

HELPS THE TRUSTS

ERROR TOO FREQUENTLY MADE BY THE FARMER.

BUYS THROUGH MAIL ORDER

And in Doing So Contributes Toward Capital Concentration in the Big Financial Centers, to His Great Injury.

Lord bless the American farmer. He is one of the nabobs of creation and he hardly knows it. In a single year his work adds to the wealth of the nation more by a hundredfold than all the mines of the country. He gives to the world twice the value in crops and produce than the output all the factories and mills of the nation produce. He supplies the lubricant to keep the wheels of progress in motion, and if he only knew it could buy and sell a few hundred Rocketfellers, and still have enough left to purchase a few kingdoms as large as Spain. Yet it must be admitted that this great American farmer needs some enlightenment as to common economics. While he is the king of wealth producers, and a lot of it sticks to his fingers, he is also a philanthropist and doesn't know it. He works hard to produce his wealth and then patronizes the machinery that lands a goodly portion of it in the coffers of the Captains of Finance who dictate things in Wall street and elsewhere; in fact he assists the trust magnates to the money required to build up combinations that the good philanthropic farmer is compelled to support. He does it and he knows not that he doeth so. Every time the good tiller of the soil sends away to the big mail order house for his supplies, he does his mite toward capital concentration in the great financial centers, and his little mite seeks a resting place among the money held in reserve to feed the wants of the trusts. It is about time western farmers take a tumble to cold facts, and come to a realization that their interests are best subserved by keeping their earnings as close to their homes as possible.

Trade at Home.

Patronage of the big mail order houses is founded largely on shortsightedness. In one way it is akin to patronage of the get-rich-quick schemes. The buyer believes he is getting something for his money that is really not given, and fails to realize either where his money goes or what he gets for it.

No one would think of telephoning to a furniture store and asking the dealer to send up a dozen dining room chairs, without having previously examined the chairs, or of ordering a dress or pair of shoes, or a stove in this way. Yet that is practically what the patron of the mail order house does. He orders by mail without having seen the goods or having any idea of their appearance or character. He is taking a long chance. Two things on which he has to base his conception of the articles ordered is a description in the catalogue and the cut given there. In other words, the attractiveness of the offer made depends on the promises of the firm and the engraver's art. It is possible to make a very creditable cut from a flimsy and worthless model. It is possible to describe an atrocity in a way that makes it appear most desirable. Incidentally it seems to be always possible to find some one who will accept the promise and cut at their face value, without properly discounting them, and on the credibility of these people the mail order business thrives. A little investigation and comparison will convince the average person that his money will go further and yield greater returns if invested right here in Beverly, despite the fictitious values offered by the outside houses. But the articles sold by the mail order houses must be compared as they really are, and not as they are reputed to be in the catalogues.—Beverly (Mass.) Times.

Patronizing Home People.

An exchange says that war has been declared on the great catalogue houses of Chicago and other cities by the 500 retail merchants of the west. In one of the most striking economic movements this country has ever known the small dealers are fighting, they say, for their lives. The mammoth institutions, employing thousands of workers, doing their business entirely through the medium of their bulky catalogues, spending no money in the communities whence they derive annually millions of dollars of patronage, are forcing increasing numbers of home merchants to the wall and so their opponents claim, are "making commercial graveyards of once prosperous towns." People living in country towns ought to get wise and trade at home.—Philadelphia Episcopal Recorder.

Advertise What You Have to Sell.

After all that has been said or can be said about the big mail order houses, the simple fact remains that they get the business by thorough and persistent advertising, showing cuts of goods and giving prices. If home merchants would take the same methods, much of the trade now going to the mail order houses in cities would come to them. A man we know recently made up a list of tools and hardware from one of the mail order catalogues and took it to a home dealer to get prices. He was surprised to find that he could get the same articles at home for less money and save the express charges, and also see the goods he was buying.—Clearfield (Pa.) Spirit.

USE MORE PRINTERS' INK.

Good Advice to the Small Merchant Who Would Succeed.

The mail order question is one that is of perennial importance to nearly every one of the small cities and villages in the land, although the danger that these institutions were bound to annihilate the smaller stores does not seem as imminent now as it did a few years ago. For instance, since the passage of the pure food law by congress many, if not all of the mail order people, have discontinued the selling of groceries. It was plain in this case that there was a considerable amount of adulteration in the goods sold or the mail order houses would not have taken this step.

There are aspects of the mail order question which may well give hope to the local dealer. The facts in the case are that the catalogue houses are not enjoying an unmitigated clinch, for they are handicapped in many ways in which the country merchant is not. For example, the entire country press almost without exception is closed to mail order advertising. Here is a distinct advantage for the home merchant, although sometimes he is somewhat slow in taking advantage of it. If he is fossilized and walking around to pay funeral expenses in a business way, figuratively speaking, he will spring that ancient chestnut that "it doesn't pay" to advertise. But let the newspaper man take an ad from a mail order house and place it in the remotest corner of his paper, and this same business man will be apt to object very strongly.

The mail order houses have advanced their business by advertising, and have been badly handicapped by having virtually only the magazines and the catalogues to tell their story. If the merchants of to-day expect to cope with the mail order houses and hold a fair share of the trade that they ought to get, it means that they will have to use printers' ink and advertising space. Furthermore, they will have to advertise intelligently and in accordance with twentieth century standards. Don't spring the ancient gag about having been in business so many years. The people don't care a rap how long you have been in business. They are interested mainly in two things: First, what goods have you got? Second, what do they cost? Unless your advertising deals with these questions, it will be as sounding brass or tinkling sycamore. The mail order houses have built up trade by doing just these things, and their glowing descriptions and prices have done the business.—San Antonio (Tex.) Light.

Individual Vs. Corporation.

A well-known eastern financier, for some time the president of a large trust company, recently resigned, giving as his reason that a man, according to his belief, can do better work for himself, and that no man can really earn a salary equal to what he can make in business for himself. In these days when all kinds of business are being converged into corporations, the number of trades in which a man may engage in business for himself have become so few that for a great bulk of men, even those having the mental equipment which in other years would have been sufficient to make them their own masters, there is now no other opening than that of service for some corporation. For the bulk of the people, outside of those in agricultural pursuits, it is service for the corporation or no work at all. This truth is becoming more evident day by day. Even the farmers are feeling the grasp of corporate methods. It is true that millions must have the products of his lands and his hands, but the corporations are the mediums he must work through, and from him they exact their tithings. It is to the interest of the farmer as well as the laborer in every walk and sphere, to prevent as far as possible further encroachment of organized capital, and this can be done by as far as possible keeping the dollars that you earn in circulation in the community where earned, and thus prevent the further concentration of money and of business in the great cities.

Put in a Good Word.

Lord Arlington was arrested the other day in England for speeding his auto. Said the arresting policeman in court the next day: "His lordship was most civil; in fact, it was a pleasure to meet him, and that is more than can be said of some motorists." Still, his lordship had to pay a fine of \$15 and costs.

Raised in Rank.

Sir Chentung Liang-cheng, until recently Chinese minister at Washington, has been received by the empress in audience for three successive days. He has been raised from the second to the first rank and appointed a director of the Southern railroad, with headquarters at Shanghai. He will also act as traffic superintendent.

Large Number of Nets Used.

According to Consul-General Soren Listoe, of Rotterdam, about 100,000 nets are in use during the herring season by the 800 fishing smacks of the Netherlands. A net lasts about three seasons, but owing to losses from storms and other causes, between 40,000 and 50,000 new nets are purchased annually.

Dogs in Paris.

In Paris dogs are treated as well as human beings are. They wear automobile togs when they go motoring, they have a hospital, and they even have a good-sized cemetery, with monuments and headstones and inscriptions and mortuary wreaths.

SEVEN LIVES LOST IN A HOTEL FIRE

GAS EXPLOSION CAUSED DEADLY BLAZE AT KANSAS CITY.

TWO MEN FATALLY INJURED.

Bodies of the Victims Were Found Piled Together in a Hallway on the Second Floor—Property Loss was Small.

Kansas City, Mo. — Seven men are dead and two fatally injured as the result of a fire in a two-story brick rooming house at 1192 Union avenue, caused by an explosion of gas Thursday. The rooming house was patronized by transient white railroad laborers and the proprietor, Edward O'Connell, kept no register of the names of his guests or the number of persons in the place. O'Connell said that his house would accommodate 200 men, but he did not believe there were more than 50 in the rooms when the explosion occurred.

The men who lost their lives were identified as follows:

Patrick Tucker, trackman for the Missouri Pacific.
Adolph Summerbeck, aged 56, waiter in restaurant.
Michael Parlan, aged 52, boiler-maker, came here from Buffalo, N. Y., four years ago.
Thomas Lane, laborer.
John Shea, aged 47, track foreman for the Burlington road.
Jack Sheehan.
"Frenchy," porter in restaurant, no other name known.

The explosion is supposed to have been caused by a guest lighting a match in a room where the gas had been turned on. When the firemen arrived the flames were burning so fiercely and the heat was so intense that they found the work of fire fighting very difficult.

When the flames were sufficiently subdued to permit the firemen entering the building they were driven back by smoke. When they finally gained entrance to the building they found the bodies of the victims piled together in a hallway on the second floor. It was evident that the men were overcome while seeking an exit. The lower floor of the building was a saloon and barber shop. The loss on the building was \$10,000.

A thrilling rescue of an old man was accomplished by firemen R. F. Jackson and W. L. White. The man was clinging to a window ledge on the second floor. The firemen climbed out on the cornice of an adjoining building and, being unable to reach the man, they spliced their belts and threw one end to him. He caught it and while the firemen braced themselves with great peril to themselves the old man swung down and was lowered to the ground safely.

George Gavin was taken out of the building fatally burned. Another man, name unobtainable, was fatally injured by jumping from a second story window.

TWO ATTEMPTS AT SUICIDE.

They are Made by Mrs. Dora McDonald, of Chicago, Under Indictment for Murder.

Chicago, Ill. — Mrs. Dora McDonald, widow of Michael McDonald, and who is under indictment for the alleged murder of Webster S. Guerin, developed symptoms of violent insanity Thursday, twice attempting to commit suicide at the home of her mother, Mrs. Martha Feldman. It was stated last night that Mrs. McDonald will probably be sent to an insane asylum instead of being brought into court to answer the charge of murder.

Thursday morning Mrs. McDonald's brother, Emil Feldman, traced fumes of escaping gas to Mrs. McDonald's room and found his sister unconscious. She was restored with difficulty and then attempted to leap from the window. Her cries attracted an immense crowd and a riot call was sent to a nearby police station. The crowd was dispersed and Mrs. McDonald was taken to the home of her sister in another section of the city, where she is being closely watched.

Man Killed by an Automobile.

Baltimore, Md. — During a race between two automobiles Thursday James F. Grinnell, colored, was struck and instantly killed by one of the machines at the corner of Baltimore and Fremont streets. The cars were driven respectively by Frank Brown, Jr., son of ex-Gov. Brown, of this state, and James Elliott, of Washington. Neither stopped after the accident, but continued on their course at terrific speed. The police arrested Brown and his chauffeur. Brown said it was Elliott's automobile that struck Grinnell. He and his chauffeur were arraigned before Justice Loden and released on their own recognizances for a hearing next Monday.

Killed His Wife and Suicided.

New York City. — John Whitley, one of the leading dealers in stoves and ranges in Brooklyn and vice president of the Reliance Ball-bearing Door Hanger Co., killed his wife with two pistol shots early Thursday as she lay sleeping in her room on the ninth floor of the Hotel Belleclaire, in Manhattan. Whitley then leaped from the window into the street, being killed instantly by the fall.

Robbers Raided a Railroad Depot.

Goldfield, Nev. — Nine robbers early on Thursday visited the depot of the Tonopah, Goldfield & Bullfrog railroad, overpowered two watchmen and an operator, threw them into box cars and then blew open the safe. It is said that they secured several thousand dollars.

Jury to Try Powers Is Secured.

Georgetown, Ky. — A jury to try Caleb Powers, charged with the murder of William Goebel, was completed Thursday. There are eight democrats and four republicans on the jury.

ARE MAKING THE DIRT FLY.

PROGRESS OF WORK ON THE PANAMA CANAL IS RAPID.

Figures for October, 1907, Show Large Increase in Amount of Dirt and Rock Removed.

Washington, D. C. — Data relative to the work now going on in connection with the construction of the Panama canal, later in date than that contained in a report of the isthmian canal commission published Wednesday is just made public in the shape of a detailed report of operations for the month of October received at the canal offices in this city. From this it appears that construction is progressing even more rapidly than was forecasted in the annual report of the commission.

On the Culebra section, which represents the greatest excavation on the line, the total amount of earth and rock removed last month was 634,499 cubic yards. This was about 2½ times more than was removed during the same month of the previous year, and the average output per steam shovel was about 53 per cent greater, notwithstanding that the rainfall was nearly three times as great as in October, 1906.

Work on the other sections seems to have progressed in like proportion, not only in the matter of excavation by steam shovels, but in dredging and blasting in the latter case no less than 125,419 lineal feet of holes having been drilled in the rock for blasting purposes in the Culebra division alone.

The largest force of employes ever worked on the isthmus since the inception of the canal project under the French, was at work at the close of October, when the commission was employing 29,915 men and the Panama railroad 6,139—a total of 32,054. Fewer Europeans were brought in than at any time since operations were commenced.

Public schools were opened on the isthmus October 1 with an enrollment of 351 pupils. The health conditions continue to improve.

"Discourage vigorously any applicants for work coming to the isthmus without appointment. All positions filled and no increase contemplated. Unemployed men without funds sources of embarrassment." The above dispatch from Chief Engineer Goethals, of the Panama canal commission, was received Wednesday. Applications for work on the isthmus are coming in at the commission's offices at the rate of 300 a day, an increase of 33 per cent in the last month.

A FORTUNATE RESCUE.

Crew of a Schooner Were Saved Just as Their Craft was Sinking.

New York City. — How they were wrecked in a storm at sea and drifted helplessly on the angry Atlantic with the pumps going night and day to keep their battered craft afloat until they were rescued, is the story told by Capt. Burke, of the British schooner Dictator, of St. Johns, N. F., and his little crew of five, who were taken off the sinking schooner by the British tank steamer Aras, which came into port last night from Ponarth. The Dictator sank as the last member of her crew was being hauled over the side of the Aras. Capt. Burke and his men were exhausted when rescued, but had recovered when they reached here.

The Dictator, a schooner of 82 tons, with a cargo of codfish, sailed from St. Johns, N. F., November 13, for Oporto. Squally weather was encountered for three days and when the Dictator ran into a hurricane a heavy sea broke over her, opening her seams. The Dictator began to fill and Capt. Burke sent all hands to the pumps. For two days and two nights the leaking schooner was tossed about. Capt. Burke had about given up hope when, on the night of November 19, he sighted the lights of the Aras. Distress rockets were sent up and Capt. Ryder, of the Aras, bore down upon the schooner. Capt. Burke and his crew finally reached the Aras in the dory, which had been patched with canvas to keep it afloat.

Wealthy Woman Killed Herself.

New Castle, Pa. — Mrs. Jennie Williamson, 27 years old, shot herself through the heart at her home here Wednesday while mentally deranged. She had been separated from her husband for six months, but a reconciliation was effected just a few hours before the suicide. Mrs. Williamson was a niece of the late Peter Kimberly, who died some time ago leaving her and her mother a fortune of \$500,000.

Weston Lowered the Record.

Chicago, Ill. — Twenty-seven hours and 25 minutes were clipped by Edward P. Weston from the record for pedestrianism between Portland, Me., and Chicago established by him 40 years ago when on Wednesday he ended his record trip on foot between the two cities. Weston's actual time exclusive of Sundays on the present trip was 24 days, 19 hours and 15 minutes.

He Helped Capture Jeff Davis.

Dansville, Mich. — Charles E. Paddock, a veteran of the civil war, died at his home here Wednesday. He was one of those who helped capture Jeff Davis, president of the Confederacy, for which he received his share of the reward.

An Appalling Record of Fatalities.

Milwaukee, Wis. — The record of fatalities in the woods of northern Wisconsin and upper Michigan during the open game and deer season of 1907, which closes Saturday night, is far greater than during any season for many years. A total of 31 ninerods lost their lives.

Three Men Killed by a Train.

Pittsburg, Pa. — William J. McClure, his son John and a negro named Reed, all of East Liverpool, O., were killed Wednesday by being run down by a train while walking on the railroad tracks at Industry, Pa.

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 \$5 up.

Chiffoniers of all kinds and all prices.

The finest line of Sewing Machines on the market, the "DOMESTIC" and "ELDMORE." 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.

UNDER TAKING.