

HOW IT LOOKS TO AN EMPLOYEE

No Good Excuses for Railway Rebates and Preferences.

EARNINGS THAT SHOULD GO TO WAGES

Greater Publicity and Complete Government Supervision the Only Feasible Remedies for Flagrant Existing Evils.

The editors of the Outlook, from which the subjoined article is reprinted, says that its author, who signs it simply "Railway Employee," holds an important position in the administrative offices of a well known American railroad:

I have been the executive officer of an interstate railroad since the passage of the interstate commerce act, February, 1887. Many of the men employed as managers of traffic and operation, men who are in immediate contact with and understand public sentiment, disagree with the purpose and tenor of the resolutions passed at the International Railway congress on the 12th of May. The experience of many with whom I have discussed the issue does not differ in principle from my own, and I offer these statements and suggestions as representative, not of my individual opinion, but of a considerable class of those employed in active commercial railroad service.

In more than one year the net revenues of the company by which I have been employed would have been increased by more than 15 per cent if all the money legitimately collected for transportation service had been retained—had not been returned to favored customers in various forms of rebate. These hundreds of millions of money which the transportation systems of this country have, during the period, 1887 to 1896, earned and repaid, belonged legally and equitably to the employees and the owners of these properties. These sums have been converted from the men who performed the service, and from the bond and stock holders, to the men who controlled the large industries of the country—coal, iron, grain, salt, sugar, oil, provisions and lumber. The conversion of these vast sums was without indirect or remote advantages to transportation interests. The history of this period may be repeated whenever the whim or caprice of a traffic manager or owning director prompts or requires.

Penalties for Rebates Unavailable. Notwithstanding the violation of the commerce law has been open and notorious, and indictments have been numerous, and prosecutions not infrequent, no railroad officer has ever been incarcerated. For my own part, the penalty liability for such discharges has never, in any wise deterred my purpose to secure my company's share of tonnage by whatever means competitors employed. I have the reputation of a law-abiding citizen in my home city—an well known of good personal character. I flatter myself that a jury could not be found that would convict me as a felon because I directed the payment of a rebate to a shipper—a transaction which did not inure to my financial advantage. Could a jury be found that would exact a felon's punishment for such men as Ely, Fish or Secretary Paul Morton or Marvin Huggitt, for disobeying a statute in order that the revenues of the company by which he was employed might not be diminished?

The demand for a more severe penalty and for the rigorous enforcement of the statute impels the public to doubt the sincerity and fair purpose of the distinguished railroad presidents who make it. The more vigorous the law the more condign the punishment, the more unlikely its enforcement. There is a well settled public conviction that preference through rebate can be forestalled and that a statute which makes the offense penal cannot and should not be effectual.

I have never heard an intelligent and sincere answer to the suggestion that the accounts of commercial carriers—compiled now in conformity to government regulations—should be subject to publicity in the same manner of those of the national banks (Revised Statutes 5249 and 5254), and that the secretary of the interior "shall have the power to make a thorough examination of the affairs of the company" and association, and in doing so to examine any of the officers and agents thereof on oath. A simple and effective method of preventing discrimination by rebate—of giving the employee and the owner of the property the money honestly earned, and, above and before all, restoring public confidence and relieving the companies of the punishment inflicted by courts and juries and of the blackmail imposed by legislators—is free access to the books of the railroad companies—publicly.

Some Unanswerable Questions.

One uniform answer is offered to this suggestion: "Such a statute is unworkable and deprives us of the unrestricted right to manage our own business." Will Mr. Fish, president of the International Railway congress, or some accredited representative of the railroad interest tell the public why a statute is unworkable which bars rebates (under whatever stratagem) and tends to create public harmony and confidence in the statements and accounts

of these corporations will in any degree impair the value or the development of our great transportation properties? On the other hand, such a statute will not do something to inspire the public and the bond and stockholders with confidence in the integrity of railroad directors and officers? The public, furthermore, has an impression that natural markets are being gradually replaced by those artificially controlled. The oil which is refined at Wilmington, Ill., by the Standard Oil company is pumped from the Ohio and Indiana fields, of which Lima, O., is perhaps the geographical center. A comparison of the distance and current rates from either locality lends color to this suspicion.

Table with 3 columns: City, Miles, Rate per 100. Rows include Lima to Chattanooga, Chicago to Chattanooga, Lima to Mobile, Chicago to Mobile, Lima to New Orleans, Chicago to New Orleans, Lima to Memphis, Chicago to Memphis, Lima to Cincinnati, Chicago to Cincinnati.

It is possible that the rate on oil from Lima, O., to Chattanooga—470 miles—should be 3/4 cents per 100 pounds more than from Chicago (Standard Oil refinery) to Chattanooga—443 miles; the same oil which has been pumped from Lima to Chicago—200 miles. The grades and other elements of cost of service per mile from either market are not dissimilar.

Agents of the Standard Oil have since 1900 not only not solicited or accepted (from me) cash rebates, but have consistently asserted that it was the interest of their business to have the published tariff scrupulously maintained. Since the legal oil tariff is so complicated that the "independent" must pay a freight rate higher than the Standard, the cash transaction is antiquated—the trust secures the same old advantage if the railroads are not rebated to the independent operators.

Neither these oil nor grain rates transgress the interstate commerce law and they are all outside the purview of the commission, and yet more gross, manifest, "unjust discrimination" and "unreasonable preference" would be hard to contrive. If the New York Central, Illinois Central, Rockwell-Hamilton (properties) were controlled by parties engaged in the distribution of oil, no other manufacturer could profitably engage in this business in the Mississippi valley.

By rebate (money, industrial track, electric and car allowances), by artificial man-made, and such artificial devices as the "midnight tariff," the individual merchant has been driven out of business and the employe and the bond and stockholders deprived of their just proportions of the revenues of the transportation properties. These people ask me why it would not be wise, both for the railroads and the public, to have a commission—competent as our federal courts—determine (primarily) whether a rate is "unjust" or affords "undue preference," rather than a traffic manager who has a personal interest, or owns his position to a director who is perhaps engaged in the grain, salt or oil business. I have repeated the question to officers of other companies. The only reply has taken the form of a misleading assault upon the capability of the individual members of the present commission.

I have devoted my life to transportation work, and have invested my money in transportation securities. It is believed that more than \$500,000,000 since 1887 have been legally taken from the employe and security owners of our railroads by rebate and other means of buying trade, and converted to industrial trusts. The present conditions promise, not an abatement, but an expansion of methods by which this diversion may continue. We face this issue: Is it wise to have a federal commission authorized to determine a maximum and minimum freight rate (as the legislature now determine the maximum passenger rate), or to have rates made and natural markets destroyed by the caprice or the interest of an irresponsible freight agent—appointed perhaps by the owner of the trust whose business his railroad must transport?

Changed Conditions of Railroad. State maximum passenger fares, national regulation of safety devices and conditions of service, have resulted in mutual advantage to railroad and public. The authority to determine, by public commission, a maximum and minimum freight rate has, we are told, given satisfaction in England. The law in its present form, administered by such capable and practical men as Cooley and Walker, has (after seventeen years) proved inefficient. The arguments of Mr. Spencer and Mr. Tuttle represent or reflect the opposition to the president's views concerning federal freight rate legislation; they contend that the present law—efficiently administered—affords ample remedy for transgressions.

The original interstate commerce statute was conceived when the cash rebate was the visible evil; the commission has failed to indict or convict Mr. Newman (New York Central) or Mr. Fish (Illinois Central) of felony, notwithstanding the transgressions of their agents "have been known of all men," therefore the full "enlightening purposes" of the law have not been employed. The new methods—preferable to localities and midnight tariffs—developed to accomplish the purpose of the rebate without violating the law, are not made prominent by either Mr. Tuttle or Mr. Spencer. The individual merchant who is gradually disappearing by reason of the present transportation advantages offered his stronger competitor, and many owners of these great stock companies, would like to have a direct reply to the suggestion, How can these enormous losses and these other evils be prevented except by greater publicity and extended federal supervision?

REMARKS ON THE USE OF CORSETS

read this for undermuslin information, and remember it will be specially profitable to be on hand at 8 a. m.

1st item—gowns, low neck, lace trimmed, two rows insertion and edging also, V necked, lace trimmed or with embroidery—\$1.25 79c

2nd item—fine cambric gowns, low neck, lace trimmed or embroidered, if you prefer—make mental note of this item—\$1.50 98c

3rd item—represents a special purchase just unboxed—splendidly made—\$1.75 to \$2.00 garments for 1.39

4th item—a deep flounce skirt, trimmed with embroidery and a dust ruffle—\$1.25 proper legitimate value, Monday 79c

at \$1.98, 1.49, 1.29 skirt bargains such as you have rarely seen.

5th item—cut this out as a reminder or good many ideas looking at the most attractive lot of all—a lace trimmed skirt, 4 rows of insertion—garmented with point de paris lace, and a cluster of tucks mind ye—\$2.00 value of most, Monday 1.29

stop stitching till the eyes grow heavy and dim—don't pay, when you can buy children's panties made from good muslin—sizes 1 to 14 years—tucked and hemstitched, 10c

and another special is a child's draw—made from muslin with cambric ruffle hemstitched—1 to 14 years for 15c

children's skirts, excellent cambric, hemstitched, India lion ruffle or flounce—2 to 14 years—worth up to 65 cents on Monday 33c

underwear such as you rarely find anywhere expect at KILPATRICK'S KILPATRICK'S KILPATRICK'S

here's a talk on corsets and a few other things that will pay you to read—all for sale on second floor—starting when the whistle blows at 8 in the morning, Monday, to close with a rush we offer a limited quantity of broken sizes in J. B. and P. D. corsets which sold at \$1.50 to \$5, at 49c and this is an absolutely true statement—like all the others.

a wash skirt made from gingham, colored fancy weave—worth up to 65c—you can take away Monday for 39c

a rare bargain in ladies' drawers, deep hemstitched, tucked ruffle, fine cambric and made perfectly—will go on Monday, 39c

the next three items may not be needed now, but our word for it, you can make no better investment if you lay away till early fall.

50 odd pairs of real lace curtains, arabians, elany, marie antoinette, real Brussels, worth and sold as high as \$12.50 the pair—for present use or future you can buy on Monday, 6.50

75 pairs of lace curtains from this spring's stock—cable, net arabians, brussels, etc. 1 to 3 pairs of a pattern—\$5.00 was the selling price of most every pair—sold on Monday, pair 2.49

and 200 pairs of ruffle muslin curtains will go with a rush at, each curtain 12c

cut this column out if interested, so that you will be sure to find the right place, viz:

place that harmonizes well with the progressive business atmosphere found in the office. One a few years ago the woman who is now Mrs. H. B. Boyles, and whose portrait as hostess lends charm to our cover page, founded the school. Mr. Boyles, then a court reporter of the city, persuaded her to issue a life scholarship in his favor, of the kind secured from his previous commercial knowledge, before a proper authority and witnessed by well-wishing friends. Altho Mr. Boyles is now a well known man from active work in the school to domestic and social duties, gladly contributing his well known name to the cause of Mr. Van Sant's education, he has been a member of the institution to one with an annual attendance of some 40 or 50. Mr. Boyles has direct charge of the commercial department. Clear-headed, of the type called "clean," though modest in pretensions, he makes a valuable assistant to his forgetful brother-manager, as indeed he would to any institution.

At the southern end of the line is the Nebraska Business college, of comparatively recent date. Mr. Van Sant, who has provided roll-top desks for his commercial students. In the shorthand department, the teacher is a well known and experienced stenographer and legal papers for the office of a lawyer, the father of the young woman teacher.

The graduating exercises were held on the night of the 21st. Prominent city educators took part in the exercises, but most of the conventioners had left for their homes. A block north, Mr. Van Matre conducts the Omaha Business University. This school is connected in some way with a school of pharmacy, and as it was the manager of the latter who was present, we gained only a general impression of the rooms, one room assembly purposes.

Just across the street is the Van Sant school of stenography. The building is a view of the interior was not to be had. Rohrbaugh's New Building. A block farther on Rohrbaugh Brothers were busy campaigning for students, taking care of some hundred or two empty desks, and making arrangements for the construction of the new school building. The new building will be one of three stories, and a ground floor of the design. Among the features are a gymnasium 100x200 feet, a study hall 100 feet long, and an auditorium with balcony. The building is a model of modern architecture and is rumored to be a good one for the school financially.

When the visitor will find Mr. J. W. Lampman of wide penmanship repute, as well as Mr. J. Savage, whose skill is best shown in penmanship and drawing. Few, if any business schools can show such fine outside of the high-salary chairs by any one man and his students who have made a specialty of the penmanship business. This includes some of the most pleasing and profitable of the penmanship business.

Both Mr. Savage and Mr. Lampman have the artist's pride in their work, but they are more than ordinary penmen. They are useful in the various capacities in which a business school teacher is commonly called upon to work. They furnish beautiful examples of the penman who has not grown to exaggerate the importance of mere skill in ornamental writing, but whose ambition it is to be well informed, well instructed and able instructors in the several studies of the curriculum.

Glance at High School. Then Mr. Keefeover takes his readers for a glimpse of the Omaha High school and some of the instructors: You climb a long hill that gets gradually steeper and that leaves you out of breath when you get to the top. The hill is the Omaha High school. But it is worth the effort. There stands the huge building on the top of a hill, surrounded by a large expanse of sloping lawn confined by a stone wall. It looks like a state capitol; there are the elevation, the boldness, the freedom of position, as well as the imposing architectural architecture, that lend dignity and inspire high ideals.

STORY OF THE COLLEGE DAYS AT KILPATRICK'S MONDAY

what's the use fuming and fretting these summer days about fitting and making—here's a suit absolutely worthy of your notice—it may be that we do not have just what you want—although the variety is large—but we assure you it will pay you to come down and see—there will be nearly every size in—

all linen shirt waist suits. all linen box coat suits. all linen redingote suits. mohair shirt waist suits—styles right—material right made right.

these were priced and sold freely by us at from \$7.50 to \$12.50—on Monday 5.00

will get the pick—8 o'clock remember.

are you going away this summer?—you'll be specially interested if you are in the next lot—

all silk rain coats, all silk redingotes—formerly \$15 to \$35—on Monday just half 17.50 and 7.50

rain coats is a misnomer—these garments are dressy and stylish and stay at homes will be interested as well as the go-aways.

don't get into the wrong pew Monday—these bargains can be found only at—

please note that one important lot in this column will not go on sale till 10 o'clock Monday, the first four lots will keep you busy till that hour.

firstly—near the elevator we offer a magnificent gathering of cotton fabrics, choice organdies, silk Mulls, scotch tissues, Irish linens—this season's goods—sold up to 65c, at one price, 25c

secondly—a collection of popular wash materials—mohair finish suitings, flowered organdies, embroidered voiles and the nub effects—sold up to 35c, at, per yard 14c

thirdly—only six persons can get a chance at this lot, for we have only six white linen robes left—one that was \$20—two that were \$18—three that were \$15—beautifully embroidered—one to each customer—on Monday, at \$10

fourthly—we offer three embroidered linen suits to the first comers, which were sold previously at 7.50 \$12.50, at, each 7.50

the 10 o'clock lot consists of fine beautiful gingham, as shown in east window—worth up to 12c, at 6c

the quality is usually a little better than in most places at—

Like a swarm of bees our customers will gather in the center aisle if they chance to read this column. you'll miss it if you don't attend also.

attraction 1—a special lot of point de paris and val laces—some odd edgings and insertions, sold up to 15c, Monday 5c

attraction 2—a fine lot of white and ecru point venise and imitation Irish crochet laces, sold as high as \$1.00—Monday 39c

attraction 3—chiffon veils—made ready for use, 1 1/2 yards long—sold up to \$1.50—Monday, ea. 39c

attraction 4—ladies' all linen fancy hand embroidered handkerchiefs with initials—a bargain at 25c, but as we do not have every initial they will go on Monday, at 16c

attraction 5—a lot of ladies' lace stocks, just one-half the former asking and selling prices.

attraction 6—fancy trimmed back and side combs, correct hair ornaments—sold up to \$2.50, the few 79c left, on Monday 79c

and on Wednesday at ten in the morning the great ribbon sale, which will be talked about everywhere will be held at—

STRANGERS' VIEW OF OMAHA

F. A. Keefeover of Western Penman Gives His Impressions of City.

GATEWAY TO THE GREAT WEST

Natural Location for Magnificent Metropolitan—Pays Tributes to Business Colleges and Calls Davidson Roosevelt in Education.

Word etchings of Omaha and some of its men and women are done by F. A. Keefeover, associate editor of the Western Penman, which is published at Cedar Rapids, Ia., and printed in the July number. Mr. Keefeover was here during the Central Commercial Teachers' association meeting in May. This is the way he summarizes conditions:

Omaha is the front outlet to the great western cow pasture. It is a breezy, snappy big town, with a certain amount of traffic, a hundred or so of unshifty mudsuckers that make hideous some of its otherwise attractive business streets. There are certain city authorities that can learn only by experience, that asphaltum paving is not the thing for heavy commercial traffic. With the airy sweep of the wide-curving Mississippi at its front and the boundless undulating hills at its back, Omaha has an ideal situation for a great city. Already its growth in business, its fine parks and playgrounds and its mounting civic pride, fore-shadow its secure position as the capital of the great west-central section.

The writer works on in his pleasant way through a somewhat disappointing evening at a local theater, where Melbourne McDowell was now and then reporting for duty. He went outside the playhouse, Mr. Keefeover's good spirits returned. He continues: Let him who, from an acquaintance with the business district, imagines Omaha to be a hotbed of money-making, take a stroll through the city—let him take his place with the other boys for a ride about the city. He will learn that Omaha is a distinctly two cities.

Some Verdant Beauties. To the southwest is the range of the Field club, where a short halt was in order. Night in the midst of residence-Omaha lies over a hillside of half-wild, half-tamed forest, a mass of oak, maple and other trees, and for many blocks. Other parks and resorts are there with attractions to suit diverse tastes. And for this pleasant and pleasing view of Omaha, as it exists back of the bluff, we have to thank the host of the convention. (Mr. H. B. Boyles.)

Who does not know of the Van Sant, father and daughter? But it is given only to a few to see and know the same. Unusual and without so sane. Out beyond the city, where the bluff rises, the view of the hill, their home is found. The view of the hill, their home is found. The view of the hill, their home is found.

Tribute to Business Colleges. The business schools of the city are dealt with as follows: Irish as it may sound, the visitor to the Omaha business schools will make a round by going in a straight line. Except for Boyles' college, which is a block west of the city, the other schools are clustered within stone's throw of one another. The Boyles school, where the convention was held, is one of the large ones, occupying all of a two-story brick building recently erected for the school. There is the air of newness about the rooms and furniture; there is a wealth of sunlight and good, wholesome Nebraska air all over the

place that harmonizes well with the progressive business atmosphere found in the office.

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The commercial department has an annual enrollment of some 40 pupils. We found Mr. Robertson, principal of this department, busy in class work and tarried only long enough to give greetings and a few remarks. Mr. Foster, who has the commercial work made the succeeding fifteen minutes pleasant. He is like many in similar position, a former business college man. He was for two years among those who congregated at Big Rapids to breathe in the fresh air of the country. He is now at Brown schools and for several years just previous to coming to Omaha figured prominently in Massachusetts with Gilbert a business school. Mr. Foster is in his proper field of work, the one that garnishes and grows at Big Rapids, with the literary education in his secured, with the practical view of commercial education in his private school work has given, he commends the training and experience that go

Advertisement for Missouri Pacific Railway. Text includes: "...LOW RATES... HOMESEEKERS' EXCURSION TUESDAY, JULY 18 The Iron Mountain ...Route... To Certain Points in the West and Southwest STOPOVERS allowed within the limits. FINAL LIMIT of tickets, twenty-one days. For Further Information or Land Pamphlets, Folders, Maps, etc., Address any Agent of the Company or Tom Hughes, Thos. F. Godfrey, Traveling Passenger Agent Passenger and Ticket Agent South East Corner 15th and Farnam Streets OMAHA, NEBRASKA H. C. TOWNSEND, G. P. T. A., ST. LOUIS, MISSOURI

YOUNG FOLKS' OPPORTUNITIES

What the Business World Offers to Those Trained for Stenography and Bookkeeping.

"What are the main opportunities now offered to young people by the business world?" was asked a well known and successful business man. "The business world," he answered, "offers young women better salaries than any other field women have as yet entered. It offers them shorter hours and pleasanter work than school teaching or any other of women's professions. Today woman has made a place for herself in the business office. She has become a necessity in modern business. Her quick brain, ready tact, courteous demeanor and deft fingers have earned for her a hearty welcome and a good salary in every business office in the land. That parent who fails to give his daughter the same opportunity he gives his son to render him independent of this world's reverses is not doing his full duty toward his daughter. The salaries paid young women who are competent bookkeepers or stenographers range all the way from \$20 to \$25 a week.

"The business world is crying aloud for young men stenographers and bookkeepers—especially young men stenographers. In one single year the Remington Typewriter company received calls for 4,600 male stenographers and was able to find only 4,000 men. And yet it is often asserted that young men are crowding the market out of the stenography field. The United States government pays its male stenographers all the way from \$1,500 to \$1,500 per year and has an extremely hard time finding enough to fill the demand.

"Nine out of every ten business men would employ at least one male stenographer to turn out private correspondence if they could get them. Those business men in hand with their employers and attend to details that no woman stenographer could handle. The young man stenographer of a big concern is in a position to know more about that concern, its trade secrets, its special discounts, its ways of getting trade and its manner of buying to advantage than anybody except the proprietor himself. Business men are making it a practice to train their young men stenographers to take the place of department heads whose dictation has been taken down by the stenographer. No less than eighteen leading officials of the great Canadian Pacific Railway company started out as stenographers. Many of the most successful lawyers, too, in this country started out in life as stenographers.

ROOSEVELT IN EDUCATION

Superintendent of Instruction Davidson is called "A Roosevelt in Education," and this is the fine picture drawn of him:

If example is better than precept, a most effective lesson in business can be had from a visit to the office of the superintendent of schools for Omaha. The object lesson begins when the courteous, discerning young woman in the outer office learns your business, arranges for your interview with the superintendent, and continues throughout the interview with the executive high order, a scholar of reputation and a modern business man of ability seldom found outside of the high-salary chairs in large commercial concerns. The combination is a pleasing one with which to come in contact. It is as valuable as it is rare and it is destined to work to the lasting benefit of public education in Omaha.

Only an hour a day is given to the office in administering the educational welfare of the 2,000 children. When we say "well-fare" we use the word advisedly, for "the honest, unpartisan service" others" that formed the theme of his convention talk is the sole underlying principle of action in the office of this superintendent—an example of moral strength, integrity and wisdom that is a compliment to the best in American manhood. Whether his convictions be that, that or the other, we would have been more like him in public places.

Heater's Cotton Statement. NEW ORLEANS, July 8.—Secretary Heater's statement of the world's visible supply of cotton made up from special cable and telegraphic advices shows 19,856 bales for the week just closed, a decrease of 59,340 bales compared with last year. The total visible supply is 2,218,184 bales, of which 4,062,100 is American.

To Make a Bride

Many a woman would make a beautiful bride but she is deterred from entering the married state because of ill-health.

\$500 REWARD FOR WOMEN WHO CANNOT BE CURED.

The proprietors and makers of Dr. Pierce's Favorite Prescription now fully warranted in offering to pay \$500 in legal money of the United States, for any case of Leucorrhoea, Female Weakness, Prolapsus, or Falling of Womb which they cannot cure. All they ask is a fair and reasonable trial of their means of cure.

If women would study the laws of health and use a little more common sense there would not be such a large number today suffering with the ill peculiar to our sex. Write Mrs. M. M. Pillsbury, President Mutual Social Science Club, of the South Main Street, Chicago, Ill. Then when medicine is needed if they would take the "Favorite Prescription," they would have a chance to get well. I used Dr. Pierce's Favorite Prescription three years ago and it cured me of female weakness of several years standing. I am now strong and healthy when I feel that it is always true what the prospectus says. Dr. Pierce's Pleasant Pellets should be used with "Favorite Prescription" whenever a laxative is required.