

Another scheme is explained by the following circular :

NEW YORK, June 11, 1886.

*Dear Sir :* No doubt when you receive this letter you will say it is some trap set for you to get you into trouble ; but such is not the case. I promise you this, as true as there is a God in heaven, I obtained your name through a friend of mine who passed through your place, as this is all I know of you ; and on my solemn oath I speak the plain, candid truth ; and I swear before the Almighty God in heaven, my purpose is far from harming you either in word, look or action ; and should you make up your mind to answer this letter, I will give you my word and honor that no person, man, woman or child, shall ever hear from my mouth the least thing that ever passed between us, and I will keep this promise as sacred as I could my oath before God in heaven.

I will be plain with you. I am dealing in articles, paper goods, 1s, 2s, 5s, 10s and 20s—(do you understand?) I cannot be plainer until I know your heart is true to me, then I will send you full and plain particulars that I mean you right, and will satisfy and convince you that I can furnish you with a fine, safe and profitable article, that can be used in any manner and for all purposes, and no danger. Now understand me fair and square ; I ask no money in advance nor do I want it. I want to give you plain and positive proofs that, should I give you my assistance, I can and will help you out of any money or business troubles you may be in, and no matter to what extent ; and no power on the face of God's earth need ever be the wiser for it unless you betray me ; and as my intentions are square and upright to you, and as I never have or will harm you by word, look or action, I ask you before heaven, as a man of honor and principle, not to expose or betray me. And if I have made a mistake in sending you this letter, I ask you to forgive me, and let the matter rest where it is, for my intentions are as upright to you as heaven itself, for a man can have honor and principle no matter what his business may be in this world, so do not harm me, for my motto in this life is and always has been, if you can't do a fellow-being some good, do him no harm, no matter what his calling may be.

Now a word of advice in regard to this business. There are some unprincipled men in this city advertising goods the same as mine. But before God and man they are far from it. They will send you circulars and promise all kinds of things, and should you be foolish enough to send them money, that is the last you will hear of them or your money, and there are other firms here dealing in green goods of a very poor quality and not safe to handle. Now I am not writing this letter through malice or selfishness to get your trade, but to warn you against them should you at any time receive their circulars (as these people have their agents going from one State to another, getting storekeepers' names, and in fact names of people in all kinds of business), and should make up your mind to write and place confidence in me, with a view of trading with me, I will take it as matter of honor and strict friendship between us, if you will notify me these people send their circulars to you, as I will prove they are not reliable men to trade with, and this is the Almighty God's honest truth, as I am the only person who can furnish you with a safe and profitable article that will stand a critical test, and I will prove each and every promise I have given you before I will expect or receive one dollar.

I will as a test of honor and confidence on your part request the return of this letter. I will then know you mean me no harm, for I will not answer any communications unless it is returned to me.

I will not deviate from this rule, and on my sacred oath and honor, before God and man, I will return yours.

Yours in honor and friendship.

Since 1869, the sawdust business has grown and prospered. The operators work carefully, their only fear being lest some detective be entrapped. The police have tried over and over again to get at the swindlers, and although they are known it is next to impossible to obtain proof against them. The victims refuse to appear against them, for the very fact of having had dealings with the sawdust men closes their mouths, for fear the transaction would be made public. In this way the sawdust business goes on.