

# The Daily Astorian.

Vol. XVI.

Astoria, Oregon, Wednesday Morning, February 1, 1882.

No. 103.

## BENEFITS OF ADVERTISING.

Talking of the superiority of newspapers over every other form of advertising, the Seattle Post Intelligence, in a late issue, says: "It is safe to say each paper is read by four persons. It is taken up eagerly and read carefully, and what it says is given credence and respect. Compare its reception with that of the circular, which has to be forced in a surreptitious manner upon the reader, and who, when he finds he has been imposed upon, throws it down in disgust. Again, the cost of advertising in a daily paper is much less. No circular can be placed in the hands of three, five or ten thousand persons at anything like the price that an advertisement can in a daily paper that will do more good. What we say of circulars is no less true of other irregular methods of advertising. There are merchants who act upon an apparent belief that people before buying carefully inspect the hotel registers, that they eagerly scan card-boards, run through catalogues of county fairs, and the like. Such delusions are costly, to say the least. Merchants are as often saved money by legitimate advertising as they are enabled to make it, and not infrequently it is done in this way: A San Francisco or a Portland dealer has more stock than he can conveniently sell in his own town, and he looks over the field to see wherein he can dispose of it to the best advantage. He knows that the largest towns of Oregon and Washington are Salem, Astoria, The Dalles, Walla Walla and Seattle, and he gets the leading newspapers from these places. If no advertisements can be found in them from merchants in his line—say, dry goods—he concludes that that is the place for his venture. The local merchants, he naturally infers, are a slow and unenterprising set, and that he can beat them. He sends some one, or comes himself, and he makes a grand flourish, cleans up handsomely, and departs. We have seen this done several times in the last year, and every time successfully. The money that is lost to the local merchant in this way is more than sufficient to pay all his advertising bills, and not only that but in retaining his home trade against outsiders he secures the better opinion of his customers, retains his own self-respect, feels better, is happier and longer lived. The best of all advertising mediums are the newspapers, and the best newspapers—the newspapers that are read in the family circle, that are quoted from the pulpit and rostrum, that have standing and influence, and that can be found everywhere—are in this matter superior to the other newspapers as the latter are in turn to the circular."

## How to Dun Debtors.

A collector says: "It doesn't make much difference what form of words you use. The main thing is to let him know you want the money. There are certain mistakes that many fall into, however, in making a dun. It is a purely business-like operation. I have had a good deal of experience, and if you will take the pains to write them down, I think I can give you several plain rules for dunning that will be of benefit to any man that follows them."

## 1. Never give the idea that you call because you happen to be in the neighborhood.

2. Never plead that you are in absolute need of money.

3. Never explain why you want the money further than by some general phrase, as to meet out-

standing bills. The debtor is usually an expert in showing a man how he can get along without money. He will worst you in argument, and if you lose your temper it is an excuse for him why he should not pay at all.

## 4. Always be civil, however business-like and importunate you may deem it necessary to be.

5. Never think you have done wrong because a debtor gets angry. His anger, under civil treatment, shows that he does not intend to pay. This you might as well know early as late.

## 6. Show quite as firm a resolution to get the money on your tenth call as on any previous one, or else it would have been better if you had not made it.

7. Never leave a debtor without his setting a time when he thinks he can pay, and never fail to be on hand at the time set.

## 8. As between yourself and an employe, let the most business-like of the two make the dun.

## Summer in Norway.

The Norwegian house is one-half windows. In their long winters they need all the sun they can get; not an outside blind, not an inside shutter, not a dark shade to be seen. Streaming, floating, radiating in and round about the rooms comes the light welcome or unwelcome, early and late. And to the words "early" and "late" there are in a Norway summer new meanings. The early light of the summer morning sets in about 2:30, the late light of the summer evening fades into a luminous twilight about 11. Enjoyment of this species of perpetual day soon comes to an end. After the traveler has written home to everybody once by broad daylight at 10 o'clock the fun of the thing is over; normal sleepiness begins to hunger for its rights, and dissatisfaction takes the place of wondering amusement. This dissatisfaction reaches its climax in a few days; then, if he is wise, the traveler provides himself with several pieces of dark green cambric, which he pins up at his windows at bedtime, thereby making it possible to get seven or eight hours' rest for his tired eyes. But the green cambric will not shut out sounds; and he is lucky if he is not kept awake until one or two o'clock every night by the unceasing tread and loud chatter of the cheerful Norwegians, who have been forced to form the habit of sitting up half their night-time, to get in the course of a year their full quota of day-time.

## Infallible Sign.

Dr. Lambert says that a long-lived horse is known by the elasticity of its ear, as a short-lived one has a flabby ear. The same rule, he says, holds good with regard to women. A woman whose ear is pulled out of shape by a heavy ear-ring has not many years to live, while one whose ear stands the strain will attain a good old age. This is good. It is so often that men do not have any other use for a wife than to take the place of a horse that this piece of information will prove valuable. And then, it gives the woeing young man such an easy chance to ascertain before hand if his love is long-lived; for he need only pull her ears. If she objects to this, he can still reach the same end by making her a present of heavy earrings and watching the result. We merely hint that a man's lease of life can generally be ascertained by an examination of his nose.—*Polaris.*

## Warranty dees 13, quit claim deeds and mortgages, for sale at this office.

## Solid Petroleum.

According to a St. Petersburg paper, a German, Herr P. N. Dittmar, has practically solved the problem of rendering petroleum solid—a problem considerably studied by chemists of late in view of the large question of transport. A company has been formed in Russia to work the patent when completed. The transformation of the substance will not cost more than about ten cents per thirty-six pounds. The mode of treatment is not yet disclosed, and chemists to whom small samples of the solid petroleum have been sent have not been able to make out the nature of the foreign substances that are added in a proportion of two, or at most three per cent., to solidify the petroleum. The reporter of the St. Petersburg paper saw the product; he says it is of a wine-yellow color, and has the consistency of very stiff gelatine; it can be kneaded with the fingers like wax, and is yet somewhat breakable. A small piece of the thickness of a lead pencil and about an inch long could be lit at one end and held with the fingers. It melted like wax, and it was only after a little, when hot drops ran down, that the flame had to be blown out. The danger of fire is considerably less than with liquid petroleum. The product can be easily liquified when required, by the addition of vinegar, and the process is rapid. The vinegar in time separates out below and the petroleum above. It is not stated whether the same vinegar can be used repeatedly.

## Mistakes of Life.

Somebody has condensed the mistakes of life and arrived at the conclusion that there are fourteen of them. Most people would say, if they told the truth, that there was no limit to the mistakes of life; that they were like the drops in the ocean or the sands of the shore in number, but it is well to be accurate. Here, then, are fourteen great mistakes: "It is a great mistake to set up our own standard of right and wrong and judge people accordingly; to measure the enjoyment of others by our own; to expect uniformity of opinion in this world; to look for judgment and experience in youth; to endeavor to mould all dispositions alike; not to yield to immaterial trifles; to look for perfection in our own actions; to worry ourselves and others with what cannot be remedied; not to alleviate all that needs alleviation as far as lies in our power; not to make allowances for the infirmities of others; to consider everything impossible that we cannot perform; to believe only what our finite minds can grasp; to expect to be able to understand everything. The greatest of mistakes is to live only for time, when any moment may launch us into eternity."

## For the genuine J. H. Catter old Bourbon, and the best of wines, liquors and San Francisco beer, call at the Gem, opposite the bell tower, and see Campbell.

## The Westport Shingle Manufacturing Company are now prepared to furnish A 1 sawed cedar shingles. Address all orders to them at Westport, Oregon.

## The price of subscription to THE WEEKLY ASTORIAN has been reduced to \$2 per annum when paid in advance. If not paid in advance the old price of \$3 will be charged.

## A cough, cold or sore throat should be stopped. Neglect frequently results in an incurable lung disease or consumption. Brown's Bronchial Troches do not disperse the stomach like cough syrups and balsams, but act directly on the inflamed parts, allaying irritation, give relief in asthma, bronchitis, coughs, catarrh, and the throat troubles which singers and public speakers are subject to. For thirty years Brown's bronchial troches have been recommended by physicians, and always give perfect satisfaction. Having been tested by wide and constant use for nearly an entire generation, they have attained well-merited rank among the few staple remedies of the age. Sold at 25 cents a box everywhere.

## Furnished Rooms to Let.

At Mrs. Munson's lodging house.

## Notice.

Just received per steamer Columbia, a fine lot of eastern oysters, which will be served up in first class style at Roscoe, Occident block.

## Take Notice.

On after this date an additional 10 cents per cord will be charged on all orders for sawed wood not accompanied by the cash, at Gray's wood yard. July 1st, 1881.

## Skinny Men.

Wells' Health Renewer. Absolute cure for nervous debility and weakness of the generative functions. \$1, at druggists. Oregon Depot, DAVIS & CO., Portland, Or.

## Notice.

From this date James B. Booker is the only person authorized to contract for or order goods in my name for use at the Knapp Cannery. JOSEPH HENR. Astoria, Jan. 3, 1882.

## "Buchanania."

New, quick, complete cure 4 days, urinary affections, smarting, frequent or difficult urination, kidney diseases. \$1, at druggists. Oregon Depot, DAVIS & CO., Portland, Or.

## Notice.

The regular annual meeting of Progressive Land and Building association will be held in Liberty hall, Astoria, Clatsop county, Oregon, on the 11th day of February, 1882. Wm. McEwan, Secy. Jan. 10, 1882.

## War! War! War!

Water front offered free to any person that will build a saw mill in the city of Williamsport. Lumber we must have to build this city. We have one store in running order at present. Quite a number have already located homes in this city, and yet there is room. Sold on time to suit purchasers. Located one mile south of Astoria, on the sunny side of the hill, on Young's bay. J. WILLIAMSON, SR.

## Notice.

The stockholders of the Pythian Land and Building association of Astoria, Oregon, are requested to meet at the Castle Hall on Wednesday evening, February 1st, to hear the annual report of the officers and to transact such other business as they may be called to pass upon. By order of the president. J. O. BOZORTH, Secretary.

## BURNETT'S COCOAINE.

Is the best for promoting the growth of and beautifying the hair, and rendering it dark and glossy. The Cocaine in this form, a large proportion of deodorized coconut oil, prepared expressly for this purpose. No other compound possesses the peculiar properties which so exactly suit the various conditions of the human hair. The superiority of BURNETT'S FLAVORING EXTRACTS consists in their perfect purity and great strength.

## To Live Men.

THE ASTORIAN has now reached a circulation which places it at the head of the list of Oregon dailies, and insures to advertisers thereof more benefit for the amount paid than may be secured elsewhere. To those who wish to reach the largest number of readers at the smallest expense, we offer the columns of an attractive daily, the success of which from the very start has been far beyond the expectations of the most sanguine.

## Peruvian Bitters.

Cinchona Rubra. The Count Cincelton was the Spanish Viceroy in Peru in 1653. His wife, his wife, was prostrated by an intermittent fever, from which she was freed by the use of the native remedy, the Peruvian bark, or, as it was called in the language of the country, "Quinaquina." Grateful for her recovery, on her return to Europe in 1682, she introduced the remedy in Spain, where it was known under various names, until Linnaeus called it Cinchona, in honor of the lady who had brought them that which was more precious than the gold of the Incas. To this day, after a lapse of two hundred and fifty years, science has given us nothing to take its place. It effectually cures a morbid appetite for stimulants, by restoring the natural tone of the stomach. It attacks excessive love of liquor as it does a fever, and destroys both alike. The powerful tonic virtue of the Cinchona is preserved in the Peruvian Bitters, which are as effective against malarial fever to-day as they were in the days of the old Spanish Viceroy. We guarantee the ingredients of these Bitters to be absolutely pure, and of the best known quality. A trial will satisfy you that this is the best bitter in the world. "The proof of the pudding is in the eating," and we will willingly abide this test. For sale by all druggists, grocers and liquor dealers. Order it.

## Max Wagner's San Francisco National brewery beer can't be beat.

## Another of those fine A. B. Chase organs at the City Book Store.

## Hot, cold and shower baths at the Occident hair dressing saloon, twenty-five cents.

## For handsome holiday presents, such as toilet cases, cologne sets, perfumery cases, fine soap, etc., go to Conn's drug store, opposite Occident Hotel.

## The Peruvian Syrup has cured those who were suffering from dyspepsia, debility, liver complaint, boils, hemorrhoids, female complaints, etc. Pamphlets free to any address. Seth W. Powell & Sons, Boston.

## Eastern Oysters.

Another fine lot of Eastern Oysters just received at Roscoe, per steamer Oregon. Occident block.

## Choice Fruit.

All of the choicest kinds of apples in the largest boxes for sale at J. H. D. Gray's.

## Arrigo's Lodging House, Portland, Oregon.

New house and first class in its appointments. Third street, in R. L. Thompson's block, opposite Capt. Alms worth. Rooms by the day, week or month. MRS. E. ARRIGONI.

## Notice to the Ladies.

Switches, curls and frizzes made from combings or cut hair. Call on or address W. W. UHLENHART, Occident hair dressing saloon, Astoria, Oregon.

## The Weekly Astorian

is a mammoth sheet, nearly double the size of the Daily. It is just the paper for the fireside, containing in addition to all the current news, choice miscellany, agricultural matter, market reports, etc. It is furnished to single subscribers at \$2 00 per year in advance.

## Buy the Weekly.

THE WEEKLY ASTORIAN for this week is full of just such information and news of the country as your friends in the east want to see. It has very few advertisements, and is chock to the muzzle of information that no family can successfully squeeze along without. Two dollars will buy the whole year for a year, \$1 50 for six months, or ten cents per copy.

## Sherman Bros. Express

Will receive orders at the store of L. W. Case for upper Astoria or any other part of the city. Leave your orders on a news agent and they will be promptly attended to.

## "Rough on Rats."

The thing desired found at last. Ask Druggists for "Rough on Rats." It clears out rats, mice, roaches, flies, bedbugs, 15c. boxes.

## Various Causes.

Advancing years, care, sickness, disappoinment, and hereditary predisposition—all operate to turn the hair gray, and either of them inclines it to shed prematurely. AYRES HAIR VIGOR will restore faded or gray, light or red hair to a rich brown or deep black, as may be desired. It softens and cleanses the scalp, giving it a healthy action. It removes and cures dandruff and humors. By its use falling hair is checked, and a new growth will be produced in all cases where the follicles are not destroyed or the glands decayed. Its effects are beautifully shown on brassy, weak, or sickly hair, on which a few applications will produce the gloss and freshness of youth. Harmless and sure in its operation, it is incomparable as a dressing, and is especially valued for the soft lustre and richness of tone it imparts. It contains neither oil nor dye, and will not soil or color white cambric; yet it lasts long on the hair, and keeps it fresh and vigorous. FOR SALE BY ALL DEALERS.

## All citizens of Oregon who desire to inform their friends in the states of the condition and progress of this state can have no more complete and comprehensive volume of facts to send them than by subscribing for this journal, and having us mail it weekly to their friends. We mail it as directed. For \$3 00 in advance, we mail three copies of THE WEEKLY ASTORIAN one year.

## MISCELLANEOUS.

## HOLMAN'S PAD.

FOR THE

## STOMACH,

## LIVER,

## AND

## KIDNEYS.

In all cases of biliousness and malaria in every form, a preventative and cure of cholera, fever and dumb ague, Dr. Holman's Pad is a perfect success. And for dyspepsia, sick headache and nervous prostration, as the pad is applied over the pit of the stomach, the great nervous center, it annihilates the disease at once.

It regulates the liver and stomach so successfully that digestion becomes perfect.

Prof. D. A. Loomis says: "It is nearer a universal panacea than anything in medicine." This is done on the principle of absorption, of which Dr. Holman's Pad is the only true exponent.

For all kidney troubles, use Dr. Holman's Renal or Kidney Pad, the best remedy in the world, and recommended by the medical faculty.

## Beware of Bogus Pads.

Each genuine Holman's Pad bears the private revenue stamp of the Holman Pad Co. with the above trade mark printed in green. Buy none without it.

## For Sale by all Druggists.

Dr. Holman's advice is free. Full treatment sent free on application.

Address: HOLMAN PAD CO. 74 Broadway, New York. P. O. BOX 2112.

## For Sale.

HOMESTEAD OF JAS. SLATER. ONE mile from Elk Creek, Clatsop county, 150 acres, 15 cleared and fenced, house and barn. A good cattle ranch. Inquire of JOHN ROBSON.

## SHIPPING TAGS

THE BEST QUALITY. WILL BE SOLD by the hundred, or by the box, printed or plain, to suit customers, at

THE ASTORIAN OFFICE.

## MISCELLANEOUS.

## S. ARNDT & FERCHEN.

ASTORIA - OREGON.

## The Pioneer Machine Shop

BLACKSMITH

## SHOP

AND

## Boiler Shop

All kinds of

## ENGINE, CANNERY,

—AND—

## STEAMBOAT WORK

Promptly attended to.

A specialty made of repairing

## CANNERY DIES,

FOOT OF LAFAYETTE STREET.

## ASTORIA IRON WORKS.

BENTON STREET, NEAR PARKER HOUSE,

ASTORIA - OREGON.

## GENERAL MACHINISTS AND

## BOILER MAKERS.

## LAND & MARINE ENGINES

Boiler Work, Steamboat Work, and Cannery Work a specialty.

A. D. WASS, President.

J. H. HUNTLEY, Secretary.

L. W. CASE, Treasurer.

JOHN FOX, Superintendent.

## WILLIAM EDGAR,

Corner Main and Chenamus Streets,

ASTORIA - OREGON.

## CIGARS AND TOBACCO.

The Celebrated

## JOSEPH RODGERS & SONS

## GENUINE ENGLISH CUTLERY

AND THE GENUINE WOSTENHOLM and other English Cutlery.

## STATIONERY!

## FAIRCHILD'S GOLD PENS

Genuine Meershaum Pipes, etc.

A fine stock of

Watches and Jewelry, Muzzle and Breech Loading Shot Guns and Rifles, Revolvers, Pistols, and Ammunition

## MARINE GLASSES.

ALSO A FINE Assortment of fine SPECTACLES and EYE GLASSES.

## MINT SALOON,

OPPOSITE O. R. & N. COMPANY'S DOCK.

None but the best liquors and cigars passed over the bar.

W. SCHULDT.

## I. W. CASE,

IMPORTER AND WHOLESALE AND RETAIL DEALER IN

## GENERAL MERCHANDISE

Corner Chenamus and Cass streets.

ASTORIA - OREGON

## \$500 Reward

FOR AN

## INCURABLE

## CASE

## HEALTH.

## DR. RICHARDSON'S

## Golden Balm No. 1

Cures Chancres, first and second stages; Sores on the Legs and Body; Syphilitic Catarrh, disordered Scalp, and all primary forms of the disease. Price, \$3 00 per Bottle.

## Dr. Richardson's Golden Balm No. 2

Cures Tertiary, Mercurial, Syphilitic Rheumatism, Pains in the Joints, Clevered Throat, Syphilitic Rash, Lumps, etc., and eradicates all diseases from the system, whether caused by bad treatment or abuse of mercury, leaving the blood pure and healthy. Price, \$3 00 per Bottle.

## Dr. Richardson's Golden Spanish Antidote

for the cure of Gonorrhoea, Gleet, etc. Price, \$1 50 per Bottle.

## Dr. Richardson's Golden Spanish Injection,

a wash for cure of Gleet, Stricture, Discharge of the Urethra and Bladder, etc. Price, \$1 50 per Bottle.

## Dr. Richardson's Golden Ointment

for the effective healing of Syphilitic Sores and Eruptions. Price, \$1 50 per Bottle.

Also Agents for Leitch's Golden Pills. For Weakness, loss of physical powers, and all diseases arising from abuse and excess or over-work. Price, \$3 00 per Box. Sent everywhere. U. O. D., securely packed per Express.

C. F. RICHARDSON & CO. Agents, 421 & 423 Sansome street, corner Clay. d-47-17 San Francisco, Cal.

## BUSINESS CARDS.

## E. C. HOLDEN,

NOTARY PUBLIC,

AUCTIONEER, COMMISSION AND SURVEY AGENT.

## D. A. McINTOSH,

MERCHANT TAILOR,

Occident Hotel Building.

ASTORIA - OREGON

## F. B. WINTON,

Attorney and Counselor at Law.

Office in C. L. Parker's building on Benton street, opposite Custom House.

ASTORIA, OREGON.

## JAY TUTTLE, M. D.

PHYSICIAN AND SURGEON;

OFFICE—Over the White House Store.

RESIDENCE—At Mrs. Munson's boarding house, Chenamus street, Astoria, Oregon.

## F. CHANG, M. D.

PHYSICIAN AND SURGEON.

Room No. 3, Astorian Building.

(UP STAIRS)

RESIDENCE—Corner of Benton and Court streets, Astoria, Oregon.

## F. P. HICKS,

DENTIST,

ASTORIA, OREGON.

Rooms in Allen's building up stairs, corner of Cass and Seemooche streets.

## J. Q. A. BOWLBY,

ATTORNEY AT LAW.

Chenamus Street. - ASTORIA, OREGON

## C. H. BAIN & CO.,

DEALER IN

Doors, Windows, Blinds, Transoms, Lumber, Etc.

All kinds of Oak Lumber, Glass, Best Material, etc.

Steam Mill near Weston Hotel