

# THE CARRIERS.

Lively Times in the Circulation Department.

Journal Delivery Department Reaches Circular Stage.

Carriers Get Fabulous Price Hence Value Privileges.

HIGH PRICED LABOR.

Many Carriers Earning Twenty-Five Dollars Monthly.

And Will Continue to Do So Under New Plan.

A BOON TO STUDENTS.

One Dollar and More An Hour Paid for.

A Little Work and Some Exercise Daily.

Progressive people and progressive papers always have obstacles thrown in their way. It is the fast runner who is in danger of being tripped; the slow footed never reach the goal in time.

In our efforts to give the people of Topeka and the state of Kansas a first class newspaper in every respect for every day in the year, there are naturally a few ties, boulders and other obstructions thrown on the track of the "20-Page Limited."

In the 20-page flying wedge which was started into the city of Topeka last Sunday morning there have been a few people whose toes have been slightly stepped upon, maybe, and who have thrown out their feet in an effort to overthrow the paper.

The carriers of the Topeka State Journal probably constitute the highest paid labor in the city of Topeka.

Many of these carriers, who are circulating petitions today, claiming that the State Journal is making a "small profit of less than four cents per week on each subscriber," are making more money than many a kindly disposed advertiser or subscriber who signs the petition without knowing or asking the State Journal's side of the controversy, because, naturally, he would not refuse to sign any such petition.

Many carriers have been making from six to ten dollars a week, twenty-five to forty dollars a month, for an average of an hour or two of the evening after school for pleasant exercise. How many who signed this petition are making no more working ten hours daily at hard labor.

The story is told that Rev. Father McCabe, one of the best men who ever lived in Topeka, once circulated a petition on a vague asking that F. S. McCabe himself be hanged for his crimes and misdemeanors, and thirty people attached their names before they discovered the joke.

We presume a petition could be circulated in this town, particularly around the state house grounds, in the treasury, or attorney general's office, asking that the editor and proprietor of the State Journal be hanged, probably sixty or more people would sign it. Some of them would mean it, too.

People have telephoned us that they received a circular which was inserted in a copy of the State Journal delivered to them, and which they presumed we had not authorized, and were asked, "How about this carrier business?"

In the first place, this insertion of this circular was a violation of one of the rules of this paper, that no circular or matter of any kind shall be inserted in a copy of the paper for the delivery of which we pay and pay well.

The carriers had asked us to print this circular in the State Journal last evening we would have done so without cost to them and it would have been printed in every copy of the paper circulated in this city.

However, as this is a matter of special importance to the carriers, we will state any and all properties in this particular instance.

The forty-three carriers of the State Journal are such a nice lot of young men that we can't find anything reflecting upon them. There is certainly not a better lot of newspaper carriers in Kansas than our own. They are high-minded, honorable, faithful and industrious and in the rarest of occasions that have caused any friction between the carrier and the paper and any other department.

An Unkind Circular.

It is human nature to represent one's own side. Without apparently realizing the gross injustice that the carriers are doing the proprietor of this paper and the injury that they are bringing upon themselves, they have scattered broadcast over this town a circular which has poisoned the minds of some of our readers.

We presume hundreds of people have signed some petition against the plan of this paper, and these people have attached their signatures without hesitation at the solicitation of a carrier, and knowing but one side of the controversy. We have heard of it, people have signed petitions without thought and as a rule merely to get rid of the solicitor. Accordingly, petitions have little weight.

Original Plans Will Be Carried Out.

So far as the State Journal is concerned, we care not if 5,000 people sign a petition of this character. We will consider the matter, but it will have the same effect on us that it would have on you, the reader, when you know obviously that the signer put his name there without being informed as to the situation except from the carrier's side, when he had not heard our side.

Greatest Carrier Proposition in the State.

We might even forgive the carriers for some of their indiscretions, but we

wish to say here and now that this movement of the State Journal, in its carrier department, has been in preparation for years. The editor and owner of this paper, who is writing this article, has on deposit in the bank of the city several thousand dollars, the surplus accumulation of many years' work in this city. He is prepared to spend all this money, if necessary, in carrying out his plan.

It is the State Journal for Sunday morning along the lines he has marked out, and one of these plans is to charge the carriers one cent for the twenty-page paper, and not to increase the rate to the carriers, as the subscriber may imagine. We are really decreasing it. Carriers have paid one cent per copy for many years, and this is the rate we pay. We are now offering them a twenty page paper for one cent—that is to the carriers, mind you. To everybody else it will be five cents, or six cents, even to newboys and newspaper dealers.

The people who are associated with the proprietor of this paper in conducting the State Journal understand their business. We all know the newspaper business better than college students, and yet we like college students and young men of this town. We have never had a carrier who would not pay spot cash for the new press next month.

The carrier of this paper had used one-fourth of the energy in getting additional subscribers (which are coming in by virtue of the Sunday paper), in getting the State Journal to the subscribers' routes sufficiently to more than offset the difference between three and four cents.

One who offered the carriers twenty cents per hour to solicit their own routes, but they have generally refused to do so, fearing evidently they might get so many subscribers that they would at once make more money under the new plan than they did under the old and refute their own tale of woe.

It is an astounding fact that in interviewing personally two-thirds of the carriers, scarcely one of the two-thirds would solicit subscribers. What do you think of that? We have never a greater proposition offered to the people of Topeka than the one we are now making, to put in a twenty page paper for one cent.

Now to the circular. Here it is, and here are our replies to it. Please read the circular carefully and read our answers to each paragraph of it.

Here is the carriers' circular verbatim:

To the Subscribers of the Topeka State Journal.

The following statement is an explanation of the action of the carriers of the Topeka State Journal in regard to the recent action of the company in publishing an edition of the paper for Sunday.

The State Journal is distributed over the city of Topeka by forty-three carriers, a large majority of whom are students either in high school or college.

It has been the policy of the Topeka State Journal to recognize the transfer of the different routes from one carrier to another, and to make them secure five hundred to one thousand dollars, depending upon the size and location of the route. In many cases this money has been borrowed from the carriers, and they have purchased a route and thus work his way through school.

The price of the Journal has been a cent per week for each subscriber. The carrier pays to the State Journal three cents a week and earns for himself four cents a week on each subscription. Out of this he must pay the cost of the carrier stands all losses on collections.

On Saturday, September 30th, the company announced that they would increase the price of the paper for Sunday, and arbitrarily increased the rate to the carrier from six cents to seven cents per week for each subscriber, the subscriber paying three cents per week for the paper, and the carrier's profit is reduced to three cents per week on each subscription, out of which the losses on collections, out of which the carrier must make seven deliveries each week instead of six, the additional delivery being at a most unseasonably hour.

We consider this new arrangement unfair and unjust for the following reasons:

1. The carrier's already small profit on each copy of the paper is reduced to less than three cents. Although one cent a week on a single subscription may seem a small profit, it is a profit on each copy of the paper, and the carrier's profit is reduced to less than one cent on each copy of the paper, and he is forced to continue to carry on account of the money which we have invested in our routes.

2. The carrier is forced to reduce his rate to three cents a week will make paper carrying no longer desirable or profitable. The present carriers bought their routes for four cents per week, and the reduction to a three cent basis will make it impossible for the carrier to sell his routes for the amounts which they are paid for them; in fact, they will be forced to sell at a very great sacrifice.

3. While the carriers do not object to the increased work they do object to the increased work they do not object to pay. They believe this manifestly unjust.

The carriers have always been glad to accommodate their subscribers in every way possible. We are willing to carry the seven issues of the paper at the same price of four cents per week and have asked the Topeka State Journal that we be allowed to do so. This offer has been flatly turned down.

We believe that our subscribers will see the injustice of the Topeka State Journal in asking us to carry the paper at the proposed rate.

The carrier of this paper might state that the Topeka Daily Capital is publishing a seven day paper, but in justice to their carriers allow them the same privilege. The Capital is delivered every morning, every route, and we believe that our subscribers will realize what it means to a student in the midst of his school course, to be able to read a paper every morning without having to pay for it.

As our carriers, we have never hesitated to deliver our paper at a reduced rate at all times and in all weather. We feel certain that you will recognize the fairness of our cause and we ask every reader to sign every morning whether our present carrier deliver the papers or not.

Everybody else about this office and in the whole town will have to pay money and they will make no gloomy thoughts or morose forebodings.

The State Journal is a cheerful paper, and it takes a cheerful view of things, even when it throws in a twenty-page paper to the carrier for a cent and to the subscribers for nothing.

E. W. Brown, a student at Washburn, carries State Journal route No. 1, located between the east side of Kansas avenue and the side streets to Quincy from the north street to the Kansas street. He carries 178 copies of the State Journal, but just now has a substitute carrying his route for the reason that he is playing football at Washburn. If he carried this route, as he should, and worked and canvassed the territory properly he would be carrying a great many more copies. The State Journal has been so friendly to Washburn and the carriers generally that it has permitted at times a substitute to be put on a route when the regular carrier is on vacation. This is a most deplorable thing, and it is a most deplorable thing that the substitute should receive the entire profit on the route. A carrier has no business to be absent from school, or on vacation, and regular and prompt delivery of his papers, but we permitted Mr. Brown in this instance to put on a substitute.

By paying the low price of one cent per copy for the 20-page Sunday edition (and carriers have cheerfully paid one cent for a 20-page paper and even for an 8-page paper to other dailies), this carrier, presuming that not a single additional subscriber can be secured, will make, under the plan which will now be enforced, the sum of \$3.75 per week, or about a dollar an hour—a little more if he takes less than one hour for his delivery, a little less if he consumes more time, whether he be slow or swift, cycle or foot.

R. W. Ayers, a student at Washburn, carries State Journal route No. 19, lying east of the Santa Fe shops, and between the Santa Fe shops and the Kansas street. He carries 190 copies of the State Journal, but just now has a substitute carrying his route for the reason that he is playing football at Washburn. If he carried this route, as he should, and worked and canvassed the territory properly he would be carrying a great many more copies. The State Journal has been so friendly to Washburn and the carriers generally that it has permitted at times a substitute to be put on a route when the regular carrier is on vacation. This is a most deplorable thing, and it is a most deplorable thing that the substitute should receive the entire profit on the route. A carrier has no business to be absent from school, or on vacation, and regular and prompt delivery of his papers, but we permitted Mr. Brown in this instance to put on a substitute.

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