

A TEST OF PRESERVATIVES.

Dr. Wiley Believes Poisonous Effects Are the Cause of Prevalent Kidney Disease.

Washington.—Dr. H. W. Wiley, chief of the Bureau of Chemistry of the department of agriculture reported Friday to the house committee on agriculture the results of experiments conducted by the bureau to determine the poisonous effect on the human system of such drugs as borax, benzoic acid, benzoate of soda, sulphate of copper, sulphur dioxide, formaldehyde and salicylic acid, when contained in food stuffs. Dr. Wiley said that the expulsion of those and kindred drugs from the body is performed almost entirely by the kidneys, and that he is satisfied the term of American life would be lengthened if the use of such drugs in foods were wholly discontinued. He said he was convinced that kidney disease, so prevalent among Americans, is partly the result of constant introduction in the system of such preservative substances as benzoate of soda, carried in foods. Discussing sulphur dioxide and its injurious effects Dr. Wiley told the committee of a discovery just made by him that salt solution is a perfect substitute for sulphur in the whitening and drying of fruit. He exhibited samples of apples dried experimentally by the bureau. The sulphured fruit was not so white or tender as the salt cured.

THE FLEET AGAIN AT SEA.

Left Rio Janeiro Amid Booming Guns and Cheering Thousands—President Penna a Visitor.

Rio, Janeiro.—To the booming of guns and the cheers of thousands on the accompanying pleasure craft, the American warships sailed from Rio Janeiro Wednesday afternoon, bound for Punta Arenas on the Magellan strait. Ten days will bring the fleet almost midway on its 14,000-mile cruise to San Francisco, and the ships and the men carried with them Wednesday the goodspeed and good wishes of the whole Brazilian nation.

Not an untoward incident had marked the visit of the Americans here. They were feasted and feted, both officers and men during their sojourn in Rio and half the population turned out from early in the morning to give them a fitting farewell. As upon the arrival of the fleet, so upon its departure, the quays, the public buildings and the hills were crowded with thousands watching the warships until they had disappeared through the mouth of the bay into the open sea.

Michigan May Follow Kansas.

Lansing, Michigan.—A drastic prohibition proposal was unanimously and favorably reported in the constitutional convention Friday by the committee on liquor affairs. The section reads as follows: "The manufacture and sale of malt brewed, vinous and intoxicating liquors shall be forever prohibited in the state after May 1, 1909, except for scientific sacramental and medical purposes."

Hogs Rushed to Market.

Kansas City.—In the first 23 days of January 400,000 hogs were received at the Kansas City stock yards and 45,000 at the Fowler yards. This is 50,000 more hogs than ever have been received in Kansas City in any whole month. On Wednesday 10,000 hogs were killed by the Armour Packing company which was 4,000 more than was ever handled at the plant in one day before.

Preparing for Next Census.

Washington.—Director North of the census bureau Wednesday asked the house committee on census for an appropriation of \$14,000,000 to defray the cost of taking the census of the United States for 1910. He said that 3,300 clerks were needed in the census department, some of them to serve from one to three years and that 60,000 enumerators will be required.

Primary Law in Illinois.

Springfield, Ill.—The senate Thursday passed the Jones primary election bill and adjourned until 10 o'clock Friday morning. The Jones bill was later presented in the house, read for the first time and made a special order for next Tuesday morning at 10 o'clock, after which the house adjourned until 5 o'clock Saturday evening.

May Manufacture the Cement.

Washington.—Announcement was made Friday at the Isthmian canal commission that if the proposals for furnishing the 4,500,000 barrels of cement needed in the next three years are excessive, the commission will ask bids for constructing a manufacturing plant on the isthmus.

Again Ask Balloon Bids.

Washington.—General Allen, chief officer Thursday issued specifications and invited proposals for building a dirigible balloon for the use of the army.

MUST PULL TOGETHER.



"In Modern Society We Are All in the Same Boat."—Secretary W. H. Taft.

OUR MONEY SYSTEM GOOD

It Has Produced Conditions Surpassed by None.

United States Treasurer Treat Says Currency Plan Only Needs Amendment—Favors Central Bank.

Boston, Mass.—Charles H. Treat, treasurer of the United States, spoke before a large gathering of Boston business men in Ford hall Thursday night, including the members of the Boston City club and guests.

Treasurer Treat traced the history of the national banking system, speaking in part as follows:

Mr. Treat declared that it was amazing to him that the national banking system that had made national money acceptably good; that had given us cheap money, sound money and unbounded credit at home and abroad, with a lower rate of interest on its securities than is borne by any other nation; should be looked upon by some bankers with so much discontent at its workings and so much censorious criticism in deprecation of its merits.

"There is no banking system anywhere," said Mr. Treat, "under which the depositor is safer and more assured."

"There is before congress today a bill introduced by the chairman of the finance committee of the United States senate which provides for an emergency issue of currency to stay panics or to be used in times of panic."

This anticipates the future. What I think is needed, is a supplemental currency not too highly taxed, but obtainable at a moderate rate of interest, that shall be used for about six months in the year, with compulsory retirement. After serving its purpose every autumn in moving the crops, the output of our factories, this supplemental currency should be retired and should then be reissued the following autumn. I maintain that all issues of a supplemental currency should have a definite time for retirement; otherwise it would produce a permanent inflation."

Mr. Treat declared himself in favor of a national clearing house bank.

The Effect of a Boycott.

New York.—A boycott placed against the brands of tobacco manufactured by the Day and Night Tobacco company in February, 1907, by the labor unions resulted in the company losing 75 per cent of its business according to Walter G. Friedlander, president of the company. Mr. Friedlander made this statement Friday while testifying in the hearing on the governments suit against the American Tobacco company for alleged violation of the Sherman trust law.

Where \$16,000,000 Went.

Vienna.—It is understood here that the Croatian Savings bank at Agram is contemplating the establishment of branches in New York, Chicago and Allegheny, where it is anticipated it will find a profitable business among the Croatian immigrants. It is estimated that the Croats in the United States transmitted to their former homes more than \$16,000,000 in 1907.

Revenues Are Decreasing.

Washington.—The monthly statement of the collections of internal revenue show for the month of December, 1907, a decrease in the receipts as compared with December, 1906, of \$2,418,277. For the six months of the fiscal year the decrease as compared with the corresponding period in 1906 was \$4,300,510.

MISSOURI RIVER CONGRESS.

Seven States Were Represented by About 1,000 Delegates—Victor Bender Elected Chairman.

Sioux City, Ia.—Seven states were represented at the opening of the Missouri Navigation congress here Wednesday. Delegates nearly 1,000 in number arrived during the day from Montana, North Dakota, South Dakota, Nebraska, Missouri and Kansas. Politics crept into the opening session of the convention Wednesday afternoon. The fight came over the control of the temporary organization between the boosters from Kansas City and Omaha. The fight for the next convention had something to do with the line-up.

The Omaha men won their point in the selection of Victor Bender of Council Bluffs as temporary chairman and A. B. Beall of Sioux City, temporary secretary. George C. Call, who was supported by the Kansas City men, was defeated for the chairmanship.

The principal addresses of the afternoon were delivered by Gov. Cummins of Iowa and Congressman E. C. Ellis of Missouri. Both spoke strongly in favor of co-operation with other states in making a fight for congressional appropriations for the work of improving the Missouri river. Other speakers were Congressman F. H. Hubbard, Henry T. Clarke of Omaha and Thomas Wilkinson of Burlington.

The principal business was the selection of the committees on organization and resolutions.

Kansas Banker a Suicide.

Great Bend, Kan.—W. Leo Bockemuhle, cashier of the suspended Bank of Ellinwood, at Ellinwood, Kan., who was under arrest, charged with making a false statement of the bank's condition in December, shot and killed himself Friday night. The suicide took place at the home of Bockemuhle in Ellinwood. He had given bond to appear in court next Saturday. His bondsmen had surrendered him and had called to notify him of their decision. They were leaving and had reached the gate when Bockemuhle called, "Wait a minute." They turned and saw Bockemuhle shoot himself in the head and fall dead on the porch.

Suggest Rio Janeiro Medals.

Rio Janeiro.—It is understood here that the American Ambassador, Irving B. Dudley, has made the suggestion to Washington that the government strike off a special medal as a token of America's recognition to the Brazilian army and navy officers who acted as escorts to the American officers during the stay of the fleet here. The Rio Janeiro newspapers suggest similar action by the Brazilian government.

To Cut Off Telegraph Franks.

Washington.—Senator LaFollette Thursday introduced a bill to deprive public officials serving under the constitution and laws of the United States of telegraph and telephone franks or passes. The bill also undertakes to prevent discrimination in the charge of interstate telephone or telegraph lines and provides for the preservation of all messages for a period of six years.

Would Reduce Indian Farms.

Washington.—Congressman Fulton, of Oklahoma, introduced a bill Thursday to cut down the homesteads of all Indians in that state, except those of the five civilized tribes, to 80 acres each. The homesteads now contain 160 acres. Fulton wants to fix it so that white people can buy more Indian land. The bill applies to the Kiowas, Comanches, Arapahoes, Potawatomes, Shawnees and Wichitas.

USE PRINTERS' INK

BEST METHOD OF COMBATING MAIL-ORDER EVIL.

HOME MERCHANT TO BLAME

Facilities for Attracting Custom Are at His Command in the Columns of His Home Newspaper—Advertise Rightly.

Much has been written about the subtle influence of the big four-pound catalogues sent broadcast over the land by the houses located in the big cities, and which, strange to say, refuse to sell goods to the residents of the cities in which they are located. There is no mysterious element in these bulky paper books. From cover to cover they are filled with pictures and with prices and descriptions of goods. It is the power of printers' ink that is the only magnet, and this magnet can be used by merchants everywhere. The publishers of these great catalogues do business running well up toward the fifty millions yearly. All their success has been in the ink they use, and the way they use it. Because these concerns receive patronage that should go to the home merchant it is the home merchant's fault. He neglects to do just what the houses which publish the big catalogues do. He may not have the money to get out such a great list, neither the means of carrying great stocks of goods. Yet he possesses all the means necessary to gain the trade that goes to these great concerns. He can buy goods just as low, has less expense, and while the big catalogue goes to a customer only once in a year or two, through the medium of the local newspaper the merchant can go to all the people of the community once a week and at the lowest expense.

As to the matter of prices, the big catalogue is an educator. It tells the people of values. These values are associated with classes of goods. The merchant in the home town can turn this information to his own account. In the catalogues are only pictures. The merchant can show the goods, and can explain the difference between grades. It is evident that if trade is to be held at home it must be upon a business basis. Sentiment cuts a mighty small figure in matters where dollars and cents are concerned. The average farmer would rather buy goods from the home store than from some distant place if he is only sure that he is getting a square deal. It is up to the merchants to let him know that he is getting this square deal. There are towns in the western agricultural sections which a few years ago were getting only half the trade that was to be had in the district. Merchants became convinced that they were weak somewhere. They found that they were not advertising rightly and commenced a campaign which has resulted in driving the catalogue houses out of business as far as these towns are concerned. The newspapers of these towns tell of the enterprise of the merchants. The merchants themselves will tell you that they do not fear the mail-order houses, as they have educated the people to trade at home. The people who were mail-order house patrons will tell you that they know that they can do better by buying at home, that they are convinced that their interests are best protected by the home merchant, and that since they have thrown off the mail-order habit they are saving more money. The mail-order house is a great bugaboo. It is not near the evil than many suppose it is. It is harmful only in accordance with the lack of enterprise on part of the home merchants. Where the merchants are awake, are up-to-date, and advertise rightly, there is no complaint as to the mail-order system.

Each country editor can do his

A Pointer for the Merchant.

The encroachments of the great mail order houses of the east on the legitimate trade of the local merchant are growing daily more threatening to the prosperity of the town merchant and through him the townspeople, says the editor of a country paper. Something should be done by the merchants of every town to prevent future operations of these gigantic corporations which supply, as a general rule, an inferior article for the egregious price. It is a business which is like that of the street fakir. A bargain is offered to the buyer at his first appearance. He bites and on his second order is bitten.

Local merchants should teach their townspeople and the farming element surrounding them the invidious consequences to the town, to the buyer and to general business conditions, of patronizing these establishments. The local merchant should do this by judicious advertising in his home paper. That certainly reaches the people whose trade he is seeking, and through its columns he can offer, in light of the existence of the general

share in educating the merchants as well as the people in business methods, in principles that are helpful to the home town. The live merchant can hold his own. Business is based upon such principles as give the competent merchant a fair show in the competition for trade. No one person has a monopoly of the right to advertise. The way is as open to the small merchant as it is to the big one. The principles involved apply to the small business as well as to the large business. The only magic used by the catalogue houses is that found in advertising and in prices.

D. M. CARR.

PRIZE AND PREMIUM FAKES.

Bait Held Out to Catch the Trade of the Unsophisticated.

Prize and premium offering are methods that are resorted to by some concerns that seek to do business through the mails with people residing in agricultural districts. The wise people will never be caught on this game. All classes and kinds of goods have a real value, and are worth so much in the markets of the world. The farmer who has 1,000 bushels of wheat to sell knows that his goods have a fixed value dependent upon the market prices. It would be foolish for him to offer to the buyer as an inducement a few head of cattle, a barrel of elder or a slab of bacon in order to induce him to buy. Yet these very farmers will bite at a proposition which is identically the same in principle. The manufacturer of soap offers ten dollars' worth of soap and to the buyers give a piece of furniture of the value of ten dollars. Is this a fair business deal? Can the manufacturer afford to do it if his goods are standard? He may say that by selling direct "to the consumer, and cutting out middlemen's profits," he can afford to do so. But this is a lie, a flimsy excuse, and is not in accordance with sound business principles. There must be a profit for the manufacturer or he will fail. He does make a profit. He even makes a larger profit than the average dealer in goods of his kind. In the first place he sells the cheapest kind of article, even though it may look nice and be highly perfumed. In the second place he gives light weight and gets the highest price. The value of the premium given is always misrepresented, exaggerated, and that which is supposed to be worth ten dollars is not worth four dollars, and for the latter amount can be purchased from any respectable dealer. The premium is never free. It must be paid for and it is the one who receives it that generally pays for it. Mrs. Jones would wonder if Grocer Brown would ask that she give half a pound of feathers with every dozen eggs he buys of her. Mrs. Jones has too much common sense to think that she can afford to give away a pound of butter with each dozen eggs. She knows she would be loser. But if she could induce the grocer to pay her 40 cents a dozen for her eggs when the market price is only 20 cents, she might see how it would be profitable to her to throw in as a premium a pound of over-ripe butter. Still Mrs. Jones will join soap clubs, coffee clubs, and fakes in the premium line of every kind, just because she does not stop to do a little sound thinking.

Builds Up All Business.

Money paid to workmen in a town finds its way through business channels to those who will use it in further upbuilding the place. Every enterprise that means the employment of labor is desirable for a town; but how much more important than to bring new industries into a place is the matter of building up and protecting those already established? A small factory may have a payroll amounting to \$15 or \$20 a day. If these \$15 or \$20 are sent to a foreign city for goods little benefits are gained by the town. It is the keeping of the earnings of the laborers and others at home that counts in making a place wealthy.

rural delivery service, to send light packages by mail to them, just as to the mail order houses. By careful attention to this business and by sending out only goods which a person would himself select from a stock of goods, the local merchant can kill the mail order business of an eastern specialty house in his territory.

Help your local paper to push trade for you through articles designed to wean the farmer away from these mail order houses, by giving him your patronage. Your local paper cannot afford to set type to boom your business unless you respond by assisting in the cost of publication through using its advertising columns.

Keep Money at Home.

By patronizing home industries people prevent money going to other sections of the country. Dollars sent to a distant place for commodities that can be produced, and often are produced at home, is money gone from local circulation, and which is not likely to ever return. It is the keeping of the wealth produced in a locality that makes that locality rich.