

# Unparalleled Offerings — Furniture—Carpets—Draperies

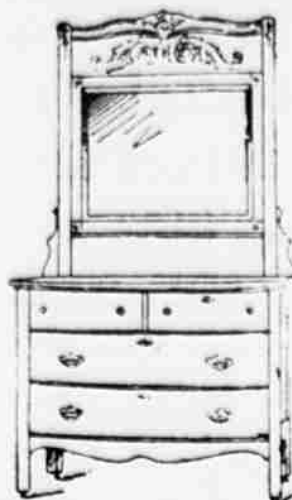
Buying before the advance—controlling products of the strongest makers—quoting lower prices and giving better values than have ever been known before for goods with quality. We quote but a few from scores of equally tempting offers.



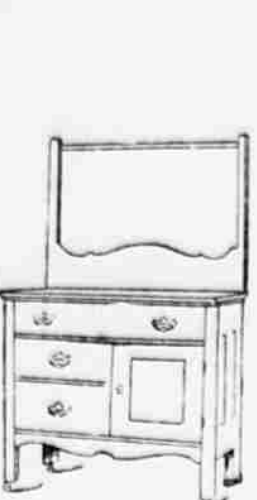
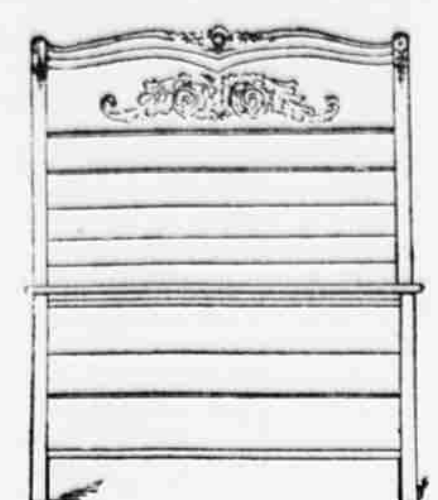
**PARLOR TABLE**—Made of select oak, quarter sawed and polished in the golden oak—handsome pattern—price only **3.25**



**DINING CHAIR**—Made of select oak—golden finish—ane seal—choice—price only **1.75**



**Bed Room Suit**—Made of select oak—dresser has full swell quarter sawed front—brass handles—large 50x24 inch velvet mirror—suit is hand polished—in the golden oak finish—a suit that will more than please at the price—Compare it with the \$25.00 kind and note the saving at our price—only **22.50**



**ROCKERS**—These elegant high arms—rockers—made of select oak—polished in the golden oak—mahogany or oak—price only **2.75**



**MORRIS CHAIRS**—This elegant Reading Chair—reversible—easy cushions—half filled—made in select oak—imitation mahogany—any finish—the best value offered at our price—only **7.85**



**DINING TABLE**—Made of select oak—highly polished—with heavy fitted and turned legs—6-foot top—price—**10.50**



**SIDEBOARD**—The best sideboard value offered—made of select oak—swivel top—French bevel mirror, 32x18 inches—top 23x48 inches—richly carved and polished—in golden oak—price—**19.00**

**Rugs**  
Beautiful Moquette Rugs, 3 feet by 1 1/2, best quality of moquette, never sold less than \$1.00; while the present lot lasts we will sell them at 75c each. This is less than they can be bought for at wholesale in any quantity.  
A lot of best quality Smyrna Rugs—sample lot, 3 ft. by 6 ft., some 2 ft. 6 in. by 5 ft., all at one price—you take your choice of Rugs that sell at \$3.75 to \$5; entire lot at \$2.58 each.

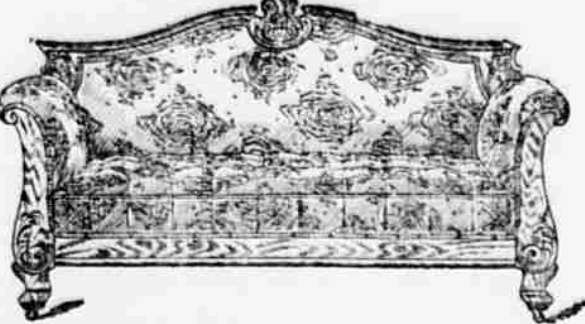
**Imperial Mats**  
18x36 in. and 21x45 in.—altogether they sell at none less than \$1.35 to \$1.75 each—all at 98c each.

Salvage Smyrna Rugs, all wool, with matched fringe, 6 and 7 ft. long by 3 ft. wide; for service equal to almost any rug made; finished rough in imitation of Turkish goods; these all go in one lot at \$2.58.

Large size, 4x6-6, \$4.50.

Closing out some German Saxony Rugs—5x11 feet—usual price, \$25.00, close at \$24.00—cannot be imported under present duty and sold for less than \$20.00.

**FIBER MATTING RUGS**—very desirable for the summer season—in three sizes—75c, \$1.15, \$2.00.  
**GRASS MATTING RUGS**—a large and serviceable rug at a small price—27x34 in. \$1.00—30x36 in. \$1.25—36x72 in. \$1.50.



**DAVENPORT SOFA**—Hand polished mahogany finish—framed—nicely carved—upholstered in best velvet—covered in best velvet—dressed spring—edge and end—wonderful value at **20.50**



**COUCHES**—This handsome mahogany finish—framed—Couch 30 in. wide, 60 in. long—covered in best velvet—dressed spring—edge and end—wonderful value at **15.00**

**Carpets**  
Carpet wools have advanced 40 per cent—the manufacturers have advanced the price of carpets about 10 per cent. We have not advanced our prices, but continue to sell 10 wire best grade Brussels at 75c.  
A good line of Moquettes and Axminsters at 85c.  
Genuine Velvet Carpets at \$1.00 and \$1.25.  
All wool 2-ply Ingrain Carpets, 65c quality, 50c yard.  
Union Ingrain Carpets, 45c quality, 25c.  
New and Artistic Fiber Mattings in small neat checks and Persian figures. This lot is priced at 50c yard, 15c less than ever before.

**Carpet Sweepers**  
We are making a special offer of a quantity of good, adjustable Sweepers that have sold heretofore at \$2.50 each. They are adjusted to soft pile or hard carpets; easy running and with modern improvements at \$1.25 each.



**IRON BED**—Full low four-brass trimmed top rails—made to hold wire mattress—top 48 inches high—best white enamel finish—price only **6.00**



**ROCKERS**—High back—richly carved—nicely finished—made to hold wire mattress—top 48 inches high—best white enamel finish—price only **4.90**

**Illustrated Catalogue Mailed Free to Out-of-Town Customers for the Asking.**

## Orchard & Wilhelm Carpet Company

1414-1416-1418 Douglas Street, Omaha, Neb.

Mail Orders Receive Prompt Attention

We are the Largest Mail Order House in the West.

### WORK FOR WILLING HANDS

Jobs in Abundance Await Industrious Men in the Northwest.

### IDLENESS A MATTER OF CHOICE

Conditions that Beset Managers of Railroads in the West—President Hill's Views on the Labor and Kindred Questions.

James J. Hill, president of the Great Northern system of railroads which crosses the territory between St. Paul and the Pacific and covers part of it with a veritable network of tracks, is short and broad in person; in New England they would call him "stuffed," making two syllables of the word. In complexion he is dark, almost to swarthy, and his face is full of rugged lines inscribed by the strenuous hand of experience. His eyes are dark brown, possibly black; sometimes they glow like two coals. His jaws and lips are covered with a rough growth of whiskers. His hair, slightly gray and thinned at the top, is almost long enough to brush his coat collar. His dress is unobtrusive, a rough business suit, the coat of which is a short sack, being his favorite. His hat is soft and has a broad brim. He smokes with enthusiasm when he talks, and he talks well on any topic you are likely to broach, avoiding himself if possible, but always ready to discourse about his railroads and the northwest.

**PREMATURELY OLD.**  
A man ought not to feel old, or to be old until well up toward the nineties, but now-a-days you don't see many such men. Instead, you hear people no older than 40 or 45 who begin to complain of tired backs



and brains, of stomachs giving out, of shattered nerves, of lost energy, of aversion to work. These men have thought more of pleasure than of health. They forget that money is almost worthless without health to enjoy it. Men and women will take Dr. Pierce's Golden Medical Discovery, they needn't worry much about old age. The years will go by, but they won't show it. This medicine makes digestion perfect, and changes a disordered stomach into a healthy one that works as Nature intended. It regulates the liver, enriches the blood and tones the nerves. It prevents consumption by curing bronchitis, lingering coughs and bleeding lungs. The "Discovery" contains no alcohol, no false or uncertain stimulants; the power it gives is the power of Nature, deep, genuine and lasting. It does not create a craving for stimulants. In serious cases of sickness, Dr. R. V. Pierce, Buffalo, N. Y., will give free advice and counsel to those who write him.

roads and the northwest. He believes in hard work, mixed with thought, good company, business and luck. These three things have helped him, who began life a poor boy on a sterile Canadian farm, to become one of the four or five greater developers and railway monarchs of the age.

Sitting in his St. Paul office the other day, Mr. Hill discussed with the writer the future of the country, present chances for young men, and other topics of current interest. Incidentally his talk threw much light upon his own life and personality. Hill is an optimist, as you would expect a man of his type and achievements to be, though he isn't blind to the fact that many new and difficult problems have been brought into existence by modern business and social development. In spite of these, however, he says there are still innumerable opportunities for young men to win financial success in the United States. The development of the country has only begun, so to speak, and there'll be plenty of chances as long as development is going on. But the man who desires to get his chance must work and persevere in his work.

**Steady Workers in Demand.**  
"The crying need of the northwest today," said Mr. Hill, "is men who have the gift of continuance. We have sent 15,000 track laborers out in the past twelve months, and yet we have not had more than 2,500 at work at any one time. The majority of the laborers now at work in the Dakotas and Minnesota are Italians and Poles. The Italians are highly unsatisfactory. As a rule their object in coming here is solely to get enough money together to support them in idleness at home, and they board their earnings to the last possible degree. For this reason, and because they come from a land where food is not abundant, they rarely eat enough or work enough, and so have not sufficient physical strength to stand the strain of long continued labor. The Poles are much more satisfactory. They are strong, hardy and willing; moreover, they are anxious to leave off working for wages as soon as possible. Conditions of political and personal freedom in Poland are not to their liking, and consequently they do not desire to return to the old world as the Italians do, but are prone to settle down on land in this country as soon as they get money enough to do so.

"West of the Dakotas we use more Japs than men of any other nationality. They do not begin employment of the little brown men from the Orient from choice, but because we were obliged to; we couldn't depend on men of any other nationality. It is only right to say that having tried the Japs we find them the most satisfactory laborers we have. They are willing, cheerful and strong; they work a little cheaper and that is a point, of course, but the great advantage of the labor of the Japs over any other labor now available in the northwest is their reliability. It comes mainly from their temperance and their personal cleanliness.

have tried the plan of keeping our white laborers busy throughout the entire week, seven days at a stretch, without giving them any time to get drunk, hoping in that way to preserve their health, but they can't stand the strain. Many of them become tramps, dirty, disreputable and lazy. Living from hand to mouth, moving about from place to place, stealing railroad rides whenever they get an opportunity and frequently losing their lives under the wheels or between the cars. There isn't a week in a year that some of them are not killed on our lines, through no one's fault but their own. With the Japs it is different. When Sunday comes they make things clean and take their rest like sensible fellows. Perhaps they can't do as much work, man for man, as the whites, and so a larger force may be required, but they are always cheerful, al-



PORTRAIT OF J. J. HILL.

ways healthy, always ready to work. They never become tramps.

a broad view throws a different light upon it. To offset the army of idle, vicious men—for idleness breeds viciousness—there is a great body of busy, prosperous farmers, business men, professional men and employes in Minnesota, in the Dakotas, in Montana and away out to the coast.

"It may be true that the willfully idle are now multiplying, if true, this might be taking for a disquieting sign by the faint-hearted. But there is a remedy, and it is self-acting; the doctrine of the survival of the fittest is eternally true, and those who will not work cannot eat.

**Words to Young Men.**  
"Were I asked to give definite advice to a young man of intelligence and health, but without capital or the training of the schools, I should say, first of all, that he

should reflect a bit on his fall to see the falsity of the notion that the day of rapid development of big enterprises has past. It is true, for instance, that mere miles of long distance steam railroads have been built that are yet to be constructed, but the development of urban and suburban electric railroads is still comparatively in its infancy. The same is true of many other forms of development. They all require capital; but when of the right sort a young man need have no difficulty in attaching himself advantageously to those who can command it. One of our most serious troubles, at the present time, is the scarcity of proper men to place in posts of trust and responsibility as foremen, superintendents and the like. We simply can't find them fast enough. There are plenty among the workmen, probably, with sufficient ability to assume such posts, but most of them insist upon joining in short-sighted movements that shut them out of promotion and often deprive them of the work they already have to do. I will give you an example of this.

"Until a comparatively recent date we employed hundreds of coal heavers to replenish the tenders of our engines. They had to work in the dark as well as in the light, for people wish to travel by night as well as by day in these busy times, and freight bound from the west to the east cannot be stopped when the sun goes down. So, although our coal heavers were unem-ployed a good portion of each day while waiting for engines, and did not work more than four to six hours in each twenty-four hours, they were obliged to be 'on watch' all the time. Our system was to divide the day into twelve-hour shifts, thus keeping two full forces of men at each point where our engines took coal. We paid the men \$15 a month after a while someone came along and persuaded them that they were not having a fair show, that no matter how short the actual time of work each day, no man ought to be on watch more than eight hours at a time. Accordingly they demanded three shifts a day with no reduction of pay. This meant adding one-half to the cost of working our engines. Down to that time it had cost us 12 1/2 cents a ton to replenish our locomotive tenders; under the new arrangement it would cost us nearly 19 cents.

"Well, we had to keep the trains running and we accepted the terms of the men. It was not pleasant for this was an increase of running expenses which brought no increase of business. If we were to increase expenses 50 per cent along the line without increasing the volume of business we would have either to stop our trains or increase our freight and passenger rates enormously. Naturally, we sought a remedy for the new situation. It was by no means difficult to find. We have many men of mechanical expertise among our employes, and in a short time we were coaling our engines by machinery, employing only two men at each coaling place, one by day and one by night, at a cost of \$90 a month, instead of eight or ten men at a cost of from \$160 to \$100 a month. Now each man simply tends a machine, which is operated by a small engine, run at a nominal expense. Now, when an engine has to be coaled a lever alongside a trestle, the fireman pulls a lever, and the coal is chuted into the tender. There is not only a great saving of expense but also of time, and this latter is one of the most desirable features of the present system. For ten, the cost of coaling our engines now averages between 3 and 4 cents. That is all right for us, though not very pleasant for the men, since nearly 400 of them who had steady work—hard, perhaps, while it lasted, but with plenty of rest between whiles, have had to seek other employment; but it should be remembered that it is their own fault if they are idle. Eventually we might have come to the present method of coaling in some event, but we hadn't contemplated it when the demand for eight-hour shifts was made. Personally, James J. Hill practices the

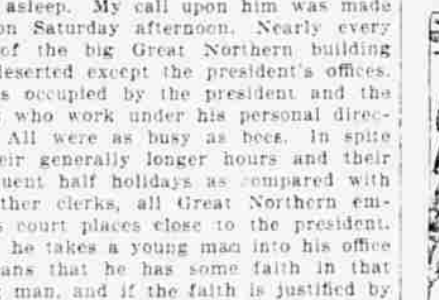
gospel of work as persistently as he preaches. His friends say he is never idle except when asleep. My call upon him was made late on Saturday afternoon. Nearly every part of the big Great Northern building was deserted except the president's office. It was occupied by the president and the clerks who work under his personal direction. All were as busy as bees. In spite of their generally longer hours and their infrequent half holidays as compared with the other clerks, all Great Northern employes count places close to the president. When he takes a young man into his office it means that he has some faith in that young man, and if the faith is justified by his works promotion is as sure as the sunrise after the night.

Some years ago a rather diffident, serious-faced young St. Paul lad, named Frank E. Ward, went to work for Hill as his personal stenographer. Times had never been easy with the boy and this led him to approach his duties with terrible earnestness. From the first Hill was interested. He noticed in particular that the boy always had a book handy, which he pored over whenever there was a minute's respite. One day the president picked up the book. It was not a work of fiction but an algebra, and no objection was made to his continuing to study. It is Hill's custom whenever traveling over his road to sit at the rear of the train and make a flying inspection of the tracks and the right of way. Till Frank E. Ward's time Hill had always insisted that whoever was with him on a trip of inspection should also watch the tracks, but he made an exception in the case of the young stenographer. He was allowed and encouraged to study when making trips. All the same, the boy kept a pretty close watch on everything pertaining to the road and its operation, as Hill found out from time to time by signs with him. One day the stenographer was promoted to the president's assistant. Later, when Hill saw that the lad, now grown to be a man, was competent to work alone, he was promoted again, and he now writes "general superintendent" after his signature. The story that Great Northern clerks have taken up the study of algebra extensively since Ward's promotion is probably not true, but it is certain that his rise has been an excellent object lesson all along the line.

Though circumstances have sometimes been against Hill, it is true that luck has generally been with him. Thus, while the St. Paul & Pacific, the link of the Great Northern chain, did little business the year before he acquired its control, its business increased several fold the year afterward. This increase was a piece of luck and not of management, due to the first big Manitoba boom. The business it engendered had to go over Hill's road, for there was no other thoroughfare for it. Six months afterward the line was choked with trains from terminus to terminus and big gangs of men were kept busy building sidings over which the trains might pass one another.

**Shorter Ways of Doing Things.**  
From the beginning of his active life Hill has constantly sought for shorter ways of doing things, for schemes to save labor and so make transportation rates cheaper. His first warehouse, built on the St. Paul levee more than thirty years ago, long before he owned an inch of rail, is a case in point. All previously built warehouses in St. Paul looked so far back from the river that goods unloaded from the steamers had to be deposited on the wharves in the open air till they could be carried into the warehouse, thus being handled twice. Hill's warehouse was built at the water's edge, so that goods could be unloaded into it directly from the steamers. Men laughed at the warehouse while it was being built, exactly as they did at Hill's announcement later that he was going into the railroad business. Eventually they stopped laughing and took to imitating him, confident in the country, both perseverance and the sort of common sense

### Strong Drink is Death



**DR. CHARCOT'S TONIC TABLETS** are the only positively guaranteed remedy for the Urinary Nervousness and Menstrual Disorders caused by **WEAK NERVE FORCE**. **FOUR BOXES** will cure the most obstinate cases. **DR. CHARCOT'S TONIC TABLETS** are the only positively guaranteed remedy for the Urinary Nervousness and Menstrual Disorders caused by **WEAK NERVE FORCE**. **FOUR BOXES** will cure the most obstinate cases. **DR. CHARCOT'S TONIC TABLETS** are the only positively guaranteed remedy for the Urinary Nervousness and Menstrual Disorders caused by **WEAK NERVE FORCE**. **FOUR BOXES** will cure the most obstinate cases.

### Call for CASCADE WHISKEY



**14 YEAR OLD SOLE MASH WHISKEY**—Don't let them palm off other goods on you. See "Cascade" brand on bottle. Dealers order through **FRED T. CUMMINS, General Western Agent, Phone 1701, 308 Karbach Block.**

shown in the location of this warehouse have been great factors in the building up of the Great Northern railroad system. Mr. Hill told the writer the other day that he found out long ago that transportation is nothing more nor less than overcoming the law of gravitation. Were it not for a carrier pigeon could move as much as a locomotive. This explains why he has so invariably sought for low grades, his idea being to make his road as nearly level as possible. He has personally examined every foot of territory through which every Great Northern line has been built, both as to the resources of the country and the engineering possibilities. Confidence in his judgment is so universal among the people who dwell in the regions his railroads serve that a line of stakes across an unoccupied territory driven by Great Northern surveyors and indicating that a new line will eventually be built there, invariably attracts settlers in advance of the line, so that when the rails are laid there is generally almost enough business at the very beginning to make the line pay its way by itself, certainly enough to insure its profitable operation as a part of the entire system and a feeder to the main line.