

HEADS I WIN; TAILS YOU LOSE

Is the Modern Motto of Big Catalogue Houses.

Threatens the Endurance of Suburban Enjoyment.

An Excellent Letter Written by Wm. D. Sweet of Fargo.

The following letter written by ex-Mayor William D. Sweet of Fargo N. D., to the Forum was published by that paper some time since, and although it may be a little old, it is well worth printing.

To the Forum: You touched the heart of the subject the other day when you recounted the incident of how Sunhagen, the jeweler, promptly subscribed to lift a local church debt as follows:

Sunhagen, the jeweler \$25.00
Chicago catalogue house 00.00

It is a mistaken idea with many consumers that the catalogue house system of trade is a benefit to the community at large.

The catalogue house is a modern device of trade, the motto of which might aptly be "heads I win; tails you lose." And the process of operation, a sort of cat-in-the-bag trade, of a "swap unseen" so far as the consumer is concerned.

The catalogue house occupies a citadel of security from which radiates a system of tentacles reaching into the heart of every community; and a counter system of well greased skids along which glides to their coffers the wealth of the land. There is a deft ingenuity in the system, which retains every advantage for the house, and gives nothing in return, until the last penny is yielded up by the farmer. The accumulation of prepayment, thus artfully enacted, looks like the inception of another Tontine insurance scheme, which, if developed unchecked, may some day invite another uprising of the people, and at least furnish fame for a Moses, a Roosevelt or a Lawson.

The theory of the catalogue's system, if carried to its logical conclusion, means a stop to commercial development, a centralization, and monopoly, compared with which the beef trust is a roadside peanut stand. It means the extinction of the country merchant, and the obliteration of inland distributing centers. With the country merchant and kindred industries, the villages and towns disappear and the country at large finally resolves itself into a system consisting of one great center of supply on the one hand, and an unbroken expanse of agriculture on the other. With the innumerable small commercial centers that make suburban life endurable—the doctor, the lawyer, and all of the professions that cater to the convenience and happiness of communities—all drawn to the one congested vertex of strenuous life, and leaving the balance of the country to the loneliness of toil to enrich the one great octopus of city life. This condition attained, and monopoly is ripe for its final stroke that makes all commerce the servitor of the great trust, for which peoples and governments must exist only as feeders. Thus in theory the catalogue house commences a long stride toward universal trustification, a condition which some political economists say is ideal, but against which all intelligent humanity struggle aghast, knowing that the price is the extinction of the last atom of individuality, reducing all men to a single unit as cohesive and distinguishable as a mass of dough. This view, even if drawn with broad strokes, is yet the finality of the catalogue house theory. There is no class who rebel against monopoly, centralized power, and trustification more than the farmer; and yet their response to the sap-sucking tentacles of the catalogue house does much to transfer the wealth of the country to the great centers—unwittingly they are sending abroad wealth, which, in the channels of trade at home, would replenish and multiply. They are sapping the life of home commerce which is the basis of social and industrial development; the first of which makes life worth living, as the second provides the abundant means of it. They are destroying that touchstone of progress, credit—without which the great West would be yet a wilderness. Under the cataloguers' regime, it would require ten times the money now in use to carry the exchanges of commerce and by the difficulty of its procurement, to that extent retard the development of the country.

The country merchant and all he stands for represents a theory directly opposite to that of the catalogue house—he represents the greatest axioms of political economy, in bringing the consumer and producer in close touch. He represents the idea of the completeness of commercial organization and thus, the ideal society with the most varied happiness of life.

The country merchant by the beneficence of widespread credit furnishes millions of capital that have turned the desert to a garden and many a poor man from poverty to opulence.

He gives the choice of selection on the spot, the advantage of which in economy and effective results, few consider. He stands as the visible guarantee of his goods which is an everlasting incentive to the highest standard of quality. And finally when the quality of the goods, the variety presented to view, the choice of selection, the quickness of delivery and the inestimable value of credit when needed, the saving of freight, are all considered, he lays the goods in the farmers' hands at less cost than any catalogue house ever can do. North Dakota alone probably purchases in supplies each year \$20,000,000 and pays therefor later on, after the crops are harvested, sold and the money secured. Wipe out the country store and this \$20,000,000 would go out of the state before a dollar came from the crops and would require a mortgage on nearly every farm in the state to raise the money.

The popularity of the catalogue house is based on prestige not warranted by facts. A voluminous catalogue, profusely illustrated, glowingly worded and presenting baits for cash in advance, conveys the impression of bed-rock prices, but making no account of freight, expressage, exchange, cash discount, loss of time, misfits and poor quality. It's a myth; but the danger comes in the credulity of the people who continue to bunco themselves, and impoverish their community, to fatten the deluder. They send their stocking-boarded savings East, and then lean on their country merchants for necessities' until another crop puts them on their feet again. I say the advantage of the catalogue purchase is a myth, which allures the farmer and ghosts the merchant; and which will disappear when the merchant boldly unmask a given case of competition, totes up the cost and advantage on both sides and puts them side by side.

In the language of John Burns, "for the welfare of the people give us bigger villages and smaller cities," and long may it be ere the sinister cloud of the C. O. D. extinguishes the benign sum of the I. O. U.

WM. D. SWEET.

MISS NIX TO REPRESENT GERMANY

Former New Ulm Lady Highly Complimented.

Miss Nix of St. Paul, known to almost every citizen of this city and a lady of unusual gifts and talent has been signally honored by the people of the German Empire and seems to have a warm place in the hearts of her circle of friends and acquaintances in the Fatherland. Last Sunday's Minneapolis Journal contain the following interesting notice of honor that has recently been conferred upon Miss Nix; the paper also contains a very good picture of her:

German's representative at the triennial convention of the world's W. C. T. U. in Boston next week will be a Minnesota woman, Miss Amalie Nix of St. Paul. Miss Nix is a teacher of German in the Mechanics Arts High school in St. Paul, and in 1902, she was invited by the universities of Germany to give several lectures at their summer schools.

She was the first American to be called abroad to lecture in German at the universities. Her subject was "The Education of Woman in the United States," and her talk was received with a great deal of enthusiasm. She was invited to come again last year when she met with the same hearty welcome, and gained many friends among the great men and women in Germany. It was while abroad on this lecture trip that Miss Nix became interested in temperance and charity work. Last spring she was honored by an appointment as delegate to represent Germany at the world's convention. At her request Baroness Emily von Hansen was appointed a second delegate. Austria will send Fraulein Julie Kassowitz as its delegate.

BORN.

UBL—On Monday, Sept. 24, 1906 to Mr. and Mrs. John Ubl, a son.

JUDEJAHN—On Tuesday, Sept. 25, 1906, to Mr. and Mrs. Emil Judejahn, a daughter.

GROEBNER—On Thursday, Sept. 27, 1906, to Mr. and Mrs. Anton Groebner, a son.

PETERSON—On Monday, October 1, 1906, to Mr. and Mrs. Theodore Peterson of Brighton, a son.

KASSUELKE—On Tuesday, October 2, 1906, to Mr. and Mrs. Gottfried Kassuelke, a son.

DIED.

BAIER—Viola, the infant daughter of Mr. and Mrs. Anton Baier died on Tuesday of last week and was buried Friday morning from the Catholic church.

HACKBARTH—Infant child of Mr. and Mrs. Wm. Hackbarth died Wednesday, Sept. 26, 1906 and was buried Friday afternoon from the Lutheran church.

ALTMANN—Matzel Altmann, of West Newton, died at the local hospital Thursday of heart failure. He was 72 years of age and leaves four sons and four daughters. He was buried Saturday morning in the Catholic cemetery at St. George.

WILL DEBATE TARIFF ISSUE

Hammond and McCleary Will Meet in Debate.

Both Candidates Willing to Give Views on Tariff.

Hammond Consents to Four Joint Discussions of Subject.

There has been more or less speculation on the part of the people of this district as to the attitude that the candidates for the office of congressman from this district would take in the matter of joint meetings, and this has been partially set at rest by the following correspondence that has taken place between them. There is however a supposition from the character of the wording of the letter of Mr. McCleary that he is not disposed to meet the St. James man on the tariff issue as that is not mentioned in the letter but reference is made to "which principles or policies are best calculated to promote the interests of the people of the United States, those of the democratic or the republican party." The dates and places for these discussions have not been arranged, but when and wherever they are it is certain that there will be a very large audience there to hear these two political athletes. Following is the correspondence relative to the matter:

Mankato, Minn., Sept. 21, 1906.

Hon. W. S. Hammond, St. James, Minn.—My Dear Mr. Hammond: It is very gratifying to me to know that in the coming campaign for congress I shall have for my opponent a gentleman of such high character and great ability as yourself. From our intimate acquaintance of many years I feel sure that during and after this campaign, however earnest it may become, there will continue between us the mutual respect and good will that has endured so long. When we were opposing candidates for the same position in 1892, we did not have an unkind thought, let alone an unkind word. And now let us try to get our friends to help restore the high standard of campaigning that always prevailed in this district until within the last two or three years.

"I am a republican because I believe profoundly in the principles and policies of the Republican party. With equal sincerity, I have no doubt, you are a democrat. Whichever one of us is elected will act in Congress on party questions with the party of which he is a member. So the real question at issue in this district is this: "Which principles and policies, those of the republican party or those of the democratic party, are best calculated to promote the interests of the people of the United States and are therefore most worthy of approval by the people of this district?"

"You are a lawyer. You are trained in presenting cases to a jury. You are justly regarded as an exceptionally able speaker, as an orator without a superior, and with few peers in the state. I am not a lawyer. I have never tried to be an orator. My chief aim in public speaking has always been to tell the truth as simply and clearly as possible.

"In courts of justice each attorney is very properly required to present a case to the jury in the presence and hearing of the opposing counsel. It has occurred to me that this would be a good way for you and me to present the case at issue between us to the jury composed of the voters of this district. So I respectfully invite you to hold with me a series of joint debates, at least three in each county, so as to reach the largest possible number of voters with the least inconvenience to them.

Very truly yours,

J. T. McCLEARY.

St. James, Minn., Sept. 25, 1906.

Hon. James T. McCleary, Mankato, Minn. My Dear Sir:—In this congressional campaign I believe nothing will occur to destroy the friendly relations which have always prevailed between us, and as is stated in your letter of Sept. 21st I believe the respect each of us has for the other will continue.

Before your letter was received or published I wrote you that inasmuch as there had been suggestions of joint debates between us I was willing if it were agreeable to you to arrange for our joint debates in different parts of the district upon the question, "Should the Protective Tariff Schedules be Revised Now?" stating that I would take the affirmative of the question if you would take the negative. In that letter I also said that if for any reason you did not wish to engage in joint debates upon that question, I would be pleased to hold our joint meetings with you, an impartial moderator to be selected and the time to be equally divided between us.

So far no arrangements for my campaign have been made that will interfere with the holding of such joint debates or joint meetings if you desire to have them.

You of course, know better than I what your action will be in the next Congress if you are elected; but you will admit that I am better qualified than you to state what my course will be if I am elected. I shall act in tariff

legislation with such democrats as Clark of Missouri and Rainey of Illinois and such republicans as McCall of Massachusetts and Babcock of Wisconsin and with the representatives from this state believing in the Tariff Revision Plank of the Duluth or of the Minneapolis platform; and in other matters I shall act to the best of my judgment for the best interests of the Second Congressional District of Minnesota.

From your published speeches I am led to believe that you do not favor an immediate revision of the tariff. Hence, my proposal to discuss the question above stated with you. That question and that alone, I am willing to debate with you. But, if it is not agreeable to you I am willing to hold with you four joint meetings, the time to be equally divided between us, you to speak upon any subject you desire and I to address myself to what I deem the issue of the campaign.

I am writing you frankly concerning the matter so that there will be no need of a long drawn out public correspondence about joint debates or joint meetings. If you think best to accept either of the suggestions I have made I will either meet you personally or by a representative to arrange for the times and places for the meetings. I remain,

Very truly yours,

W. S. HAMMOND.

Pure Food Laws of All States Complied With.

The food laws of this state require the special labeling of baking powder. Calumet Baking Powder complies with the laws of this state.

The consumer in using Calumet gets a high grade powder of rare merit and one that is recommended by leading physicians and chemists because it leaves no injurious substance in the food.

Where health and economy are an object, Calumet should always be used. Calumet Baking Powder complies in every respect with all pure food laws, both State and National.

Real Estate Transfers.

Edward Krenz to Jos. Haas, L 21, B 24, Sleepy Eye, \$3800.

Aug. Prechel to Pauline Prechel, L 2, 3 and 4, B 4, Springfield, \$1000.

John Haeblerle to Julius Krause, L 8, B 156, S New Ulm, \$15.

Theodore Lange to Ernst Giesekke, L 8, B 142, N New Ulm, \$300.

Winona & St. Peter L. Co. to David Anderson, S E 1/4 of S 23-108-35, \$2240.

F. H. Retzlaff to Herman Fritsche S 1/4 of S E 1/4 of S 8-169-38, \$3600.

Geo. T. Schmitt to Jacob Schmitt L 21, 22, 23, 24, B 8, Searles, \$225.

C. H. Hornburg to John Engel, L 13, B 57, S New Ulm, \$25.

S. A. George to Ed. Johnson, W 1/4 of S E 1/4 and S W 1/4 of N E 1/4 of S 16-108-34, \$3000.

Andreas Marka to C. H. Stuebe et al, L 5 and 10 in B 110, N New Ulm, \$1265.

Geo. Doehne to O. C. Strickler, part of L 1, B 68, N New Ulm, \$4000.

Geo. Doehne to O. C. Strickler, 200 acres in S 17, 10 acres in S 12, Twp 109, R 30, \$4000.

William Goede to William Ochs, outlots, 110, 117, 118, 119, 120, 122, New Ulm, \$2012.

Society of Methodist Episcopal church of Comfrey to First Congregational church of Comfrey, L 9, B 4, Comfrey, \$500.

Michael Adam to John Amann, L 5, B 11, Sleepy Eye, \$950.

Albert Pfander Ex. to Aug. Semisch, L 14 of B 90, N New Ulm, \$75.

Martha Schubert to Adolph Klaus, L 10, B 69, N New Ulm, \$2475.

William H. Goede to Elise Goede, L 10, B 151, N New Ulm, \$600.

William Pfander jr. to William Goede, L 11, B 161, N New Ulm, \$50.

Julius F. Wendt to Julius Schwandt, 6 acres in N E 1/4, S 19, Twp 109, R 34, \$1350.

Collin McKenzie to Rasums Hanson, 2 acres in L 8, S 30, Twp 110, R 32, \$1350.

Carl Hettner to Fritz Hettner, 80 acres in S 1, Twp 109, R 35, \$2000.

Carl H. Wilchen to Emma Sauer, L 8 and 9, B 116, N New Ulm, \$600.

Barbara Baer to Ernst F. Sauer, L 10, 132, 12, N New Ulm, \$110.

Franz Braulich to John Boettger, 160 acres in S 11, Twp 108, R 32, \$7000.

Frank W. Parsons to Albert P. Lemke, L 8 and 9, in B 6, W. & St. P. L. Co's 3 add. Springfield, \$2000.

Lyman Parsons to Albert P. Lemke, L 8 and 9 in B 1, Bogen's 3d add. Springfield, \$400.

John Schreyer to William Hangertner, L 112, B 114, N New Ulm, \$1400.

Albert J. Alwin to Peter Penning, outlot 326, N New Ulm, \$1020.

Anna Weier to Anton Preisinger, L 9 and 10, B 6, S New Ulm, \$830.

Stephan Julius Schies to Fred H. Schroer, 9-142, N New Ulm, \$400.

Thomas Peterson to John Guhle, L 13 and 14, B 3, Cobden, \$1800.

Mary Ochs to Joseph Kaus, L 13, B 151, S New Ulm, \$35.

Knud Mo to 1st National Bank of Springfield, 25x50 ft. of L 12, B 10, Springfield, \$100.

Joseph H. Penkert to Hans Peder-son, L 4, B 4, Hohn's add. Comfrey, \$460.

Angaton Miller to Olaf N. Green N 1/4 of L 38, B 9, Hanska Village, \$50.

OPERA HOUSE

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JOHN HENLE
Manager

SUNDAY, OCTOBER 7th.

Victor's Royal Venetian Band

"One of the greatest bands that ever visited the United States."

Popular Program, including Grand Opera Selections.

Under the Personal Direction of Mr. Fred Belham.

PRICES: 35c, 50c and 75c.

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Able-bodied men of steady habits can secure good, permanent positions as motormen and conductors on the electric street car lines of the

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Healthy, interesting work that a man enjoys. MEN WANTING POSITIONS can meet Mr. Brigger, Superintendent, at the

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ON MONDAY AND TUESDAY,

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Here's Your Chance.

N. HENNINGSEN,

INSURANCE AND REAL ESTATE AGENCY.

Approximate yearly business within this agency, **\$2,000,000.00**

Losses paid since 1893, approximately **\$50,000.00**

If you want ABSOLUTE PROTECTION, ACCURACY and PROMPTNESS, place your Insurance with us.

We write FIRE and TORNADO, ACCIDENT, LIABILITY BONDS, LIFE and every other kind of Liability Insurance.

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STEAMSHIP TICKETS SOLD TO AND FROM EUROPE.

Money to loan on FARM and CITY PROPERTY.

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What to Eat!

is a problem that is easily solved by a visit to our grocery store. A fresh and complete assortment of vegetables, such as Onions, Radishes, Cauliflower, Beets, etc., at rock bottom prices.

Large Ripe Bananas per dozen..... 20 cents
California Oranges per dozen..... 30 cents
Extra Fancy Peaches per Basket..... 25 cents

Our Gold Medal Coffee

in one-pound tin cans at 25 cents a can is a winner. It is the best coffee for 25 cents on the market.

Try a Can and be Convinced.



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