

### Are You Going To Remodel?

If so, you will do it with the intention of improving upon present conditions.

Our part is to interest you in our ability to improve and perfect your sanitary equipment.

We do but one kind of work—the best—and use the famous "Standard" Ware, every piece of which is guaranteed by the manufacturers to be strictly first quality. Let's talk it over. We have samples in our show room.



**J. A. MONTGOMERY, Astoria, Or.**

### Scow Bay Iron & Brass Works

Manufacturers of

Iron, Steel, Brass and Bronze Castings.  
General Foundrymen and Patternmakers.  
Absolutely firstclass work. Prices lowest.

Phone 2451. Corner Eighteenth and Franklin.

### ASTORIA SAVINGS BANK

Capital Paid in \$100,000. Surplus and Undivided Profits \$35,000.  
Transacts a general banking business. Interest paid on time deposits.

J. Q. A. BOWLBY, O. I. PETERSON, FRANK PATTON, J. W. GARNER  
President. Vice President. Cashier. Asst. Cashier

168 TENTH STREET, ASTORIA, ORE.

### HOTEL PORTLAND

The Finest Hotel in the Northwest!

PORTLAND. OREGON.

### The TROY Laundry

Is the only White Labor Laundry in the City. Does the Best of Work at very reasonable Prices, and is in every way worthy of your patronage. Cor. 10th and DUANE STS. Phone 1991

### FRESH AND CURED MEATS

Wholesale and Retail

Ships, Logging Camps and Mills supplied on short notice.  
LIVE STOCK BOUGHT AND SOLD

WASHINGTON MARKET - CHRISTENSON & CO.

### Reliance Electrical Works

We are thoroughly prepared for making estimates and executing orders for all kinds of electrical installing and repairing. Supplies in stock. We sell the Celebrated SHELBY LAMP.

H. W. CYAUS, Manager  
Call up Phone 1181.  
428 BOND STREET

### Weinhard's Lager Beer

### ANDREW ASP, BLACKSMITH.

Having installed a Rubber Tiring Machine of the latest pattern I am prepared to do all kinds of work in that line at reasonable prices. Telephone 291.

CORNER TWELFTH AND DUANE STREETS.

### NEW ZEALAND FIRE INSURANCE COMPANY

Of New Zealand

W. P. THOMAS, Mgr., San Francisco.

UNLIMITED LIABILITY OF SHREOLDERS

Has been Underwriting on the Pacific Coast for twenty-five years.

**ELMORE & CO., Sole Agents**

Astoria, - - Oregon.

### CENTRAL MEAT MARKET

G. W. Morton and John Fahrman, Proprietors.  
CHOICEST FRESH AND SALT MEATS. — PROMPT DELIVERY

542 Commercial St. Phone Main 321.

### DOCTORS IN ENGLAND

THE SCHEMES THEY USE TO GET IN THE EYE OF THE PUBLIC.

Shrewd Expedients by Which Lucrative Practices Are Acquired and by Which They Dodge the Rule of the Profession Against Advertising.

A young doctor beginning to practice is terribly handicapped by the rule under which any medical man who advertises is expelled from the profession, says the Leeds Mercury. He may be an extremely gifted physician or surgeon, and yet if he has not capital to buy a practice or interest with the governors of some hospitals he does not succeed in earning enough during the first few years to keep body and soul together.

Of course the result is that all sorts of dodges are adopted to evade and defeat the rule against advertising. It is well known in the profession that reputation and a large clientele depend more on the success with which this is accomplished than on real scientific ability. A celebrated London surgeon once admitted to the writer that he rose to the top of the tree by getting into his carriage several times a month and driving at a terrific pace through a half dozen streets. Sometimes he varied this by forgetting to take a necessary instrument when visiting a patient and then sending his driver back for it hot haste. Naturally people were much impressed by the procedure, believing that Surgeon D. must be an excellent surgeon since he was so often called to desperate cases.

Another London Esculapian owes an income of £10,000 a year to an ingenious stratagem, on which he risked the last couple of hundred pounds he had in the world. Having a very intelligent sister who was desirous of helping him, he explained to her the difficulty of making a practice by simply putting a brass plate on the door and hanging out a red lamp and induced her to be his accomplice in what was not far removed from a fraud on the public. Her part in the plot was to take a drug which paralyzed her limbs and gave her the appearance of being in the last stages of fatal illness. Then she was taken in an ambulance to apartments in a fashionable west end street, in order, so to speak, as a forlorn hope, to place herself under the care of Dr. X.

Dr. X., her brother, had meanwhile taken rooms in a neighboring street, put up his brass plate and hired a carriage with a spanking pair of horses. Three times every day he spent an hour with the invalid, while the carriage drove up and down the street. He cleverly managed to have it reported that his patient had been given up as a hopeless case by all the big medical men of London. At the end of two months he had cured her, and patients began to pour into his waiting room.

But the most successful method of all is to write a popular medical book or a semi-medical magazine article or even a letter to the daily press. One medical man found that a religious poem which he sent without any ulterior motives to a widely circulated church magazine proved better than a Klondike gold mine. It is also known that the best paying patients are not the really sick, but those who imagine they are.

These foolish people devour dictionaries of medicine and medical journals, and no one knows this better than the pushing doctor. In fact, the medical journals are more extensively read by the laity than by the medical fraternity, and the doctor who can get a clever article published in one of them is sure to draw patients. Letters to the newspapers on occasions such as an epidemic, the vivisection agitation and the like are equally effective. And no doubt they would be more numerous but for the curious fact that the study of medicine seems to destroy the power of writing well.

But probably the best advertisement a doctor can have is to be employed in some cause celebre. This is partly the explanation of the extraordinary spec-

ulate how and then witnessed in the courts of three or four medical men swearing that a certain wound could easily be self inflicted or that death was undoubtedly due to arsenic, while three or four more pledge themselves that the wound could not by any possibility be self inflicted and that arsenic had nothing whatever to do with the death. Great is the scheming to get engaged in one of those trials, for the publicity is worth a diamond mine.

Still another plan is to get up a hospital for the cure of some special disease. For this purpose several doctors often club together and with funds of their own, plus what they can get from the charitable public, open a hospital for skin diseases or deformities or ailments of any and every organ. Their names are not only advertised in the press, by circulars and at all kinds of dinners and annual meetings, but often they are put up on a large board outside the hospital, and they who would otherwise remain obscure become famous and get patients from the four corners of the kingdom.

One of the most famous ways of advertising is the issuing of bulletins about the health of some man of note. Even if he have only a sty in his eye the public is kept acquainted with its progress. In that case the doctor already has nearly all the reputation and patients he cares for, but lesser lights often have their names associated with the crack physician, and every bulletin is worth a hundred guineas to them.

A doctor would give a deal to have it announced in the papers that he has returned from a well earned holiday in Norway or the Mediterranean, and many a medical man owes his comfortable income to the friendly editor who says something about him in the column of personal news.

Most of these methods are open only to the city practitioner. The men who settle in small towns have to adopt different means. Generally they make use of all their arts to make friends with the ladies. They try to be very charming at garden parties and banquets, attend church regularly and sometimes have a note brought to them in the middle of service and hurry away.

They endeavor to make themselves popular in the local clubs, or get remarkable by the possession of a spirited horse, or bleach their hair to look wise, or give a public lecture. Sometimes they win attention through the efforts of a tactful wife.

Another very good plan, open to the provincial as well as the city doctor, is to send testimonials to some wine or mineral water importer or to a manufacturer of sanitary clothing and occasionally to a quack medicine vender. In this way they get their names constantly in the local papers without infringing the rule against advertising.

The worst of it all, from the public point of view, is that it is not the best physician or surgeon who gets the greatest reputation, but the best man of business. And while patients crowd to the fashionable houses of mediocre doctors who have cleverly advertised themselves the most skillful physicians and surgeons of all grow rusty and all but starve in back streets.

#### Two Meals a Day.

With many persons the custom of two principal meals, with a slight lunch between, finds considerable favor, and it has one or two reasons or solid advantages which are worth mentioning—it gives time for complete digestion before the stomach is again called on to take care of a supply of food, and it removes the chief meal from the time when the nerve force is wanted for the brain to an hour when it can assist the stomach.

Persons who are the victims of chronic complaints and whose digestion is slow and feeble are often greatly benefited by taking but two meals a day if they are careful to eat as much in the two as would ordinarily be comprised in three. The neuralgic in particular will do well to adopt this course, but the first meal should be somewhat late and the second reasonably early.

### CLASSIFIED ADVERTISING.

RATES:  
First Insertion, One Cent a Word.  
One Week, Each Line, 30c.  
Two Weeks, Each Line, 45c.  
One Month, Each Line, 75c.

### Astorian Free Want Ads.

Anyone Desiring a Situation can Insert an Advertisement in this Column of Three Lines Two Times Free of Charge.

**FOR SALE—REAL ESTATE.**  
160 ACRES OF FIRST CLASS TIMBER land for sale, in Pacific county, near Columbia river. Address Box 690 Astoria, Ore.

**FOR SALE—LOT 1, BLOCK 14.**  
Adair's Astoria; for particulars write to J. P. Miller, Onieda, Wash.

**WANTED—ENERGETIC, TRUSTWORTHY** man or woman to work in Oregon, representing large manufacturing company; salary \$40 to \$50 per month; paid weekly; expenses advanced. Address with stamp, J. H. Moore, Astoria, Ore.

**ROOMS WANTED.**  
HOUSE OF 6 OR 8 ROOMS WANTED in good neighborhood. Convenient to center of town; rent reasonable; permanent. Address Emil Held, care The Astorian.

**SITUATIONS WANTED.**  
WANTED—MAN AND WIFE AS cooks in logging camp or saw mill. Inquire Sam Harris, Ninth and Bond.

**FOR SALE—MISCELLANEOUS.**  
INCUBATOR FOR SALE—400 EGGS capacity; also three 100 capacity brooders; first-class condition. Address A. Astorian Office.

**FOR SALE—STEAM TUG IN FIRST-CLASS** condition; terms reasonable; suitable for seining purposes. For particulars apply at this office.

**SCOW FOR SALE AT M'GREGOR'S** mill, 22x64; would make a good fish scow. Inquire of Dan Gambel at mill.

**MISCELLANEOUS.**  
CALL FOR WARRANTS.—NOTICE is hereby given to all parties holding Clatsop County warrants, indorsed prior to June 1, 1904, to present the same to the county treasurer at his office, 690-592 Commercial St., for payment. Interest ceases after this date.  
CHAS. A. HILLBORN,  
County Treasurer.  
Dated, Astoria, Oregon, this 27th day of March, 1905.

**OLD PAPERS FOR SALE AT THIS** Office; 25c per hundred.

**HELP WANTED.**  
WANTED—COMPETENT WOMAN cook. Apply at 593 Commercial; up stairs.

**WANTED—GIRL TO DO GENERAL** housework. Apply at 247 Bond St.

**LADIES CAN FIND STEADY AND** profitable employment; yearly contract; small capital required. Call at Occident Hotel bet. 8 and 10 a. m. and 5 to 9 p. m. this week. G. S. Halley.

**WANTED—MEN TO LEARN BAR-**ber trade; 8 weeks completes; positions guaranteed; tuition earned while learning. Write for terms. Moler's Barber College, 644 Clay St., San Francisco.

**WANTED—LADY OR GENTLEMAN** of fair education to travel for a firm of \$250,000 capital; salary \$1,972 a year and expenses; paid weekly. Address with stamp, J. A. Alexander, Astoria, Oregon.

**LOST AND FOUND.**  
IMMIGRATION CERTIFICATE NO 54446, in name of Chong Hon Tin, No 8346; anyone returning to Hop Hing Lung Co. will receive \$5 reward.

### Sherman Transfer Co.

HENRY SHERMAN, Manager

Hacks, Carriages—Baggage Checked and Transferred—Trucks and Furniture Wagons—Pianos Moved, Boxed and Shipped.

433 Commercial Street Phone Main 121

Subscribe for the Astorian

# LA GRIPPE—PNEUMONIA

So many people who have apparently recovered from an attack of *La Grippe* are stricken with *Pneumonia*. This is due to the fact that the Bronchial Tubes and Lungs are left weakened and unable to resist disease.

## FOLEY'S HONEY AND TAR

not only cures *La Grippe Coughs*, and prevents *Pneumonia*, but strengthens the Lungs so they will not be susceptible to the development of serious lung troubles. Do not take chances with some unknown preparation that may contain some harmful drug when FOLEY'S HONEY AND TAR costs you no more and is safe and sure. Contains no opiates.

I had a bad case of *La Grippe* about ten years ago which left my Lungs so weak that I have been troubled more or less every winter since until I used FOLEY'S HONEY AND TAR, which cured me completely and my Lungs no longer trouble me.—J. H. BROWNING, D.D.S., Orrick, Mo.

G. YACHER, 157 Osgood St., Chicago, says: "My wife had a very severe case of *La Grippe*, and it left her with a very bad cough. She tried a bottle of FOLEY'S HONEY AND TAR and it gave immediate relief."

Three sizes—25c, 50c, \$1.00. The 50-cent size contains two and one half times as much as the small size and the \$1.00 bottle almost six times as much. Refuse Substitutes.

**SOLD AND RECOMMENDED BY**  
**CHARLES ROGERS, Druggist.**