

Story of \$500,000 Farm That's Made Parcel Post Famous

By Jack Jungmeyer

The parcel post farm? By running his half-million-dollar ranch near Tacoma on that basis, A. L. Brown has challenged nationwide attention.

Owner of one of the best managed estates in the west, he has materialized some of the big things predicted for Uncle Sam's package delivery at the time it was launched.

Fully 50 per cent of the output from the 2,600-acre Nisqually place is being marketed in mail cartons—butter, eggs, cheese, poultry, honey and even cattle and hogs, the latter as packing house products. Much of it comes to Tacoma homes.

It is one of the most interesting and significant achievements in this new era of business.

To Kitchen Door

Farmer Brown—a man who has put culture into agriculture—has shaken off the middleman's grip.

He profits more by selling direct to the consumer, utilizing Uncle Sam as his delivery man, and the customer gets more for his money.

The farm has been brought right to the city kitchen door.

It wasn't all clear sailing, and the reason Brown succeeded where many have failed can be summed up in the word SYSTEM.

The first necessity was a cheap and durable package.

Perfects Packages

There was none of the market, so he and his farm hands experimented and finally perfected a carton that will carry a dozen eggs safely at a cost of 1-5 cents and one carrying 30 pounds for 1.3 cents.

"A lot of people," explained

ed Brown, "hated the parcel post as a medium that would automatically bring success to the producer and cut the cost of living for the consumer. But there's nothing more automatic about this than about any other success.

"It has taken persistence, experimentation and a lot of thought."

Collections Good

A woman solicitor was employed to take orders in a house to house canvass in Seattle, close by. To earn her wage she must and does procure at least five new customers every day.

Tacoma has also proved a profitable market for Brown's products.

Printed order blanks conveyed to the farm exact information as to the kind and quantity of produce wanted and its date of delivery.

All parcel post sales are made on credit, with subsequent payment by check or postal money order. Risky? Not at all.

"We haven't lost \$5 in three years through failure of the customer to pay his bill," declared Brown.

The Financial Side

If the parcel weighs less than 10 pounds, the postage is charged to the consumer; if more than 10 pounds, the mailing cost is absorbed at the farm end.

"How carefully parcel post marketing must be conducted," he explained, "is readily seen when you realize that it costs me about 3 cents a dozen to pack eggs, supply the carton and cover the mailing from Nisqually to Tacoma, some 25 miles away.

"This 8 cents must be added to the cost of producing the eggs, as against only 2 cents a dozen which the re-

tailer must add for the crating and handling of eggs in big lots.

"Eggs which I would sell in quantity to the dealer at 17 cents a dozen, I must sell to the parcel post customer at 23 cents to make the same margin.

Handled Carefully

"Of course, the retailer's price to the consumer, representing his profit, is somewhat above my selling price. That's why I can compete with him by parcel post. But it shows how carefully the business must be gauged; how carefully one must manage on the production cost."

It is through his remarkable co-ordination of production and selling systems that Brown has proved himself a farm wizard.

His development of parcel post marketing has justified him in building a \$20,000 packing plant on the Nisqually ranch.

Shed After Shed

It has made him an extensive buyer of his neighbor's hogs and poultry.

It has made productive additional acreage.

It has enlarged his creamery, churning 40 tons of butter a month.

And it has added shed after shed to his poultry housing.

But this is only the final chapter in one of the most interesting examples of farm development and management in the United States.

The first chapters—his beginnings, which make parcel post marketing possible—are filled with inspiration and helpful suggestion to every man, no matter what the nature of his business or employment.

(To be continued.)
Note: For picture of Mr. Brown see page 3.

Home Edition

The Tacoma Times

25c A MONTH.

THE ONLY INDEPENDENT NEWSPAPER IN TACOMA.

25c A MONTH.

VOL. XIII. NO. 67.

TACOMA, WASH., TUESDAY, MARCH 7, 1916.

1c A COPY

Blame Murder On Gunmen

MYSTERIOUS YOUNG WOMAN IN THE CASE

Five Yeggs Attack City Officer Who Meets Them

Holding his own in a desperate hand-to-hand battle with five gunmen in the Silver hotel, 1313 1/2 Tacoma avenue, at 2 o'clock this morning, Patrolman Ephraim J. Nix miraculously escaped with his life.

Incidentally, he ran down one of the most dangerous gangs of yeggmans which has operated in Tacoma for many years, a gang which the police think may be responsible for the murder of Vernon Lindsay, the cripple, last night.

Officer Nix was patrolling his beat on Tacoma avenue at 2 o'clock this morning when he noticed two men, apparently intoxicated, two blocks ahead of him.

One Opens Fire

As he approached them, one of them opened fire with his revolver.

When the two gunmen started to run, Nix gave chase. They ducked around the corner and entered the Silver hotel.

Nix followed. He climbed the stairs to the door of the room where they lived.

In answer to his knock, one of the men appeared at the doorway.

"Bring out your partner," he ordered. "I want to talk with him a few minutes."

"I haven't any partner," the man replied. "Come inside if you think I have."

The officer followed him into an inner hall way. Just as he got inside the outer doorway, the gunman stuck a revolver into his face, four inches from his nose.

"Stick up your hands!" ordered the gunman.

Nix slowly raised his hands as high as his shoulders.

Not suspecting that he had desperate gunmen to deal with, he had left his police revolver in his holster.

As he lifted his hands, suddenly he clamped his hands down on the gunman's revolver and stuck his forefinger in the trigger.

The two men tussled about the hallway. Then the gunman let out a call for help.

Four partners quickly appeared. One of them made a lunge at the policeman with the butt of his gun. Nix ducked and the gun made a dent in the door casing.

Nix looked up and saw the muzzles of four revolver leveled at him.

Like a flash he gave a frantic jerk at the revolver held by his first opponent, and as he wrenched it from the man's hands he fell backward through the door with it in his hands.

The yeggs slammed the door shut on him.

The officer, believing the odds were too great against him, went outside the building for help. As he did so he heard the yeggmans run upstairs to the back of the building.

All Carrying Guns.

Nix then went to the home of Detective Huckaba to get his aid in cornering the gunmen.

While he was hastening for aid all five of the gunmen left the hotel, each one with a revolver in his hand ready for use.

In all, the gang had several revolvers, one of which was found by the police this morning in their room.

Two of the guns had been stolen from Bob's Loan office in Tacoma two weeks ago.

The police are making a thorough search for the gang of gunmen today.

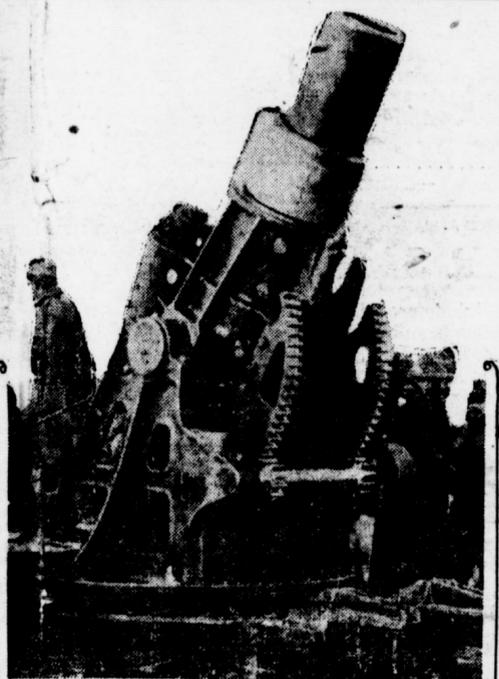
Ready For Murder.

"Every one of those men had a revolver leveled on me," said Nix today. "There was murder in their eyes, if there ever was in any man's. I knew it was now or never with me.

"Making one last effort, I forced the revolver out of my man's hand. The force of my jerk threw me backwards out of the door, and in an instant the door slammed and a bolt was snapped.

THE RIVALS

POWER VS. SPEED



Verdun's fate hangs on the relative strength of these two cannon—the Austrian 12-inch "skodas" at the top with which the Germans before Verdun are equipped, and (below) the French 75's.

Detectives Find Clues That Leads to Belief Cripple Was Killed by Tacoma Av. Gang

A gang of desperate gunmen, who attacked Police-

man E. J. Nix with revolvers at 2 o'clock this morning after he had followed two of their number to

rooms on Tacoma avenue, are sought today by the Tacoma police in connection with the murder, at 11 o'clock last night, of Vernon Lindsay, a cripple.

Lindsay belonged to a gang that lived in a squalid shack at 402 1/2 21st st.

He was shot down in cold blood last night while he was lying in bed.

Two other members of Lindsay's gang attended a theater last night, a third was down town, and the fourth, J. Redit, was upstairs in the yeggmans' home, when the murder occurred.

Police Chief Smith declared at noon today that he did not believe any of Lindsay's companions had anything to do with the killing. He is holding the men however. They are Mahlon Rumer, James Wilson, J. A. White, James Morgan and J. Redit.

No Motive Known.

No motive for the crime is known.

The police believe that the 21st street gang and the Tacoma avenue gang were rivals, and that members of the latter group visited the 21st street house to "clean out" the place, but found only Lindsay.

The cripple, whose right leg was off at the hip, had no money, and had earned his living in Tacoma for two weeks selling pencils on the streets.

On the floor of the murder house today was found a .32 caliber cartridge, loaded, which had apparently been dropped by the gunman while reloading their revolvers.

The cartridge tallied exactly with a box of cartridges found in the Tacoma avenue rooms of the rival gang, even to the maker's name stamped on the butt of the brass cylinder.

A conflicting fact, however, is that Lindsay was shot with steel bullets, while the cartridge on the floor, and those in the gunmen's rooms were lead.

He was shot six times. One bullet pierced his breast near the heart and grazed his left side, and four perforated his abdomen.

Woman in Case.

Another odd feature of the crime is the fact that a well-dressed young woman called at the yeggmans' home a week ago.

The young woman inquired at the home of Jerry R. King, who lives in the first of the string of houses on 21st street, where she could find Lindsay. She called him by name. King directed her

to the house where the group of men were living, and she went in, remaining some time.

She was a young woman, slightly over 20, exceptionally well dressed, according to King.

She was blond.

King declared today that she acted "peculiar" and rather "mysterious."

She had not come to the house again.

Police Chief Smith today said that he had several clues which convinced him that the Tacoma avenue gang had been responsible for the cripple's murder. He would not reveal these clues.

"Both gangs were bad men," said Chief Smith. "The 21st street bunch was yeggmans, thieves, prowlers and burglars. The Tacoma avenue gang were gunmen, holdups and thieves. The revolver which Officer Nix took away from the gunman in his fight, and the other one left in the Tacoma avenue rooms, have been identified as two of the number of guns stolen from Bob's loan office."

Prisoners Have Alibi.

The loan office was burglarized Jan. 25, and a number of guns and valuables taken.

Police officers are scouring the entire country for the five members of the Tacoma avenue gang. Police Chief Smith has furnished a good description of four of the men.

Deputy Prosecutor Cramer, with Chief Smith, interviewed the prisoners, and was convinced that they knew nothing of the crime. It was decided that an inquest was unnecessary. The men under arrest have proved conclusively, by their stories and outside proof, that they know nothing of the crime.

Redit, who sat upstairs playing solitaire, when the murder occurred, declared that he did not want to go to Lindsay's residence when he heard the shots.

"I knew there was shooting going on, and I didn't want to get into trouble," he said. "I heard Lindsay groan. I've had enough experience not to go butting into a shooting affair that's none of my business. No, sir, I leave that stuff alone."

Room Discloses Little.

The room in which Lindsay was found dead failed to reveal any further identification of his slayers when rigidly searched this morning by Patrolman N. E. Edwards.

The blood-soaked bedding, pierced by several bullet holes, was piled in a corner. Great blotches of blood covered the pillow. There was a powder burn on the pillow. Parts of the old comforter that covered the cripple were burned, showing that the revolver must have been held close to the victim when fired.

A broken mirror lay on the floor. A half finished solitaire game lay on the table.

Patrolman Edwards obtained keys and opened every room in the buildings adjoining 404 1/2 where the killing occurred. Some of the rooms showed signs of recent habitation.

Grocer Hears Shots.

Otto Dueval, proprietor of a grocery store at 21st and Jefferson avenue, said he heard the shots about 11 o'clock. He remembers having sold Lindsay a bottle of milk yesterday morning. The empty bottle was returned last night by a young man with blond hair, who had been seen with the man to be killed.

Mrs. J. W. Thompson, 40 So. 21st street, said today that she heard one shot which was followed by three others in succession. Thompson, who is a waiter, immediately jumped to the window and saw three men running up the street.

175 BABIES REGISTERED

Baby week promises to be a hummer.

Up to noon today more than 175 of Tacoma's youngest had been registered for the Better Baby examination to be held under the direction of doctors and nurses Thursday, Friday and Saturday on the sixth floor of Rhodes Bros.

WILSON UPHELD BY HOUSE VOTE

WASHINGTON, D. C., March 7.—The house of representatives went on record twice today as being in favor of backing the president in his stand against the McLemore resolution, which declares that Americans can sail on armed ships only at their own risk.

On one ballot the house refused to amend the resolution, and on the second the vote against the proposition included several more votes. The gallery, including many women, was tumultuous. The house was tense with suppressed excitement.

Representative Pou opened for the administration, reciting Wilson's request for a showdown.

"It has been unjustly charged that the president wants war," he said. "All the imps of hell never devised a more infamous lie."

Congressman Campbell declared he would offer a substitute if the McLemore resolution failed.

Chipperfield announced that the president's stand meant either war or humiliation, while others declared it was the only policy which would keep this country out of the European struggle.

The debate waged back and forth, growing frenzied at times. Rumors were revived throughout the capitol that the president would welcome war, while his friends strenuously denied the rumors.

GERMANS CAPTURE HILL 265

PARIS, March 7.—The Germans captured hill 265 near Reims, it is officially admitted today.

They charged and seized the positions under cover of an intense bombardment.

The French positions on Goose hill are under a severe shell fire.

A general renewal of extensive infantry operations is expected.

FAVORS SWISS SYSTEM

CLEVELAND, March 7.—On the eve of his departure for Washington, Newton Baker, war secretary-to-be, declared today that he favored the Swiss system of military training.

He advocates also a number of transcontinental coastwise railways for strategic purposes.

GERMAN FLEET IS CRUISING

LONDON, March 7.—Rumors that Prince Henry of Prussia is in command of the German fleet for the expected dash into the North sea are given wide credence here today.

Amsterdam reported that 25 German warships were cruising the North sea yesterday.

The Russian destroyer squadrons recently were seen off the Swedish coast.

Will Encourage Boys and Girls Home Gardening

George C. Farrell, formerly rural life director of Cook county, Ill., now connected with the department of agriculture, will spend Wednesday in Tacoma in the interest of the boys' and girls' home garden and other activities.

At 4 o'clock he will meet principals, garden directors and any others interested in the work in the eighth grade auditorium room at the Central school.

WASHINGTON—It was announced today that Representative Page of North Carolina would withdraw from politics because he could not agree with President Wilson.

FLASHES

DENVER—For the second time this winter, southern Colorado is snowbound.

OAKLAND—Reinhardt Groman, under arrest on an arson charge, confessed today that his sister, Mrs. August Mundt, set fire to her home. She is said to have arson records in seven cities.

HONOLULU—English admiral warned British ships in the Pacific to look out for a German raider said to have been sighted off Straights of Magellan recently.

Weather forecast: Rain.

CHICAGO PRELATE AT POISON DINNER

Chicago police are trying to learn whether the poisoning of guests at a banquet given in honor of Archbishop Mundelein at the University club was deliberate or the act of a madman.

The room of the assistant chef, Jean Clonez, was found to be a chemical laboratory, police say. Clonez has disappeared.

Mundelein has just been made the Catholic archbishop of Chicago.

LIFE IS BEAUTIFUL IF YOU ARE CHEERFUL, SAYS A BANKER

Character is what a man is; Reputation is what people think he is. The two should prevail, but may be essentially different.

One thing is certain, if a man expects to work out an active, forceful career, if he wishes to achieve ambitions worth while, he must have a reputation which amounts to something.

The Puget Sound State Bank gives every encouragement to those who are laying the right foundation with thought, sincerity and honesty.

GOOD NEWS

The Times' novel that is to start next Monday is up to the high standard of the three that have preceded it.

It's to be Louis Joseph Vance's "An Outsider."

The story is of a New York society girl who reluctantly becomes the accomplice of a burglar.

It is an unusual romance and full of heart interest.

\$200,000 THEATER FOR CITY

Alex Pantages is authority for the statement today that he has closed a deal with Dave Gross for the construction of a fine new \$200,000 theater on the site of the old Star theater on Ninth, between Broadway and Market.

The theater, he says, will be of the palatial style and cost of the big new Pantages theater in Seattle and will be opened within six months.

Dave Gross, while admitting that negotiations have been in progress recently for the new building, at a cost of between \$80,000 and \$200,000, denied today that the deal had been closed or that final negotiations had been made.

It is reported that Alex Pantages is going into the photoplay production field along with his other interests.

LONDON—Lord Robert Cecil, new minister of the English blockade, announced today that American shippers will be notified before they ship their goods if they can pass the blockade. This will do away with a lot of inconveniences, it is thought.

Talk o' the Times

Greetings, have you signed more than 'steen nominating blanks yet?

And HAVE YOU REGISTERED?

OUR DAILY SPECIAL You can't hold your own until you learn to hold your tongue.

Ingenious Germans now are reported scattering mines with aperiscope attachments. They look so much like careless submarines taking breath that British destroyers just can't resist the temptation of ramming 'em.

HUH! "If you'd avoid a busting head," One day I heard a wise man say;

"Beware the wine when it is red, Beware the rum when it is bay."

Queen Carmen Sylva, "the little wild rosebud of Weed," sang her way into the hearts of all good men, and enmity and strife may well be forgotten a moment while war-torn Europe pays her tribute.

ute.

Ah, ha! Perkins Press discloses that 25 years ago Brandeis was attorney in some case or other for a brewery! Now what do you suppose the Perkins Press would have said about that 25 years ago?

However, it hasn't been discovered as yet that Brandeis ever worked as a sporting editor who muleketed prize fight promoters for a cut of their profits before he'd write nice things about them.

FLOSSIE FLAM FLAM'S ANSWERS

WALTER MAUSERH—Yes, actors like to be hit in the mush with pies; it's such a treat, and at the company's expense. Camilla Croup was the beautiful pretzel twister in "Trapped in the Goulash Mines." Write again.

WEDELL FOSS—Write to the Dept. of Agriculture to find out whether rope swill grow from hemp seed. The captions on each released film, such as "Passed By the Board of Senseless, No. 4683211," are very important because they mean nothing. No, Wedell, I'm not married.