Consumption has not appreciably diminished, although a few of the steel mills are closed for repairs. Despite some furnaces rendered idle for the same reason, the total number in blast increased six during June.

LARGE FINES ARE IMPOSED.

Officers of a Steel Company are Mulcted for Failing to Stop Ore Dust Nuisance.

Pittsburg, Pa.—A decision of interest to property owners in the mill districts was handed down by Judge Young in common pleas court Friday in the suit instituted by the residents of Oakland against the Jones & Laughlin Steel Co. to have the company stop the emission of ore dust from its blast furnaces.

The court held all the officers of the company to be in contempt for failing to comply with the order to stop the nuisance, and fined B. F. Jones, president of the company, \$5,000, Superintendent Messner, of the Eliza furnace, \$100, and all the directors of the company each \$100. Judge Young further stated that unless the company can get a device to do away with the ore dust it must shut down the furnaces. In this case, 10,000 men will be thrown out of employment in the Jones & Laughlin Co. alone. An appeal from Judge Young's decision has been taken to the Pennsylvania supreme court.

ACQUITTED OF MURDER.

Mrs. Bowie and Her Son, Who Killed the Betrayer of Their Daughter and Sister, Go Free.

La Plata, Md.—It took the jury in the Bowie murder trial Friday but five minutes to decide that, in southern Maryland at least, the "unwritten law" is the law to which the seducer must hold himself answerable. And while there was no marked demonstration when the verdict became known, there was sufficient evidence that the verdict of the jury was the verdict of the people of this section.

Both jury and people acquit Mrs. Mary E. Bowie and her son, Henry, of all blame for their acknowledged slaying last January of Hubert Posey, the seducer of their daughter and sister, Priscilla Bowie, who, with her fatherless child, made a pathetic picture in the court room.

Four People Drowned.

Springfield, Ky.—Miss Nellie Nee, Miss Mary Comstock, Jacob Parglew and a negro boy, of this place, were drowned Friday in Little Beech Fork river. The young people were out in a rowboat which was swamped.

An Embezzler's Sentence.

St. Paul, Minn.—Philip Kemplen, formerly paying teller at the Capital national bank, was on Friday sentenced to four years in prison. He pleaded guilty to misappropriation of \$25,000.

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A large and elegant line of Tufted and Drop-head Couches.

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