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NUMBER 10.

MOST OF THE SALESMEN KNOW ALL THE CROOKS' TRICKS.

Circumvent the Stealers.

Says the SanFrancisco Chronicle: Little does the average customer, as he sees the clerks of the jeweler lounging in annareat indifference beoperation an elaborate system of ospionage.

clerk is carefully instructed regarding all the "crook dodges" known to the trade before he is allowed to handle even known professional prestillgitators to be employed by European goldsmiths to test the vigilance of their employes, and by giving them a good scare to make them more careful. Ordinarily, the young man learns by long | feet of 22-carat gold. experience to watch every move of every customer, and by the time he is old enough to be intrusted with the diamond trave is more than a match for any one but the most clever of the genus thief.

Fortunately, all schemes to obtain gems without paying for them divide themselves into a few categories, and after one has had his attention called to them all he is not likely to be duned by an immaterial variation. The chief trick of the thief is substitution, and great skill is often displayed in playdng it. A pawnbroker in the retail district recounts his experience with a rogue of this class:

"One day." says he "a Chinese called to see some solitaire rings. It is not unusual for the better class of Chinese to purchase second-hand jewelry, so I handed him out a tray of the best I had in stock. He picked up the finest stone I had in the tray, and after asking its price shufflel out, muttering, "Come may be back tomollow."

'Sure enough, or did come back at the time promised, and again examined the same stone. But he didn't buy it, and as he failed to return for several days I forgot all about him. But at the end of a week he came in again, and once more picked up the diamond which had pleased him on the former occasion. As he turned to go I happened to turned

it off o

QUAINT AND CURIOUS.

DIAMOND HARD TO STEAL, the stock that night that I knew I had Systems Employed in the Big Stores a jury to believe anything against her, -Women Thieves as Compared so I let her go, charging the trouble with Men Thieves-One Way to she had caused me to my experience

hind the counter, realize that they are in England, where there is a superstiin fact amatour detectives, keeping in | tion that it is unlucky ever to take the There are innumerable attempts, enter a store and complain that the more or less successful, to despoil the wedding fing that has been shown her jewelers on a small scale, and every is so large that it might slip off and the more valuable stock. A clerk in a with her lips before she can get it off. Market street store says that he has A brass ring, previously carried in the

> theory, and politely call the lady's attention to the fact that she is carrying off property not her own All goods are identified by numbers in well regulated stores, and a record kept of their manufacture and rate. An account is also taken of the most preclous goms every night. Therefore it is very difficult for the thief to succeed, except by regular robbery, as was done to the pawnshop of M. J. Franklin, at 215 Grant avenue, Feb. 21. 1895, when \$3000 worth of gems were taken by smashing the show window. The last famous sleight of hamil diamond sheft in the United States orcurred at New Orleans, when an Itallan secured \$10,000 worth of jewels from George E. Gail by appearing to put them in a box before his even When Gail opened the box he found a two-dollar bill wrapped in a silk handkerchief. By the pretence that the gems were to oe manufactured into a cross as a gift to the pope the jeweler's confidence had been no completely won as to dull the elges of his pru-

the stock that night that I knew I had been robbed. I succeed in locating her, but she had influential friends, who promised that she is should leave town if no prosecution was instituted. It knew she could cry too bealtifully for a jary to believe anything against her, at I elter go, charging the trouble is the had caused me to my experience account.

The "wedding ring" frick was very offencions until the rade became in an open, self-tootlained Providence account.

The "wedding ring" frick was very offencions until the rade became in the church and listened with great attention to the it is untilety over to take the good band from the finger after the marriage creemony. A woman will enter a store and complain that the wedding ring that has been shown the word in a listened with great attention to the content words of the famous and cause her fill luck. Bot is conspelled to wet her finger and the wedding ring that has been shown the wedding ring that has been shown the wedding ring that has been shown the word with a list with a pone, our first statement, in book at John. 'says I homes Capital to each the wedding ring that has been shown the wedding ring that has been shown the finger after the marriage creemony. A woman will be church and listened with year at the wedding ring that has been shown the wedding ring that has been shown the wedding ring that has been shown the first of the destiny of man and cause her fill luck. Bot is conspelled to we ther finger after the marriage creemony. A woman with the last words which some later who had to be a constant of the capital words which some later with a pone, our first statement, in book at John.' says I homes Capital with the last words which some later who had to be a constant of the destiny of man, soft as the summer midtake the proposed of the destiny of man and the same of the same of the same of the same of the same

the his wildom, his goodness or his money. He has now so pair that, he says, men decided him whose fathers he would not have set with the dogs of his flock. He had been a sound, healthy man, full of human impulses and artixities; he had been sight to the boind, feet to the lame, a father to the nour and a decoder of the oppressed. He was now a diseased and broken man, sitting in the ashes of a runned home; his hard all gone out, his heavily of goods all shattered, his children had true and make the children, had to the mighty love which will take eyer so deheate and true hearted. a woman at such a time and make her a tower of strength to the man. His wife, who should have stood as the sugels stand, at once by his side and above him, turned on him in his uttermost sorrow, and said, "Curse God, and die."

And this issure to suggest itself to you as you read the story, that Job, in his room out evan cadawed with this won dreats can the evant through all time. But wistever the truth may be in this direction this is clear, that when Job put the mesticat I have taken for a text he was as far down in the world as a man can be were into the richest rean in the countryside, honored by all who knew him to have now as paor that, he says, men douled him whose fathers he would not have set with the dogs of his flock. He have now as not his more, the form the sate of the same could not here of the same can be wised in the country side. He may now as paor that, he says, men douled him whose fathers he would not have the the dogs of his flock. He ministrates the country the preferred to sit on the ashes in the burning sun. He knew not where the next robe was to come from; this did not deter him from tearing to shreds the robe that was to shelter him from the keen winds. It was a dreadful trial at the best; it was was a dreadful trai at the best; it was worse for his way of meeting it; and, when he was at once in the worst health and temper possible, he said: "Why is light given to a man whose well is hid?" Is not this now, as it was then, one of the most serious mistakes that can be made? I try to solve great problems of received. try to solve great problems of provi-tience, perhaps, when I am so unstrung as to be entirely unfitted to touch their more subtle, delicate and far reaching har-monies. As well might you decide on some on him in his uttermed sorrow, and same.

The things in this sad time, seem to have smooth dab with unconquerable pain. First, he could not make his condition of his and such to have happened. He had been trained to believe in the axiom we put up in our Sunday-smoots, that to be good is to be happy. Now the had been good and yet here he was, as miserable as it was possible for a man to be. And the worst of all was, he could not deaded allow to the level of his misery. The light given him as the divine justice would not let him.

to wait for Robert Burns, the son; Berhardo waited to be perfected in his son,
Torquato Tasso; William Herschel left
many a problem in the heavens for John
Herschel to make clear; Leopold Mozart
wrestled with melodies that Chrysoatom
Mozart found afterward of themselves in
every chailber of his brain, and Raymond
Bothman needed his laughter Rosa to come
and paint out his pictures for him. Dr.
Reid has said, that when the bee makes
its cell so geometrically, the geometry is its cell so geometrically, the geometry is not in the bee, but in the geometrician that made the bee. Also, if in the Maker there made the bes. Alas, if in the Maker there is no such order for its as there is for the bee! If God so instruct the bee; if God so feed the bird; if even the lions, roaring after their prey, seek their meat from God; if He not only holds the linnet on the spray, but the lion or the spring, how shall we dare lose heart and hope?

So, then, while we may not know what trials wait on any of us, we can believe that as the days in which this man wrestled with the says mandies are the only days that make him worth remembrance, and but for which his name had never been written in the book of life;

brance, and but for which has name had never been written in the back of life; so the days through which we struggle, finding no way, but never losing the light, will be the most significant we are called to live. Indeed, men of all ages have wrestled with this problem of the differwrestled with this problem of the difference between the conception and the condition. Life is full of these appeals, from the doom that is on us to the love that is 60°C au-trom the God we fear to the God we watship. The very Christ cries once: "My tood! Why hast Thou forsaken Me?" Yet never did our noblest stand the test of life, and that if life, out the average, came out so from its most trying ordeal, there would be little need for our sermons. For thea, every life would be an open, self-contained providence and the list rage in time would vindence time first. Men do not so live and diet and such cannot have been the primitive conclists on of the history. It has been made to the listory. It has been the primitive conclists on the listory. It has been made to the list of the list of the made to the list of the list of the list of the listory. It has been the primitive conclists on the list of the list of the listory. It has been the primitive conclists and been deep maken the? Yet never did out nother saken Me? Yet never did out nother the list of the list of the made to the list of the lis

### Aim High.

Aim High.

If one scems to promote his own per sonal weifare, it is at the best a low aim, unworter of a true man. Selfishness, or selfiness, even of the highest sort, is ever below what, is superior to a man and any man should always be aspering and striving toward that which is superior to himself.

There are two vital difficulties in the way of a selfish man's strivings for his own personal good, even the highest. In the first place, it is a man's duty to seek what is more important than his own personal good; and in the second place, the han who atrives to secure his own highsonal good; and in the second place, the han who strives to secure his own highfeel personal good is pretty sure to tail
in his pursuit. Any man who does his
duty and fills his place has some object
of pursuit which he deems more important
than himself; and, on the other hand, oniy the man who lives for something outside of himself is successful in his striving. It is a mistake and a folly to strive
is an effort where, at the best, he will
hoperssiy fail. In every sphere of life
the ghat interest of self comes as an inal consequence of living for somewhich one deems superior to self.
Self-a at the best unworthy of our life
and covers.

wors.

who lives for himself, for his and happiness, is not likely a, or to find true enjoy, the highest personal the highest personal are pretty

# \$7,500 Cash Contest THE ATLANTA CONSTITUTION'S

Great New Offer Upon Receipts of Cotton at All United States Ports From September 1st, 1903, to May 1st, 1904, Both Inclusive.

Contest Opened Jan. 18th, 1904, Closes April 20th, 1904.

### DIVISION OF PRIZES.

For the exact, or the nearest to the exact, estimate of the total number of Bales of Cetton received at all United States ports from September 1st, 1903, to May 1st, 1904, both Inclusive..... For the next nearest estimate.....

For the 5 next nearest estimate, \$25.00 each For the 10 next nearest estimates, 12.50 each. For the 20 next nearest estimates, 10.00 each. 

250.00 \$ 5,000.00

2 500.00

125.00 125.00 125.00

### Additional Offers for Best Estimates Made During Different Periods of the Contest.

For convenience the time of the contest is divided into estimates received by The Constitution during four periods-the first period covering from the beginning of contest to February 10. 1904; second period, from February 10 to March 1, 1904; third period, March 1 to 20; fourth period, March 20 to April 20, 1904. We will give the best estimate received during each period (in addition to whatever other prize it may take or if it take no prize at all), the sum of \$125.00.

The four prizes thus offered at \$125.00 each amount to....... \$ 500.00

### TWO CRANDICONSOLATION OFFERS.

First-For distribution among those estimates (not taking any of the above 188 prizes) coming within 500 bales either way of the exact figures..... \$ 1,000.00

Second-For distribution among those estimates (not taking any of the above 188 prizes and not sharing the first consolation offer) coming within 1,000 bales either way of the exact figures .....

1,000 00

Grand Tetal ...... \$7,500 00 In case of a tie on any prize estimate the money will be equally divided.

## Conditions of Sending Estimates in This Port Receipts Contest.

Subject to the usual conditions, as stated regularly in The Constitution each week, the contest is now on. Attention is called to the following summary of conditions:

1. Send \$1.00 for The Weekly Constitution one year and with it ONE ESTIMATE in the contest. 2. Send 50 cents for The Sunny South one year and with it ONE ESTIMATE in the contest. 3. Send \$1.25 for The Weekly Constitution and Sunny South both one year, and send TWO ES.\*
TIMATES in the contest—that is, one estimate for The Constitution and another for The Sunny South. 4. Send 50 cents for ONE ESTIMATE alone in the contest IF YOU DO NOT WANT A SUB-

SCRIPTION. Such a remittance merely pays for the privilege of sending the estimate. If you wish to make a number of estimates on this basis, you may send THREE ESTIMATES FOR EVERY \$1.00 forwarded at the same time estimates are sent. If as many as ten estimates are received at the same time without subscriptions, the sender may forward them with only \$3.00—this splendid discount being offered for only ten estimates in one order. A postal card receipt will be sent for ALL ESTIMATES RE-MENT THAT YOUR ESTIMATE HAS BEEN RECEIVED AND IS

ther. THIS RULE IS POSITIVE.