

MAKING A BLUFF

WELL-MEANING CITIZENS WHO WORK ALONG WRONG LINES.

KNOCKING THE HOME TOWN

Her Commercial Clubs Fail in Work Undertaken for the Improvement of Local Conditions.

In a western town not long since a General Call was issued to citizens to hold a Meeting for the purpose of organizing a Business Men's Association, or as the papers announced, a Commercial club. According to the Newspaper Reports of the event the meeting was a Grand Success, and some 40 or 50 prominent citizens enrolled their names as members. Thus the Commercial club was started on its Career.

Among the active citizens and those who were foremost in advocating the Club as an Important Thing for the welfare of the Town, were a Minister and a Lawyer. The good clergyman was made the Secretary, a Banker of the town was elected President, and the Lawyer Treasurer. As is usual with such clubs, a Constitution and By-laws were adopted; an Executive Committee appointed, and also a Hustling Committee to add Push to the club. It was outlined that by harmony and co-operation the town could be boomed and made much better. One of the Things desired was a Public Library. Among the other Things were Manufacturing Enterprises, a Creamery and another Elevator for the town, to compete with the one Elevator already located there.

Six months of careful labor on the part of the Commercial Club developed the fact that the efforts towards securing any of these Things were without results. There was no Library, the Creamery Proposition was considered unfavorable, as the farmers could secure more by shipping their cream out of Town than the Creamery could afford to pay, and as to the Elevator, only a part of the Stock necessary for its start was subscribed. An investigation revealed that out of this very same town each day an average of more than \$200 was being sent to Outside Cities for Goods that might as well have been purchased at the home stores. It was discovered that the Minister, who was the Secretary of the Club, all the while he was Advocating Town Improvement, was quietly Working among the Members of his Flock to secure Orders for Groceries and other goods to send to a Chicago alleged co-operative concern. He was receiving five per cent. commission on all Purchases made. The Lawyer of the town, who was made the Treasurer of the Club, was sending away for the Clothes he wore, and even the Banker could not find Carpets sufficiently good in his home town, and sent away the money to a foreign place for rugs, and also a Piano that ornamented his home.

These misled Enterprising Citizens were working all along the wrong lines. While they were Anxious to Improve the Town, to start the Creamery—that, perhaps, would keep a few thousand dollars a year in the town—an Elevator that was almost unnecessary, as the one already located in the Town was capable of handling all the grain produced in the neighborhood, and would result in no saving or the bringing in of greater income, they overlooked the importance of devising means of retaining Business to the Town that was going away from it. The very ones intrusted with the Building Up of the Industries of the Place were foremost in turning over to other communities the Dollars that should be retained to improve the Home Trade, and make Wealthy the community.

Moral—It would be well for members of Commercial Clubs to take heed that the most important action for the Club to take is to Devise Means of Protecting Enterprises already established instead of gaining new Enterprises of Doubtful Utility.

FOR MAIL-ORDER TRADE.

Factories Where Adulterated and Misbranded Goods are Put Up.

A visit made a short time ago by the health officers of Chicago to a factory where canned goods were prepared for the mail-order trade, disclosed the fact that it was a rank artificial food factory. Tomato catsups were made from pumpkin pulp; fine strawberry and raspberry jam was made from glucose, starch and the only evidence of fruits were a lot of dried apple peelings and cores, which were used as a base. The seed supposed to the berry seeds, was grass seed; the natural coloring was coal tar dyes, and in the whole thing was a fraud factory from start to finish. Several thousand cans of fruit were found. These were old, several years perhaps, and the labels dirty showing their age. From these the labels were removed and new ones put on. These goods were dead stock on the manufacturers' hands, until bought for a mere song by the mail-order concern.

Roof Gardens for Berlin.

It is proposed to introduce roof gardens in Berlin. A good many doctors and professors are doing all they can in favor of the scheme, and are agitating for the gardens, particularly in the narrower city thoroughfares. The idea would not be difficult to carry out, the houses being mostly all of one height, and it is already possible in many parts to walk from one street to the next along a good broad roof track.

LOCAL PRODUCE MARKETS.

How Agricultural Towns Can Assist in Preventing "Corners" in Produce.

Now and then complaint is heard of how the large packing houses and handlers of produce manipulate prices of eggs and poultry. These concerns are enabled to do this through their facilities for extensively handling goods and preserving them in their mammoth cold storage plants. Their system is to buy in the lowest market and hold the produce until the demand is such that prices reach the top notch.

It is evident that were the business men of small towns to follow out to some extent the plans of these large houses, the home market would be materially improved. In the agricultural towns merchants are the most extensive handlers of farmers' produce. This business is incidental to the mercantile business, and few merchants have proper facilities for the storing and proper care of perishable goods, therefore, immediately upon receiving supplies from the farmer, consignments are made to the commission houses in the large cities, and thus are the large commission men enabled to obtain control of the markets and to manipulate prices.

Each agricultural community produces enough poultry and eggs and miscellaneous dairy products to support a prosperous exclusive produce house. But when the articles that the farmers have for sale are distributed among a dozen or more stores, each acting independently, it is evident that highest market prices cannot be paid. The plan proposed for the organization of co-operative produce companies in each town has many desirable points in its favor. At small expense a coldstorage plant of adequate capacity to handle all perishable products of the community can be put in order. A plant of this kind, if rightly managed, would greatly improve the conditions of the local markets and higher prices could be paid for produce than the merchants could afford to pay for the same.

A number of towns in the middle west have adopted this system, and with success. Not alone have the home markets been greatly improved, but a greater volume of trade has been brought to the merchants. Should this plan be universally followed, in agricultural districts, it would lessen the opportunity for the manipulation of prices of produce, and the "cornering of the market" by the large commission and packing houses.

THERE MUST BE MERIT.

Drawing the Line in the Matter of Patronage of Home Institutions.

While it is the duty of every home loving and patriotic citizen to encourage and support home enterprise, it should be part of the principle that the home enterprises should be such as to merit support. The matter of service and of competition are important. It must be a public spirited citizen, indeed, who will willingly pay home merchants exorbitant prices for what is needed, when the same goods can be purchased in some nearby town at lower prices. The local bank should be patronized, if well conducted, and those in charge of it men of integrity and enterprise. But oftentimes there are illustrations of local industries being conducted in such unbusinesslike ways as to not win the confidence of the people in the community. Under such circumstances little censure can be given those who will seek foreign institutions when they have money to deposit.

While it may be true that the smaller towns and cities do not afford unprincipled schemers the chance to conduct business, illustrations sufficient, now and then, present themselves to the people to make them cautious and perhaps prejudice them against patronizing some home institutions.

Too often it is found that insurance companies, investment concerns, banks and mercantile establishments put forth the plea of being home institutions and thus should be patronized, while in fact their methods of conduct are such as to not win the confidence of the people. Merit is an important factor in the home trade matter, and no argument can be made that will justify the people of a community giving support to institutions that are unsound, or which are managed in a way as to impose upon the residents of the community.

HELPING ALONG THE TRUSTS.

Sending Money Away from Rural Districts Assist in Making Them.

It appears as if the trusts are in the country to stay. The legislative action of the government seems to merely mean a little more regulation. Trusts generally have their starting point in Wall street. It is to Wall street that the money earned by them goes. Each trust industry means so much more for the coffers of the multi-millionaires. It is a sorry fact that the people of the country have been for years bamboozled by trust managers, and unknowingly have been compelled to donate toward their support. That the great mail-order concern in Chicago have been backed up by Wall street capital has just become evident. Within the past few months Wall street financiers have decided to build up even greater in the mail-order business, and one concern has had its capital increased to \$40,000,000. It has been toward such a monster enterprise the people of the west have been turning their trade the past several years, and by so doing have kept western communities from advancing.

IN THE PUBLIC EYE

HEAD OF WESTERN UNION



Lieut. Col. Robert C. Clowry, president of the Western Union, is charged by O. D. Banks, of Salt Lake City, with being "The meanest man in the world," and President Small, the strike leader, quotes the charge approvingly. He says that the agreement entered into after the last strike was willfully violated, by Col. Clowry's subordinates, and that many of the operators were never taken back, or were so harassed that they had finally to quit.

Col. Clowry may not be popular with the strikers, but he certainly is with the directors of the company. It is 55 years ago that he entered the office of the company in Joliet, Ill., and asked for a job as messenger, offering to work for six months for nothing, in order to learn telegraphy. At the end of six months he was given an office in Lockport, and from that time his rise has been steady, till he completed his fiftieth year of service by rising to the position of president of the company. His rule has always been to do more than the company paid him for, and it is a rule he applies to others as well as himself.

When the civil war broke out he offered his services to the government and was given charge of a department with the rank of captain. His work commended itself to the government and he retired from the army at the close of the war with the rank of lieutenant colonel.

Col. Clowry has always been a lonely man since his wife died in early life, leaving him without a single child. He gave up society then and has never taken to it since. He finds his pleasures among men of his own age and tastes and in business.

SECURED DIAMOND FOR KING



Gen. Louis Botha, the rugged Boer leader who is now premier of the Transvaal colony of the British empire, has attracted the attention of the world again by his act in securing a \$1,000,000 gift for King Edward.

The Transvaal assembly, by a vote of 42 to 19, passed a resolution introduced by Botha, authorizing the colony to purchase the \$1,000,000 diamond, the largest in the world, and the presentation of it to the king as a thank offering because he granted a constitution and self-government to the South African colony conquered by Britain less than ten years ago.

This resolution of Premier Botha recalls the stirring times of the Boer war. Premier Botha as Gen. Botha was one of the bitterest foes of the English government during that terrible struggle.

His fighting and management of his troops at Colenso and Spion Kop, two of the most serious reverses suffered by the British in the South African war, made him a great hero. He succeeded Gen. Joubert in command of the Transvaal army on the death of the old hero of Majuba Hill, and was at that time mentioned as a possible candidate for the presidency, though he was then but 36 years old. After the British had defeated the Boers Botha attended the colonial conference at London and he was the hero of London, partly, no doubt, from a genuine sentiment of admiration such as made the Russians acclaim Osman Pasha the defender of Plevna. The granting of self-government, which later followed the ending of the war, was bitterly opposed by a majority of the London press. During the colonial conference Botha expressed his loyalty to the British government, and he was severely criticised in South Africa by De Wet and others for going to the conference at all. However, subsequent developments have shown that he was working solely in the interest of the people of the Transvaal.

Botha had no military experience when the war broke out, but he rose from the ranks to commander-in-chief within six months after taking the field. He had been a sheep raiser, but became a soldier by necessity and a successful tactician by instinct. He was the youngest general in the ranks of the Boer soldiers. Daring allied with caution was his motto.

MOORISH PRETENDER



Mulai El Hafid, brother of the sultan of Morocco, and viceroy of several provinces, has been declared sultan by the Arab tribes now in revolt in the African kingdom and is recognized as the leader of "holy war" on the foreigners. Several important chiefs are marching their forces to join his command. The whole country is in excitement and the real ruler is cooped up in Fez between the pretender to the throne, who is confining his fighting to the coast, and Raisuli, the bandit, who is on the other side in the mountainous country.

The situation is becoming serious on account of the success of these two warring factions and a cablegram to the war department at Washington advises that Raisuli has completely defeated the large force sent against him by the reigning sultan in an attempt to secure the release of Kaid Maclean, who is commander-in-chief of the entire fighting forces of the sultan. Several times it has been announced that Maclean had been released by the notorious bandit, but subsequent developments proved this to be untrue.

The capture of Maclean and the fighting of Mulai El Hafid may cause the downfall of the empire of Morocco. The army always looked upon Maclean as the only leader, and his inability to free himself and aid the sultan's troops in putting down the outbreak of these two powerful forces is having a telling effect on the situation.

With Raisuli winning against the sultan's large forces and Mulai El Hafid's forces being gradually increased in numbers, the situation suddenly has become acute. Should the empire fall there seems to be little doubt that Mulai El Hafid will take the throne as ruler. He has always been an insurrectionist and a pretender to the throne.

It is entirely probable, however, that if Mulai does become sultan he will be a figurehead, like the khedive of Egypt, for France is not likely to leave the country now and take chances on its soon returning to its ordinary state of unrest, brigandage and revolution.

SAYS MARS "TEASES HIM"



Prof. Edward Charles Pickering, Harvard's leading astronomer and scientist, has started the world of astronomy and astro-physics by declaring that "Mars teases" him and that he has "abandoned any further investigations" of that much-mooted planet.

Prof. Pickering has been connected with Harvard since 1877. He was born in Boston, July 19, 1846. He is one of the best-educated men of the time, and established the first physical laboratory in the United States. The study of light and spectra of the stars have been special features of his work. He made more than 1,000,000 measures of the light of the stars. By establishing an auxiliary station at Arequipa, Peru, southern stars also are observed, extending the work from pole to pole. He is the author of "Elements of Physical Manipulation" and 50 volumes of annals and other publications of Harvard college observatory.

He received the appointment of chairman of the Carnegie Institution at Washington, a fitting tribute to the valued work he has accomplished in astronomy and the sciences. In 1886 he was honored by the R. A. S. with its gold medal for his photometric researches, and he is an associate member of the society.

His measurements of the light of Jupiter's satellites while in process of eclipse and of the satellites of Mars and other very faint objects, make up some of the most delicate work done in this branch of science. His development of the Harvard observatories has made them renowned throughout the world.

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