

FIXING OF THE COST

THE FACTORS IN PRICES OF COMMODITIES.

PRODUCTION AND DISTRIBUTION

Equity in Division of Profits to All Engaged in Producing, Manufacturing and Selling.

Were the masses of people better informed as to principles underlying business transactions and commerce in general there would be less cause for complaint as to matters pertaining to buying and selling of commodities.

One of the faults, if it may be so termed, is the inclination of the people to complain about prices they must pay for goods required for domestic and other uses. There can be no doubt but that in many districts retail merchants exact exorbitant prices, this to an extent is the fault of the people who are little acquainted with real values. There are three important things to be considered in the fixing of the selling price of all commodities. These factors are the cost of the raw materials, the expense of manufacturing and the expense of distribution. From commercial transactions neither of these basic elements can be eliminated. The farmer who is the grower of corn, wheat and other cereals that comprises food stuffs, receives compensation for his product in accordance with the laws of supply and demand, and the values that may regulate the monetary markets of the world. The producer of cotton in the southern states, must receive for his product compensation that is based upon the cost of labor, manufacture and what finished articles in the cotton line may bring in the markets of the world. The producer of the raw materials must pay for his labor, and for his investment in farm lands and farm equipment. The manufacturer who buys the raw products must take into consideration the expense of labor, the maintenance of his manufacturing plant, the interest upon the amount invested, and also various other items, and the sum of these with what he can secure for his finished product, regulates the price that he pays for the raw material. In the distribution of goods the middle man plays an important part. He is the go-between the producer of the raw material the manufacturer, and the manufacturer and the consumer. He cannot well be eliminated from commercial transactions. He performs a service that neither the producer of the raw material or the manufacturer can more economically perform. The middle men are the jobbers, the commission agents and the retailers; each performing his special service in the matter of distribution. The consumer is the end of the chain, the final buyer of commodities who utilizes them for his own use and the uses of his family. There should be a margin of profit in each of the different transactions that will allow equitable compensation to each and every one interested in the production of a finished article. All goods have a real value and this value is determined solely by the elements referred to herein. The consumer must expect to contribute his mite towards the support of all engaged in commerce. He is the beginning link, as well as the ending link of every transaction. The farmer who grows wheat, when he forces the grocer from whom he buys his flour to sell the flour at a low rate, indirectly has an influence in lowering the market for the wheat that he produces. When the consumer demands that goods be sold at a price below the cost of production, he invites substitution of inferior goods, adulteration of the articles and encourages a system that is unwholesome.

The people should understand that they never receive something for nothing, or receive anything of value for less than its value unless under some abnormal circumstance. Of late years there has a system grown up of offering great bargains in various kinds of goods by catalogue sent through the mails, and presenting attractive and illusive advertising that goods are being sold at less than cost. The intelligent man or woman will carefully consider all the circumstances relative to such offers, and will be guided accordingly. It is evident that when special bargains are made there are conditions that justify such bargains; that goods are not of standard grade, are stale, or deteriorated in some manner. Also there has a system of offering "free premiums" grown up that is unwholesome, and to an extent an imposition upon the people as the system compels them to pay for articles that are not essential for them to have. The man who buys sugar does not care to be forced under the guise of paying for sugar to pay for a paper of pins or a package of needles, even though these may be a "free premium." It is well to bear these points in mind, and a little study into business economics and principles will be highly advantageous to the one who desires to know about the proper value of goods he must buy.

Care of Shade Trees.

While shade trees are very desirable along sidewalks and roads, unless they are kept well trimmed they become much of a nuisance, preventing evaporation of rains and helping muddy streets. It is well for citizens of every town to look after the trimming of shade trees, and the planting of shade trees where they are needed.

SCHEMES TO DEFRAUD.

Some of the Plans to Secure Money Without Adequate Compensation.

Plans to secure money from the people without giving adequate returns are numerous. Not alone are the residents of country districts made the victims of schemers, but city people as well are now and then humbugged by shrewd fakirs. Within the past year or two it was announced in the columns of magazines and the farm papers of a seedless apple being evolved. A few months later seedless apple trees were widely advertised from different parts of the country. One concern which started in to operate on an extensive plan organized seedless apple companies in different states of the western country. Within a few months hundreds of thousands of dollars were taken from the pockets of the people for seedless apple trees. These trees were just the ordinary kind, and poor stock at that. So bold were the operations of the seedless apple tree schemers that the secretary of agriculture found it necessary to issue a bulletin warning the people of the fraud, and later the post office department issued fraud orders against those engaged in the nefarious business. There are nurseries located in nearly every state. It is a good plan for the residents of farming and fruit growing districts to carefully investigate concerns selling fruit trees and similar lines before they are given patronage.

A number of petty grafts have lately been worked throughout the country. One of the common ones is the hiring of agents to sell soaps, perfumes and other commodities on the premium plan. The concerns which operate games of this class generally have their headquarters in some large city and through advertising secure the names of people desiring employment as canvassers and agents. To such they send letters holding out extraordinary inducements. Those who agree to act as agents sign a contract which is an agreement to pay for such goods as may be sent to them on consignment. The sample outfits which are forwarded, or the small stock of goods, are billed in such a way as to allow the concern an exorbitant profit. If the agent succeeds in selling the goods and remits promptly there is not likelihood of being any trouble, but generally the goods are so poor in quality that they remain dead stock in the hands of the canvasser, and he will find that the agreement he has signed will hold him to pay for the goods.

One of the humbugs that is perpetrated upon the people of many communities is the selling of stock in cooperative mercantile companies. During the past three or four years the residents of many small towns and agricultural districts have lost hundreds of thousands of dollars, if not millions, through the buying of stock in alleged cooperative establishments in large cities. One company with headquarters in Chicago, doing a mail order business, sold stock in excess of \$1,000,000, and when the concern went into the hands of a receiver about a year ago there was not ten per cent. of assets to return to stockholders. Other alleged cooperative deals involve what is termed a profit sharing plan. This plan does not require the purchase of stock, but the cooperative part is purely a scheme devised for the securing of trade.

COSTLY LESSONS IN ECONOMY.

It is Not Always a Matter of Saving to Buy Cheap Goods.

Almost every rural community has within its confines people who have paid well for experience and have learned costly lessons as to buying of goods.

Not long ago in a western town a citizen desired to buy a kitchen range. A visit to the local hardware store was made and the prices asked by the dealer were not satisfactory to the prospective purchaser, who by the way had his attention attracted by the advertising in his farm paper of "a bargain" in a kitchen range. The range was advertised as equal to those costing "twice the money at the local store." The citizen sent a money order to the concern advertising the range, and in the course of a few weeks he was notified by the railroad agent that the range had arrived. In removing it from the station to the farm house, in some inexplicable way part of it was broken. The broken pieces were taken to the local hardware store but could not be duplicated. A letter was written to the range company and in the course of a few weeks a duplicate of the broken part was received, but it was discovered that it would not fit the stove. It had to be returned and a few weeks later another piece was sent; then the stove was placed in use. Within six months the top had become so warped that it interfered seriously with the drafts. At the end of the year the stove was burned out and ready for the junk heap. The purchaser of the stove then determined that he would secure another range from the home dealer. He paid the same dealer the price he was asked which was about one-third more than the poor range cost, and after a few years the range was found to be as good almost as when first bought.

This is one illustration of how economy wrongfully practiced is expensive. It is not always wise to seek the bargain counters when good articles are wanted. Neither is it a wise idea to buy goods before you have an opportunity to carefully examine them and determine their value.

A HOLY WAR

Is Being Preached in Morocco by Moslems.

MOORS ATTACKED

French Consulate at Casa Blanca and the Custom House was Looted—Many Buildings Burned.

Paris, France.—Special dispatches received here from Tangier represent the situation as being more alarming on the coast and in the interior. Caid Sale, the administrator of customs at Rabat, is said to be openly preaching a holy war among the Mussulmans, as the result of which the French consul has distributed arms to the Europeans.

It is feared that the worst features of the massacre in the Jewish quarter have not yet been related. The stench from decomposing bodies is described as fearful; the air is thick with smoke and filled with flames, while the empty looted houses tell their own tale.

French sailors are guarding the British consulate at Casa Blanca, where the consular agents of the United States, Germany, Austria-Hungary and Sweden have sought refuge. The Italian and Portuguese consuls are at the French consulate.

The European shops were pillaged, but no Europeans were killed.

The state bank at Casa Blanca has been robbed of about \$15,000.

The French consulate was attacked by Moors during the night of August 5. One blue jacket of the guard was killed and three were badly wounded.

The custom house at Casa Blanca was looted by natives on Tuesday and many other buildings were set on fire and destroyed.

A sailor of the Du Chayia was killed and four others were wounded.

TELEGRAPHERS STRIKE.

Operators Employed by the Western Union in Chicago Refuse to Handle Messages from Non-Unionists.

Chicago, Ill.—The telegraph operators employed by the Western Union Telegraph Co. in Chicago went on strike last night at 12 o'clock. The trouble was precipitated by the Los Angeles strike, inaugurated Wednesday.

Last night the local executive board of the Commercial Telegraphers' Union of America met and passed resolutions requesting the men to refrain from working with the Western Union operators at Los Angeles. All operators employed in the overland division of the local office followed this request and Assistant Night Chief Harry Price ordered all who refused to work to leave the office. He then went into other divisions and requested the men to go into the overland division. In every case he was met with a refusal, until over 70 men had been sent home.

The grievance committee of the union notified Mr. Price that unless every man was reinstated by midnight every union man in the office would be called out. This demand was refused and at midnight a whistle was blown and every operator employed in the main office with the exception of six wire and loop chiefs, including Night Manager Price and his two assistants, left their keys and with a round of cheers walked out of the office. The men employed by the company at various morning newspapers had been notified of the contemplated strike and they also quit work.

THE COMPANY YIELDS.

The Southern Railway Agrees to Obey Alabama's Enacted Laws Reducing Passenger and Freight Rates.

Montgomery, Ala.—Gov. Comer and the officials of the Southern railroad reached an agreement late last evening and the license of the railroad in Alabama will be restored.

Beginning September 1 the railroad and its allied lines will put into effect the two and a half cent passenger rate and the law reducing freight rates on 110 commodities. The agreement was not reached without concessions being made by both sides, but in the main it is a victory for the state.

The laws in question will not be put into effect permanently. The agreement declares that their operation is subject to judicial determination as to their constitutionality and reasonableness.

The railroad's counsel agreed that they would ask Judge Jones to modify the restraining orders issued two months ago so as to permit of the immediate operation of the two laws in question. The compromise affects only the Southern Railway Co. The other railroad systems of the state were not parties to the conference.

A Daring Holdup.

New Castle, Pa.—The Baltimore & Ohio station at Ellwood City, 12 miles south of here, was robbed Thursday by two masked men who bound and gagged Agent Wilfred Francis, stole about \$200 and escaped.

Williams Is the Nominee.

Jackson, Miss.—The democratic state executive committee on Thursday declared John Sharp Williams the nominee for United States senator, he having 648 majority over Vardaman.

THREATEN TO STRIKE.

TRAINMEN ON EVERY WESTERN ROAD WILL DEMAND HIGHER WAGES.

Strike on the Colorado & Southern Road Results in the Shutdown of Number of Mines.

Denver, Col.—It is not expected that Martin A. Knapp, chairman of the interstate commerce commission, and Charles P. Neill, commissioner of labor, will come to Denver in connection with the strike situation on the Colorado & Southern railway. So far no progress towards settlement has been made and the outlook is that the strike may spread.

Grievance committees of employees of the Denver & Rio Grande and other roads are in the city and will demand an additional two cents an hour for yardmen. Every railroad in the west is threatened with a strike.

Sixteen of the larger mines near Trinidad, depending directly on the Colorado & Southern for the handling of their product, closed indefinitely on Wednesday as a result of the switchmen's strike. The shutdown will throw some 3,000 men out of employment.

To prevent the closing of their mines, which would entail a loss of thousands of dollars, and to relieve a threatened coal famine at Central City, ten of Central City's most prominent citizens turned "brakies" and manned a train of fuel destined for that district. They took charge of the freight at Golden, where it had been laid out since the calling of the strike of trainmen on the Colorado & Southern last week.

G. W. DELAMATER SUICIDES.

Man Once Prominent in Republican Politics in Pennsylvania Ends His Career.

Pittsburg, Pa.—George Wallace Delamater, once candidate for governor of Pennsylvania and who served as state senator from Crawford county from 1887 to 1890, committed suicide Wednesday by shooting in his office in this city. Occupants of a neighboring office in the Diamond National Bank building found him dead with a 38-caliber bullet hole in his right temple.

Grief over the death of his father, George B. Delamater, at Meadville, Pa., on May 6, and the sudden death of his son, James Delamater, in June at Connellsville, Pa., is believed to be the cause of his suicide. Members of the family say that Delamater had become morbid with grief of late.

Delamater was connected with the Prudential Life Insurance Co. in this city and leaves a comfortable fortune to his family, being heavily insured.

His family always had taken active part in public affairs and his father had represented the Crawford-Erie district in the state senate. George took an interest in politics early in life. He practiced law only three years. Then he engaged in business, banking principally, the firm being Delamater & Co. In 1876 he became mayor of Meadville, and in 1880 he was a republican presidential elector for Pennsylvania. In 1886 he was elected to the state senate. In 1890 he was nominated for governor, but was defeated.

After his unsuccessful candidacy his bank in Meadville failed. This was caused by losses resulting from his expenditures in the gubernatorial campaign. Other losses were sustained through a railroad enterprise.

WERE HIT BY A FLYER.

Four People in a Carriage Are Killed at a Crossing at Allenhurst, N. J.

Allenhurst, N. J.—Four persons, employees of the Norwood house, were instantly killed last night when their carriage was run down by a Pennsylvania passenger flyer, known as the Bankers' Special, at the Corlies avenue crossing here. They were Thomas Edwards, a driver, and Loretta Grace, Jennie McDonald and Hannah Murphy, waitresses.

The Corlies crossing is just south of the local station of the New York & Long Branch railroad, and the station platform was crowded with summer visitors, who witnessed the accident. Edwards had stopped his team at the crossing, where an excursion train drawn up at the station blocked the road.

As the excursion train drew out, Edwards started his horses and the carriage was squarely on the rails when the flyer, southbound, and the approach of which had been hidden by the oppositely moving special, tore across the roadway. Horses, carriage and occupants were ground to bits, the bodies of Edwards and the women being frightfully mangled.

Twelve People Injured in a Collision.

Rutland, Vt.—Twelve persons were injured, four seriously, and a score or more were badly frightened when a trolley car crashed into an empty car on the Rutland street railway line in this city Wednesday. The cars met head-on as they rounded a sharp curve.

Three People Drowned.

Newton, N. J.—James Johnson, aged 21 years, of Jersey City; Harriet Slinkard, aged 16, of Brooklyn, and Helen Elgner, aged 18, also of Brooklyn, guests at the Hunt home, were drowned while bathing in the lake here Wednesday.

One Killed, 15 Injured.

Swanton, Vt.—Arthur Mulheron was killed and 15 other persons were injured, three seriously, by an explosion of powder in the loading room of the Robin Hood Ammunition Co. here Wednesday.

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