

HOW PLUMBERS WORK THE PUBLIC

Some Inside History of Master's
Association and Its
Ambitions.

BOYCOTTING INDEPENDENTS.

It Is Done to Keep the Consumer
From Installing Material
For Himself.

The master plumbers of San Francisco are brought into the glare of public opinion, in a series of exposures on trust methods, being made in that city. The count against the master plumbers is that they have organized to restrict trade in plumbing material. About six big wholesale hardware houses were in the combine with the plumbers, and they established an arbitrary price list which all were to enforce, and a fine of \$50 was to be imposed for any violation of it. This game was recently broken up in part by the enactment of what is known as the Cartwright law, and for the first time in years San Francisco enjoyed an eastern drop in plumbing prices—that is for materials.

The master plumbers, however, held their own in the situation. It works, just as does a similar organization in Salt Lake, by threat of boycott, and by actual boycott. There is no price restriction, but trade is effectively restricted, nevertheless, and it is possible that what plumbing materials are, and just who are plumbers, and consequently just who may buy, if a supply house sells to anyone not on the list, that house is boycotted.

EXPLAINS SOME MYSTERIES.

That this is done in Salt Lake is not clear, but it is certain that many plumbers will not put in plumbing material, except when bought through them, or their association, also that an outsider cannot buy plumbing materials without paying an enormous profit, that in many cases has made it cheaper for the householder to have the goods installed, rather than to try to put them in himself.

But the San Francisco association is affiliated with a national association, and backed by it. This is just what happened in the case of the butchers and grocers, who imported a national officer, in connection with the sale of the order of goods by mail order, this in trust theory being one of the principal things the association must fight—any possible source of competition.

WHO MAY BUY.

The Master Plumbers' association does not say to supply houses that they shall sell no goods to plumbing houses, no members of the association. It says they shall deal only with master plumbers, and certain other plumbers recognized by the association, but who are not members—men on whom it fears to make a fight because of the standing, and the credence that would be given public protests from them.

After saying who shall buy plumbing goods, the association proceeds to say what plumbing goods are. These are bath tubs and connections, showers and connections, lavatories and trimmings, wash trays and trimmings, soil pipe and fitting, slop hoppers and connections, cellar drains and connections, lead supply pipes, lead waste pipes, lead traps, special bellows for hot-water connections, lead sweeps and bends, brass ferrules and ground brass pipe, and certain other plumbing business. The list does not include iron pipe, as this is used outside the plumbing business. Neither does it include hot-water boilers, as they are used for compressors and gas tanks, but plumbers take care that none of them shall be sold for water-heating purposes by saying that the special hot-water unions shall not be sold to any except plumbers. When a boiler is intended for heating water, it is necessary to make the connections with special unions, and it is these unions that it is possible for no one but a plumber to buy. Therefore, it would be useless, although possible, to buy the tank.

CAN'T BUY BATHTUB.

It is not contended that it should be possible for a person to buy a bathtub at retail from a wholesale house, but it is contended that it should be possible for a dealer who wishes to handle this sort of goods to buy from a wholesale house. It is not, however. After saying what plumbing goods are and who shall buy them, the Master Plumbers' association refuses to permit its members, or those it acknowledges as entitled to buy plumbing goods, to sell fixtures without installing them.

One cannot buy a bathtub from a plumber unless the plumber installs it. It is possible to buy such a tub from a hardware store, because a tub is not exclusively a plumbing article, but a bathtub is. One cannot buy a bathtub anywhere except from a master plumber, and not from him unless he installs it.

ESTABLISHING BOYCOTT.

The master plumbers enforce this rule with the strictest kind of a boycott. Crane & Co. were so unfortunate

as to suffer from this sort of a boycott for two years. This firm has since moved to all the large cities in the United States and in the Orient. The Kansas City house sold a bathtub to a firm that was not acknowledged by the Master Plumbers' association as being entitled to buy exclusively plumbing goods. A boycott was declared and lasted for two years. Crane & Co. is a very wealthy house. It does a business that exceeds the business of the Master Plumbers' association. It sells goods that are not known as being exclusively plumbing goods, and it has a very large trade in general merchandise, and is affiliated with the association. With all these things in its favor it managed to survive the boycott but a house less fortunate situated would certainly have succumbed.

The Master Plumbers' association, feeling that it could not ruin the firm after having tried for two years, declared the boycott off. At the time the boycott was withdrawn it was asserted by the association that this firm had promised to be good in future. The head of the house later denied this assertion, but the boycott was not reinstated.

Daniel & Moller also suffered from a boycott of the Master Plumbers' association, although it was not of so long duration, nor as notorious as that declared against Crane company. Daniel & Moller repaired their faults, and the boycott was declared off. Since that time to first dealing in plumbing supplies has been the tendency of the plumbing goods to any concern not recognized by the Master Plumbers' association as being entitled to buy. At present, there is no boycott because all the houses are good.

OBJECT OF COERCION.

The object of this coercion is to prevent houses that are not in a position to install plumbing goods from doing so. Take Holbrook, Merrill & Stetson, as an illustration. This firm might receive an order from a hardware dealer for several hundred feet of iron pipe, several hundred feet of galvanized pipe, or a ship the order without the brass ferrules, saying that they were out of brass ferrules at the time. For a brass ferrule, worth 25 cents, it might be necessary to turn down an iron pipe, and the hardware dealer would be a customer of long standing. This is the effect of the Master Plumbers' association on the dealer.

MILKING THE CONSUMER.

Of course, in this case, as in all others, it is the consumer that the association is finally after. It is the consumer that gives down the milk. The only reason the association says that a hardware dealer shall not put in bath tubs is that the consumer shall not buy them from the hardware dealer and install them himself. This is the way that the plumber insists on doing, and it is here that he makes his enormous profits. The cost of any fixture is always less than one-half what the consumer pays for it installed, unless the work is done under contract.

The Master Plumbers' Association maintains no price list, but there is a common understanding that the members shall charge a profit of 100 per cent on all but contract work. Where a contractor has a whole house in which the plumbing plant is to be installed, he always submits the plumbing contract. Bids have to be submitted for this work, and there is no way by which an exorbitant profit can be made. But where a householder wants to put a new bathtub in his home in place of an old one, it is not convenient to advertise for bids on so small a piece of work and the plumber is usually ordered to do the work and present his bill.

A brass bib or faucet costs a plumber 45 cents. It requires a wrench and about ten minutes' work to install and you can buy such a bib at a hardware store for 45 cents and screw it on yourself. If a plumber is doing other work in your house he will charge you \$2.50 for installing the bib. He is to send a man to the house especially to do the work, he will charge a dollar an hour for the man on his way to and from the house, and \$5.00 an hour for a helper to carry the man's tools. It is easy to avoid this exorbitant charge, because bibs are not exclusively plumbing goods, and one can buy them in a hardware store, but the plumber is not true of a bathtub or any bathroom fixture.

SOME PROFITS.

A five-foot enameled bathtub costs a plumber \$20. The connections cost him \$4.50. Any master plumber in the city would discharge a journeyman who could not install a bathtub in an hour, provided the connections were made to the floor. The cheapest kind of a bathtub that it is possible to have installed, with all connections made to the floor, costs \$20 in this city. If any one thinks it is possible to have a bathtub installed for less than \$50, talk it over with the master plumber.

A thirty-gallon galvanized iron tank costs a plumber \$25. It requires several feet of three-quarter inch pipe to make the connections. The pipe costs nearly a cent a foot. It also requires two unions and several couplings and elbows. All these things would cost nearly 50 cents. It would take about as long to put in a tank as it would to install a bathtub. It will cost from \$12 to \$15 to have this tank installed by a master plumber, and no one else could do it, because no one else could buy the special hot-water unions, which are worth nearly 5 cent a piece.

Small lavatories cost the plumber \$5, while elaborate ones cost him as much as \$50. The fittings for a lavatory cost about the same as for a bathtub, or a little more, as they are a little bigger. Lavatory and fittings will cost the plumber about \$10. It takes about the same length of time to install one as it does to install a bathtub. In fact, any fixture can be installed in an hour, if the connections are made to the floor. A plumber will charge \$20 for such a lavatory installed.

Again the same profit is made on closets and sinks. A closet costs the

plumber \$15. The charge for installing it depends altogether on whether the connections are made. If it is necessary to furnish a four-inch lead waste, wipe joints, and run soil pipe, the cost is much greater than if the connections are made to the floor. Provided the closet is intended to be connected up, so that it had only to be connected up, no fittings are required but two long screws and a little putty. In this case the plumber's charge for installing the closet is about \$20.

An iron sink costs a plumber \$20. This is not exclusively a plumbing article, as they are used for other purposes, but it would be useless for the householder to buy one, as he could not buy the lead trap, which it is necessary to place underneath it. The connections for such a sink would bring the total cost up to \$5. The cheapest sink that a plumber will install costs from \$10 to \$12.

OVER 100 PER CENT.

This profit of about 100 per cent is maintained throughout the business. It is not maintained by means of a fixed price list, as has been stated, but by means of restricting the number of firms that can buy. By making it impossible for householders to buy hardware stores to buy strictly plumbing goods, the business is kept in the hands of a few, and it becomes easy to maintain a price without the aid of a fixed list.

If the head of a supply house was consulted on this subject, he would say that the refusal to sell plumbing goods to any but plumbers was a trade condition. Doubtless this is true, but it has become a trade condition through the intimidation and coercion practiced by the Master Plumbers' association. No plumbing supply house would offend a hardware dealer, who was a good customer, by refusing him merchandise, if the house was not coerced into doing so by fear of boycott.

Hard Times in Kansas.

The old days of grasshoppers and drought are almost forgotten in the prairie Kansas of to-day, although a citizen of Caddo, Earl Shamburg, has not yet forgotten a hard time he encountered. He says: "I was once out and discouraged by coughing night and day, and could find no relief till I tried Dr. King's New Discovery. It took less than one bottle to completely cure me. The safest and most reliable cough and cold remedy and lung and throat healer ever discovered. Guaranteed by Z. C. M. I. Drug Store, 112-114 South Main Street, Deseret and \$1.00. Trial bottle free."

Huggy and team harness, waterproof blankets. Z. C. M. I. hardware dept.

SCENES IN THE HOLY LAND.

Interesting Illustrated Lecture in the
Tabernacle Friday Evening.

One of the most interesting of conference entertainments this fall will be the illustration by stereoscopic views of the "Holy Land" in the tabernacle on Friday evening, Oct. 4. The photographs, which are slides, are taken from the trip made by E. M. Johnson, who accompanied Madame Lydia M. Mountford on a trip to Palestine in 1904. In the interest of the world's fair at St. Louis, Mrs. Mountford is making the most noted Palestine lecturer and illustrator in the world. An exhibition begins with pictures of Jerusalem and shows among other things the house where Peter received a vision of the knowledge that the gospel was free to all mankind. The self-baptism of hundreds of pilgrims in the Jordan, the Valley of Jericho, the garden of Gethsemane, the stations of the cross, the rock of Abraham, the great city wall and many interesting sites are taken from the slides to be shown. Types of the inhabitants, Jewish, Arab, and Turkish, little shepherd girls and dignified Bedouin sheiks, ecclesiastics and camel drivers, high officials and "beavers of wood" combine to illustrate every phase of society as it exists in that land today.

The services of Prof. J. J. McCallan have been secured for the lecture, and the great organ will be a feature of the evening's entertainment.

Henry E. Jones of Tampa, Fla., writes: "I can thank God for my present health, due to Foley's Kidney Cure. I tried doctors and all kinds of kidney cures, but nothing done me much good. I took Foley's Kidney Cure. Four bottles cured me, and I have no more pain in my back and shoulders. I am 62 years old, and suffered long, but thanks to Foley's Kidney Cure I am well and can walk and enjoy myself. It is a pleasure to recommend it to those needing a kidney medicine." For sale by F. J. Hill Drug Co., "The Nerve Substitutors."

Call Bell Exchange 100 to reach State Fair Grounds by Telephone.

WHERE IS BERT ROGERS.

Police and Sweetheart Are Left in the Lurch by Young Mail Driver.

The haste with which Bert Rogers left town has caused all sorts of wonder in circles interested in the young man. He went so quickly that he even failed to bid his sweetie a good-by. "Tell Ida I still love her," was a note given to a friend as the parting word of lover to sweetheart. Some think he has gone to Kentucky, where his police friends are said to live in luxury and ease.

A short time ago Rogers was before Judge Diehl to answer for carrying concealed weapons. Rogers is a coal driver and widower who has been tied to his good character and reputation secured an indulgence of the court. When he was to appear for trial, however, as they are a little short an officer armed with a bench warrant has been unable to find him.

His Dear Old Mother.

"My dear old mother, who is now eighty-three years old, thrives on Electric Bitters," writes W. J. Brunson of Dublin, Ga. "She has taken them for about two years and enjoys an excellent appetite, feels strong and sleeps well." That's the way Electric Bitters affect the aged, and the same happy results follow in all cases of female weakness and general debility. Weak, puny children too, are greatly strengthened by them. Guaranteed safe for stomach, liver and kidney troubles, by Z. C. M. I. Drug Store, 100.

MATHONIAH THOMAS

Has moved to Suite 502 Utah Savings & Trust Co. Bldg.

EVENING MISSIONARY CLASS

The evening missionary class of the Latter-day Saint University will be organized in room 301 of the Business College, Monday evening, Oct. 7, at 8 o'clock and will meet thereafter on Monday, Wednesday and Thursday evenings of each week. The course is free to all who desire to take it. Instruction and training designed to prepare young men and women for missionary work at home and abroad will be given. Those intending to join the class should do so at the earliest time possible.

Y. M. M. I. A

Great Truths—Jordan.....25c
Strength of Bones.....40c
Sins Magnified, cloth gift top.....50c
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Ladies' 11.50 hand bags for35c
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Best sewing machine oil per bottle, 5c
Vaseline per bottle15c
Cloth Brushes10c, 15c, 25c, up
Hair brushes10c, 15c, 20c, up
Good tooth brushes1c
2 BUNCHES HAIR PINS FOR1c
10 BARS BEST LAUNDRY SOAP FOR25c
5 Bars finest Tar soap for25c

Clothing Bargains

Boys' knee pant suits95c up
Boys' knee pants25c up
Men's Suits worth \$9.00 to4.95
Ladies' Undergarments4.95
Men's suit suits worth \$9.00 to4.95
Ladies' Undergarments4.95
Men's Pants75c up
SOME GREAT BARGAINS IN MEN'S OVERCOATS.

Ladies' Coats and Skirts

Ladies' long coats latest styles \$2.95, \$4.00, \$4.95 and up.
Ladies' Undergarments\$2.49 up
LADIES' UNDERSKIRTS\$4.99
Ladies' Sateen Underskirts from 69c up
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TOP COATS, \$9.00, \$12.50, \$15.00, \$18.00, \$20.25 up to \$35.00.

BOYS' SCHOOL SUITS, \$1.85, \$2.00, \$2.50, \$3.75, \$4.50 to \$7.50.

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Cures Coughs, Colds, Croup, La Grippe, Asthma, Throat and Lung Troubles. Prevents Pneumonia and Consumption

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PROBATE AND GUARDIANSHIP NOTICES.

Consult County Clerk or respective signers for further information.

IN THE DISTRICT COURT, PROBATE Division, in and for Salt Lake County, State of Utah. In the matter of the estate of John S. Siddleway, Deceased. Notice. The petition of Robert H. Siddleway, administrator of the estate of John S. Siddleway, deceased, praying for the settlement of final account of said administrator, and for the distribution of the residue of said estate to the persons entitled, was read at a public hearing on Saturday, the 29th day of October, A. D. 1907, at 10 o'clock a. m., in the County Court Room, in Salt Lake City, Salt Lake County, Utah. Whereas the Clerk of said Court with the seal thereof affixed said Court with September, A. D. 1907.

NOTICE TO CONTRACTORS.

Sealed proposals will be received for the construction and setting in place of eight steel cages with cots, etc., complete in the Murray City Jail, according to plans furnished by N. E. Edgerly, City Engineer, Salt Lake City, Utah. Bids for the above work will be opened by the City Engineer at Murray, October 16, 1907, at 8 o'clock a. m. Bids must be accompanied with a certified check of \$1 per cent of the amount of bid made payable to H. Bishop, City Treasurer.

NOTICE OF SALE OF REAL ESTATE

The undersigned will sell at private sale, the real property hereinafter described, or any part thereof, situated in Salt Lake County, State of Utah, on or after the 10th day of October, 1907, at 10 o'clock a. m., and written bids will be received at the office of Brigham Clegg, 411 South Main Street, Salt Lake City, Utah, until the day of sale, on or before the day of sale.

Said property to be sold described as follows: Commencing at a point five (5) rods east of the northwest corner of lot three, block thirteen (13), plat "B," Salt Lake City Survey, and running thence east seventy-two and one-half (72 1/2) feet, south thirty-four and one-half (34 1/2) feet, thence west seventy-two and one-half (72 1/2) feet, thence north thirty-four and one-half (34 1/2) feet, to the beginning, situated on the east side of the City of Salt Lake, State of Utah.

Commencing at a point two rods north of the southeast corner of lot seven (7), block twenty-three (23), plat "B," Salt Lake City Survey, and running thence north two and one-half (2 1/2) rods, thence west nine (9) rods, thence south two and one-half (2 1/2) rods, thence east nine (9) rods, to the beginning, situated on the east side of the City of Salt Lake, State of Utah.

Commencing at the southwest corner of lot six (6), block sixteen, five-acre plat "A," Big Field Survey, and running thence north thirty-four and one-half (34 1/2) feet, thence east fifty-five and one-half (55 1/2) feet, thence north one hundred and nine feet, thence east one hundred and nine feet, to the beginning, situated on the east side of the City of Salt Lake, State of Utah.

All of lot seven, in block seven, five-acre plat "A," Big Field Survey, containing five acres of land, and the half of the street adjacent, said lot and acreage, all situated in Salt Lake County, Utah.

All of lot eight, block eleven, section sixteen, in T. 34 N., R. 12 E., S. 4, containing one acre, situated in Salt Lake County, Utah, and containing 10.47 acres.

Lots numbered eleven, twelve, thirteen, fourteen, fifteen and sixteen, Salt Lake Survey, containing one acre and one-half (1 1/2) acres, in Delong's Second Addition, being a subdivision of lot five, in block sixteen, two-acre plat "A," Big Field Survey, according to the recorded plat now on file in the recorder's office of Salt Lake County, Utah.

CAROLINE BRIGGS

Administratrix of the Estate of James Briggs, Deceased.
Dated Sept. 25, 1907.
Brigham Clegg, Attorney for Estate.

J.F. BOES

MFG. JEWELER
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