Why Not Compete in Honesty

The Obvious as Well as Best Future Policy For All Railroads, Shippers, Manufacturers and Traders.

(From the New York Journal of Commerce and

Commercial Bulletin.)

252525252525252525252525 Much of the iniquity perpetrated in the name of business, such as discrimination in transporation rates, the adulteration of foods and various tricks of deception by which one tries exigencies of competition. One unscrupulous concern seeks an unlawful advantage in some "deal" with a railroad, and others feel bound to do the same in order to escape being distanced in competition. When 'ne railroad under this kind of solicitation grants special rates, pays rebates or otherwise favors a large shipper, rival lines feel impelled to make similar concessions in order to secure their share of the traffic. The result is a competition in dishonesty or lawlessness on the part of both shippers and common carriers. Defects of the law were no excuse for such disregard of justice and honorable conduct. But now the law has been made explicit, so far as inter-

state commerce is concerned, and

practices for which stress of compe-

tition her been pleaded as an excuse

or extenuation are made criminal for

all concerned in them.

The obvious policy for railroads and for shippers who desire to be fair and decent now is to abandon all devices of evasion and enter into a competition for the observance of the law and of the principles of common honesty in their dealings. If managers of one railroad line have evidence that another is granting illegal concessions or favors, it is their duty to disclose the evidence, to expose the wrong-doing and aid the authorities to put a stop to it, instead of trying to get even, or more than even, by committing the same offences. If one shipper finds that another is getting any advantage over him in charges for transportation, instead of seeking to meet this by obtaining a like advantage, he should make complaint of the violation and help to compel the observance of the law. Let there be competition in doing justice and in fair dealing, and these evils which have caused so much agitation and occasioned so muc'i "hostile legislation," -hostile only to those who persist in wrongdoing-will come to an end and it will be far better for all con-

In the matter of providing the

supplies of food, drink and medicine for the people, there is still a freer field for competition in individual hon', and it is one in which honesty will prove to be the best policy from a business point of view. Let a meat-packing house be made a model of cleanliness and sound sanitary condition; let it take pains to use only unquestionably wholesome materials and methods; let it make no concealment and avoid no publicity so far as knowledge of the character and quality of its products is concerned: let its labels and representations of what it puts upon the market bear the closest scrutiny, and it may acquire a reputation that will be worth more than all the tricks and devices which have been resorted to in the past, and the detection and expesure of which is liable at any time to sweep away the illegitimate gains of deception and fraud. Even if less wealth should be accumulated, it would be without the taint of ignominy and public contempt, and some reward should be found in an honorable business reputation and public respect. This applies equally to the manufacturers of the various kinds of prepared and preserved foods, the production of which has grown so enormously in recent years. That the bulk of these are wholesome may be admitted, but in that case there is no legitimate reason for secrecy about the ingredients that enter into them or the methods of their preparation, any more than about raising corn or making cloth. Secrecy and enigmatical names are a

en, adulterate and variously sophisti- ing taller and gaining in weight. | rellevue. cate and misrepresent their products | The steer is so gentle that it is often so that it becomes impossible to com- ridden by Mr. Wessel's little son. pete with them without in some measure yielding to their methods. has been taken to a few fairs in and traders feel compelled to sell County, Springfield Township. articles which they know are not what they pretend to be, in order to keep up their trade and make a fair profit in competition with unscrupulous rivals. So is business made dishonest and disreputable by a rivalry art and sanitation seemed far apart. that demoralizes competition, making "Would you compare art." some it a competition in dishonesty. Let would say, "with a drain running honest manufacturers and dealers down a street?" "Yet one of the make common cause with consumers loveliest things in the world was a for effective laws and efficient ad- drain (laughter) - when it was conministration against the secrecy and secrated by art in the form of a gardeception and all the devices of fraud | goyle on the roof of a cathedral. The in this business, and they may put an two were not so far apart. Art was end to its offences and the disrepute the science of beauty; sanitation was into which it has fallen.

sumer into his confidence by letting the same thing?"-London Telehim know truly what he is buying graph.

and by giving evidence of the character and quality of his goods, and he will gain the confidence of the consumer. There is no class that it more behoves to contend against the adulteration of food, drink and medicines, and against fraudulent representations about them, and to expose the tricks and devices by which the public is cheated and injured, whether in health or in substance, than honorable men engaged in the business of providing these supplies for the community. What all should strive to promote is a competition in honest and legitimate methods of business, which shall command confidence, give a value to truthful labels and genuine trade-marks, and make the names of manufacturing to get the better of another in the and trading concerns honorable and | Missouri, sick unto death. strife for profit, is attributed to the respected. We have had too much rivalry in deception and fraud, and it is becoming unprofitable as well as disreputable.

KHYBER PASS THE KEY.

This National Doorway Through Him-

alayas Was Used by Alexander. The Khyber Pass is strategically one of the most important points in all Asia, and round it has raged many a great battle, for with it under control an army has at its feet the great and fertile plains which have made the Pearl of the East, the peninsula of India, famous in song and story.

The pass itself begins ten miles west of Peshawur, one of the most important of the British military stations in India, and it extends thirtythree miles northwest to the plain of Jelalabad. It is the only route between the Punjab and Afghanistan available for a large army with heavy guns, though there are other passes which might be forced by an enterprising enemy traveling in light or-

It is toward the Khyber that the eyes of those Russian officers who so much envy the British the possession (of India are always turned, and by it all the great invasions of India since the time of Alexander the Great have taken place. Alexander's Macedonian army marched between its cliffs, which tower above the pass to a height of 3000 feet.

Coming to more recent times, the pass was the scene of the appalling disaster of 1842, when the Afghans almost annihilated a British army endeavoring to retreat from Kabul to India. In the late seventies our long negotiations with the Amir of Afghanistan largely centred around the control of the pass, which ultimately was ceded to Great Britain.

The Khyber again became a place of tragic importance in the period that followed the disaster to General Burrows at Maiwand, when half the British force fell, and the garrison at Kandahar was invested. With insufficient troops the Khyber had to be held, Kabul kept in occupation and Kandahar relieved.

Roberts was the man to do it. Handing over Kabul to stout old Sir Donald Stewart, Roberts formed his flying column. Cutting himself off from his base, he vanished from the ken of the civilized world. He and his devoted men had a trying ordeal among the mountains—an ordeal few armies would have borne, until, appearing suddenly at Kandahar three weeks later, they relieved the town. Meanwhile Kabul and the Khyber were held, and the situation was

Shack Immune in San Francisco. One of the remarkable incidents of the great fire of San Francisco was the immunity from damage of an old wooden shack owned by a paint company at the corner of Main and Harrison streets. The ramshackle, half-century-old building stands unharmed, a little island in a sea of desolation. It reeks with oil and is filled with highly inflammable materials. Near to it a great pile of coal caught fire and burned for nearly a week. The officials of the company felt so certain that the place was to save the life of Big Elk. had fallen a victim to the devocring flames that they did not even attempt to visit it until two weeks of from his long run of the night beso after the conflagration, and then fore. He wanted to stop and rest, it was mere curiosity to see what the ruins looked like that led them there.

Jumbo, Weight 3500 Pounds.

Jumbo, owned by Andrew G. Wessel, of Brookville, Ind., which is said sun. There were rivers to swim and announced that they would get cover for adulteration, the use of in- to be the largest steer in the world, ferior or injurious material, or some | weighs 3500 pounds, stands 181/4 device involving deception or fraud hands high, measures eleven feet by which illegitimate profit is sought. around the girth and seventeen feet Honest purveyors of food and the two inches from the tip of the nose various accompaniments of food to the tip of the tail. He is a full-

During the last two years Jumbo Many who would prefer to deal in an Ohio and Indiana, and has attracted ago, and to-dry, when the remnants honest and above-board fashion feel the attention of many people. He of the Omaha tribe are gathered compelled to vitiate their products, was raised by P. Ewell, of Franklir round a dance "lodge," and Indians

A Thing of Beauty is a-Drain! At a dinner of the Sanitary Inspectors' association at Holborn restaurant, Sir Wyke Bayliss confessed that the science of health; and what were Let the manufacturer take the con- beauty and health if they were not



BADGER'S FEAT.

In the days when the Omahas vuled all eastern Nebraska, and fought the Sioux twelve months in the year, the great chief, Big Elk, lay in his lodge on the banks of the

For many "suns" has the great man been troubled with a sickness which the Indians were not able to overcome. The medicine-men of the terminate them, and they caught up tribe had used all their efforts; had worked all their charms; had called on "Pe-a-zhe Wakan," the Bad Spirit, and upon "Wakan," the Great Mystery. The chief did not improve. Even the chief's own private "medicine," or charm, was unavailing, and he grew worse. The entire tribe was

in gloom.
Then one day, from the south, a trapper came in his boat, and stopped to exchange bright-colored calicoes, mirrors, guns and beads with the Omahas for their skins of the otter, the beaver and the buffalo.

The Indians refused to trade. Their chief was dying-was on the very verge of the "Shadow Land"and they could not trade.

The white man asked to see Big Elk, and he saw that the great red man was indeed dying. Nothing could now be done for him.

"But," said the white trapper, River, three sleeps distant; he has a white powder which would have cured Big Elk. But it is too late now. No horse could get back quick enough. Big Elk must die."

Badger, a young Indian, who was standing near when the trapper told of the white powder which would have saved Big Enk, beckoned the murdered! Presently he appeared, trapper to come outside the lodge, and asked him for the white man's "sign" for the white powder.

The trapper wrote the single word "Quinin" on a paper, and handed it to the young red man.

Five minutes afterward Badger, armed with his precious piece of paper, four pairs of moccasins, a and five bright silver dollars-all the cash the tribe possessed-shot out from the south end of the Indian village, and headed toward the white settlement, one hundred miles away, at Bellevue, Nebraska, several railes below where Omaha now signds.

The sun was just setting in a red blaze in the Western prairie when Badger started on the run which made his name more famous in his tribe than that of any warrior of his

Some time during the middle of the next forenoon, probably fifteen hours after Badger left Big Elk's lodge, old Peter Sarpy was standing in his log trading-post at Bellevue when young Indian ran into the room, handed him a paper on which "Qui- ly this unhappy man lying under my nin" was scrawled, laid five silver | bed, meditating the wickedness of stealdollars down, and in the Indian language asked him to "hurry."

The medicine was quickly wrapped up, and the Indian, in his own tongue, which Sarpy knew well. asked how it was to be taken, and was told to place it in water and make the sick man drink it.

Badger, for it was the Omaha Indian who had made the one-hundred mile trip on foot in fifteen hours. then sat down, ate a little jerked buffalo meat, threw away his old moccasins, which were entirely worn out, put on a new pair, rested for a single hour, and started on the return to the Omahas' village, carrying with him the white powder which

. It was nearly noon when Badger left Bellevue. He was stiff and tired but did not dare do so, for fear of going to sleep. The sun was hot and there was no path across the prairie. Last night he had traveled by the stars; to-day he was guided by the themselves. The madman chuckled,

Just after the sun rose next morning Badger staggered up to Big Elk's lodge on the Missouri. He had made the return trip in about eighteen hours, and had traveled the entire have been wont to complain that a blooded Shorthorn, is just past the two hundred miles in thirty-four few unscrupulous rersons may cheap- four-year-old mark, and is still grow- hours, including the time spent at

But Big Elk had died an hour be-

icine." That was more than fifty years tell of the great deeds of Big Elk, the greatest warrior the tribe ever knew, almost in the same breath another Indian will ise and tell the story of Badger and the fast run he body, and caught the madman a jangmade in his effort to save the life of ling blow across the side of his head. his chief .-- T. P. Porter, in the Then he clutched the fellow's body to Youth's Companion.

HIDING FROM THE INDIANS. In dealing with the Indians discrotion is usually the better part of valor, even if the encounter end as the incident described long ago by travel. Not many are living nowa- in British India, "American womanred man, and the casual reader can very best, physically and intellectual-Mrs. Brown in the mountains of Cal- world."

ifornia. The woman's husband kept a boarding-house for about thirty

Some of the men had had trouble with a tribe of Indians living not far distant. It was believed that the savages meditated an attack, and for some time the whites in the vicinity had been on their guard. As nothing happened, they relaxed their watchfulness.

One day, when everybody was at work at the mine except Mrs. Brown who was in the house alone, a deafening war-whoop sounded. The woman ran to the door, to see about two hundred Indians approaching in full war-paint, and armed with bows, arrows and tomahawks.

Mrs. Brown, trembling with fright, rushed from the house to where the men were at work and screamed out her tidings. The men naturally supposed the Indians were coming to extheir shovels and picks and stood ready to fight, Their fire arms were all at the house, and flight was out of the question.

They directed Mrs. Brown to flee across the river and secrete herself as quickly as possible. The stream was wide and deep, and spanned by a very narrow timber, but she rushed over it headlong. A large excavation caught her eye, and she jumped into it. In telling of the adventure afterward, she said:

"It would be impossible to describe my feelings. I expected every moment to see the dark and bloodthirsty faces of the savages. I could endure it no longer. I crawled out and rushed on, making all haste for the

"When I got there I was no better off. I would hide for a few moments, then think, 'They will surely find me here. I must find a better place. I "there is a white man down the Big | had done this a dozen times, when I finally climbed a big tree and remained, how long I cannot tell; the time seemed interminable.

> "Then I heard shouting. I was so terrified I could scarcely retain my seat. At last I recognized my own name called by my husband's voice. He was alive, then, and the others laughing. I thought him insane.

"'Come down, it's all right!

thought I should never find you. I've been hunting for two hours,' he said. "It turned out that the Indians were on their way to visit a neighboring tribe in honor of some great occasion. They were painted and armed as they always were when celebratsmall quantity of dried buffalo meat, | ing. The war-whoop was given, doubtless, in sport, for when the band passed the waiting miners, each dark face was on the broad grin."

> COURAGE IN MAN AND WOMAN. Women display courage in their own incomparable fashion. Typical of woman's method of encountering, danger is the story of the woman who observed as she was concluding her toilet for the night the presence of a burglar under her bed. Without letting the man know that she had perceived him, this woman quietly put on her dressing gown and knelt down at the bedside to say her prayers. She prayed aloud. She made her own personal intercessions to heaven and then prayed for all poor sinners living in the darkness of estrangement from God, "particularing and perhaps murder." This wom-

an saved the situation. I cannot imagine a worse situation than that of a certain steeplejack who found himself one day at the top of a church steeple with a madman grinning into his eyes. The madman was his mate. Both men had been at work on this steeple for many days and had talked together while they hung in the saddles with the utmost accord, but on this particular day one of the men looked up to see madness in the eyes of his companion. In that moment he was alone with danger. No shout could avail. From the street below he looked like a spider snoozing in its web. The roofs and chimneys of the houses seemed to be level with the ground. High up in the loneliness of the empty air he was alone with a

The man kept his wits about him, and addressed some cheerful remark to his mate. The madman only grinned. The man bade him look alive, that they might the sooner get below and enjoy below in double quick time, for that he was going to jump from the steeple with his friend in his arms.

The other laughed as if at a good jest, and turned to his work. Then he began pushing forth his feet against the steeple to set a swing into his saddle; he meant to grab the madman and hold him till help came. But the madman was also swinging his saddle, fore Badger brought the "white med- and before the sane man realized his danger the madman's fingers were

closing round his throat. There they swung in the dizzy air. high over the unconscious city. By something of a miracle the man found his hands clutching at his tool box as he swung back. His hands closed on a wrench. He grabbed it, made an upward thrust with his strangled save it from falling, and, after a moment's breathing, quietly lowered himself and his unconscious mate to the ground below.-Strand Magazine.

Praise For American Women. In the opinion of the editor of the Mrs. Bates in her book of Western Mirror, a paper printed in English days who have felt the aread of the hood is admittedly the finest, the



The Reason.

"I will not marry you," said Belle To broken-hearted Pete; "The reason I will frankly tell-Your income's incom-plete!' -The Jilted, in Town Topics.

And Needs a Comb.

Hicks-"Wonder why a negro always calls his sweetheart 'honey'?" Wicks-"Because she's his beeloved, I suppose."

Heavy Enough.

Smith-"There's goes Jenks, one If the main pillars of our church." Joker-"He looks more like the foundation sto me."

Give Him the Hook. "But, my dear, Mr. Millyuns is too old for you.'

"No, mamma, the only trouble is he isn't old enough." Grafting to the Pull-Pit.

Scott-"Talking about church-going, the wicked should go to the sinnergogue.'' Mott-"Not the Chicago packer-

he should go to the meat-tin house.'

Safeguarding His Life. Bacon-"You say your wife does

all her own cooking?." Egbert-"Yes! she does her own. I take my meals at the club."-Yonkers Statesman.

Sizzling Retort. "What is your idea of the future

"It is either a thing of bliss, or a thing of blister," answered the homegrown philosopher.—Chicago News. Proof of It.

life?" asked the youth.

Mrs. Spender (out shopping)-'Now I just know there's something we've forgotten to buy." Mr. Spender-"There's certainly is,

my dear. I've got almost a dollar

left yet."

Matter of Expense "Algy, don't you find married life more expensive than bachelorhood?" "Well, it may be more expensive than a rigidly single life, but it's cheaper than courtship."-Chicago Tribune.

Knew Slang.

Teacher-"Now, Johnny, what was the cause of the American Revolution?"

Johnny-"We had the spirit of '76, and the British had the spirit of 23."-New York Times.

A Killing Remark.

Green-"You mentioned the other day that a friend of yours had tried Dr. Bolus. How did he like the doc-

tor's treatment?" Grey-"I don't know. He's pre served a dead silence on the subject."

Endless. Tommy (aged four)-"Say, mamma, can God make anything He wants

Mamma-"Certainly, dear." Tommy-"Well, I wish He'd make me a stick of candy with only one end to it."-Chicago News.

She Knew What She Wanted. "I should advise you by all means to have a pergola," said the archi-

"It'd be nice to have one," replied Mrs. Jossgotti, "but I don't see what we could do with one as long as there ain't any carils around the place."-Chicago Record-Herald.

No Pleasure in It.

Mrs. Chase-"Oh! I don't like to go to that store. It's so unsatisfactory to do our shopping there."

everything there." Mrs. Chase-"That's just it. No matter what you ask for, they can suit you right off." - Philadelphia

Grammar Made Spectacular. The teacher took a plum from her

Ledger.

desk and bit into it. "Now, children," she said, "I am eating a plum-that's the present tense." She took two more bites, "Now it's gone. I have eaten the plum-what tense is that?"

"I know, teacher," said Willie. "Well, Willie?" "That's contents."

Wise Deduction.

Soakley-"It's all rot about late hours and booze hurting a man." Bilkins .- "How do you make that out?"

Soakley-"Easy! It's this sleeping that kills a man off. No matter how late I'm up with the boys I feel fine when I turn in, but when I wake up in the morning is the time I feel bad."-American Spectator.

Premature.

The street car passenger handed back the nickel that had been given in change. "What's the matter with it?"

asked the conductor. "It's plugged," answered the pas-

Chicago Tribune.

GOODROADS.

Senator Latimer on Road Question.

Senator Latimer, of South Carolina, has come to the front as one of the leading champions of road improvement. In fact, he was elected to the Senate mainly on that issue. He introduced into the Senate a bill for national aid similar to that which Congresman Brownlow introduced into the House, and he has defended it ably and eloquently. In an address delivered at the Beacon Society dinner in Boston he said:

The improvement of the common roads of the country engaged the attention of our ablest statesmen from 1802 to 1832, and during that period about \$14,000,000 was appropriated by Congress for road purposes. All the great minds of that period were one in conceding this question to be of the highest importance in determining the happiness and proseprity of the American people. It is to-day, as it was then, a question which demands the earnest consideration of every American citizen. The mud tax, levied on our people by the miserable condition of the common roads, is the most onerous that we have to pay. It will astonish you to know that it costs the people of the United States every year more to transport the surplus products of the farm and forest to the shipping point than the total cost of transporting all the freight, passengers, mail and express, over all the railroads of the United States. In 1896 the railroads received from all sources a little over \$700,000,000. Every dollar of this was returned to the people in the employment of labor, payment for material, in taxes to the States, and in interest on invested capital. The one billion dollars or more spent in cost of transportation over the dirt roads was a total loss, not one cent being returned to the people in taxes or as interest on invested capital. And yet this is only a portion of the loss.

In this enlightened age no one questions the stupendous advantages which would follow a complete system of improved roads. The cost of the work would be paid by the savings of ora year. On the improved roads of Europe the cost of transporting a ton a mile is from eight to twelve cents, while in the United States the cost averages twenty-five cents. A reduction of this cost by one-half would save to the American

people \$500,000,000 per annum. The practical question which confronts us to-day is how is this condition to be met and overcome? Upon whom must the burden of this great undertaking fall? We have tried the present system, which was inherited from England, which has not resulted in much improvement in the last one hundred years, and, in my judgment, will never prove a suc-

It is evident that some change in our method of road improvement must be adopted. The local community is not able to construct roads' unaided. Many of the States are not able to do so, and even if they were, there is a feeling which, in my opinion, is justly founded, that it would be unjust to require them to bear the whole burden. The consumers of raw material and food products throughout the United States are equally interested with the producer in lowering the cost of transportation, as they, in the end, have to pay this heavy tax. As this burden cannot be equally distributed, except by placing it on all the people, and as the most remunerative powers of raising revenue, originally held by the States, are now in the Federal Government, it is only by an appropriation out of the Federal Treasury that the improvement of our roads can be accomplished with justice to

all the people.

The next question which presents itself is as to the power of Congress to make such an appropriation. . I think that the power exists by express grant in the Constitution. Basing my opinion on the views of such Mrs. Shoppen-"Why, they have eminent men as Madison, Monroe, Gallatin, Webster, Calhoun, Clay and Adams, and taking into consideration the legislative history of the country, I hold that the power is clearly established. The power has been exercised whenever Congress thought it wise to do so, and the only question which is really important is whether or not this is a proper subject for Federal aid. All that is asked by the bill introduced by me is the appropriation of a fund for road purposes. The States are to furnish the right of way, maintain the roads after they are built, and pay one-half the cost. Congress is not asked to invade the States, but simply to appropriate money as an aid to an object for the general welfare and happiness of all the people. There could be no better investment of the public funds than in road improvement. It would enhance the value of farm lands from ten to fifty per cent. An increase in value of \$5 an acre would add \$3.-000,000,000 to the wealth of the country in this item alone. The congestion of business during the winter months would disappear, and our people could go to the markets at all times. In fact, the material advantages which would follow are too numerous to mention and too creat to estimate.

What will we do with the proposition? Will we go on for the next one hundred years as we have during senger. "You should have waited the last, or will we arouse ourselved till you got a little further into the and make this question a burning afford to smile at the experience of ly, of all the womanhood of the tunnel before trying to pass it."- issue before the people until the re sult is accomplished?