

AN ADVERTISING TRICK FOR WESTERN FARMERS.

Real Estate "Agents" Go After Men with Land for Sale and Reap Rich Harvest.

A smooth scheme for separating farmers from their money has been worked with much success in South Dakota. An oily grafter calls on a farmer and makes a bid for his land. The figures are absurdly low at first, but by degrees are raised as high as \$60 an acre, and the farmer consents. Then the visitor explains that he is only an agent, but that he can sell the land at the price named if the owner will agree to pay for advertising at the rate of fifty cents an acre. The "agent" promises orally that the advertising money will not be payable until the land is sold, but this stipulation is not contained in a contract that the farmer signs.

In a few days he receives a copy of an ad and not over-courteous demand for money. It is said that twenty-two agriculturists were caught with this bait in Brown County and that one of them gave up \$320. Others declare hotly that they will not pay but they will make a fight in the courts.

COMPLAINTS MANY AND VARIED.

Complete Harmony Had to Obtain in Organizations.

"All clubs," said the secretary, "keep complaint books, and some of the complaints set down in them are funny. In our book yesterday a member complained that the hot water was always cold, and moreover, there never was any."

"A novelist last week had the nerve to complain that his last new novel hadn't been added to the club library."

"Young swells sometimes complain about the club wines and cigarettes and cigars in order to introduce brands that they are touting for on the sly."

"Sometimes anonymous scandal soils the complaint book's pages. Thus, last year, appeared this entry about a very popular member:

"Maj. Hawkins is flirting with too many of our wives. By the way, he still owes that tenner—he knows to whom."

HOME RECIPE FOR COLDS.

Will Break Up a Cold in 24 Hours or Cure Any Cough That Is Curable.

Mix half pint of good whisky with two ounces of glycerine and add one-half ounce Concentrated oil of pine. The bottle is to be well shaken each time and used in doses of a teaspoonful to a tablespoonful every four hours. The Concentrated oil of pine comes in one-half ounce vials packed securely in tin screw top cases which are intended to protect it from light and retain all the original ozone. It is a product of the laboratories of the Globe Pharmaceutical Co., of Dayton, Ohio, and is guaranteed under the National Pure Food and Drug Act. Don't use bulk oil of pine or imitations of Concentrated. They are insoluble and work havoc to the kidneys. Any druggist has the Concentrated oil of pine.

Second-Hand Goods.

"I don't think it is so nice to have a truthful child," said she. "Not so truthful a child as my neighbor has across the hall. The other morning I missed my paper that is left at my door. I knocked and asked her if she had seen it. She said no, but her small son, aged five, ran to the table and got it and brought it to me."

"Here," he said, "mamma took it to read it, but you can have it. She is through with it now."

Laundry work at home would be much more satisfactory if the right Starch were used. In order to get the desired stiffness, it is usually necessary to use so much starch that the beauty and fineness of the fabric is hidden behind a paste of varying thickness, which not only destroys the appearance, but also affects the wearing quality of the goods. This trouble can be entirely overcome by using Defiance Starch, as it can be applied much more thinly because of its greater strength than other makes.

Galen, Jr., Quits the Job.

"How long have you been here?" asked a physician, when his little of-fice boy announced his intention of resigning his job.

"Six months," replied the boy.

"And you don't like the doctor business?"

"Naw, it's no good. I'm mighty sorry I learned it."

Important to Mothers.

Examine carefully every bottle of CASTORIA, a safe and sure remedy for infants and children, and see that it bears the

Signature of *Dr. J. C. Watson*

In Use For Over 30 Years.

The Kind You Have Always Bought.

A New Excuse.

"What do you mean by coming home at this time in the morning?"

"That's my fault, my dear. They'd all gone, and I didn't have any one to talk to!"

Commissioner Smith vs. The Standard Oil Co.

From the Railway World, January 3, 1908.

Mr. Herbert Knox Smith, whose zeal in the cause of economic reform has been in no wise abated by the panic which he and his kind did so much to bring on, is out with an answer to President Moffett, of the Standard Oil Company of Indiana. The publication of this answer, it is officially given out, was delayed several weeks, "for business reasons," because it was not deemed advisable to further excite the public mind, which was profoundly disturbed by the crisis. Now that the storm clouds have rolled by, however, the Commissioner rushes again into the fray.

Our readers remember that the chief points in the defence of the Standard Oil Company, as presented by President Moffett, were (1) that the date of six cents on oil from Whiting to East St. Louis has been issued to the Standard Oil Company as the lawful rate by employees of the Alton, (2) that the 18-cent rate on file with the Interstate Commerce Commission was a class and not a commodity rate, never being intended to apply to oil, (3) that oil was shipped in large quantities between Whiting and East St. Louis over the Chicago & Eastern Illinois at 6 1/4 cents per hundred pounds, which has been filed with the Interstate Commerce Commission as the lawful rate, and (4) that the 18-cent rate on oil was entirely out of proportion to lawful rates on other commodities between these points of a similar character, and of greater value, such, for example, as linseed oil, the lawful rate on which was eight cents. President Moffett also stated that thousands of tons of freight had been sent by other shippers between these points under substantially the same conditions as governed the shipments of the Standard Oil Company.

This defence of the Standard Oil Company was widely quoted and has undoubtedly exerted a powerful influence upon the public mind. Naturally the Administration, which has staked the success of its campaign against the "trusts" upon the result of its attack upon this company, endeavors to offset this influence, and hence the new deliverance of Commissioner Smith.

We need hardly to point out that his rebuttal argument is extremely weak, although as strong, no doubt, as the circumstances would warrant. He answers the points made by President Moffett substantially as follows: (1) The Standard Oil Company had a traffic department, and should have known that the six-cent rate had not been filed, (2) no answer, (3) the Chicago & Eastern Illinois rate was a secret rate because it read, not from Whiting, but from Dolton, which is described as "a village of about 1,500 population just outside of Chicago. Its only claim to note is that it has been for many years the point of origin for this and similar secret rates." The Commissioner admits in describing this rate that there was a note attached stating that the rate could also be used from Whiting.

The press has quite generally hailed this statement of the Commissioner of Corporations as a conclusive refutation of what is evidently recognized as the strongest rebuttal argument advanced by the Standard.

In fact, it is as weak and inconclusive as the remainder of his argument. The lines of the Chicago & Eastern Illinois do not run into

Chicago. They terminate at Dolton, from which point entrance is made over the Belt Line. Whiting, where the oil freight originates, is not on the lines of the Chicago & Eastern Illinois, which receives its Whiting freight from the Belt Line at Dolton. The former practice, now discontinued, in filing tariffs was to make them read from a point on the line of the filing road, and it was also general to state on the same sheet, that the tariff would apply to other points, e. g., Whiting. The Chicago & Eastern Illinois followed this practice in filing its rate from Dolton, and making a note on the sheet that is applied to Whiting. This was in 1895 when this method of filing tariffs was in common use.

Now let us see in what way the intending shipper of oil could be misled and deceived by the fact that the Chicago & Eastern Illinois had not filed a rate reading from Whiting. Commissioner Smith contends that "concealment is the only motive for such a circuitous arrangement," i. e., that this method of filing the rate was intended to mislead intending competitors of the Standard Oil Company. Suppose such a prospective oil-refiner had applied to the Interstate Commerce Commission for the rate from Chicago to East St. Louis over the Chicago & Eastern Illinois, he would have been informed that the only rate filed with the commission by this company was 6 1/4 cents from Dolton, and he would have been further informed, if indeed he did not know this already, that this rate applied throughout Chicago territory. So that whether he wished to locate his plant at Whiting, or anywhere else about Chicago, under an arrangement of long standing, and which applies to all the industrial towns in the neighborhood of Chicago, he could have his freight delivered over the Belt Line to the Chicago & Eastern Illinois at Dolton and transported to East St. Louis at a rate of 6 1/4 cents. Where then is the concealment which the Commissioner of Corporations makes so much of? Any rate from Dolton on the Eastern Illinois or Champaign on the Alton, or Harvey on the Illinois Central, or Blue Island on the Rock Island, applies throughout Chicago territory to shipments from any other point in the district. So far from the Eastern Illinois filing its rate from Dolton in order to deceive the shipper, it is the Commissioner of Corporations who either betrays his gross ignorance of transportation customs in Chicago territory or relies on the public ignorance of these customs to deceive the public too apt to accept unquestioningly every statement made by a Government official as necessarily true, although, as in the present instance, a careful examination shows these statements to be false.

The final point made by President Moffett that other commodities of a character similar to oil were carried at much lower rates than those of the Standard Oil Company, the "reasonableness" of this rate is not in question. The question is whether this rate constituted a discrimination as against other shippers of oil, and he also makes much of the failure of President Moffett to produce before the grand jury evidence of the alleged illegal acts of which the Standard Oil official said that other

large shippers in the territory had been guilty. Considering the fact that these shippers included the packers and elevator men of Chicago the action of the grand jury in calling upon President Moffett to furnish evidence of their wrong-doing may be interpreted as a demand for an elaboration of the obvious; but the fact that a rate-book containing these freight rates for other shippers was offered in evidence during the trial and ruled out by Judge Landis, was kept out of sight. President Moffett would not, of course, accept the invitation of the grand jury although he might have been pardoned if he had referred them to various official investigations by the Interstate Commerce Commission and other departments of the Government.

We come back, therefore, to the conclusion of the whole matter, which is that the Standard Oil Company of Indiana was fined an amount equal to seven or eight times the value of its entire property, because its traffic department did not verify the statement of the Alton rate clerk, that the six-cent commodity rate on oil had been properly filed with the Interstate Commerce Commission. There is no evidence, and none was introduced at the trial, that any shipper of oil from Chicago territory had been interfered with by the 18-cent rate nor that the failure of the Alton to file its six-cent rate had resulted in any discrimination against any independent shipper,—we must take this on the word of the Commissioner of Corporations and of Judge Landis. Neither is it denied even by Mr. Smith that the "independent" shipper of oil, whom he pictures as being driven out of business by this discrimination of the Alton, could have shipped all the oil he desired to ship from Whiting via Dolton over the lines of the Chicago & Eastern Illinois to East St. Louis. In short, President Moffett's defence is still good, and we predict will be so declared by the higher court.

The Standard Oil Company has been charged with all manner of crimes and misdemeanors. Beginning with the famous Rice of Marietta, passing down to that apostle of popular liberties, Henry Demarest Lloyd, with his Wealth Against the Commonwealth, descending by easy stages to Miss Tarbell's offensive personalities, we finally reach the nether depths of unfair and baseless misrepresentation in the report of the Commissioner of Corporations. The Standard has been charged with every form of commercial piracy and with most of the crimes on the corporation calendar. After long years of strenuous attack, under the leadership of the President of the United States, the corporation is at last dragged to the bar of justice to answer for its misdoings. The whole strength of the Government is directed against it, and at last, we are told, the Standard Oil Company is to pay the penalty of its crimes, and it is finally convicted of having failed to verify the statement of a rate clerk and is forthwith fined a prodigious sum, measured by the standards of the criminal law, the theft of property worth more than a shilling was punishable by death. Under the interpretation of the Interstate Commerce law by Theodore Roosevelt and Judge Kenesaw Landis, a technical error of a traffic official is made the excuse for the confiscation of a vast amount of property.

The Ruling Passion.

Mammy Liza has lived with the "family" long enough to acquire words and expressions, which, used at second hand, are sometimes fatal to the family gravity. Recently a member of the little circle had occasion to call for the horse and surrey from the livery stable. After waiting a long while the order was repeated, with no immediate result. Mammy, having heard the conversation, and knowing the impatience of her mistress, expressed herself thus:

"Hub! Dey's jes' no use countin' on dem livery stable folks, dey's so dilittante."

Sheer white goods, in fact, any fine wash goods when new, owe much of their attractiveness to the way they are laundered, this being done in a manner to enhance their textile beauty. Home laundering would be equally satisfactory if proper attention was given to starching, the first essential being good Starch, which has sufficient strength to stiffen, without thickening the goods. Try Defiance Starch and you will be pleasantly surprised at the improved appearance of your work.

Not for Murphy.

Mr. Murphy—O! want to buy a pair of gloves.

Clerk—Here's something I believe will just suit you. It's a suede glove.

Mr. Murphy—Niver, begorra! O! want Irish gloves. Swade gloves, in-lade!—Kansas City Times.

The Reason for Marrying.

"They say that he married her for her money."

"And what did he do when she lost her wealth?"

"He lost his reason."—Harvard Lampoon.

What you cannot avoid, learn to bear. True happiness is cheap, did we but apply to the right merchant for it—Hythe.

Many Old People Suffer from Bronchial Affections particularly at this time of year. Brown's Bronchial Troches give immediate relief.

What a man thinks he knows about women a woman knows he doesn't know.

Don't worry about your complexion—take Garfield Tea, the Herb laxative and blood-purifier! An improvement will be seen in a week.

It's a sweeping assertion to say that a new broom sweeps clean.

PILES CURED IN 6 TO 14 DAYS. PAZO OINTMENT is guaranteed to cure any case of itching, blind, bleeding or protruding Piles in 6 to 14 days or money refunded. 50c.

It's easy for the average man to make a bad break.

Mrs. Winslow's Soothing Syrup. For children teething, softens the gums, reduces inflammation, allays pain, cures wind colic. 25c a bottle.

Talk is cheap—unless a lawyer is handing it out.

W. L. DOUGLAS SHOES
\$3.00 \$3.50

SHOES AT ALL PRICES, FOR EVERY MEMBER OF THE FAMILY. MEN, BOYS, WOMEN, MISSES AND CHILDREN.

W. L. Douglas makes and sells more men's \$2.50, \$3.00 and \$3.50 shoes than any other manufacturer in the world. Because they hold their shape, fit better, wear longer, and are of greater value than any other shoes in the world to-day.

W. L. Douglas \$4 and \$5 Gilt Edge Shoes Cannot Be Equalled At Any Price.

CAUTION. W. L. Douglas name and price is stamped on bottom. Take No Substitute. Sold by the best shoe dealers everywhere. Shoes mailed from factory to any part of the world. Illustrated Catalog free to any address. W. L. DOUGLAS, Brockton, Mass.



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Pink Eye, Epizootic Shipping Fever & Catarrhal Fever
Bare cure and positive preventive, no matter how horses at any age are infected or "spoiled." Liquid, given on the tongue, acts on the blood and glands, expels the poisonous germs from the body. Cures Distemper in Dogs and Sheep and Cholera in Poultry. Lays out the live stock remedy. Cures La Grippe among human beings and is a fine kidney remedy. 50c and \$1 a bottle. \$3 and \$10 a dozen. Cut this out. Keep it. Show to your druggist, who will get it for you. Free Booklet, "Distemper, Cause and Cure." Special Agents wanted.
SPOHN MEDICAL CO., Chemists and Bacteriologists GOSHEN, IND., U. S. A.

PILES NO MONEY TILL CURED. SEND FOR FREE TRACT. TREATISE ON RECTAL DISEASES, WITH MAPS OF PROMINENT MEN CURED. DR. THORNTON & MINOR, 1030 OAK ST. KANSAS CITY, MO.

READERS of this paper desiring to buy anything advertised in its columns or to insist upon having what they ask for, refusing all substitutes or imitations.

FARM OPPORTUNITIES
near Salem, Ore. "The Cherry City" on the beautiful Willamette River. Hop, walnut and fruit farms pay \$200 to \$500 per acre, net; dairy farms pay \$100; improved farms \$25 to \$500 per acre; unimproved, \$5 to \$25. Excursion rates to Salem in March and April. For information address, Board of Trade, Salem, Ore.
If afflicted with sore eyes, use **Thompson's Eye Water**
W. N. U., Kansas City, No. 5, 1908.

Not For Men

When you need a medicine for women's ills, we urge you earnestly to take Cardui. Cardui is a woman's medicine. It is not for men, but only for such women as suffer from the ills peculiar to women. Therefore, you should take

Wine of Cardui

If sick, because it has helped others who suffered as you do. Mrs. Bettie Arp, of Menlo, Ga., writes: "I was troubled with female complaint for twelve months. The doctors treated me, but did me little good, so I took Cardui, and it saved my life."

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