

FOOL THE PEOPLE

MOTTO OF "GET-RICH-QUICK" MEN AND FAKIRS.

HOW SCHEMES ARE WORKED

Desire to Get "Something for Nothing" Is Played Upon—Exercise of Common Sense Would End Graft.

"You can fool some of the people part of the time, but you can fool others all the time," seems to be a motto of the get-rich-quick men and "gold brick" operators. Pages of the daily and weekly press may be filled with warnings to readers to be on the lookout for swindlers, yet many who are credited with intelligence will keep right on biting at baits thrown out to them by various concerns who sell "cats in bags."

Psychologists say that every person has a weak spot somewhere in the brain. It seems that this softness is commonly manifested in false reasoning that frequently one can get something for nothing. Understanding this desire on part of the majority, the fakirs bait their hooks accordingly. There are large concerns which have built up great enterprises by representing to the people that with each bill of goods purchased the buyer gets "something for nothing."

Just think of a "graft" like this that will draw \$1,800 worth of soap orders in a single month from a town of 10,000 people! But this is just what has been done within the past few months. Just think of wives of grocers and dry goods merchants in large cities joining "soap clubs" and paying a dollar each month to a foreign concern just to secure a premium, while their husbands could supply them at half the cost all the soap and the premium too! Yet such is the drawing power of "the something for nothing" argument, if the Creator gave these women common sense, they little know how to utilize it.

Some means should be devised to tax directly or indirectly the concerns in foreign cities that seek to do business directly with consumers through the mails. At present they are protected by the interstate commerce law. These concerns make their money by dealing with the people of some community, where they pay no taxes direct or license fees.

The merchants of the town are taxed upon the business they do. Is this proposition a fair one? The foreign insurance companies doing business in a state must pay a license fee for so doing. Why not compel the foreign mercantile concern to do the same? Our national laws should be so constructed as to provide that there be a tax on the amount of business transacted in a state by any mercantile concern in another state, unless the business be transacted by concerns which pay taxes within the state for the doing of such business.

D. M. CARR.

MAKING CHEAP GOODS.

Low Prices Too Often Mean Inferior Articles.

Efforts to cheapen cost of production of numerous classes of goods and to place them on the market in competition with well advertised lines, and at much lower price, has influenced not too honest manufacturers to turn out very inferior articles. So long as they can be made attractive in exterior appearance so as to please those whose tastes are for the "showy" seems to be the only consideration. In the manufacture of stoves and ranges particularly is there great opportunity for fraud. In different cities of the middle west are large concerns that make a specialty of manufacturing stoves to supply deal-

Give Charm to Town.

Attractive streets, well paved, good sidewalks, clean appearing buildings, signs arranged well, all go to add a charm to a town. One of the things that often gives strangers to a town a bad impression is the loose manner in which storekeepers and others take care of the exterior of their places. Often not a sign about the place is to be found to designate the character of the business carried on, and this can only be known by a peep through the open door. The windows are often arranged in such a way as to give little knowledge of the goods handled. During the summer time awnings hanging low over the walks, so the passer-by must stoop to avoid them, are found in many places. Just a little care is needed to improve along these lines. An attractive sign does not cost much and is a good investment for the storekeeper. Cleanliness in front of business places makes a good impression. In fact strangers will seldom enter a store if the outside appearance indicates slovenliness and carelessness. The up-

ers who depend on cheapness to secure sales. These manufacturers buy from junk dealers all classes of old iron, and this remelted and worked over enters largely into their manufactured articles. The result is that a stove is produced that while it appears to be all right, a few months' use will prove it to be almost worthless. The tensile strength is not there, the metal is rotten and brittle, and the expansion caused by the heat makes it warp and crack. The linings are of the poorest material.

One of the tricks employed is the use of old sheet iron for lining. Throughout the south and in many of the large northern cities the manufacture of artificial ice is extensively carried on. Galvanized iron cans of the capacity of a 200-pound ice-cake are used, and in every large plant thousands of cans are in use. The ammonia that is used in the process of freezing soon causes the cans to corrode, and then they are rendered useless for the purpose required. The stove manufacturing concerns buy up these discarded cans, and use them for lining stoves. It can be judged that the life of the stove in this way is shortened, but as the stoves are never intended to last long, the lining is as good as the other material which enters into their composition. In appearance these stoves are all that can be desired, but their wearing and durable qualities are not half that of a properly made stove should be. They are often sold at as high prices as the best article, but more frequently are disposed of as "big bargains," and are dealt in extensively by concerns that advertise themselves as "manufacturers," and do business "direct with the consumers" through the mails. Makers of stoves who put out brands of goods known to be standard never resort to such methods, as one inferior stove might result in the loss of a dozen sales, and no reputable stove dealer or hardware merchant would handle the goods.

D. M. CARR.

Deception Practiced.

Those who would not be defrauded by charpers who use the advertising columns of the city papers would do well in carefully considering each proposition which attracts their attention. Remember that those who advertise are not philanthropists. They are out after the dollars, and have nothing to give away, unless it is in exchange for money. The concern that offers an exceptional bargain needs to be studied well before investment be made. Everything has a legitimate value, and is worth so much in the markets of the world. When it is offered at less than its apparent real value, look out for fraud and deception. Generally every good town affords the buyer a chance to obtain whatever he requires, and at a price consistent with quality. Those who patronize home stores are less likely to be deceived.

Another Meanest Man.

We've heard of the meanest man in town, and his faithful wife in her faded gown, and of Maud in the stubble raking hay, when the good old judge rode her way; and the famous liar with line and pole, and the truant boy and swimming hole; but the freak of all is the man who goes and buys for family food and clothes on credit for six months or more, from the keeper of the local store, and when for cash he sells his crops, at the local store he never stops; forgets the bill he ought to pay, and for things he wants he sends away to Make & Fake who want the "mon," and who sell "for cash" to everyone. This man with mind of little strength, can't see the "plunk" at arm's length, but grabs the penny near his eye, and lets the glittering dollars lie.

Beware of the advertisements in which it is stated that "this article will be sent on approval for one dollar." It means that you will have something on your hands, and a good sized freight or express bill to settle, and perhaps many more dollars to pay.

to-date merchant will always be found with a well-cared-for establishment. It is quite often you can tell the business importance of a man in the community by the appearance of his store. Make business places attractive as possible. It may cost you a little money, a little extra labor, but it will pay in the long run.

Building Up Trusts.

During the past ten years billions of dollars have been sent to the large cities by the residents of rural communities, and these billions have been used in building up trusts that work against the best interests of the masses who reside in agricultural sections. Is it not time to awaken to the dangers of sending money away from the home towns?

Pays to Keep the Town Neat.

The streets of a town overgrown with weeds never makes a good impression on the stranger. Good sidewalks, well-kept streets in the residence and business portions of a place, always speak well for the habits of its residents.

A BARREN MEETING

PEACE CONFERENCE AT HAGUE

ALMOST A FAILURE.

LITTLE BENEFIT TO WORLD

Small Headway Toward Permanent Arbitration.—United States Blamed For Coming Unprepared to Push Reforms Wanted.

A dispatch from The Hague, dated September 22, says: After having been in session over three months and with adjournment probably a month in the distance, it is recognized generally, and even by the most optimistic in the peace movement, that the second international peace conference has been and will be at its conclusion barren of results leading to permanent measures of benefit to the peace world. Even the proposition for a future meeting of the conference, which was unanimously adopted on Saturday, has been so altered as to suppress its most important part, namely, the periodicity of the meetings merely providing for the calling of a trade conference, but establishing nothing with regard to convening of the future conference. The prevailing opinion, as expressed by one of the leading delegates, is that the absence of results in the conference on the great questions was due to the lack of preparation by all the countries represented. This, he said, was especially striking in the case of the American delegation, which was supposed to have come here in complete accord with the Latin-American countries.

This accord, however, neither existed, nor had it been reached during the conference. Indeed, what is to be dreaded, it is declared, is that the chief result will be a growing feeling of indifference on the part of the South Americans toward Washington, as, rightly or wrongly, they accuse the United States of having neglected them and of caring only to be working in accord with Great Britain and Germany, thinking that union with these great powers would be sufficient to carry out any project, while the facts proved to be the contrary, as in the case of the permanent court of arbitration, which was a victory for Brazil over the compact formed between America, Great Britain and Germany.

It is generally remarked that the United States should have come to the conference with the certainty of having the support of all.

THINK IT A MURDER.

Box Car Burned and Man's Remains In Ashes.

A man who gave his name as Frank Collins and told conflicting stories, is believed by the Grand Island, Neb., police to be Brank Brady. He was arrested in Grand Island and treated for burns on his hands. The night previous a freight car on the Burlington loaded with oil was found to be afire. After the fire a man was seen running into Ravenna minus his hat, and badly burned. Later the remains of another man were found in the ashes of the car, only the trunk and some of the other bones being left. It is believed that the man was murdered and the car set afire to hide the crime. Brady, or Collins, first told the physician on whom he called at Grand Island that he was burned at the local shops. Questioned further he could not give the name of his foreman.

No accident occurred anywhere. The wounds were dressed by City Physician McGrath, but the man would answer no questions further than to say that there was just a little accident. He will be held. The sheriff of Buffalo county is now investigating the matter.

DYNAMITERS AT JOPLIN, MO.

Mining Plant Blown Up, With a Loss of Many Dollars.

A special from Joplin, Mo., says: The mining plant of the Tennessee company, East Joplin, was blown up by dynamite, the loss being estimated at several thousand dollars. One charge was placed on top of the one hundred-horse power boiler, another near the hub of the fly wheel of the engine and a third in an intricate portion of the pump machinery.

A week ago the News-Herald plant in Joplin was wrecked by dynamite. The same night a mining plant belonging to the Granby Mining company was blown up. Recently Patrick Hennessy, a Joplin councilman, found an unexploded stick of dynamite under his front porch.

THINK A TRUST EXISTS.

High Prices for Paper Causes News Paper Publishers' Association to Take Action.

New York.—At a special meeting here Wednesday the American Newspaper Publishers' association instructed its committee on paper to bring to the attention of the president and the department of justice information concerning an alleged unlawful combination of paper manufacturers that has resulted, it was claimed in an artificial stimulation of prices in newspaper stock. The association also went on record as in favor of the immediate repeal of the tariff on printing paper and wood pulp imported from Canada. This sentiment was expressed in resolutions which further provided for an assessment upon the members to defray the expense incurred by the association in assisting the government in any prosecution of a combine that may be undertaken.

STANDARD OIL PROFITS.

Seventeen Subsidiary Companies in 1906 Earned Dividends of More Than 1,000 Per Cent.

New York.—More light was shed upon the remarkable earning capacity of the various subsidiary companies of the Standard Oil company Wednesday when Frank B. Kellogg, who is conducting the federal suit succeeded in placing upon the record the profits of 17 of the principal subsidiary companies in the years 1903 and 1906. The statement of earnings of the Standard Oil company of Indiana, which was recently fined \$29,240,000 by Judge Landis of Chicago, for rebating, disclosed that in 1906 the company earned \$10,516,982, on a capitalization of \$1,000,000 or over 1,000 per cent a year. The Indiana company in 1906 earned more than any subsidiary company of the big combine.

Decision On Cream Rates.

Lincoln, Neb.—The state railway commission Friday announced its decision on cream rates, but has not formulated its figures. The railroads and express companies at a recent hearing asked the right to increase rates. This will be allowed on long hauls, but on short hauls the rate will be lowered. There will be no radical change, but after the new rates go into effect Nebraska will be put on a distance tariff with regard to cream shipments, and the old special rates will be abolished.

Judge James Humphrey Dead.

Topeka, Kan.—Judge James Humphrey, of Junction City, member of the state tax commission, died Wednesday morning at 1 o'clock. Judge Humphrey has been sick for about three weeks. Judge Humphrey was one of the leading democrats of the state and ran for railroad commissioner last fall on the democratic ticket. He was appointed on the tax commission by Gov. Hoch. He served as a member of the first board of railroad commissioners of the state of Kansas.

Hadley Talks of Meeting.

Jefferson City, Mo.—Attorney General Herbert S. Hadley Thursday night gave out a statement containing the programme of the meeting of attorney generals of the various states in the union, to be held at St. Louis September 30 and October 1, and said the acceptance of invitations indicate that three-fourths of the states will be represented.

Local Option in Canada Also.

Norfolk, Va.—Benjamin Spence of the Dominion Temperance Alliance of Canada, addressing the Anti-Saloon League of America, Thursday suggested rivalry between the United States and Canada to see which could suppress the liquor traffic first. Local option in Canada, he said, is progressing.

St. Louis Shoe Workers Strike.

St. Louis.—The refusal of the St. Louis manufacturers to yield to the demands for shorter hours and more pay, made by members of independent boot and shoe workers' union of Missouri, No. 1, resulted Thursday night in strikes in 17 plants and walkouts by 7,800 employees.

Raided St. Louis Chinamen.

St. Louis.—United States postoffice inspectors raided four Chinese companies after an investigation disclosing the existence of the headquarters of an alleged lottery in St. Louis with correspondents in every part of the world.

Odd Fellows to Denver Next.

St. Paul, Minn.—Denver was selected Tuesday by the Sovereign Grand Lodge of the Odd Fellows as the place of meeting next year.

Pettibone Case October 14.

Boise, Ida.—By arrangement of attorneys and the court the trial of George A. Pettibone is fixed for October 14.

STATE TO BE DRY

OKLAHOMA DECLARES IN FAVOR OF PROHIBITION.

CONSTITUTION IS ADOPTED

Thought to Have Been Given a Great Majority—Haskell, Democrat, for Governor, Believed to Be in the Lead.

An Oklahoma City, Okla., September 18 dispatch, says: Oklahoma's constitution has been adopted by a majority all the way from 50,000 to 70,000. State-wide prohibition has carried and C. N. Haskell, democrat, has been elected governor of the new state, according to the limited reports received up to 1:30 o'clock this (Wednesday) morning. In every voting precinct there were three ballots for the voter to mark. In Oklahoma City there were four, and the counting process has been extremely slow.

The telegraphers' strike and the lack of telephone facilities has prevented the forwarding of returns to either of the political state headquarters here. The ratification of the constitution is conceded, although the majority was not as large as was expected.

The new state elected five congressmen. In the First and Second districts the republicans expected to elect ex-Delegate to Congress B. S. McGuire and ex-Territorial Governor T. B. Ferguson, respectively. The Third, Fourth and Fifth districts had been conceded to the democrats, whose candidates in the respective districts were James Davenport, C. D. Carter and Scott Ferris.

The convention that framed the state constitution was heavily democratic and the constitution as completed was obnoxious to the republicans. Because of the strong desire for statehood, however, the republican party did not attempt to defeat the constitution. The new state must await the constitution's endorsement by President Roosevelt, who will either confirm or reject it upon his judgment as to whether or not it conforms to the enabling act of congress and the constitution of the United States.

LIVE STOCK MEN TO MEET.

Governor Sheldon Has Called a Convention for October 2.

Governor Sheldon has officially called a meeting of all those interested in the advancement of live stock interests in Nebraska and adjoining states, to be held at the South Omaha Stock Exchange, Wednesday, October 2. State Veterinarian McKim, ably assisted by Dr. A. T. Peters, of the University of Nebraska, has arranged a very fine program, and addresses will be made by the leading representatives of live stock interests in the west. The meeting will convene at 10 o'clock a. m., and will be welcomed by the mayor of South Omaha. Dr. Peters will deliver the response.

The remainder of the program is as follows:

"The Agricultural College and Experiment Station a Factor in Preventing Animal Diseases," Prof. E. A. Burnett, dean of the Nebraska Agricultural college, Lincoln; "Co-operation with the Federal Government in Eradicating Contagious Diseases," Dr. Ramsey, chief of field inspectors, bureau of animal industry; "How to Keep a Herd Free from Disease," Dr. O. E. Dyson, formerly chief of bureau of animal industry, Chicago; "What the State Sanitary Board has Accomplished for the State of Minnesota," Dr. M. H. Reynolds, Minnesota Agricultural Experiment station, St. Anthony Park, Minn.; "What a Clean Bill of Health Means to the Stock Owner (Viewed from a Commissionman's Standpoint)," Response by a representative commission man of South Omaha; "The Relation of the Packer and the Commissionman to the Stockman," Hon. J. J. Ferguson, Chicago; "What Missouri is Doing for Its Live Stock Interests," Dr. D. F. Luckey, state veterinarian, Columbia, Mo.; "Report of Sheep Scab, Cattle Mange and Tuberculosis," Dr. Wm. F. Pflaeging, state veterinarian, Cheyenne, Wyo.; "The Agricultural Press and the Live Stock Interest," Hon. W. A. Hervey, Twentieth Century Farmer, Omaha; "The Needs of Nebraska," Dr. C. A. McKim, state veterinarian, Lincoln; "Iowa's Campaign Against Diseased Animals," Dr. P. O. Koto, state veterinarian, Forest City, Iowa.

These papers will be freely discussed by the stockmen and five-minute addresses on important topics relating to live stock will be given by prominent stockmen of the state.