

# COMMERCIAL TRAVELERS TO FIGHT THE TRUSTS

### They Have Plans Nearly Matured For Starting a Big Co-operative Company and Will Try to Make Their Influence Felt at the Polls.

From the New York Commercial, August 11, 1920. Commercial travelers are slowly but surely marshaling their forces for a test of strength with the "trusts." They claim that they have been the chief sufferers by the consolidation of large business interests that has been going on lately and in self-protection they are compelled to fight.

This fight, according to P. E. Dowe, president of the Commercial Travelers' National League, will be made at the polls and in business, and notwithstanding the great resources of the trusts, the traveling men are hopeful of victory.

President Dowe, in discussing the whole question of trusts yesterday, said:

"The record of trusts shows that previous to 1886 nearly 600 were projected, and to include commodities from nursing bottles to coffins. Several of these projected trade combinations failed to materialize, some disintegrated, but the craze for unhealthy over-capitalization was not as radical a mania as with the later crop of trust promoters; an epidemic of speculation in so-called industrial stocks of the wildest, much-inflated variety having come to curtail this country during the last three years especially, and is still with us.

"The progression from corners to pools, from pools to trusts and to speculative trade combinations, falsely termed by their organizers and friendly sympathizers 'Industrial Economics,' was a gradual metamorphosis; combination and recombination taking place; wheels within wheels; so-called systematizing going on; the absorption of plants, the buying out or crushing out of competitors, and step by step the development of control specific products were scientifically applied by Napoleons of finance and shrewd manipulators.

"The list of syndicates has constantly changed, before one could prepare a list, he would find it necessary to begin over again; the titles of the great combines were altered to suit exigencies, and so the processes of centralization for speculative purposes were continued, until today there are trusts in existence, with aggregate capitalization as shown by journals devoted to economics, of about \$3,000,000,000; exceeding the total value of all the manufacturing and mechanical industries of the United States, as given in the census of 1880 by only \$2,000,000,000.

"This capitalization of eight billions has a legitimate basis of between two and two and one-half billion (actual valuation), and an estimated cost to the trusts aggregating \$1,000,000,000; four to one valuation ratio for stockjobbing operations.

"The amount of commissions paid promoters for organizing trusts, and the sums paid lawyers for their services in administering the trusts, assumed to have been expended through legislative lobbies, I will not attempt to even approximate. No man of average intelligence doubts for an instant that the average citizen is being preyed upon by the illegitimate use of money.

"The profits accruing to the promoters of trusts, while legal, perhaps, in a technical sense, are in violation of justice and reason, and contrary to the plain law of business procedure. This profit is surely not from trust business, nor from the public, but exacted before the trust begins business, before the dear victims begin to nibble at the bait.

"Trust laws are passed to appease the populace, but usually are found to exhibit evidences of 'fine Italian hands,' and to be inadequate to cope with the situation. Between the looseness of the average trust law and the reluctance of the officials whose duty it is to see to the enforcement of them, because of indefinite provisions, or for political or personal reasons, nothing is done.

"Trust organizers and officers issue statement after statement to the effect that the public will obtain the benefit through the reduced cost of production by centralizing processes, and lowered prices would be the result. In plain language, these statements are unvarnished lies, and no class is in better position to proclaim this fact than commercial travelers.

"That nearly all commodities controlled by trusts have been advanced from 5 to 100 per cent can be demonstrated by incontrovertible evidence. Where commodities are more absolutely controlled by trusts, advanced prices not only prevail, but in some instances inferior goods are forced upon the buyers. Improvement, progression, individual ambition, inventive genius, single enterprise and American vim are conspired against by the trust magnates; and the degradation of the masses a marked line of class differentiation radically drawn between the rich and poor, and especially aimed to affect the middle classes, is greatly desired by the plutocrats.

"Commercial travelers are dispensed with, it is claimed, to curtail expenses, as a means for reducing the cost of production for the public's sake; but outraged Justice hangs her head in shame at the dishonest practice of pro-moters in taking the capital stock 25, 30, 50 or 75 per cent as their emolument for floating trusts. Economy is not exerted in the line of official salaries, for enormous pay is the rule with the trust officers.

"A few instances are to be recorded of the trusts advancing the labor wage scale, but it is also to be placed upon record that more promises of advanced wages have been made than the trust officials are fearful that the workman will appreciate the situation, and to appease him they offer either the promise of greater pay or a slight advance in reality.

"Labor, however, is fully alive to the conditions, and is anticipated that the decreased demand will close many factories operated by the trusts; workmen understand perfectly the risk to them of specific commodities being controlled by centralized power.

"It cannot be claimed of me in making these statements that I am of the political demagogue stripe, for I have no political ambitions. I am a business man and a student of political economy; nothing more, nothing less.

"Until all competition is dead and all lines are controlled absolutely, commercial travelers will be necessary constituents in the make-up of the commercial fabric; but the organization of trusts has made inroads in the ranks, and in thousands of instances has reduced the emolument of commercial travelers.

"Capital and labor should not be antagonistic, and the capitalist and workman would not conflict under normal conditions; but under strained and unnatural conditions a clashing of interests prevails. The grasping avariciousness of the capitalist or the business man who, from inclination or bad advice, applies the screws to the labor, will stir resentment in the workman. Commercial men in their travels have

## IS THIS PROSPERITY FOR THE CONSUMER?

### A Partial List of Commodities Advanced in Price.

During the last week of August the American Anti-Trust League had representatives call upon 600 manufacturers and dealers, in New York City, to obtain information as to advances in prices, both of trusts goods, and of the commodities, higher in price owing to increased cost of materials used in their production (directly or indirectly affected by trusts).

The agents turned in reports made in writing at the time of each interview, and many of them signed by the party giving the information.

No commodity was discovered as having been decreased in price. The following is the list, in alphabetical order:

Agate ware, or enameled ware, 50 p.c.  
Almonds, 3c a lb.  
Anchors, iron, 100 per cent.  
Antique hardware, since June, 100 per cent.  
Beds, iron, 25 to 65 per cent.  
Beds, brass, 50 to 65 per cent.  
Buttons, bone and ivory, 10 to 20 per cent.  
Buttons, metal, 20 per cent.  
Brass castings, within two months, 33 1-3 per cent.  
Barbed wire, 87 1/2 per cent.  
Beams, iron, 87 1/2 per cent.  
Beef, 100 per cent.  
Beef tongue, smoked, 25 per cent.  
Beef corned and boiled, 25 per cent.  
Bolts, 100 to 150 per cent.  
Building papers, within two months, 15 per cent.  
Brooms and trunks, on account of advance in stock, 10 per cent.  
Brooms, within six months, 40 to 50c a dozen.  
Brushes, whitewash, 30 per cent.  
Bright wire goods, 50 per cent.  
Biting rubber, within year, 33 1-3 per cent.  
Brass wire, 75 to 80 per cent.  
Corned beef, (delicatessen), 3c lb.  
Canned goods, general advance.  
Canned salmon, 15 per cent.  
Canned lobster, 15 per cent.  
Copper wire, 100 per cent.  
Copper and brass hollow ware, about 40 per cent.  
Copper, since Aug. 31, 50 per cent.  
Crackers, 1 to 1 1/2c lb.  
Condensed milk, Magnolia brand, 25c a case.  
Cotton linings, 12 1/2 to 15 per cent.  
Cement, Rosendale, 15 per cent.  
Carpet, 16 to 20 per cent.  
Chains, rubber, about 25 per cent.  
Chairs, ordinary, 25 to 33 1-3 p. ct.  
Chairs, wood-seat, 33 1-3 per cent.  
Envelopes—notice out for a further advance, previous prices cancelled, new quotations not given, advance to date, 40 per cent.  
Extension tables, fully 20 per cent.  
Edge tools, 5 to 15 per cent.  
Fannels, 10 per cent or more.  
Furniture, July advance, average, 25 per cent.  
Flour, within three weeks, 30c bbl.  
Files, 25 per cent.  
Felt roofing, 30 to 33 1-3 per cent.  
Gloves (gents) 15 to 20 per cent.  
Iron, galvanized, about 40 per cent.  
Glassware, 20 per cent.  
Glass, window, double, since May, 50 per cent.  
Glass, window, single, since May, 40 per cent.  
Glass, plate, 35 per cent.  
Hats, felt, 7 1/2 to 10 per cent.  
Ham (delicatessen), 3c lb.  
Hardware, since June, 45 per cent.  
Iron, wrought, 100 per cent.  
Iron (for horseshoes), about 40 p. ct.  
Iron sash weights, within two weeks, 33 1-3 per cent.  
Iron pipe, wrought, nearly doubled, recent advances aggregate 62 1/2 per cent.  
Iron, galvanized (last advance June 11), advance, 62 1/2 per cent.  
Iron, structural, 87 1/2 to 100 per cent.  
Iron beams, 87 1/2 per cent.  
Iron angles, 100 per cent.  
Iron beds, 35 to 45 per cent.  
Iron, pig, foundry, since August 31, 100 per cent.  
Iron, pig, Bessemer, since August 31, 125 per cent.  
Iron, pig, charcoal, since August 31, 189c, Chicago, 100 per cent.  
Iron, old material, 75 to 100 per cent.  
Iron, bar, refined, 80 per cent.  
Iron, tank plates, 125 to 150 per cent.

## FARMER'S BULLETIN.

These bulletins are sent free of charge to an address upon application to the secretary of agriculture, Washington, D. C. Only the following are available for distribution:

No. 16. Leguminous plants or green pasturing and for feeding. Pp. 24.  
No. 18. Forage plants for the south. Pp. 30.  
No. 19. Important insecticides: directions for their preparation and use. Pp. 32.  
No. 21. Barnyard manure. Pp. 32.  
No. 22. Feeding farm animals. Pp. 32.  
No. 23. Foods: nutritive value and cost. Pp. 32.  
No. 24. Hog cholera and swine plague. Pp. 16.  
No. 25. Peanuts: culture and uses. Pp. 24.  
No. 26. Sweet potatoes: culture and uses. Pp. 30.  
No. 27. Flax seed and fiber. Pp. 16.  
No. 28. Weeds and how to kill them. Pp. 20.  
No. 29. Sourcing of milk and other changes in milk products. Pp. 32.  
No. 30. Grape diseases on the Pacific coast. Pp. 16.  
No. 31. Alfalfa, or lucern. Pp. 24.  
No. 32. Silos and silage. Pp. 31.  
No. 33. Peach growing for market. Pp. 24.  
No. 34. Meats: composition and cooking. Pp. 29.  
No. 35. Potato culture. Pp. 22.  
No. 36. Cotton seed and its products. Pp. 16.  
No. 37. Kafir corn: characteristics culture and uses. Pp. 12.  
No. 38. Spraying for fruit diseases. Pp. 12.  
No. 39. Onion culture. Pp. 31.  
No. 40. Farm drainage. Pp. 24.  
No. 41. Fowls: care and feeding. Pp. 24.  
No. 42. Facts about milk. Pp. 29.  
No. 43. Sewage disposal on the farm. Pp. 20.  
No. 44. Commercial fertilizers. Pp. 24.  
No. 45. Some insects injurious to stored grain. Pp. 32.  
No. 46. Irrigation in humid climates. Pp. 27.  
No. 47. Insects affecting the cotton plant. Pp. 32.  
No. 48. The manuring of cotton. Pp. 16.  
No. 49. Sheep feeding. Pp. 24.  
No. 50. Sorghum as a forage crop. Pp. 24.  
No. 51. Standard varieties of chickens. Pp. 48.  
No. 52. The sugar beet. Pp. 48.  
No. 53. How to grow mushrooms. Pp. 20.  
No. 54. Some common birds in their relation to agriculture. Pp. 40.  
No. 55. The dairy herd: its formation and management. Pp. 24.  
No. 56. Experiment station work—I. Pp. 20.  
No. 57. Butter making on the farm. Pp. 16.  
No. 58. The soy bean as a forage crop. Pp. 24.  
No. 59. Bee keeping. Pp. 32.  
No. 60. Methods of curing tobacco. Pp. 16.  
No. 61. Asparagus culture. Pp. 40.  
No. 62. Marketing farm produce. Pp. 28.  
No. 63. Care of milk on the farm. Pp. 40.  
No. 64. Ducks and geese. Pp. 48.  
No. 65. Experiment station work—II. Pp. 32.  
No. 66. Meadows and pastures. Pp. 24.  
No. 67. Forestry for farmers. Pp. 48.  
No. 68. The black rot of the cabbage. Pp. 22.  
No. 69. Experiment station work—III. Pp. 32.  
No. 70. The principal insect enemies of the grape. Pp. 24.  
No. 71. Some essentials of beef production. Pp. 24.  
No. 72. Cattle ranges of the southwest. Pp. 32.  
No. 73. Experiment station work—IV. Pp. 40.  
No. 74. Milk as food. Pp. 39.  
No. 75. The grain smuts. Pp. 20.  
No. 76. Tomato growing. Pp. 30.  
No. 77. The liming of soils. Pp. 19.  
No. 78. Experiment station work—V. Pp. 32.  
No. 79. Experiment station work—VI. Pp. 28.  
No. 80. The peach twig-borer—an important enemy of stone fruits. Pp. 16.  
No. 81. Corn culture in the south. Pp. 24.  
No. 82. The culture of tobacco. Pp. 23.  
No. 83. Tobacco soils. Pp. 23.  
No. 84. Experiment station work—VII. Pp. 32.  
No. 85. Fish as food. Pp. 30.  
No. 86. Fruit poisonous plants. Pp. 32.  
No. 87. Experiment station work—VIII. Pp. 32.  
No. 88. Alkali lands. Pp. 23.  
No. 89. Cowpeas. Pp. 16.  
No. 90. The manufacture of sulphur spray. Pp. 22.  
No. 91. Potato diseases and their treatment. Pp. 12.  
No. 92. Experiment station work—IX. Pp. 30.  
No. 93. Sugar as food. Pp. 27.  
No. 94. The vegetable garden. Pp. 47.  
No. 95. Good roads for farmers. Pp. 47.  
No. 96. Raising sheep for mutton. Pp. 48.  
No. 97. Experiment station work—X. Pp. 32.  
No. 98. Suggestions to southern farmers. Pp. 48.  
No. 99. Common insects on shade trees. Pp. 30.  
No. 100. Hog raising in the south. Pp. 40.  
No. 101. Millet. Pp. 28.  
No. 102. Southern forage plants. Pp. 48.

## SOME LATE INVENTIONS.

To indicate when a fish is fast on a hook a new device has a sharp spike to be driven into the ground, with a bracket formed at the top to carry a bell, the clapper being attached to a spiral spring, to which the end of the line is also secured.

A Michigan man has invented a neat package for sticky fly paper, comprising a wooden spool, on which two strips of the paper are wound, a wire hook and bracket being provided for the suspension of the strips beside a window or from the ceiling.

The nicotine from a tobacco pipe is prevented from entering the mouth by a new device, the connection between the stem and bowl being formed by a long piece of coiled flexible tubing, along the sides of which the poison is deposited in its passage.

A new bicycle frame has the seat-post extended to the lower end of the central tube to act as an air pump, with a projecting finger on the front of the frame to compress the air, for the double purpose of inflating the tires and supplying a spring seat for the rider.

Door bells are automatically rang by a new door attachment, in which a collar is secured to the inner end of the knob spindle, with a projecting finger on the collar to which is attached a rod running to the bell mechanism, so that a twist on the knob operates the bell.

To reduce the friction of car axles in their bearings an Englishman has patented an anti-friction bearing, in which the under portion carries a reservoir of oil, with an endless chain of small rollers running through the oil and around the journal to divide the weight on all sides of the bearing.

Badges can be easily attached to the coat by the use of a new fastener, having a rod mounted in the center of a tubular casing, on which the badge is suspended, with curved pins on the rod, which engage the cloth through an opening in the tube, a slight turn of the rod twisting them into the coat.

To prevent flags from wearing themselves out in strong winds a New Yorker has patented a device which stiffens the flag and prevents fraying, pockets being formed at the top for the reception of a flexible wire or other material, which bends slightly in wavelike curves.

## REFUSED A MILLION.

This is the story of an old man, a western mine and \$1,000,000 which was refused. It is the story of a waking dream come true, with a pitiful ending. One day in the early 30's Richard Lee, middle-aged, barefooted and penniless, left Omaha, Neb., to seek his fortune in the Black Hills. He had made a failure of city life and with a dull heart he turned his face westward. His journey was long and hard. He frequently went a day or two at a time without food and it was not long before the severity of the journey began to tell upon him. Sometimes he was fortunate enough to get a friendly ride, but not often, for the country was sparsely settled, and then, too, he was such an illly clad person, his long gaunt body had such a forbidding look, that oftentimes he was refused assistance when better clothes would have commanded attention.

Through cloud and sunshine he plodded on, and as often as he found himself almost starved or disheartened, and almost willing to turn back, he found himself repeating this old jingle: "To the Black Hills I go. I turn back? No, no. I would go to the Western hills so far—I never go back 'cept in palace car.' After many weary days, which seemed like so many years to the weary traveler, that faint, blue streak of low lying hills loomed in sight, distant yet, but the traveler on with renewed exertions.

One night, late, Dick Lee emerged from the rough wagon trail from Whitewood into the little clearing of a hut and dugout, pausing for a moment, he glanced hurriedly from one lusted window to another in order that he might choose the most friendly appearing place. At last he ventured forward, and stepping timidly forward out he stood, tapping on a roughly hewn door.

A rough voice within gave him an uncertain welcome. He pulled the latch string and entered the cabin. A look of amusement met his gaze, and yet he was welcome, and the rough miner, though gruff in voice, was warm in heart.

It was not long before the man became rested and he soon became one of the camp. He was not sociable and invariably spent his time prospecting about the hills. This was some years ago. From camp to camp the man wandered, always the same listless, some people said lazy, being, working only when compelled through necessity, yet always in hopes of striking it rich some day. He was often seen on the summit of some high mountain, sitting astride of a convenient boulder and grinding away in his little stone mortar, since newly found specimen.

Year after year rolled away, and yet hope clung to the forlorn man. At last one day, while grinding out a specimen from a new location he came wild and frantic, pure, no dirt or pulp, but clear metal. He speedily staked out the ground, and for the past three years he has kept secret the location of the mine. Rich samples of ore were frequently brought to an assayer's office, and to the astonished inquiry of the assayer as to where the ore came from, the man mumbled over some strange rhyme and vanished, no one knew where.

Curiosity was finally aroused and a watch kept of the man, and he was tracked to his secret haunts, where he was found in a quiet nook, about 20 miles south of Deadwood. His hut was the rudest kind and every thing in it kept with the nature of the man. In one corner of his den was found a large iron kettle and a queer mechanical contrivance resembling a pestle, which turned with a water wheel without by the mountain stream and with this rude contrivance, the man ground his ore and extracted the metal, with all its purity.

The man has grown old fast of late. His steps are weary and those who know him can hear his mutterings as he sees his faltering steps with a shake of the head. He will not live long, they say. Has he kin? Has he someone who will enjoy his great wealth? Nobody knows. There is more curiosity than ever now. His mine is worth a round million. He was offered that in cold cash, but he said "No." He works his old water-reared pestle and in secret contentment, and laughs to scorn the feigned sympathy of many new-made friends. He is planning to go back to Omaha.

A complete Roman Catholic ritual and prayer book has been issued in the Welsh language, and it is said that Protestant and nonconformist Wales is very much stirred up by the well-laid plans of the Roman Catholics for carrying forward a vigorous campaign and planting Romanism in the principality. Wales has been made a separatist and a Welshman appointed as bishop.

The youngest woman preacher in the world is Miss Meleah K. Sowles, a 16-year-old Wisconsin girl, whose father is pastor of a Baptist church in Prospect, that state. She has been most successful and is now taking a regular course in theology, occasionally filling her father's pulpit.

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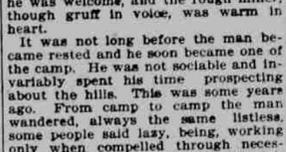
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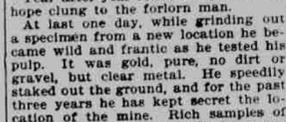
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THE UNMONOPOLIZED FARMS. At the Farmers' National congress recently held in Boston, Mayor Quincy said that "Agriculture must always take the place of the most important vocation, because it produces the food on which mankind subsists."

Up to this time, this important vocation has not been monopolized. But, as Colonel Wetmore said the other day in warning the farmers that the trusts are insatiable, the time will come when idle millions looking for investment will invade this field. Meanwhile it is of the utmost importance that the farmers should do whatever is possible to free themselves from the robbery of monopoly prices on all that they have to purchase of the necessities and luxuries.

Selling under competition in the open markets of the world, the farmer cannot stand monopoly.

"She has actually made over her last year's bathing dress." "Well, it isn't every girl that can make something out of nothing."

John English, private company M, First Infantry, is dead at Pinar del Rio, Cuba, of yellow fever.

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