

DEAD MERCHANT

HE SOMETIMES DRIVES TRADE AWAY FROM THE TOWN.

HINDRANCE TO LIVE MERCHANT

Are as Much to Be Feared as the Competition of the Catalogue Houses—Should Be Awakened or Buried.

Why should the home merchant be patronized instead of the mail order house? The subject has been exhausted almost and from all points of view and all sides there is no valid reason why the merchant at home should not—excepting two, price and articles wanted.

It is not the intention of the writer to jot down a pleasant flow of language or to produce an interesting bit of reading matter, but merely to state in a few simple sentences what I have seen and learned of the competition between the catalogue houses and the home merchants. In the first place no one community suffers greatly in this competition. That makes the problem all the more difficult in solution. I

from shelf-worn goods. These men make the humblest customers feel welcome in their stores, and particular attention is paid to waiting on children, giving them even better measure and quality than their elders would receive. And these men are advertisers. Their ads in the local papers are changed regularly and show time and study. They meet the mail order man more than half way in special sales and clearing of odds and ends. Here is an instance where there is no legitimate excuse for a person sending away after goods. And the people do not. Very few articles of general merchandise are shipped into that city. The buyer and seller are working in harmony to their own betterment and advantage.

But look at the other side. The city which we have in mind has one hardware and one furniture store. Both have fairly good stocks for the size of their circle of trade, but just step into either one of these stores. The proprietor may be in the back room or the back yard for all you know, but by and by some stir is heard and leisurely he makes his appearance—neither store has need of a clerk—and probably with some grumbles about being disturbed, asks what is wanted. There might as well be placards in the store announcing "Buy what I've got and keep still" and "We are busy, don't disturb us."

Column after column has been written deploring the fact that the buyer spends her or his money away from home, that she or he is helping to build up the mail order house to the detriment of the home merchant. The sentiment is good and the cause is worthy of the efforts being made to stop this undertow; but no amount of writing, and no amount of home patriotism will ever overcome the bad effects of the dead merchant in the little town. The truth can be plainly seen.

Let us turn back to the general stores and look up the proprietor of any one. He probably will be found busy waiting on a customer, but if not he will tell you that it is not the catalogues alone that he fears, but also that it is the lethargy of these two dealers. They are helping to drive away trade from home.

I have wandered from the subject and gotten over on the buyers side of the fence; but isn't it well at times to look at the other side of this pitiable story? I started to write a few lines on "Why People Should Trade at Home," and have gotten into the field of "Why the Home Merchant Should Induce People to Trade at Home." It may be fair to the little town to once in a while throw a few shovels full of earth on the dead merchant, lest he stinketh and polluteh the rest.

EDWARD T. HALE.

All Cutting Sawing.

Knives, no matter how carefully sharpened, are little saws; the grinding away of the steel, done by the stone, is not an even work, but when the edge gets thin is a process of tearing away tiny bits of steel by the grit of the stone. This tearing makes the teeth. A fine stone makes fine teeth, a coarse stone coarse teeth. A carving knife, used on meat, is sharpened on a coarse stone or a steel, and has coarse teeth, although its edge is thick. Its action in parting the meat is more that of a saw than a fine wedge. No matter how soft it may be, it will not cut easily unless it is drawn over the meat and not simply pressed down. A razor, however, with its paper-like edge, will cut into flesh with a simple pressure—it is a wedge dividing the fibers of flesh just as a wedge of iron divides the fibers of the log it splits. But a razor is a saw, too, only as it is ground on the finest stones and later finished with a leather strop, its teeth are very fine indeed—hundreds and hundreds to the inch of blade.—St. Nicholas.

Indian Philosophy.

The other day Elsie, the oldest living Tonkawa Indian, was making some purchases in one of our hardware stores, and the enterprising salesman called her attention to a washing machine which he said would make "Blue Monday" a day of pleasure. Old Elsie admired the gaily painted machine, but when she was made to understand for what purpose it was intended she sniffed the air in contempt. "Me no wash. Pale face wash, wash—all time wash. Wash Monday, Monday, Monday, heep wash. Indian no wash; all time dirty. Pale face wash; all time dirty, too."—Tonkawa (Okla.) News.

At the Play.

A young man was arrested in a Manhattan theater recently because he laughed at a part of the play where excuse for mirth was supposed to be entirely absent, says the Brooklyn Eagle. He was convicted and fined, but we trust his case can be carried higher up, on appeal. It would be a joy to have a definite and decisive ruling as to the public display of the individual sense of humor. If to laugh when others would be silent be a misdemeanor under the law, how would it do to jail and fine some of the "paper" claque who applaud a dull play that other auditors desire to damn?

Honest in Face of Temptation.

Little Ethel had just returned from church and whispered to her mother in great confidence: "Deacon Brewster passed the money, but I didn't take any."

that he was ashamed to go to chapel. "There's no chance of my getting a new suit this year," he told me. "Dad's out of work, and it takes all of my wages to pay the rent." I thought the matter over and then took a sovereign from my carefully hoarded savings and bought the boy a stout warm suit of blue cloth. He was so grateful that I felt repaid for my sacrifice. But the next day he didn't come to work. I met his mother in the street and asked her the reason. "Why, Mr. Lipton," she said, courtseying, "Jimmie looks so respectable, thanks to you, sir, that I thought I would send him around town to-day to see if he couldn't get a better job."

The Actor's Complaint.

The physician looked grave. "I give you," he said, "but ten more years of work." "Grinding his teeth, the actor hissed malevolently: "Curse you, why didn't you tell me this before? Are you aware that you have robbed me of at least seven farewell seasons?"

No effort is made to show you an article; nothing is ever taken down from the shelves unless directly asked for. Neither hardware nor furniture man acts willing to get what you want if he does not have it in stock. And again—neither one of these stores believe in advertising. They use no space in their home papers; a newcomer would never know the city possessed such places of business enterprise. Who ever heard of a country hardware or furniture store having a special sale, or harvest sale or the like? But why not? These two storekeepers are bitter against the mail order houses. I wonder why? I talked with the railroad agents in that little city and he said lots of hardware and furniture was shipped in. He said, "One day I made out an express order for \$34 to pay for a bill of hardware. I told the man to go up and see if the merchant couldn't fill the order. He went but soon came back, saying that he didn't have half of the stuff on hand and that he wouldn't cut a bit on what he did have."

mean by this that the majority of buyers in no one community purchase by mail. The business of the mail order house is scattered over a large territory, the number of orders coming from any one community compared with the whole is comparatively small to the number of orders in the town. There is an exception to this in a community where the home merchants are dead ones and ask exorbitant prices. To illustrate. There is a little city in the central part of Wisconsin, a beautiful little place, with its shady streets and pleasant homes. It has several general stores owned by live, wide-awake merchants, who are hustling for business, yet are always pleasant and ready to visit with a customer. They are not put out at any time to show goods, taking down bolt after bolt of cloth and maybe then not making even a five-cent sale. They take that as part of their business; they are always willing to send post-haste to the city for any article they may not have in stock that is wanted by a customer; their stocks are up-to-date and free

a peculiar whinny and neigh reported the proximity of the enemy.

But, to come down to the present day, it is related by a retired New England clergyman, whose sands of life had nearly run out, that one day on leading his horse down through a lane to a brook for a drink the animal suddenly halted and, turning its head round, grabbed up with its teeth one of its hind shoes which had just dropped off, and, holding it in its mouth with the nails dangling, it backed up against a stone wall and clapped it onto its hoof and with a few violent kicks nalled it on again.

Philanthropy Did Not Pay. "It requires a vast deal of courage and charity to be philanthropic," Sir Thomas Lipton was saying the other day, apropos of one of Andrew Carnegie's book bounties. "I remember when I was starting in business. I was very poor and making every sacrifice to enlarge my little shop. My only assistant was a boy of 14, faithful and willing and honest. One day I heard him complaining, and with justice, that his clothes were so shabby



When the local editor and the local merchant put their shoulders to the wheel of local progress the town will move, its industries will thrive, it will prosper. But remember the editor cannot do it all; he asks and must have the merchant's assistance.

SOME REMARKABLE HORSES.
Wonderful Stories About the Steeds of Famous Men.

In his letters to Lord Granville, published by the Royal Philosophical Society, who was also greatly interested in natural history, Smithson, the founder of the Smithsonian Institution in America, relates how the horse of Alexander the Great, Bucephalus, would at night, on hearing a blast of the trumpet from the soldiers on guard showing the approach of the enemy, run at great speed to his master's tent and with his teeth grab the sleeping monarch and shake him until he sprang into the saddle and galloped toward the enemy.

Also that the great Caliph Haroun-el-Raschid in the eighth century in marching toward the forces of Queen Irene of Constantinople constantly had a number of trained Arabian horses (direct descendants of the famous horse owned by Ishmael 4,000 years ago) thrown forward as scouts, who from time to time returned to camp and by

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Childhood and Education of Moses

Sunday School Lesson for May 26, 1907
Specially Prepared for This Paper.

LESSON TEXT.—Exodus 2:1-15. Memory verses, 9, 10.

GOLDEN TEXT.—"Moses was learned in all the wisdom of the Egyptians, and was mighty in words and deeds."—Acts 7:22.

TIME.—Moses was born probably during the reign of Rameses II., which lasted 67 years, Rameses dying at the age of nearly 100. Sayce gives as the limits of his reign B. C. 1348-1281; Driver, 1258-1208; Breasted, 1292-1225. According to the common chronology, Moses was born B. C. 1571, and our lesson, covering the first 40 years of his life, would extend to 1531.

PLACE.—Moses was born at the capital of Egypt, which at that time was either Memphis, nearly where modern Cairo is, or Tanis (Zoan), in the eastern part of the Nile delta.

Comment and Suggestive Talk.

The Working of God's Plans.—See what factors entered into this preservation of the world's greatest man. There was (1) a humble slave family; (2) a little basket of bulrushes; (3) a little girl; (4) a baby's tears; (5) Pharaoh's own daughter; (6) the child's own mother; (7) a royal court. All of these were brought together at just the right time, in just the right way. "This lesson is one of the best illustrations of a perfect combination of the best co-working of human effort and divine providences."

The Court Life of Moses.—"The favor of the king's only daughter and presumptive heir made his life in these early years one long, unclouded summer morning, for all that wealth and power could command were at his service."—Geikie. "He would live chiefly in the apartments of his mother, which would probably be a portion of the royal residence, and would be furnished with every luxury."—Rawlinson. Yet life at Pharaoh's court, "amid all its attractions and advantages, must have had some drawbacks. Egyptian youths and Egyptian courtiers could not be altogether cordial to the Hebrew boy, who, as the grandson of Pharaoh, enjoyed so exalted a position, and received such eminent attention."—Blakie.

The School Life of Moses.—Egypt then had two great universities, at Heliopolis and Hermopolis, and Moses is said to have studied in the former, which was situated about 20 miles north of Memphis. It was "the Oxford of Ancient Egypt," as Alexandria was in later times. Herodotus went thither to gather information for his travels, and Plato studied there for 13 years. "Shady cloisters opened into lecture rooms for the students, and quiet houses for the professors and priests, in their many grades and offices; there being room for all in the corridors of the huge pile."—Geikie. A splendid library would be at his disposal. The library of the Ramesseum at Thebes—a structure built by Rameses II.—contained 20,000 books.

The studies of the young man would include the two forms of difficult Egyptian writing, arithmetic, geometry, trigonometry to some extent, astronomy, music, both vocal and instrumental, painting and architecture, medicine and chemistry, history and law, poetry and other branches of literature, and especially theology, extending to its highest form, "the philosophy of symbolism," in which the Egyptian religion, gross as it was, came nearest to the Hebrew. As a member of the royal family, Moses was no doubt received into the priestly caste, and knew all their secret lore.

The Military Life of Moses.—Stephen tells us (Acts 7:22) that Moses was "mighty in words and in deeds." The words "may have meant such power of composition as appears in the hymn by the Red sea, and in the magnificent valediction to his people."—Expositor's Bible. As to the deeds, after completing his university course, Moses might have become a hanger-on at the court, or obtained some civil appointment and sought to climb the official ladder, or entered the literary life, or devoted himself to the priesthood, or become a soldier. The tradition that he chose the last-named calling is in accordance with the probabilities, and explains his great military ability displayed in the exodus and afterwards.

The Patriot's First Attempt.—It was natural that Moses' first attempt at aiding his people should be a blunder. Even the greatest men make mistakes, and prove their greatness by their ability to learn from their mistakes.

The Patriot's Second Attempt.—"To smite the oppressor was not enough. Moses must unite and discipline the oppressed. And this was his next effort."—Hanna. "The treatment he received from the Hebrews he sought to aid showed that they were by no means ripe for freedom or nationality."—Townsend.

Lessons in Patience.—Ex. 2:16-25. Moses remained in Midian for the second of the three 40-year periods into which his life is divided.

Pretty Epigram.
A charming epigram adorned an address that Mrs. J. C. Phelps Stokes made on her last visit to Detroit. She was rejoicing over the fact that in the slums woman, no matter how wretched her case, kept her speech pure, as a rule, of profanity. "An oath from a woman's lips," she ended, "is unnatural and incredible. I would as soon expect a bullet from a rosebud."

Journalistic Difficulties.
Since its reappearance in Belgrade ten days ago the Journal Otatsbina has been confiscated four times. Its editor, Capt. Novokavitch, has been sentenced to a month's imprisonment; the printers have been locked up on various charges, and the office boy expelled to Zemlin. In spite of these little difficulties the paper continues to appear daily.—London Standard.

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