

Supplement

TO
ENTERPRISE.
FRIDAY, SEPTEMBER 28, 1900.

NO FALTERING UNDER THE NATION'S DUTY.

Silver and Expansion Are the Paramount Issues.

M. E. Ingalls, a Life-Long Sound Money
Democrat, Writes of the Necessity
for Assuming a Larger
National Life.

One of the most successful, distinguished and popular railway presidents in the United States is the Hon. Melville E. Ingalls of Cincinnati. From the very ground of railroad construction he has worked his way up to the presidency of the Chesapeake and Ohio and Big Four railway systems, among the most prosperous of our great trunk lines. Mr. Ingalls is one of the people, and is practical in every idea. He is a lifelong Democrat, and from the September issue of the North American Review the following extracts are made from Mr. Ingalls' address to Gold Democrats:

What has happened since November, 1896, to warrant a reversal of the judgment which the American people then pronounced at the polls? Under what conditions have we entered on the present presidential campaign, and what, in this regard, is the duty of patriotic citizens, independent of partisan affiliation? To the Democrat who voted for Palmer and Buckner, as well as to the Democrat who voted for McKinley four years ago, the situation to-day presents peculiar embarrassments. Preferring to set with his party, when possible, the patriotic Democrat must, nevertheless, answer the call of duty, no matter in what direction it leads him.

The second and supreme trial of the great financial issue, which never should have been dragged into partisan politics, will be made at the polls in November, 1900. This test will, I believe, be conclusive. What are the conditions under which it is to be made?

There is in the United States at the

present day unparalleled prosperity, in which every citizen has a right to share. If any citizen is prevented from sharing in that prosperity, he is the victim of conditions which cannot be righted by the election of Bryan, strongly as he may be tempted to trust in that remedy. Under the gold standard we have become the leading creditor nation, and we are feeding Europe. We have produced three great crops in succession, and we are feeding Europe. We have had three years of unexcelled manufacturing industry, and we are finding a prompt and generous market all over the world. The American farmer, the American laborer and the American business man were never as prosperous as they are to-day. It is by their suffrages that this presidential election must be decided. In what direction do their interests lie?

The American farmer is selling for 37½ cents a bushel corn which costs him 15 cents to produce. His wheat and cotton, his beef and pork are selling at profitable prices. He is spending his money in luxuries and enjoying himself. He is riding in railroad trains, and, as he looks from the car windows over the beautiful harvests, he is taking a new view not only of his native land, which was never fairer or happier, but is also thinking of his new markets and new "possessions" across the seas.

The laborer is to-day receiving more wages than he ever received before, and he is receiving them in a currency that is good all over the world. In many instances, undoubtedly, there must be a readjustment of wages, and the sporadic strikes now reported in various manufacturing centers point probably to the beginning of this readjustment. In my opinion, these and kindred difficulties will be safely and speedily settled.

Now, can any sane man tell me how the laborer will help his condition, or the solution of the problems so vital to him, by voting to debase our standard of value and thereby reducing his own wages? What has labor to hope from Bryan, ostensibly the friend of the disaffected, the champion of the aggrieved, and the chosen candidate of all the long-haired reformers in the United States? Does not the supreme salvation of labor depend, after all, upon preserving our standard of value, upon the non-partisan regulation of trusts, and upon the application to those great commercial aggregations, which are so peculiarly a product of this age, of a system of license and taxation? Is it not idle to denounce the trust as an evil, a menace to the national welfare? Is not the trust a natural and essential development of our time? A quarter of a century ago the word "corporation" implied an inherent reproach in the minds of exactly those citizens who to-day regard the trust, which is the incorporation of corporations, with the same disfavor. Yet it is to the solution of the trust problem that the American business man, as well as

the American farmer and laborer, must address himself. And in the solution of that problem he will find the present goal of patriotism.

The business man who does not inquire into the politics of his bookkeeper is asked by the supporters of Mr. Bryan to allow partisan politics to be injected into the circulating medium through which he carries on his business. He refused in 1896, as he will refuse, I believe, in 1900, to impute either Democracy or Republicanism to the dollar. He will say that it is not a political question, and that it should not be made such. Asking himself where he shall seek guidance in the casting of his ballot, he, like the laborer and the farmer, looks out upon prosperity unprecedented. He sees trade following the flag all around the world, and new markets opening to him under new national responsibilities. He realizes, as a business man, that these responsibilities must be grappled with and adjusted on a business basis. No policy of evasion or retreat can commend itself to him. Yet, into the field of partisan discussion he finds these responsibilities dragged, like the dollars from his counting room, by the politicians who seek his vote. And, like the farmer and the laborer, he finds his next national ballot invested with unique importance.

What will be the reply of the American patriot, who is now asked to believe that his home and his pocketbook are staked on the next turn of the ballot, that a wrong decision spells ruin, and that he must decide issues of such moment as were never before submitted to the American electorate?

• • • Bryan's election appears to me impossible. • • • Good citizens, irrespective of party, should vote for McKinley in November. That it is the duty of patriots to do so I have no doubt.

The safety of the American republic is not menaced by a bogey, crowned with an imperial diadem of straw. The cry of imperialism is simply a pretext of the Democratic leaders to save themselves from the fatal blunder they made in 1896, the blunder of dragging the dollar to the polls and endeavoring to degrade it. Imperialism is not the paramount issue, despite all efforts to make it so.

Now, as in 1896, the real issue is the Silver Question. That is the peril threatening this country, not the imaginary evils attendant on the acquisition of new territory, which was the inevitable result of a war for which the shriekers against imperialism were largely responsible. The only peril now threatening the United States is ruin and retrogression under silver, the turning back of the wheels of progress and prosperity to the standards of China and Mexico, and the abandonment of our position as the greatest country in the civilized world.

Shall we go forward or shall we turn back? That is the question for the voters in November. Under McKinley we

go forward, under Bryan we turn back. The coming test of silver question at the polls must, in all human probability, be the final one. The will of the voters twice registered will not be the third time disputed. Each year that we preserve our present money standard gives us additional security. The American people do not like experiments with their currency, their school houses, their churches or their savings banks. A reversal of the popular verdict of 1896 would mean a reversal of all the achievements that make up our national prosperity. Bryan's election would mean that the sovereign people had decreed that our laborers shall be paid in silver, while our foreign debts must still be paid in gold.

Convinced as I am that the financial question is the paramount issue in November, 1900, as it was in November, 1896, it is worth while for Democrats who supported McKinley, as I did, four years ago, to ask what are the issues upon which our party could have appealed to the American people with fair prospects of success, and what we can contend for in future contests, after this economic and financial question is finally settled. To my mind these define themselves as reform in governmental administration, economy in governmental expenditure, the taxation and regulation of oppressive trusts and combinations, and the immediate enactment of a just and honest scheme of colonial government. These would have been issues upon which every patriot could have been honestly asked to vote. Why should we not set fairly about a reform in our old system of taxation, and, at the same time, initiate a departure which might well result in throwing the cost of government upon those who can best afford it?

The silver problem solved once for all, as it will be in November, the colonial problem at once becomes paramount. We must either give up Hawaii, Porto Rico and the Philippines, haul down our flag, and shamefully abandon the righteous fruits of our prowess by land and sea, or we must prepare to govern these distant additions to our country fairly and honestly and capably. • • • A perpetual constitutional barrier must be erected against the statehood of all our non-contiguous possessions. That supremely important problem is to be met and overcome, not by cowardly evasion or disgraceful retreat, for the American people will tolerate no such course. We must institute honestly and wisely and administer economically an American colonial system, worthy alike of our new possessions and of their mother country. We are not incapable of governing them. We are, as a nation, incapable of nothing.

I fully believe in the future of the American republic, and that we are wise and brave enough to bear the burdens and fulfill the task Providence has allotted us. Let us not falter at the threshold.

M. E. INGALLS.

RULES OF THE ROAD.

Three Classes of Persons Ought to Know and Observe Them.

The rules of the road appear to be indifferently understood by a large number of persons who use the streets, or they are willfully disregarded. The ordinary rules of the road, and they apply to road vehicles, horsemen and bicycles, are as follows:

For the Driver.—Know how to drive. Keep to the right.

In passing another vehicle going in the same direction keep to the left.

In approaching a crossing slow up. To go around a corner stop up and make a wide turn to carry you to the right, and avoid vehicles coming down the cross streets on their proper side.

A city street is not a speeding track; it is a highway for the use of many and various vehicles. Therefore drive at moderate speed.

Use judgment. If you cannot drive do not handle the reins. Let someone do it who can.

Keep a cool head. A person who drives should be a responsible person. A slight accident or lack of judgment on his part might cost a life.

Senile men, young and untrained boys, nine-tenths of the women, one-half the men and a few of the coachmen should never be allowed to drive in the city. It takes knowledge, judgment and strength to pilot a horse or a team of horses in a crowded city street.

For the Pedestrian.—If a pedestrian, keep off the roadway, except to pass over it at the proper crossing. Do not stop in the middle of the street to converse with a person you meet.

In crossing a street step lively; observe all sides for coming teams. They have the right of way.

Do not stand in the street while waiting for a street car.

If a bicycle comes behind you and its bell is suddenly rung, do not get rattled. Stand still. The wheelman will ride around you and avoid hurting you.

If you do get rattled, do not try to "balance on the corners" with the wheel; make a bold dash for the sidewalk, or else stand still.

The sidewalks are for pedestrians. The roadways are for vehicles.

For the Wheelman.—Do not ride a bicycle on a crowded street until you are its master.

Do not "scorch."

Do not pass close in front of a vehicle or a street car.

Take your time unless you happen to be going for a doctor. Even then go with reasonable speed and be extra observant and cautious.

Keep to the right except when passing a vehicle going in the same direction, when pass it to the left.

Do not turn the corner of a downtown street while riding faster than four miles an hour.

Do not coast on down-town streets. It is dangerous to your own life and the lives of others.

Do not attempt trick riding on a crowded street.

When you see a wheelman riding on the wrong side of the street warn him. This is customary in Chicago, St. Louis, Denver and other large cities.

If you are so warned do not get angry. If you ride at night without a lamp and are accidentally run into it is your fault. One of the chief purposes of a lamp is to keep other vehicles from running you down.

Wheelmen should never ride more than two abreast when riding in parties, especially at night.

If you are a beginner get off and walk down a hill. You are sure to be nervous and might run into someone.

Every wheelman should know how to dismount from both sides of the wheel. This is especially necessary in down-town streets to avoid accidents.

Men who ride down town should practice dropping off the saddle astraddle the hind wheel where dismounting from either side is impossible.

Every wheelman should know how to brake with the foot on the front wheel. Many serious accidents on down-town streets would thus be averted.

Every woman who rides a wheel should have a brake attached to it.

No man should take a woman on a tandem on a crowded street. Tandems are not fit vehicles for down-town streets during business hours.—Kansas City Star.

A Bear that Could Bite.

Another man who depended on the assurance that bears are arrant cowards, and will run from any human being who approaches them, has had occasion to amend his opinion. On the third of last May a wheelman, riding through the country about Lewiston, Idaho, took it into his head to go out hunting for grouse. Leaving his wheel in a secure place, and taking a small twenty-two-caliber rifle, he obtained the services of a civilized Indian boy named Matthew, as a sort of guide, and set forth. The boy also had a rifle of the same size, and they had a couple of dogs. Between them they were pretty well armed, as they thought, and counted upon bringing home a good bag. But hunting is uncertain business.

They had not gone far into the woods on Mission Creek, fifteen miles from Lewiston, when the dogs stirred up something which, to judge from their excited actions, was not a grouse. The hunters went to see what it was, and found the dogs barking at a she cinnamon bear, which, with her cubs, was in a kind of den in the rocks.

The Indian boy was in advance, and the bear had no sooner seen him than she rushed out at him. Matthew did the best thing he could think of—he fired his little rifle in the bear's face. But the wound only enraged her. She sprang on the boy, bore him down, and began to tear him with her teeth and claws.

The white man was meantime con-

ing to the rescue with his little gun. Although the sight of the bear tearing the boy made him sick, he poured the small bullets into her body, and at last succeeded in hurting her so much that she let go the boy, and snarling at the man, fled into the woods.

Poor Matthew was now unconscious; his clothes were nearly gone, and his flesh was lacerated in fifty places. The white man thought he was dead, but it turned out that life was in him, and the man took him to a place where his frightful wounds could be dressed.

This particular bear is well known to the people about Mission Creek. She has several times attacked men and boys, who have heretofore got off, in the language of Job, by the skin of their teeth.

The people have resolved not to tolerate longer a bear with such reprehensible habits, and at last accounts a party had been organized to go after her with more formidable weapons than twenty-two-caliber rifles.

"Yes, My Lord."

At a meeting of teachers in New York City many suggestions were made as to the best methods of clearing the cloudy uncertainty of children's memories.

"It is almost hopeless," said the principal of a public school. "American children, for instance, are usually sure of but two dates in history, but they attach very different events to them. One pupil told me yesterday that Washington was born in 1776 and that the civil war ended in 1492."

"It is not only their memories, but their minds that are hazy," said a well-known literary woman. "Parents seldom know the strange meanings that a timid child puzzles out alone from ordinary phrases. Until I was a large girl and found courage to ask how all of the prophets could be hung on one rope, I always believed the two commandments from which hang all the law and the prophets to have been two scaffolds."

"English children are no brighter than our own," said another teacher, and repeated an anecdote told by an American bishop who, while in Yorkshire, had been asked to address a Sunday school.

"I am the Bishop of the diocese of Washington and Idaho," he said; "and, by the way, can any of you tell me what a diocese is?"

Several hands were held up. Dr. Talbot nodded to a yellow-haired, red-checked lad in front. "You know," he said.

"Yes, my lord. A diocese is a high point of land, with a bishop sitting on top and a lot of clergymen all around."

"It is not the children who are to blame," said an old professor, who had listened in silence. "It is we, who, in these modern days, are urgent to crowd into their vacant minds the rudiments of too many branches of knowledge. It is better to take a week to plant in a child's mind one idea, so that it may take root and grow, and become a part of his life, than to pour into it a hundred facts in a day, which he does not understand nor receive."

Arctic Seasons.

The seasons in the north frigid zone or arctic circle follow the seasons in the north temperate zone, though, of course, about the pole and for 1,000 miles south of it in every direction the winters are much more severe and longer, while there is practically neither spring nor fall, three or four months of unseasonably warm weather considering the latitude, being what the residents in Alaska and Northern Siberia may expect. The equatorial regions have their wet and dry seasons, the change of seasons being usually accompanied by severe storms, which occur in September and March, often attaining the violence of hurricanes. What we call our winter is the dry and pleasant season in equatorial regions, both north and south, and our summer is, in the tropical zone, the rainy and unhealthy season.—St. Louis Globe-Democrat.

Umbrellas.

Umbrellas last much longer if, when they are wet they are placed handle downwards to dry; the moisture then runs from the edges of the frame and the material dries uniformly. If stood handle upwards, as is usually the case, all the moisture runs into the top of the umbrella and is kept there by the lining underneath the ring, consequently it takes a long time to dry, and injures the silk or other fabric with which the umbrella is covered. The latter is one of the chief causes of umbrellas wearing so soon at the top. Umbrella cases are not so much used as formerly, for these are responsible by their constant friction for the small holes in the fabric that appear very early. When not in use an umbrella should be left unrolled, and when wet should be left loose to dry.

Trapped.

Animals caught in traps have sometimes managed to escape with trap and all, but in most cases the trap has in the long run been the death of them. This was the fate of an eagle that had flown away with a trap dangling from one of its legs. For several weeks neither bird nor trap was seen, till one day a gentleman noticed a curious object hanging from a tree-branch. Climbing up to find out what it was, he discovered that it was the eagle, quite dead. The peg and chains by which the trap had been fastened in the ground had become entangled among the boughs and the poor eagle had been slowly starved to death.

He's a Walter Now.

Sample—Hello, Meeker! Are you still traveling for that provision firm? Meeker—No; I'm taking local orders now for another concern in the same line.

Sample—What house are you with? Meeker—Blasher's restaurant.

THE PATENT LAWS BREED MONOPOLIES.

A Drummer Continues His Chats on Trade Changes.

Reorganization of Employing Companies
Affords Larger Opportunities to the
Men—Expansion Gives Drummers
New Fields.

(Concluded from last week.)

Monopolies in this country are due more to the patent system than any other cause; the average trust could not monopolize its product, and it will not try. If it does, there is the same old remedy which we free American citizens, who are supposed to have something to say in the election of our State legislatures, can apply. We can pass State laws for the regulation of those monopolies. And, by the way, speaking of politics, the Republican national platform declares against monopolies and would propose national legislation against them.

Gov. Roosevelt, a singularly clear-headed public man on civic questions, let me tell you, sees the point. He would legislate against monopolies. I firmly believe that this legislation will come, and with it other laws intended to regulate industrial corporations, a good deal as railroads and banks are regulated now. Why not? When the trust really gets to going so that they themselves know what they can do, and so that they won't be ashamed to show in what a cheap, primitive, experimental stage most of their methods now are, then, like the banks and the railroads, they ought to be made to "show down," and they will be.

Then the Wall street investor—for whom we don't care anything in particular—will be protected from making bad investments, and the unwary investors, the widows and the orphans, whom certain sand-bagging plutocrats like to tell us about with so many tears, will be doubly protected. Moreover, the employees of the trusts, the clerks in the offices and the hands in the mills, can buy trust stocks, and they will want to.

I spoke about the Wall street investor. He hasn't been making so very much money in industrial stocks of late. He got caught into of them. Perhaps you recall the case of the bicycle trust. The promoters of that scheme went to certain bankers in New York on an eighty million dollar basis. It wouldn't go. It wasn't worth the money. There wasn't the property in plants, good will, etc. About a year later the promoters, the same promoters, no doubt, who had learned a good deal in the meantime, came back with the bicycle trust proposition on a forty million dollar basis, and it went at that; could earn dividends on the forty millions. It is probably true that the American Bicycle Company is not fully satisfied with every single one of the million details of its business, but doubtless it will get there. Other manufacturers, and big manufacturers, in the bicycle business will also get there; and other big trusts in the bicycle business are bound to get there, too. You can't keep a good man down—or a good proposition. You can't corner all the capital and brains in the country. Remember that.

But I was speaking about the investor, the wary one, not the widow or the orphan. He has suffered on account of the

stock watering evil along with the trust "magistrate" and the promoter. He is getting down on the earth again. Some of the trusts in which he invested have even gone to pieces. They were badly conceived and badly managed. They couldn't hold together. They didn't "do business" on a business basis.

There was no reason why they should expect to hold together. Perhaps there were too many purely ornamental persons in the offices with high salaries. Perhaps there were too many sons and nephews of "the president," who sat around looking handsome—and thinking that there was no other task of importance connected with their job. Whatever the cause, the badly organized and badly managed trust has gone to pieces—or is going. Nothing can help it, if it can't help itself. So, too, the people are realizing that the problem is economic after all, that no person, nor any party, is to blame for this condition of things; nor, in fact, that any person, or party, or policy can prevent the good ones from succeeding, can prevent the bad ones from failing.

That suggests another thing. I spoke of the more or less handsome nephew of "the president." He has got to be up to his job or he can't stay. It isn't enough for him to succeed in his new position in doing the same old things that he used to do in the old one. There is new study for him, new problems; buying, handling the labor situation, selling the product at a profit, studying the world's markets.

All this he has got to do because it has got to be done; and if he hasn't the inclination or the brains to do it, you can wager your last dollar at the risk of walking from Kokomo to Kankakee that neither the "President" nor any one else will keep him in. That is why it is the worst kind of fold-out, unworthy of anybody as intelligent as the Great American Traveler, to pretend that there are no opportunities in manufacturing and trade now, and especially none for young men.

Fudge!

There was never so good a chance for brains, and good health, and sobriety, and accumen, and vitality. Have these things and capital must have you. And if it must have you it must pay you. The larger the corporation, the more important it is to the man. There are just as many large corporations now as there were small ones before. As many big ones are required as there were small ones required before. What these so-called magnates want is somebody who can do the work. Price is no object if they can depend upon you. You can't strike a \$10,000 position all at once. You have got to show that you are worth \$1,000, or \$2,000, or \$3,000. It is the same old climb as it always has been; there is the same old ladder to go up by, and the same old persimmon when you get to the top round—and the same old persimmons, too, all the way up at all the rounds.

All this seems pretty long unless it also seems to have some bearing upon the drummer question. I don't know whether you ever thought of it or not, but many different causes have been operating in the last few years to throw commercial travelers out of work. Manufacturers have sought to eliminate commission men, who must have laid off a good many of their travelers. The catalog houses, so-called, those doing business direct with the consumer by means of catalogues and other printed matter, have grown enormously. They have laid off drummers—if they ever had them; and one of the reasons why they can sell so cheaply to the consumer is that one element of selling expense, the drumming, is eliminated. Any house that corresponds extensively, that takes care with its correspondence, by just so much makes the selling easy; and if the process were kept up long enough, this

would cause drummers to lose their places.

Then consider that millions and millions of dollars are spent in this country for advertising purposes, not merely in the newspapers and the magazines, but on the fences and the bill boards, in signs, in distributions of printed matter, and what not.

What is all this money spent for?

To sell goods.

And the study of hundreds of the brightest men in the country is devoted to making advertising more and more effective, so that a given expenditure will result in greater and greater sales at a lower and lower expense. Why do the advertisers want to sell more and more cheaply? So that they can beat their competitors—by giving the consumer better things for the same money, or just as good things for less money. All this effort to sell things cheaper means that drummers are going to be laid off if they by their methods have been selling things more expensively.

There is another thing that we owe it to ourselves to look fairly in the face. Many drummers in the past have considered that the business that they helped their houses to do belonged to them and not to the houses. Others, surely all the houses, used to take a contrary view; and of late years they have resorted to the various more or less direct methods of selling in order to get their business back into their own hands. No doubt about it! No doubt about it!

One of the things which a trust aims to do is to reduce its selling expense. If four manufacturers making the same article are drumming Indiana, and their four able and persuasive representatives light into Indianapolis some day, they all go around among the trade doing little except neutralize one another. About four times the talk, nerve force and money are spent to sell only as many goods as Indianapolis wants that day, as needs be spent. This is one of the many things that the trusts have found out—that they knew before they started in.

Now, it is inevitable in the very economies, in the very natural law of the situation, that some of those drummers must go some time; they may be sent into new territory, they may be recalled to work in the office at home, or they may be dismissed entirely. Just so much of their work as has been unnecessary will surely be dispensed with in time. Competition does that, and we couldn't have any better illustration of the fact that competition is always active. Here it is potent, actually. In the case of the glucose trust that was afraid to encourage too much competition (of other capital and brains) by making more than seven per cent, it was active potentially.

It is preposterous to say that fifty thousand commercial travelers, or thirty-five thousand, have been thrown out of work by the trusts. There are probably not sixty thousand of them in the whole country. Besides, if ten per cent of them have been thrown out of work by the various changes in producing and distributing that have come about in the last few years, other causes have probably contributed equally with the combination movement. Even so, and putting the case at its very worst, the general improvement in business, the wide expansion of trade at home and abroad, which all of our producers, manufacturers and traders have helped to bring about, and by which they have all inevitably profited—this has put all of those commercial travelers back into places just as good, or better, or will do so. It is inevitable.

More people were employed after machinery was introduced—simply because the wants of the human race became greater and wider every year, and these wants had to be supplied, and could be, because things were so much cheaper. We have taken over Porto Rico, Ha-

A DRUMMER.