SOME SLOPE SPECIALTIES.

How the Guarantee Method of Fruit Farming Pans Out.

WORKERS WHO SHOULD GO THERE.

No Place for the Hewer of Wood and Drawer of Water.

THE SHIFTLESS BETTER REMAIN BAST

[WRITTEN FOR THE DISPATCH.] In a previous chapter the enterprising "Town Boomer" of the Northwest was permitted to show by a glittering array of figures not only the great growth of that section in the past-a growth which is not disputable-but he also assumes that an equal or greater ratio of increase is assured in the future, and on this airy capital, brains and brawn are invited to enter into the "Promised Land," I submit that the proposition is untenable, delusive and misleading. Nearly everybody believes that there is a greater probability of increase in value of cheap available land than of dear land or land that has already been "boomed" beyond its normal value. As the cheap Western land gives place to the higher priced land it becomes less inviting to both labor and capital, and then the corner stone of new "magie cities" disappears. There are very many reasons why the mushroom growth of the past cannot be continued. Growing scarcity of tillable land, restriction of foreign emigration, scarcity of manufactories, poor prospects for remunerative labor, the growth of small towns which operate as "suckers" of the growth and vitality of the larger cities-all these contribute to show the fallacy of the "Boomer's" proposition. In a circular issued by the Board of Trade of Helena this suggestive paragraph occurs: "St. Paul and Minneapolis have their Chicago and Duluth, Portland its San Francisco and Tacoma, cities that not only share their trade, but destroy the circle of their commercial empire.' Artificial Growth of Cities,

240 "town sites" have been laid out. Assuming that many of these, at present merely "blue print" towns, will become "magic cities," will they not draw away just so much population and trade from larger and older cities, like Portland and Seattle, and impair, if not destroy, the circle of that commercial empire? If you accept the business theory that a large city is a more desirable factor of growth than a number of smaller ones, would it not have been better for every interest in the State of Washington, except "terminal" speculation, if the energy and capital and railroad backing which were put into Tacoma had been added to Scattle, and thus made one city of say 100-000 population, instead of two rivals, and business "cut-throats" of say 50,000 each?

Between Fairhaven and Portland some

The question answers itself. The growth of Sound and Coast cities out here is in man instances purely artificial. Portland and Seattle are commercial rivals. When the census of these cities showed a population verging on 50,000 each, it is related that Portland got on a "high horse" and said:
"This must not be. We will annex East
Portland and Albina and add 20,000 or so to Portland and Albina and add 20,000 or so to our population, and Scattle must take second place." Accordingly an annexation was effected, and Portland now proudly points to a population of 75,000. They forget in this comedy of "The Rivals" that mere annexation is not growth and the population of Oregon had not increased a single soul by this consus fictions. soul by this census fiction.

But to the outer world the census had shown indeed a "magic" increase of 15,000 to 20,000 souls in a single day! Very many, if not most of the "magic" cities out here are laid out more with an eye to quickly en-rich the "Town Siter" than with any view to future growth or greatness. I apprehend that great cities are not made in that way. It has been tried with variations since the birth of time, and its projectors have not been pleased with the outcome. This kind of booming makes an artificial and fungus growth that is unreal and is sure to be disappointing. Mere growth of itself in a country like the United States is the natur-When Oregon or Washington point to their growth we need only remark that Pennsylvania, without a boom, has grown 23 per cent in the last decade; that the other Washington, D. C., has grown 29 per cent, and that the United States has

grown in 15 years 48 per cent. Natural Laws Must Govern Growth. Growth, except under healthy and natural

conditions, is not a thing to which we may point with pride. It depends on how you look at it. Emerson says the true test of growth is not the census or the crops, but the kind of men you turn out. But that is too philosophical a view for our purpose. Pithole and Boomtown may grow up in a day and disappear in a day, but the granite feet remains that the "town sites" which are nerely "sites" to sell, never made a city.

It is the law and the prophets. Cities grow and prosper greatly only in localities where trade and population naturally center. There is a good deal of Darwinianism. in nature's apparent waywardness, and natural selection is not altogether a myth. The energetic speculator may push his "button" and cry out Eureka on his favorite "site," but natural laws assert them-selves. Run your eye over the map of the world and observe how Carthage and Constantinople, London and Liverpool, Venice and Paris, Chicago and New York, Pittsburg and New Orleans are located. Waterways and natural advantages determined the future of these and all great cities. I intended pointing out more in detail the absurd claims of many of these Pacific slope booners, and "town site" proprietors, but, when we consider that even the surveyors pins in scores of these "blue print" towns are no longer visible or traceable, I think I may permit the case to go to the jury with-out further argument and proceed to consider other features of "Slope" life.

Fiction Easier to Find Than Fact. It is not an easy matter to get the exact facts as to the situation, as most people in the vicinage are more or less interested in the boom, either as land holders looking for a "jump," or bankers or syndicates only too willing to promote a "jump" on land values. Exaggeration is bad enough. Concealment, the suppressio veri, is worse. I was informed that last year when the hospitals of Tacoma were crowded with typhoid fever patients—900 patients lingering in the wards—the fact was carefully concealed by the newspapers and the "boomers" generally all on the theory that such news would hurt the town and keep away investors. You can get all varieties of mis information here in quantities to suit. You can get in fact anything you ask for—from champion apricots or pumpkins to the champion liar. It is odd enough, but the cities in this latitude seem to be built that

way.

Having outlined in possibly somber colors some of the drawbacks incidental to hustling, and quick money making in the Northwest, I may, with equal candor, now

consider some of the "Slope" specialties in which without being overdone there is big money from sunrise to sunset, and among them are fruit raising, wheat raising, sheep raising, hop raising and banking. Pacific Coast Fruit Culture.

Peaches, apples, plums, apricots, pears, cherries, quinces, almonds, grapes and prunes grow to great perfection almost anywhere on the plateaus, in which this country abounds. But in fruit raising, as in most the lines of affect, the biggest profits are other lines of effort, the biggest profits are made by those who devote their energies to specialties, and the money-making special-ties on the coast and hundreds of miles inland at present lie in the direction of prune cultivation. Prime lands can be purchased in Washington and Oregon (the latter State seems best adapted to their perfect cultivaseems best adapted to their perfect cultivation) at from \$20 to \$200 per acre, according
to the character of the land and distance
from cities and railroads. I visited the
Portland Exposition while in that
city, and I must say that
I was more than surprised at the fruit exhibits of Oregon. I thought I had seen
some perfect fruit specimens in portions of
Jersey, Maryland and Delaware, but nothing I had ever seen in these States, and I
was somewhat of a painstaking observer in was somewhat of a painstaking observer in this connection, approached the Oregon fruit in richness of color, size and flavor. The Oregon and California apples, I think, were an exception, for, while large, they lacked in some varieties the sweetness and flavor of Fastern fruit. But the preches and flavor of Eastern fruit. But the peaches, pears and prunes were superbly luscious pears and prunes were superbly luscious and fine looking. Land best adapted for fruit is found mostly around Portland, in the Rogue River Valley, which is called the Italy of Oregon, for 50 miles either side of Madford near Oceans. City and around Medford, near Oregon City, and around Salem, almost everywhere in the Willamette Valley; in the vicinity of Vancouver, Clarke county, and in most parts of Benton

county. How Fruit Lands Are Sold. Some of this land is sold on the Eastern installment plan of monthly payments. Here is a plan of one of the Oregon fruit

companies: You pay us \$250 for an acre, planted with any fruit trees you may name—terms, \$20 cash and \$10 a month until paid—no interest, no taxes, no other charges for two years. We pay all costs of planting and caring for it. With 100 trees to the acre, this means 10 cents a month for two years for a fruit tree, or \$2 50 for a matured, bearing fruit tree. It will be worth and will pay interest on \$750 at the end of the two years. at the end of the two years. Another company offers fruit land on these slightly different terms:

these slightly different terms:

The —— Oregon Land Company is engaged in planting and cultivating fruit trees, having now growing 35,000 fruit trees of their own planting. These trees are planted for parties for the sake of a first-class investment, and in other cases for professional people who have not the time to look after the work themselves and yet are desirous of having their money invested in something that will bring them a good income and also ravidly increase in value. The company takes pleasure in showing these orchards to people desiring a safe and very profitable investment, and will continue to set out and cultivate in trees at \$150 per acre, which includes the land, (first-class fruit land) the trees, setting out, cultivation, pruning and resetting, for three years, terms made to suit the purchasor.

As space will not permit giving all the

As space will not permit giving all the various forms of fruit land selling I append here a few specimens which go more or less di so clearly as to leave little to be added;

di so clearly as to leave little to be added:

DEAR SIR—In reply to your favor just received I beg to say that "—— land" comprises about 400 acres, and is situated about— miles (as the crow flies) south of —— city; 20 miles by river and 22 by rail. The Southern Pacific Railroad runs within half a mile of this tract, which lies between that road and the Willamette river, also close at hand, so that cheap transportation can always be had both to this city and farther up the fertile Willamette Valley. We have already set over 100 acres to Italian prune trees (placed 20 feet apart, which allows over 100 trees per acre, and propose to set an equal amount this fall. We have surveyed and platted the tract into five acre lots which we are selling for two hundred (\$200) per acre, or one thousand (\$1,000) per lot. Terms one hundred dollars (\$100) cash, (on delivery of bond) and \$100 every four months. This allows the purchaser three years' time in which to pay for his lot, while there will be no interest or taxes for him to pay. This price not only pays for the land, but also the care of it for three years; the clause covering this part of the contract reads as follows, viz.: "And the said first reads as follows, viz.: "And the said first party agrees to set said tract of land at the carliest suitable season to prune trees. 20 feet apart each way, and carefully cultivate the same for a term of three years, from five to eight times annually, according to the need of wet or dry seasons; and prune (srim) all trees once each year in a practical way, so as to produce symmetrical trees, and will reasonably reset all trees that for any cause may not live." This insures an orchard where every tree will be living, and a majority of them will begin bearing at the end of three years. The following is an estimate of the annual yield per acre, compiled from information given by some of the principal prune growers in the vicinity:

Fourth year. \$ 50 Eighth year.
Fifth year. 200 Ninth year.
Sixth year. 300 Tenth year.
Seventh year. 500

Some of these companies will enter into a contract with the purchaser, agreeing to purchase the fruit for a term of years at purchase the fruit for a term of years at such price as will guarantee 25 per cent profit per annum on the investment. Whether they can do this, profiatbly I can-not say of my personal knowledge, but vast quantities of this land is sold yearly to non-residents, and if there was any fraud about it it would probably come to the sur-

Another company offers land in this way: 

Those ten acres will keep a family by cultivating corn, potatoes, etc., until the fourth year, when the fruit will yield

\$500 per acre, and the first year's crop will make them pay for the entire outfit.

make them pay for the entire outfit.

Still another proposition is in this shape:
One, two, three, five or ten acres at \$200 per acre, in prunes or peaches cared for till three years old, payable \$10 cash and \$5 per acre per month, with interest at 8 per cent on deferred payments. The land sold is all under fence and trees, with 100 trees to the acre. Each tree is assumed by experts to grow in value \$1 per year, which makes the land on which you are paying \$61 per year grow at the rate of \$100 per year, in addition to the general growth in land values. A bond for double the amount of the purchase money is given on the first payment which covers the contract to cultivate the land and care for the trees; and the principal bank in the place will agree to cause an examination of the title and see that the deed covers the land and the contract for its improvements, and is put on record in the County Clerk's office, and the bank will receipt for future payments.

ceipt for future payments.

These are offered not only as an investment to people of means, but arrangements are being constantly made with parties without a dollar, who will be sold land, the price to be paid in work for the company on adjoining fruit farms at fair prices. Practical orchardists are employed in the selection and planting of the trees by most of the companies, and in many cases the owners agree to take all the risks and guarantee good results. I would suppose that in every instance the fulfillment might not run even with the prospectus, but I do not

know of any such.

The Product Large and Luscions. The fruit in many instances that I personally inspected were in size marvelous, them?

and in flavor exquisite. Fruit pests are rarely seen, and most fruit trees bear the second or third summer after setting out. The yield as a rule is quite large. Peaches yield an average of 100 pounds to the tree each year, which sell at the low average of 2 cents per pound. Trees cost \$8 to get them to that fruit-bearing stage, when they pay 10 per cent. or \$1,000 per acre, or on cost say 50 per cent. The cost of picking, boxing and loading is about 16 cents per package, and the product is sold all the way from Indianapolis to London. The climate is laden with moisture and the soil best suited for fruit culture is denudations from the surrounding mountains, Basaltic in character, rounding mountains, Basaltic in character, and similar to the fruit producing districts of France and Italy. Land can be bought outside of these companies by parties who will do their own cultivating at \$20 to \$40 per acre, which will yield as much fruit of superior quality as the California land at \$500 per acre. It is claimed as based on experience (not my experience), that ten acres of fruit land in Oregon will yield a larger income and a more certain one than 160 acres of grain or stock farm in the Mississippi Valley. The average profits of prune culture for instance are two-thirds of the gross receipts. It is a hardy crop, a prolific bearer, a staple article, not troubled with pests, allows time to pick, and can be dried by the sun

What the Pacific Coast Wants. What this country wants is producers. One thousand dollars a year is not a large income, but it requires \$30,000 worth of Government bonds to produce that amount. Such land as this is even better than Gov-Such land as this is even better than Government bonds when you come to make a family comparison. The ordinary living expenses of a family of five, living as Americans ordinarily live, is not less than \$1,500 per annum. It would require \$40,000 in Government bonds to produce this income. Yet it has been demonstrated time and again that this family of five on ten acres of fruit land in scores of places in Oregon with prunes, and an ordinary crop at ordinary prices will yield \$2,500 to \$3,500, or about as much as \$80,000 on Government about as much as \$80,000 on Government bonds will yield, besides keeping the fam-ily and paying for some incidental labor on the farm

independent of capital or canneries.

This is no mere theory. People are do-ing it every day. While en route to the Slope I met quite a number of well-to-do families from Pickaway, O., who were going to Oregon to operate ten-acre prune farms. They left thriving homes in Ohio to go to a country where land was ten times cheaper and nature was ten times more procheaper and nature was ten times more pro-lific. They were a laborious, managing kind of people, had sent scouts ahead to test everything in the fruit and farming line and on their re-port were proceeding to squat and grow up with the country, and the probabilities of making in a few years more money than the average Ohio Con-gressman.

No Place for Common Laborers While Oregon is a great fruit growing State it is by no means behind in other products. Here is a specimen of a Marion county "Wegetable," as Sam Weller would



Specimen Potato and Hen Fruit

From what I saw I should judge that the kind of people who should go there are: -Young and vigorous people with helping families and not afraid to work to get a

families and not afraid to work to get a start.

2—People with some means, not rich or even well-to-do, but with some surplus which would be found convenient for a start even in a country so bountifully dowered by nature. Poverty is no disgrace, but Robert Sunshine Lyttle, of the City Treasurer's office, Pittsburg, once upon a time made a remark which fits things out there "like the paper on dot wall." Referring to the average laborer going out there without money, Robert sagely remarked that a mere laborer might as well carry the hod in Pittsburg as in Seattle.

3—Dissipated people or those who rely on walking delegates to get them work or big wages might stay East, as every tub stands on its own bottom and there the W. D. is not at a high premium.

4—Bankers should go there. There is big velvet in it for them. When we consider that in this country there are no cyclones, no malaria, no sunstroke, no irrigation, no fertilizing, no potato or chintz bugs, no grasshoppers, no hallstorms, no thunder, no lightning, no bilizzards, no hot summers or cold winters, and rich lands protected from the severity of winter and the ravages of storms by the everlasting mountains plied heavenward against the blue of an Italian sky, you have almost, if not altogether, the ideal home of man.

In my next, according to space and leis-

In my next, according to space and lels-ure, I shall refer perhaps to other details, of fruit farming, to wheat raising, banking, healthfulness of the climate, "moisture" in the State, curiosities of legislation, big trees and Pittsburgers with bulging bank ac-counts.

JAMES W. BREEN.

Tse Horsford's Acid Phospha Dr. C. R. Dake, Belleville, Ill., says: "I have found it, and it alone, to be capable of producing a sweet and natural sleep in cases of insomnia from overwork of the brain, which so often occurs in active professional and business men."

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The People's Store-Fifth Avenue. Fine overshoes at 15a. Fine gums at 15c. Fine rubbers at 15c.

In our shoe department, to-day and Satur-av only. CAMPBELL & DICK. WE pack, haul, store, ship, alter, repair, efinish and reupholster furniture.

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cannot be improved by doctoring. IMPORTED dresses greatly reduced—a rare chance for ladies who want a handsome PARCELS & JONES, 29 Fifth avenue.

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CRUSOE UP TO DATE

How an Englishman Was Deserted and Forgotten for Four Years.

ODD STORY OF CHARLES IRONS.

He Adopts the Habits of the Savages, Even Taking Leven Wives.

ALL ACCOUNT OF TIME LOST BY HIM

ISPECIAL TELEGRAM TO THE DISPATCH. RANDOLPH, MASS., Dec. 3 .- A private letter from Captain William Gooding, of the bark which was lost on the island of Pozent, one of the Caroline Islands, a short time ago, contains a thrilling narrative of shipwreck, capture by savages, and ultimate rescue by a modern Robinson Crusoe. The ship's crew barely escaped, taking to the boat with only the ship's chronometer. The island is inhabited by fierce savages, who had killed many shipwrecked mariners before, and would probably have taken the lives of Captain Gooding's crew if they had had any valuables. The men were finally taken from a neighboring island by the missionary vessel Morning Star, to Honolulu whence they sailed for San Francisco Captain Gooding's story of his experience at Pozeat is substantially as follows:

As the boat approached the island a fleet of canoes put off from the shore. There were about 30 canoes, with eight or ten men in each, and all were armed with knives and spears. Some of the savages in their eagerness jumped overboard and swam to the boat, each with a long, wicked-looking knife held between his teeth. Robbed by a Lot of Savages.

The first savages to reach the boat clam-bered in, until the boat was nearly swamped. Then they began to strip the sailors of their coats and outer garments, throwing them aboard their own canoes. The men were soon despoiled of everything but their undershirts. Then the whole fleet drew in toward land.

The savages all this time had kept up a tremendous din of shouting and singing, and the crowd of women and children on the shore was dancing about with shouts and cries. The sailors expected no better treat-ment than to be killed and eaten, but, as they learned afterward, the natives of the island, were not cannibals.

While the shipwrecked crew was stand-

ing surrounded by the noisy crowd, a man, dressed as were all the others, with only a cloth about his hips, came forward and spoke to them in English. He gave his name as Charles Irons, an Englishman by birth, and offered to render any assistance

Left on an Island Like Crusoe. It seems that he was left at Pozeat by a trading vessel about four years ago, his business being to represet traders in Cocoanut Island, but the vessel had never called for Irons since leaving him, and he had gradually assumed the habits of the natives. He had taken to himself seven wives, and was regarded by the natives as a man of importance, second only to the chief of the tribe. Irons had even forgotten many of the common customs of civilization, but he was of a good service to the castaways, no doubt saving the lives of all.

A day or two after landing at Pozeat, Captain Gooding, who had become uncaptain Gooding, who had become un-certain about his reckoning time, not know-ing whether it was Thursday or Friday, asked Irons if he knew what day of the week it was. Irons answered that he did not, and more than that he didn't know what year it was. He interested himself in behalf of the shipwrecked men, and hired a canoe from the natives, with which they reached a neighboring island, from whence they were eventually rescued.

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coats and also a big assortment of

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A black wool diagonal cloth coat, well made, with shawl collar of black. Astra-khan fur with four fur frog fastenings, faced with Astrakhan fur and halt satin-lined. Remember all these items. We offer it at \$8. There won't be as nice Christmas gift at the money in any cloak department East or West.

Jos. Horne & Co.,

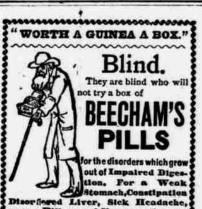
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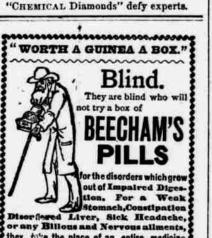
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size, nicely japan-

size, worth ..... \$ 15

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Set, 12 pieces, complete with jar, w'rth 5.00 \$3.75 large burner, worth. 2.50 \$1.40 Above Prices Are for Friday and Saturday Only.

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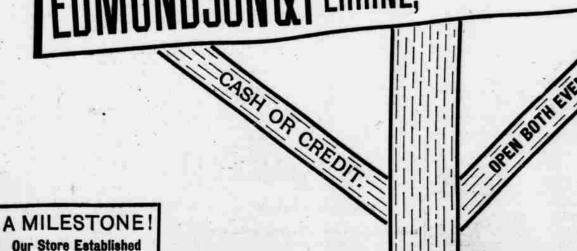
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