

MR. SMITH'S SHOPWALKER

I looked up from a letter I was writing as a little old gentleman entered the room.

"I am Mr. Smith," he said with a smile, wrinkling a weather-beaten old face, "the new shopwalker."

I welcomed him with as much cordiality as I could muster, but the truth is we were so accustomed to sudden changes at Garland's that we had long ceased to take much interest in the appearance of a new man.

I marked the difference between a private firm and a joint stock company. Ever since the affair had been "converted" and Sir John Garland had retired on his fortune the same policy had been pursued.

In five years all the old hands who had helped to build up the business had been swept out and their places taken by change people. Our general manager, Albert Tullock, was regarded as a commercial genius. He had built new premises, opened new departments, doubled the business and cut down the expenses.

It was the best advertised house in the west end of London. The smaller shopkeepers around us groaned under the competition, and many of them failed. Garland swallowed them up and paid large dividends. So our shareholders were happy and passed an annual vote of thanks to Mr. Tullock.

As for the new man, Mr. Smith, he was like most of Tullock's acquisitions—an oddity. We sometimes wondered where he picked them up. He usually discovered people who were somewhat out at elbow and glad to snatch at anything. Then he bullied them into shape, and could do seventy or eighty hours work a week on very little food, they remained. But if they displayed any sign of spirit or physical weakness they received what we used to call "the order of the chuck."

"Are you Mr. Pemberton?" inquired the little old man, looking at me sharply over his spectacles.

I nodded and Mr. Smith said "Oh!" in a tone of voice which clearly implied: "I'm not quite sure whether I like the look of you or no."

"Come and sit down," I said, "and help yourself to tobacco. We are in the same department. I'm head salesman."

"So I understand," he said, thoughtfully, eyeing me as if I were a natural curiosity. "I hope you shall like each other."

"Thanks," I replied. "One thing is it doesn't matter. We sha'n't be together long."

"Why not?" opening his eyes very wide.

"Because one of us is certain to get discharged within three months. I have been in the firm four years, which is nearly a record, so I expect to every day."

"Have you any will not be discharged unless you neglect your duties," he said, in a priggish voice of superiority.

"You don't know Tullock," I said, shortly.

"Mr. Tullock has been a very good friend to me," remarked Mr. Smith pompously. "And I am sorry to hear him spoken of like that."

At this I held my tongue, for it was one of Tullock's pleasant tricks to encourage spies and talebearers. For all I knew the new man might be appointed for the sole purpose of carrying reports.

Mr. Smith strolled up and down the smoking room, of which we happened to be the only occupants, for some time, and poked his inquisitive nose into everything of interest.

At last he drew up in front of me and said: "Eh, what kind of a man is your Mr. Tullock?"

"Oh, he is all right when you know him," I said cautiously, for I was not disposed to tell him all I thought. Our enterprising manager took great care to line out his own pocket. He received two thousand a year from the company, but we knew well enough that in addition to that he made large sums in secret commissions.

Once a curious incident happened. I picked up a shorthand notebook. Not knowing whose it was, I availed myself of a knowledge of stenography and read a page or two. It contained some curious information and enabled me to make a shrewd guess at Mr. Tullock's methods.

It happened to arrive on the scene while I was reading it.

"I believe that book belongs to me, Mr. Pemberton," he said, roughly.

I handed it to him with a smile, looking him straight in the eyes. To my great amusement he turned red and scowlingly muttered something about my impertinence. Then he strode away.

It was only a trifling incident, but it meant a great deal. It either meant that I should be discharged or that the great Mr. Tullock would be afraid to interfere with me. So I took the bull by the horns, and the following Saturday I went to his private office and asked for an increase of salary, just to see how the old lay. He gave it, and from that moment treated me with a kind of boorish civility. But I was not disposed to impart information of such a dangerous nature to Mr. Smith.

Before our new shopwalker had been with us a week he earned the nickname of "The Grand Inquisitor," in consequence of the annoying habit of asking questions. While he confined himself to making inquiries about the business I submitted but when it came to pumping me about the private concerns of

everybody in the house, including myself, I draw the line.

For one thing I felt suspicious of the man. He always spoke well of Tullock, and could never be induced to laugh at the numerous witticisms which passed current concerning the manager during his absence. This caused him to be unpopular, and almost everybody made a point of giving "old busybody" a wide berth.

But there are exceptions to every rule, and the exception to this rule was particularly aggravating. The one person in the house who took a fancy to him was a young lady, named Doris Dewhurst. Now Doris was the best of friends. In fact, Doris wore a ring I had given to her. Not on her engagement finger, you understand. Certainly not! We were not exactly engaged, but we understood one another, or thought we did.

Now, it was certainly galling that Doris and Mr. Smith should strike up a friendship. I suppose I was jealous, though there was no cause for it. He called her "my little friend," and she stood up for him against all comers. Indeed, for the first time in our lives we nearly quarrelled.

"I like Mr. Smith very much," she said, when I remonstrated. "And he hasn't a friend in the house. You are all prejudiced against him."

"Well, he shouldn't poke his nose into other people's business," I replied.

"He doesn't," she said, with feminine conviction, "or even if he does he only means to be kind. He's nearly alone in the world. And once he had a little business of his own, and I won't be unkind to him to please anybody."

Then she showed her independence by dissolving into tears, which came just in time to prevent an explosion of wrath on both sides.

At last Mr. Smith broke out in a place which confirmed my suspicions of his character.

Again we were the only occupants of the smoking-room. I was reading, he was forgetting up and down the room, sometimes looking at me furtively out of the corners of his sharp old eyes.

"I had a talk with Tullock today," he jerked out at last.

"Indeed!" I replied, without looking up.

"He is going to give me a special commission on all those French dress goods that have just come in. He wants to get rid of them quickly."

"Of course," he continued, nervously. "I can't do much without your help, because you are head salesman; but—but I shall be glad to share the commission with you, if you push the line."

I must explain that Tullock, for reasons best known to himself, had bought an enormous quantity of a certain line in dress goods, and marked them for sale at cost price. In addition to this, he was offering us a commission on the sale. Now, it stands to reason that such a deal could not be profitable to the house. But it might be very profitable to Tullock.

To put it another way, Mr. Tullock was utilizing Garland's business to enrich himself.

"I shall do my best to sell the stuff," I said, bluntly, "because the sooner we get rid of it the better. But you can keep the commission. I never dabbled in that kind of thing."

"I don't see why you should throw away a five-pound note," he said.

"Perhaps not," I replied. "However, you mind your own business. It's nothing to do with me what commissions you take; and if I choose to refuse it, it doesn't concern you."

There was, a few minutes' silence and then he returned to the charge, saying: "They do it in the other departments." In reply to which I simply walked out of the room.

This conversation convinced me that Mr. Smith, who posed as a harmlessly inquisitive old gentleman was acting under Tullock's instructions, to trap me. I warned Doris, and she saw at once that the game was too dangerous, and gave him the cold shoulder in the most uncompromising fashion.

At last an unexpected crisis was reached. An order was posted on the notice board one morning that "heads of departments" were to assemble in the big dining room that evening.

When the moment arrived there were about sixty of us, including buyers, head salesmen and "walkers."

Two of the directors—a couple of old fogies who knew nothing about the business—were present and, of course, Tullock, looking as humptious as usual.

One of the directors took the chair, and said: "John Garland has returned from abroad and has called this meeting. I have not yet seen him, but he tells me in a letter that he will be here at nine o'clock, so we may expect him at any minute."

The words were scarcely out of his mouth before Mr. Smith, who was sitting by my side, rose from his seat, walked across the room, and coolly sat down in the chair which had just been vacated.

"There was an awful hush. Everybody realized in a second what had happened. Mr. Smith was Sir John Garland.

The directors shook hands with him heartily and seemed to think it was all a joke. But Sir John was pale and stern, and Tullock looked dazed with astonishment.

Then Sir John made a speech. He said: "Gentlemen, it is ten years since I ceased to take an active part in the business, and five years since it became a joint stock company. Of late some curious reports have reached my ears. I was told that all my old friends had been dismissed, and that certain practices were carried on which would disgrace the name I have made honorable. I determined not to be content with hearsay, but to ascertain for myself what was going on. No his-

tory of the past two months you all know. Now, by the articles of association I still have authority in this business, if I choose to exercise it. I shall exercise it now. It would not, I think, be quite English for me to take full advantage of the information I have obtained. Consequently criminal proceedings will not be taken against anybody. But certain persons, whose names I will read out, are dismissed."

Then he read a list of names, at the head of which stood Albert Tullock, general manager. In every

case they were men who had been robbing the firm in a most flagrant manner.

Then he added: "There will be other changes, to be announced later."

Everybody was so astonished that the silence was almost painful; but the little man walked across the room to me and said: "Mr. Pemberton, I beg the favor of your company at dinner to-morrow evening, and Lady Garland is anxious to make the acquaintance of Miss Dewhurst."

The only place in the United States that guarantees freedom from strikes, lockouts and labor warfare is Battle Creek, Mich.

The story? The work people, merchants, lawyers, doctors and other citizens became aroused and indignant at the efforts of the labor unions throughout the country to destroy the business of one of our largest industries—the Postum Cereal Co., Ltd., and at the open threats in the official union papers, that the entire power of the National and State Federations of Labor was being brought to bear to "finish" the industries of Battle Creek, and particularly the Postum Co.

This sprung from the refusal of C. W. Post to obey the "orders" of the unions to take the Postum advertising away from various papers that refused to purchase labor of the labor trust—the unions.

Mr. Post was ordered to join the unions in their conspiracy to "ruin" and "put out of business" these publishers who had worked faithfully for him for years, and helped build up his business. They had done no wrong, but had found it inconvenient and against their best judgment to buy labor of the labor trust.

It seems a rule of the unions to conspire to ruin anyone who does not purchase from them upon their own terms.

An ink maker or paper maker who failed to sell ink or paper would have the same reason to order Post to help ruin these publishers. So the peddler in the street might stone you if you refused to buy his apples; the cabman to run over you if you refused to ride with him; the grocer order the manufacturer to discharge certain people because they did not patronize him, and so on to the ridiculous and villainous limit of all this boycott nonsense, in trying to force people to buy what they do not want.

If a man has labor to sell let him sell it at the best price he can get just as he would sell wheat but he has no right to even intimate that he will obstruct the business, or attempt its ruin because the owner will not purchase of him.

The unions have become so tyrannous and arrogant with their despotism that a common citizen who has some time to spare and innocently thinks he has a right to put a little paint on his own house finds he must sign by "the union" or all sorts of dire things happen to him, his employer is ordered to discharge him, his grocer is boycotted if he furnishes him supplies, his family followed and insulted and his wife made more miserable than that of a black slave before the war. If he drives a nail to repair the house or barn the carpenter's "union" hounds him. He takes a pipe wrench to stop a leaking pipe and prevent damage to his property and the plumbers "union" does things to him. He cannot put a little mortar on a loose brick on his chimney or the bricklayers, plasterers or hod carriers "union" is up in arms and if he carelessly eats a loaf of bread that has no "union" label on it the bakers "union" proceeds to make life miserable for him.

So the white slave is tied hand and foot unable to lift a hand to better himself or do the needful things, without first obtaining permission from some haughty, ignorant and abusive tyrant of some labor union.

It would all seem rather like a comic opera, if it did not rob people of their freedom; that kind of work will not be permitted long in America.

Some smooth managers have built up the labor trust in the last few years, to bring themselves money and power and by managing workmen, have succeeded in making it possible for them to lay down the law in some cities and force workmen and citizens to "obey" implicitly, slipping them right and left of their liberties.

They have used boycotting, picketing, assaults, dynamiting of property and murder to enforce their orders and rule the people. They have done far enough to order the President to remove certain citizens from office because the "Unions" weren't pleased.

That means they propose to make the law of the unions, replace the law of this government and the union leaders dominate even the chief Executive.

This is a government of and for the people and no organization or trust shall displace it. But the unions try it every now and then, led by desperate men as shown in their defiance of law and support of law breakers.

The "union" record of assaults, crippling of men and even women and children, destruction of property and murder of American citizens during the past 2 years is perhaps 10 times the volume of crime and abuse perpetrated by slave owners during any two years previous to the civil war. We are in a horrible period of lethargy, which permits us to stand idly by while our American citizens are abused, crippled and murdered in dozens and hundreds by an organization or trust, having for its purpose,

perity and steady employment to the people of Battle Creek.

Second—To energetically assist in maintaining law and order at all times and under all conditions.

Third—To protect its members in their rights to manage their property and to dispose of their labor in a legal, lawful manner without restraint or interference.

Fourth—To insure and permanently maintain fair, just treatment, one with another in all the relations of life.

Fifth—To preserve the existing right of any capable person to obtain employment and sell his labor, without being obliged to join any particular church, secret society, labor union or any other organization, and to support all such persons in their efforts to resist compulsory methods on the part of any organized body whatsoever.

Sixth—To promote among employers a spirit of fairness, friendship and desire for the best interests of their employes, and to promote among workmen the spirit of industry, thrift, faithfulness to their employers and good citizenship.

Seventh—To so amalgamate the public sentiment of all the best citizens of Battle Creek, that a guarantee of peaceful conditions and that under such guarantee and protection manufacturers and capitalists can be induced to locate their business enterprises in Battle Creek.

Then follows articles relating to membership, officers, duties, etc., etc.

This constitution has been signed by the great majority of representative citizens including our workmen.

A number of manufacturers from other cities, where they have been suffering all sorts of indignities, inconvenience and losses from the general hall of labor union strikes, picketing, assaults and other interference, proposed to move, providing they could be guaranteed protection.

The subject grew in importance until it has reached a place where absolute protection can be guaranteed by the following broad and evenly balanced terms which guarantee to the workman and to the manufacturer fairness, justice, steady work and regularity of output.

The new coming manufacturer agrees to maintain the standard rate of wage paid elsewhere for like service, under similar conditions, the rate to be determined from time to time from well authenticated reports from competing cities. The tabulated wage reports issued by the Government Department of Commerce and Labor can also be used to show the standard rate, and it is expected later on that this government bureau will furnish weekly reports of the labor market from different centers, so that the workman when he is ready to sell his labor and the employer when he is ready to buy, may each have reliable information as to the market or ruling price.

The new coming manufacturer also agrees to maintain the sanitary and hygienic conditions provided for by the state laws and to refrain from any lockouts to reduce wages below the standard; reserving to himself the right to discharge any employee for cause.

The Citizens' Association on its part agrees to furnish, in such numbers as it is possible to obtain, first class workmen who will contract to sell their labor at the standard price for such period as may be fixed upon, agreeing not to strike, picket, assault other workmen, destroy property, or do any of the criminal acts common to labor unionism. Each workman reserving himself the right to quit work for cause, and the Citizens' Association further pledges its members to use its associated power to enforce the contracts between employer and employee and to act en masse to uphold the law at all times.

The new industries locating in Battle Creek will not start under any sort of labor union domination whatsoever, but will make individual contracts with each employee, these contracts being fair and equitable and guaranteed on both sides.

Thus from the abuses of labor unions and their insane efforts to ruin everyone who does not "obey" has evolved this plan which replaces the old conditions of injustice, lockouts, strikes, violence, loss of money and property, and general industrial warfare; and inaugurates an era of perfect justice and fairness between employer and employee, a steady continuance of industry and consequent prosperity. The entire community pledged by public sentiment and private act to see to it that each man his ancient right to "peace, freedom and the pursuit of happiness."

Other cities will be driven to protect their work people, merchants and citizens as well as their industries from the blight of strikes, violence and the losses brought on by labor unionism run amok, by adopting the "Battle Creek plan."

Then, with perfect coolness and self-possession, like a man who is master of the situation, and knows it, Mr. Smith left the room followed by the directors.—London Answers.

HAMPTON COURT VINE.

The Hampton Court vine has an offshoot greater than itself, and only ten years younger. The shoot was planted 129 years ago, and bears a crop of some 1,000 bunches. This grand old vine is growing in the Cumberland Lodge portion of the

Royal Gardens at Windsor, and is known as the Cumberland Lodge vine. It has outdistanced its parent in dimensions, in vigor, and in productiveness. Occupying a great glass structure 120 feet long by 20 feet wide, it spreads its luxuriant branches over a roof area of 2,400 feet, which is fully one-third larger than the area of the house occupied by the great vine at Hampton Court.

Over 23,000 people died in India last year from snake bites.

Result of Boycott

This city offers industrial peace now with cheap coal and good water, first-class railroad facilities and the best grade of fair, capable and peaceable mechanics known.

Details given upon inquiry of the "Secy. of the Citizens' Ass'n."

Identification.

The public should remember that there are a few Labor Unions conducted on peaceful lines and in proportion as they are worthy, they have won esteem, for we, as a people, are strongly in sympathy with any right act that has for its purpose better conditions for wage workers. But we do not forget that we seek the good of all and not those alone who belong to some organization, whereas even the law abiding unions show undeniable evidences of tyranny and oppression when they are strong enough, while many of the unions harbor and encourage criminals in their efforts to force a yoke of slavery upon the American people. As a public speaker lately said: "The arrogance of the English King that roused the fiery eloquence of Otis, that inspired the immortal declaration of Jefferson, that left Warren dying on the slopes of Bunker Hill was not more outrageous than the conditions that a closed shop would force upon the community. These men burst into rebellion when the king did but touch their pockets. Imagine if you can their indignant protest had he sought to prohibit or restrict their occupation or determine the conditions under which they should earn their livelihood," and to assault, beat and murder them, blow up their houses and poison their food if they did not submit.

The public should also remember that good true American citizens can be found in the unions and that they deprecate the criminal acts of their fellow members, but they are often in bad company.

Salt only hurt sore spots. So, the honest, law-abiding union man is not hurt when the criminals are denounced, but when you hear a union man "holler" because the facts are made public, he has branded himself as either one of the law breakers or a sympathizer, and therefore with the mind of the law breaker, and likely to become one when opportunity offers. That is one reason employers decline to hire such men.

A short time ago inquiry came from the union forces to know if Mr. Post would "keep still" if they would call off the boycott on Postum and Grape-Nuts.

This is the reply: "The labor trust has seen it to try to ruin our business because we would not join its criminal conspiracy. We are plain American citizens and differ from the labor union plan in that we do not force people to strike, picket, boycott, assault, blow up property or commit murder.

We do not pay thugs \$20 to break in the ribs of any man who tries to support his family nor \$30 for an eye knocked out.

We try to show our plain, honest regard for sturdy and independent workmen by paying the highest wages in the state.

We have a steady, unvarying respect for the law abiding peaceable union man and the most earnest desire to see him gain power enough to purge the unions of their criminal practices that have brought down upon them the righteous denunciation of a long-suffering and outraged public, but we will not favor trucks, beat the knee, wear the hated collar of white slavery, the union label, nor substitute our American citizenship under "orders" of any labor trust.

You offer to remove the restriction on our business, and with "union" gold choke the throat and still the voice raised in stern denunciation of the despotism which tramples beneath an iron-shod heel, the freedom of our brothers.

You would gag us with a silver bar and make the appeal to the American people to harken to the cries for bread of the life children whose faithful fathers were beaten to death while striving to earn food for them.

You boycott, may perhaps succeed in throwing our people out of work and driving us from business, but you cannot wrench from us that priceless jewel our fathers fought for and which every true son guards with his life. Therefore, speaking for our work people and ourselves the infamous offer is declined."

POSTUM CEREAL CO., LTD.

Note by Publisher.

The Postum Company have a yearly contract for space in this paper which they have a right to use for announcements of facts and prices. Such use does not necessarily have anything to do with editorialing the "Battle Creek plan."

CONSTITUTION.

Article 1.—Name.

Article 2.—Objects.

First—To insure, so far as possible, a permanent condition of peace, pros-