Magician of the Overland Railroad

dend declarations on the 17th uit. Wall street has discussed Edward H. Harriman and his railroads, The discussion of the man and ils methods has been international, for that matter, but the Wall street debate has particularly keen and searching highly complimentary on the buil side and the reverse on the bear side. Between the two interested extremes is a large field for dispassionate consideration of the president of the Pacific railroads, and therein the Wall Street Journal takes position to view the man, his methods and his aims.

The Journal review is comprehensive and Instructive, as befits the man whose raffroad operations directly affect the western half of the nation. In three chapters the review follows:

I-Harriman the Man.

In the early spring of 1898 the new board of Union Pacific directors was elected, and, down about the middle of the list, appeared the name of E. H. Harriman. In such a list the name was unimportant. The names of James Stillman, Marvin Hughlit, president of the Northwestern; Roswell Miller. president of the St. Paul; George J. Gould. president of the Missouri Pacific, overshadowed it. The only question in men's minds was whom this Harriman represented.

Yet, in the next year E. H. Harriman was chosen chairman of the executive committee. He stepped at once from the ranks and assumed the power of command. In a emmunity of interests railroad there is always a mind above all other minds. In this case the master mind was that of E. H. Harriman.

In the eight years intervening the policy of the Union Pacific has been the policy of E. H. Harriman. It has been a daring, fearless, confident policy. Without boundless prosperity in the country at large it would not have been possible. Because he has worked hand-in-glove with fate and fortune, this man has done in eight short years a task equal to the labor of the lifetime of James J. Hill, Lord Strathcona or any other of the builders.

For E. H. Harriman is not a railroad builder. He is not a pioneer. He took the labor off the hands of other men, Crocker, Stanford, Huntington, bought in a lump the life labor of these men, greater, perhaps, than himself, and reared upon their hard-built foundations a structure of his and there, in Arizona, Mexico, Oregon, he allowed his lieutenants to break into the wilderness, but for himself he followed the of tact, it would have been. path blazed out by the great ploneers -followed it and built it over anew upon a plan and scale of marvelous perfection.

Therefore, Mr. Harriman has missed the Leland Stanford, Collis P. Huntington, James J. Hill, Lord Strathcoma and the rest of the coterie of daring men who led the first struggling cohorts of capital and civilization into the grim, forbidding wilderness. So it is that even today, if Mr. half a thousand men on his own payroll fields from which you reap the harvest, a fair volume of business offering.

VERY business hour since the divi- change, a servant of fortune, student of way. It had a lot of things it should not on account of the Northern Pacific panic,

graduated into the stock exchange with a Francisco route. Gradually this disability lot of eastern money in his pocket, had all was overcome. Some branches were sold, eastern idea of "specialization and high was finally clinched in 1890, securing at development." abborred the extravagant diffusion of energy that is the natural was perfectly adapted by an unkind provifoul of every true-born westerner with whom he came in contact,

Harriman-The Excentive. And he did it. He had not been in the saddle two years before Collis P. Huntington and he came to blows. His threat to shove a branch of the Oregon Short Line from Ogden into San Francisco struck the "kings of California" about the same way that a sight-seeing trolley line around Windsor eastle would strike the royal fam-Mr. Harriman hated to build that line-ft was such a waste of time! He dropped it when C. P. Huntington died. If he had been the least bit of a ploneer at heart he would have shoved it through in eighteen months. If he had, his engineers would probably have dug cuts right through the heart of the new Nevada gold Which only goes to prove that no man knows everything.

It is unnecessary to tell the Wall street public how E. H. Harriman has come to blows since then with J. J. Hill, J. P. Morthe First National bank, the Rock Island crowd. Edwin Hawley, George J. Gould. Stuyyesant Fish and almost every one else with whom he has been in contact. Neither is it necessary to go further for the reason. If his ambitions crossed theirs he forgot about theirs. If his mood prompted he did not hesitate to insult whem-in fact, he did not know he was doing it. When he and J. J. Hill used to sit on the Northern Securities Foard together a Wall street banker made this wise remark:

"When I hear that those directors are in session I always watch the ticker. Propinguity is sometimes dangerous, as, for instance, in the case of a bull pup and a dynamite cartridge."

In the matter of the declaration of the Union Pacific and Southern Pacific dividends last week he did just what one might expect. August 18, 1906, should have been the greatest day in the lifetime of E. H. own planning-the Harriman system. Here Harriman. He probably intended that it should be. If he had been a westerner, or even an easterner, with the least degree

In his hour of triumph, however, he trampled upon some small prerogatives of the great, blind, stupid public. Werefore, of course, the public forgot everything but romance that clings about the names of its own rights-and what should have been a day of Harriman triumph became a day of public vituperation.

From the outset of his career as a railroad power the policy of E. H. Harriman least possible element of risk. The growth was pronounced. It followed the precepts of its holding company capacity was acof economy. At the beginning of this complished by the most daring, spectacular Harriman were inclined to say of the eight-year period the Union Pacific was Union and Southern Pacific, "Lo, this is just emerging from its long receivership. the work of my hands," there would be The government debt had been compromised. After much opposition the bondhe, in their hearts, would answer him; holders had also been satisfied, and the "It is not yours-it is of the glants who stockholders of the old road had been aswent before you, who plotted it all and sessed \$15 per share. The road had started planned it all and gave their lives and the on a new career with a fair supply of labor of their hands to the breaking of the cash, a fair share of friendly alliances and

should have had. Most of the branches friends in the east, was full of the others traded. Control of the Oregon lines

least one Pacific outlet. From this dates the visible working of hirthright of the true westerner-in fact, the Harriman railway policy. For, from the outset, it was E. H. Harriman that can dence to set on edge, rile and generally fall the Union Pacific. The policy was drastic. Definitely, he committed the Union Pacific to a policy of concentrated growth, Having obtained his terminals at Portland, Omaha and Ogden, he made the Union Pacific a main line between those terminals. He risked the antagonism of the western press and people by refusing to diffuse the strength and energy of the Union Pacific in the building of branch lines in new ter-His gospel was that the Union Pacific, as a railroad, must devote its energies to becoming the most perfect main line of traffic from the Missouri river west, and must trust to alliance or control of other lines for its supply of traffic, and for its new development.

All energies were bent to the improvement of the Union Pacific main line, and the purchase of stocks of connecting companies. No money was spent on branches, The mileage of the Union Pacific in 1899 was actually greater than in 1906.

show at once the method To and the results of this policy, the following compilation is made, being a comparison of the results on the whole system

Mileage 5.354 Gross \$67,381,548 Expenses and taxes 36,963,733	1899. 5.39 \$34,384.72 20,452,05
Net	\$13,942.650 1,729,52
Total income	\$15,672.19 6,981,87
Surplus	\$ 8,740,81

The keynote of the Harriman policy is struck pretty clearly in this compilation. His aim has been to increase the surplus earning capacity of each mile of railroad. He has been content to watch the Moores, J. J. Hill and even George J. Gould building new mileage for their systems. He has been content, on his side, to bring the surplus earnings of his Union Pacific from \$1,200 to over \$5.400 per mile of railway.

Perhaps, indeed probably, the rights of stockholders of the Union Pacific and the Southern Pacific have been trampled upon during the years of this slow building. Certainly it has required patience. Each year the stockholders were asked to approve appropriations made by the directors for improvements and equipment. Almost every year they were also asked to approve purchases of stocks of other roads. It was a process of mixed methods. The growth of the Union Pacific Itself was carried out conservatively, slowly, surely, with the and dangerous acts in the history of high

finance. An executive officer must be judged by the results of his acts. His methods are a question of the day. His results are for all time. The executive methods of E. H. Harriman have been assailed at almost every James R. Keene attacked in the step. courts his administrative methods on the Bouthern Pacific. Financial critics, great It was, however, a poorly compiled rail- and small, have called him a public enemy now knows that the Chicago & Marthwest- quer.

times and changes, a cold, hard, money- have had, and had not a lot of things it the recent dividend episode and many other things. His connection with the Equitable That is the Harriman handicap. He was were mere suckers. Huntington had it at Life Assurance society, his alleged stock born in the east, educated in the east, his mercy through the control of the San market affiliations, his political life have furnished texts for moralists of every grade and caliber. Yet these things are hardly germane to the central question: "What has E. H. Harriman done for his country, his followers and his rallways?"

For the west, his policy has created new highway from the lakes to the Pacific -a highway hardly second to the great arteries of traffic from the Atlantic to the lakes. He has undoubtedly brought a greater measure of prosperity to San Francisco, Salt Lake City, Omaha and all the intermediate territory than it could have enjoyed without this highly efficient railroad highway. He has opened little new country, but has increased and centralized the business of the country he inherited. For his stockholders, those who followed him through to the end, he has laid up a heritage of rich dividends today and rich promise for tomorrow. The revenues of the

Union Pacific and the Southern Pacific are ample to reply to the question. For his rallways, he has brought them both from a state of poverty, decrepitude and danger to a high position among their peers. How far this work is his and how far inevitably the result of nine years of prosperity, it is difficult to say. It is enough to say that the growth in strength and wealth came while the rallways were in his hands.

III-Harriman-What Next? The goal of the Harriman ambition for the Union Pacific and the Southern Pacific has been practically reached. The era of danger, of careful nursing, of painstaking economy is passed. Mr. Harriman and his

their heritage. Will Mr. Harriman now change in his ways and become a second Vanderbilt, spend six months a year in Paris, buy a racing stable of due proportions and give up the strenuous pursuit of railway power, the care and trouble of railway administration? Will he do as the Cables did with the old Rock Island, just let it run and enjoy his revenues in the happy consciousness that he has made two great railways, and they owe him all they can pay

two Pacific railways have entered into

him? No one believes it. No one can imagine this man as the "gentleman president" of a nice, respectable and innocuous railway system out west-such, for instance, as the Northwestern, the St. Paul and the Burlington until very recent years-even if that rallway is giving him stupendous revenues year by year. The idea that this man, with his tremendous ambition, his terrific energy, his restless, tireless capacity for work, will long remain bottled up as the affluent president of an affluent and completed rail- Harriman future. Even the most intimate way strikes the west-which knows him-

as a joke. Then-what next? The answer to that question cannot yet be written. Because there surely must be an answer, the finan- of the United States, gazes upon a specta-cial world is full of rumors. It says that cle today not particularly conducive to Mr. Harriman has used his profits in Union Pacific to buy the St. Paul. He intends to exploit that staid, respectable, conventional road as he has exploited the Union It is the picture of E. H. Harriman, bereft Pacific. What he intends to do with it no tries to guess, except that he is going to build to the Pacific. It pays 7 per cent 000,000 Union Pacific preferred, \$100,000,000 on all its stock today. Perhaps he will Northwestern preferred, \$60,000,000 Southern double the stock and pay 10 per cent-who

This is cited but to illustrate. Every one Alexander sighed, for other worlds to con-



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Harriman and the Union Pacific that no

resolution hostile to his interests can pass

its board of directors. Every one knows

also that the Illinois Central is within his

grasp, when he wants to make a serious

effort to take it. Almost every one con-

cedes that a treaty of peace is in force be-

tween him and the Vanderbilt interests in

New York Central. He is a director of the

Erie, the Baltimore & Ohio, the Delaware

& Hudson and many other railroads that

Surely the field is wide enough. Into

what part of it is the genius of E. H. Har-

riman to be thrown? In the treasury of

the Union Pacific there lies a fund of over

\$100,000,000 in cash and securities that are

for sale at current prices. It is to be in

vested under the direction of E. H. Harri-

man. It is to create, under his guidance

new equity for the stockholders of the

Glancing back over the investments made

under his regime by the Union Pacific, it is

singular to note that there are few such

possibilities today as there were when these

purchases were made. Northern Pacific

common at, say, 100; Southern Pacific com-

mon at, say, 60; where are their duplicates

in the west today? Almost every other

important system is either, held by rival

powers, or else its shares are paying big

dividends and it is a highly developed prop-

erty. The Harriman genius for creating wealth from poverty, for building fortunes

upon bankruptcy, lacks a world in which

Perhaps, therefore, he intends to fulfill a

prophesy made by himself not many months

ago: "We are running into an era of com-

petitive railroad building, just as we have

passed through an era of competitive buy-

ing." Perhaps the Union Pacific extension

to Seattle is merely a beginning. Perhaps

the \$40,000,000 Southern Pacific project in

Mexico is the index finger pointing to the

friends of Mr. Harriman confess they are

not certain what he intends to do. He him-

At any rate Wall street, the financial eye

sound sleep at nights on the part of rail-

within the Harriman sphere of influence

of his pet vocation, standing amid a pile

of money and capital, \$100,000,000 cash, \$100,-

Pacific preferred, and unlimited capacity

for the issue of bonds-and sighing, as

way executive officers and owners who lie

self is absolutely noncommittal.

Union Pacific. What is it to be?

have nothing to do with the Union Pacific.

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two of the pen to mention the fact that remember it takes only an extra stroke or you saw their ad in The Bee.

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(Continued from Page One.)

fall of the confederacy; those of us who have seen slavery with our own eyes and who have seen it abolished, do not want, again, to see a new species of slavery in this great, free country.

It would be far better that we should never have won and liberated the blacks, if the white people of the United States and the blacks, are to be in the future held in the thraidom of corporate power. For there is a new species of slavery we have been submitting to, gradually and slowly. It has found its way insidiously into every household almost, into our legislative halls, into the halls of justice, into the executive chamber, and into the very capitol itself. It has found its way into the halls of congress; it has found it way clear up into the highest places in the land, and, insidlously but surely, it is winding the coils of serfdom around the American people by depriving them of the inalienable right to be free and to have a government by

the people and for the people. Those of you, perhaps, who are not familiar with the history of Nebraska, and the political history of our state, and the states of the west, may not be fully aware of these facts about this insidious enemy of the American people; this corporate aggregation that endeavors to control our political machinery; the machinery of all parties allke, regardless of who they may

power right inside the Grand Army of the Republic, and has exercised its power to its detriment and to its disadvantage in the rast, and may continue to do so if the Grand Army of the Republic can contribute, in any measure, to its enrichment and towards its power. Thousands of you who have fived with me here in Nebraska, for more than a quarter of a century, remember that almost-not every-grand commander of the Grand Army of the Republic was a tin-pan railroad soldier who had never heard a shot fired out of a rebel gun and had never seen a rebel sol-dier except to surrender to him. (Laughter) That is a fact. And why was he made mander-in-chief? I will go right back. I want to give you the history, for I have got it in writing, certified to by the adjutant general of Illinois. I do not three months; had remained in camp the whole time, and had a good time, just as the boys all did in those days, when the men that were in camp, and then, when that three months had expired, he retired to private life again and so remained for one year.

And the next year he enlisted on a mustered in at the very place where he en mustered the first time, and remained there again about three months, line between the rebel and union forces. There he was sent out on a scouting exthe history of that man. Then he became

most, so far as the freedom and individual rights of the people of Nebraska were con-cerned. At the time he was commanderin-chief, and thereafter, he was nothing

but a common oil room lobbyist at Lincoln. Another instance of the same character islature; who had played into the hands of the gamblers of the city of Omaha when the bill was pending to make gambling a railroad clacquers could muster and was made commander of the Department of Nebraska at their instance. That man had been no soldier in the army. He had been a spy, and that is all the position he ever held in it. Yet he became commander of reward for treachery to his constituency.

Now, I say that in justice to history, in justice to the Grand Army and to your own families and children, you want to at once discard this policy; you want to stand up for Nebraska and for the nation, you want to help us emancipate this great state from corporate control, and now is the hour. The hour is come, because the struggle is because these giant corporations are not content merely to have fair men in public office; not merely to be treated fairly, honorably and justly, but they want tools.

Instead of giving us oak and hickory in the state house, they give us hazel brush It has also got its hand; it has got its and willew. Hazel brush and willow we have had, and, thank God, we are going to have at least one man in that state house, within the next six months, that is made of oak and hickory, yes, of ironwood, but I am not sure about the others. I don't want to talk politics. But this is not politics from the party standpoint, but from the patriotic standpoint. I do not care whether you are democrats or republicans, It is your duty, as it is mine, to see to it that honest men should be nominated and elected; and whenever you find a railroad democrat, down him, and whenever you find a ratiroad republican is put up, let us down him, and for once let the people rule. We have been too neglectful for the last care about naming him, because he has few years because we have been too pros- from the earth." want to show you what has been done in was right that happened because we were have said all that is necessary. the past. This man had enlisted in Illinois too comfortable. But prosperity cannot al-

ways continue There are great problems before us. There are great disappointments before us girls brought flowers and smiles, and also, it is not possible that prosperity will things that were agreeable to the young just forever. Within the next six years; possibly within the next five years, you may see one of the reverses that happen every twenty years. You may see one sea all they can do to take care of themselves; bounty of \$300 in the cavalry. He was and the corporations are laying in a very public servants! By the subscryiency of and then he was ordered to Cumberland the men that represent you in the legis-Gap, in Kentucky, which was the boundary lature; the men that serve you in the state ceeded for years in debauching and corpedition for some poultry and game, and rupting your public servants by a whole-feller is always the dominant factor, he encountered the first rebel force he had sale distribution of bribes called passes. Brown was a Pennsylvanian born ever seen. He threw up his hands and They have succeeded in bribing them in served with bravery as an officer in a surrendered and was taken to Richmond other ways, by favoring one against the as a prisoner, and there all of his entire other. They have succeeded in building up He knew something of the iron business military career came to an end. That is one community and impoverishing the and that knowledge led him eventually other. They have succeeded in making one into prospecting in the iron regions of the grand commander of the Grand Army of business man flourish, while they made northern Michigan peninsuls. There he the United States, and why? Because at another business man perish. Side by side fell in with his future partner, C. C. Merthat time the Union Pacific railroad these man were in business, honorably and ritt, and together they made their way to wanted to carry the Grand Army from fairly, and yet one was prospering con- the head of Lake Superior, and thence up Omaha to San Francisco, and they wanted stantly and the other could make no head- into the barren, hilly region to the north, to have an influential man who could in- way, and when you made inquiry into the where the physical features gave promise duce the Grand Army to locate its reunion reasons you found that it was because the of rich ore deposits. It took but a cursory

What the people of Nebraska and the policy of Theodore Roosevelt for a square deal-not that they have got to depend upon any one man, not that they have got to depend upon any one man for govbappened when a man who had betrayed ernor or president; the people must dehis constituency as a member of the leg- pend upon themselves alone. Those who would be free themselves must strike the

Let me admonish you, therefore, fellow felony, was given all the help that the citizens and ladies and gentlemen, to seriously consider your individual rights and privileges, and seriously consider the necessity, the imperative demand of the hour that every man that represents you in pub-He life shall be your servant and nobody else's servant; that he shall do justice by the army in Nebraska for one year as a all, do justice to the corporations as well as to the individuals, and that he shall not, because of special favors and bribes, given in any form whatever, disown you, disfavor you, wink at corporate aggression, wink at oppressive and outrageous exactions, because he himself has been specially favored at your expense and with

your commission. In conclusion I want to read to you a part of the immortal speech delivered by Abraham Lincoln at Gettysburg. It applies fully and forcibly to your present condition. It applies as much to those living at the present time as it did to those living during the civil war. It applies not only to the grand army, but it applies to every American citizen, whoever he may be, because it is of the utmost importance, for the next generation and for all future time, that the principles which we have fought for shall be preserved, and that we shall be as free from all the influences that go to enslave a people as were the slaves after the emancipation proclamation. I

will read just this short extract: "It is for us, the living, rather to dedicated here to the unfinished work that to be dedicated to the great task remaining before us, that from these honored dead we take increased devotion to the cause for which they here gave their last full measure of devotion, that we here highly resolve that the dead shall not have died (Applause.) Up with the people and down in vain, that the nation shall, under God, with the corporations, I say, in the political have a new birth of life and freedom; and government of our country. (Applause.) that the government of the people, by the people and for the people, shall not perish passed out of the world here, but I simply percus. We have believed that everything I thank you for your attention. I think I

Another Rockefeller Trick

The story of Edgar Brown, the discoverer of the great Mesaba and Vermillion iron ranges, the richest and most productive in the world, is a pitiful tale of a stalwart optimist who struggled upward against heavy odds, only to suffer defeat son again in which the people will have when success seemed to be within his grasp. Brown died last week, penniless, in a pauper's bed in a Sault Ste. Marie big surplus at your expense, and how do hospital. A few years ago he and his they get it? By the subserviency of your partner, Merritt, owned the two ranges A few years ago he and his which were even then, in the early days of their development, valued at \$13,000, 000. To tell how the owners lost their house and on the beach! They have suc- control is but to repeat another chapter in

the long story in which John D. Rocke-Brown was a Pennsylvanian born, and Keystone regiment during the civil war in San Francisco, where the railroad rates one had special rates, special privileges, survey to prove the correctness of their were so heavy and where they could reap enjoyed drawbacks and rebates, while the belief. The next step was the developme hundred or two hundred thousand clear other had to pay full rates, or could not ment of the property. The ore itself, which profit out of the venture and the influence get a car to move his commodities or pro-

E. Rosewater's Last Speech was that man exerted while he was com- ducts while the other had cars whenever state, was easily mined, but facilities for citizens municipal ice at cost; Cincinnati, turned his energies to the task of inter- Mt. Vernon, N. Y., mayor plans to or people of the United States need is the esting capital. A little investigation sat- ganize a company to manufacture ice and isfled one of the first men to whom he compete with alleged trust; Philadelphia, turned that the properties were valuable officers of alleged ice combine subpoenzed enough to serve as ample security for the to appear before the grand jury; Great loan asked.

This wise money-lender was John D. Rockefeller, who willingly loaned \$1,500,-000 to Brown and Merritt, secured by the dissolution of City Ice Delivery company; claims themselves, Brown's next step was the construction of the Duluth & Iron Range railroad, over which his ore was carried from the wilderness to the ore docks at Duluth and Superior. Today this line is the greatest carrier of iron ore in world. Negotiations were then entered into with James J. Hill and several associates for the sale of the property. When the deal was practically closed, and the purchasers were about to make their first payment on a purchase price that would have made Brown and Merritt rich beyond their wildest dreams, Brown, suspecting nothing, told of the transfer to a close associate of Rockefeller.

At once it became evident that Rockefeller had considered his loan merely as an entering wedge which was to admit him to complete possession. Powerful influent. The Corn Products company, having ences, Brown always maintained, were im- fallen heir to something like 500 suits for mediately set to work to obstruct, and supplying sulphur dioxide to candy makers eventually prevent the sale to Hill and in glucose, in violation of our state law, his associates. At any rate, before Brown has withdrawn all bleached glucose from could enlist the support of other moneyed the market, not merely in New York, but interests, his notes to Rockefeller fell due, he defaulted in payment, the mortgage was foreclosed, and the Standard Oil magnate became the owner of the richest iron mines in the country for a mere fractional part of their value. Within five weeks an incense to the nostrils of the god o after this climax Merritt died brokenhearted. Brown's cheerful optimism enabled him to get on his feet again finan- less." cially, and he settled at the "Soo," where Chicago will lose nothing from this burnt he met with some little success as a minthey have done. It is rather for us here ing broker. But it was an uphili fight; a succession of failures led to a physical breakdown, and the strong man and good fighter at length succumbed. Rockefeller has expressed a desire to be better known by his countrymen. Here was a man who knew him not wisely perhaps but only too well.-New York Evening Post.

Hot After the Ice Men

While the fight against the alleged Ice trust in Omaha is lacking in vigor, other cities are doing much in self-defense. The 'record is thus summarized by a writer in the World today:

In Baltimore, Md., dealers indicted; Toledo, O., dealers cinvicted and out on bond pending a hearing in superior courts; Washington, dealers indicted charged with a conspiracy to increase the price of ice; Indianapolis, grand jury investigation of alleged ice combine; Jacksonville, Fla., one ice man goes to jail in order to test the law under which dealers were indicted by a hearing in habeas corpus.

Cleveland, O., dealers indicted and acquitted by a jury; Detroit, an investigation preliminary to grand jury action; St. Louis, Mo., state to annul charters and collect penalties from dealers charged with conspiring to fix ice prices; Kansas City, petitions filed to revoke charters of alleged members of the Ice trust. Yonkers, N. Y., movement to furnish

Neck, L. I., residents building ice plan of their own. Ashtabula, O., indictment resulted in

Austin, Tex., city council considering legislation fixing maximum price of ice per 100 pounds at 30 cents; Schenectady, N. Y., investigation of alleged ice com bine by committee of council. Hartford, Conn., petitions to revoke charters; Columbus. O., indictments re-

Improving the Food Supply

turned against dealers. Newark, O., in-

dictments returned; Troy, N. Y., prose-

cuting attorney investigating.

If there have been times when it seemed as if the various measures for the protection of life and health from the iniquities of certain food manufacturers were doomed to defeat there is reason for hope at presthe whole country. Indeed, some of the candy makers may not impossibly resume the use of sugar. And in Chicago 5,000 cans of spoiled or adulterated food have been publicly burned, therein offering up trade that may not be wholly grateful, but that will have its sanitary value none the

sacrifice. On the contrary the confidence which it will restore cannot but rebound to its credit. It is no secret, on the contrary it is a patent and agreeable fact, that when it was discovered that she was cheating, her trade fell off immensely. It fell under the ban that is always imposed upon dishonesty. It is significant that a local hardware dealer whose sales of can openers used to average 8,000 a month is now selling 2,000. This means nothing less than that Chicago's meat packers invited a boycott and are getting it. But open confession of the right of the law to pro tect the public is made in the destruction of fraudulent goods that a few months ago would have been sold and eaten.

Nothing will stimulate honesty better than to prove that it pays. And when the merchants and manufacturers whose departure from the ways of our ancestors has astonished and shocked the world begin to realize that there is money in goods that are precisely what they pretend to be-meat without filth, wine without logwood, milk without formalin, cheese without animal refuse, flavors without coal tar synthetics, ketchur without dye and turnips, ice that weighs as much as it seems to, and drugs that are not "just as good" as those the customer supposes he is paying for-they will be sorry that they ever darkened the pages of their personal history by acts of dishonor. For the successful man of business in future is going to be the honest man. Brooklyn Eagle.

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and you'll find how light hearted you are when stomach, bowels and
liver are all working well and pulling together.

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In sixty years nothing has superceded TARRANT'S with physicians or public.

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You can't rent a bare, poorlyfurnished room as easily as a cozy, attractive furnished one. People wont answer an advertisement as readily if you do not make it inviting-if you do not make them feel that yours is just the room they want.

Here is the kind not to write: FOR RENT-Good furnished room for two sentlemen, 1836 Parnam street.

This would be more apt to rent the room: FOR RENT-Pleasant south front room, for two gentlemen-well furnished-bath on same floor-5 minutes walk from down town, 1236 Farnam street.

The first ad wont cost as much, but if the longer ad will rent the room, because it is attractive, it's a good

investment. Telephone 238,

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