

The Daily Astorian.

ASTORIA, OREGON: MONDAY, NOVEMBER 21, 1900. ISSUED EVERY MORNING. P. W. PARKER, Publisher and Proprietor.

TERMS OF SUBSCRIPTION: Sent by Carrier, per week, 10 cents; Sent by Mail, per month, \$1.00; Free of postage to subscribers.

THE ASTORIAN GUARANTEES TO ITS ADVERTISERS the largest circulation of any newspaper published on the Columbia river.

(Additional Local News on Last Page.)

SERMON BY REV. G. C. HALL

A Story of the Olden Time Related in Modern Language.

SOME SHREWD BUSINESS MEN.

Yesterday morning at the Congregational church, the pastor, Rev. G. C. Hall, gave a very interesting sermon, elucidating in a practical, business style one of the parables of the new testament, which is so remarkably applicable to a business method frequently practiced in these times that a rather extended synopsis of the narrative of the sermon is given as follows:

Long, long before the time of railroads or telegraphs there lived in the far East a very rich, energetic, enterprising capitalist who was doing an extensive and prosperous business in several places, and through trusted agents whom he kept in his employ after a very long time he was doing a heavy credit business; the services of these agents became more valuable to him as they became better acquainted with the resources of their respective places and with the financial standing of those likely to patronize the firm.

In one of his best paying places he had an intelligent wide-awake agent who had been a long time in his employ. This agent had many personal and business friends in the place where he lived and, as it may be supposed, had held offices of trust—had been mayor of the city—had built for himself a fine house and lived in considerable style as a "prominent" citizen.

Some jealous minded meddler went to his employer and reported these things, intimating that the agent must be using the money of the firm for private purposes. There are in all times and in all places persons mean enough to do such things. The capitalist having his attention called to the matter, and knowing his agent's salary, began to think that there was something in the intimation. His suspicions were aroused and grew stronger with reflection, though he had no direct proof of any dishonesty on the part of his trusted agent whom he had always believed to be very faithful. He finally sent for him and told him what he suspected and a somewhat stormy interview was ended by his saying:

"You go back and square up the books, collect in outstanding accounts and in a few weeks I will be over and we will have a settlement. After what has passed between us to-day I don't care to keep you any longer in my employ than is necessary for such a purpose." He knew that if the intimations of dishonesty were true that his agent had properly enough to make him responsible.

The agent began to think: "What shall I do when my employment is gone? By reason of a life of contentment and ease and comfort I am unfitted for the hardships and privations of that of a day laborer." While it is very pleasant to win success, it is an awful thing for one who has been used to a life of easy affluence to be reduced to penury and hardship. "What shall I do? I cannot become a pensioner upon the generosity of my friends," he thought. "Though he had been a good citizen, and though he hadn't accumulated much except his house and lot, some furniture, his barn and carriages, and a little real estate. 'What shall I do?' Many a man has committed suicide under similar circumstances, my friend, I imagine that he passed a sleepless night or two thinking the matter over. He well knew that he could not make a satisfactory accounting for his receipts and disbursements. Finally he hit upon a plan, a bold scheme of financial shrewdness. 'I will make all who are indebted to this firm my personal friends in such a way that if my employer discharges me it will ruin his business here. I know him pretty well. I know that he loves gain better than integrity; and another thing, I know that the way to touch men's hearts is through their pocket-books.' Accordingly he sent out notices to all indebted to the firm to 'come, settle up immediately and save costs.' Well, as the first debtor came in with his pass-book, the agent said pleasantly: 'Good morning, my friend, I am sorry to trouble you with that little bill, but it's orders from headquarters. By the way, how much is it?' 'I am charged with 800 gallons of olive oil, gotten at sundry times.' 'Glancing at his open ledger, 'Correct, correct,' said the agent. 'But,' said the customer, 'this demand is very unexpected, and I am not prepared to meet it now.' 'Well, see here, my friend,' said the agent; 'I am still the representative of my employer here, and he is bound by my acts, and whether he likes it or does not like it, I will tell you what I propose to do. Inasmuch as you have been such a good customer for so many years, the firm has realized from you in profits many times the amount of your present indebtedness—just hand me that bill—we'll just call it 800 gallons instead of 800. My employer certainly will not object to such an acknowledgment of past favors except that he is a regular old skinflint—if he is, the sooner we know it the better. If I were in his place, I know I would not object to my man doing with his as I would have him do with mine were I in his place and he in mine. But since we cannot do this with all, please never mention the matter to any one.'

"Thank you, thank you," said the customer. "Now that you are doing the fair thing, and if your employer should make you any trouble over the matter and should you need any favors just call on me. By the way as you are an old resident, I wish you would go into this business here for yourself. If you lack capital there are plenty of responsible men in the place ready to back you." After he left the accounting room the customer came in who owed for 600 bushels of wheat and the agent reduced his bill to 450 bushels saying pretty much the same thing to him and receiving his gratitude and assurances of friendly aid. So one after another of the principal customers came in with their monthly, quarterly or annual bills and had them adjusted on very easy terms.

After a few weeks the principal employer came to that place to find his agent the most popular man in town and his best customers were all speaking in his praise and saying what were willing to do for him. And when he saw what had been done he said to himself, "I am bound by his acts—I can't repudiate them. If I discharge him, the people here will all be down on me, and think of him as a much abused man; and then, too, he may go into business here for himself and if he does very large returns. This has been the most profitable of all my ventures. I would like to prosecute the fellow, but then I can't afford to lose the trade for the sake of

personal gratification. He is shrewd—shrewder than I, perhaps," and (as a shrewd thief honors a shrewder one) he concluded to keep the man in his employ by apologizing to him and paying him a better salary, thus binding him in closer fidelity and at the same time securing the peoples' gratitude already bought at his expense, to himself.

So the man apologized to his agent and heartily commended what he had done for his good customers, saying: "I was foolish to listen to gossip. You did exactly right in settling up. I wonder that I did not think to tell you what to do. I now think of it; I don't believe that I paid you enough for your valuable services. Now name a salary that you think you can live on and live comfortably." The matter was easily adjusted.

It would be hard to imagine a more keen, far-seeing, yet bolder scheme than that of the dishonest agent. It is only equalled by the delicate shrewdness and business wisdom of his employer in being able to swallow his indignation, to make the best of his circumstances and to adroitly turn his agent's ill gotten popularity to his own financial advantage. Now this is the parable of Jesus (Luke xvi-1-12) unfolded to which Jesus added as a moral "The children of this world in their generation are wiser than the children of light." The characters in the parable are all "Children of this world," and the moral gives the intent and purpose of the parable, which is to teach the necessity of foresight, prudence, courage, perseverance and energy, in doing the Lord's work.

When the workmen crawled under the building to make arrangements to raise it, they examined the many piles on which it stands, and while all of them were more or less decayed above high water mark, the portion which is generally covered with water, was found in perfect preservation, yet the piles had been driven fourteen years. Not a single one needed replacing, so they were left off at high water mark and new beams and timbers set in from there up to the desired height to which the building had been raised by jack screws.

This is no idle statement, but a positive fact and shows that in the water of Astoria remains almost impishable, as the portion in the air is all that decays, for the part that is in the water remains in perfect condition.

What is true here of the absence of the teredo is equally applicable to the barnacles on the bottoms of ships, all of which drop off very soon after a vessel is anchored in our harbor.

These facts demonstrate to a certainty the advantages of this harbor as compared to the ports on Puget sound and at other places on salt water.

The following is the list of passengers having rooms who went up the river last night on the steamer R. Z. Thompson.

J. W. Alden, J. J. Codman, H. Clark, A. B. Colwell, W. H. Patterson, R. A. Habersham, F. R. Reed, Dr. P. A. Rees, H. E. Nelson, J. S. Toland, M. E. Ketchum, C. W. Stone, H. Holson and wife, Alsea Fox, W. C. Farrow, Chas. Burkheart, W. Frost, A. D. Bowen, J. Fink, P. J. Taylor, Wm. Loeb, G. Harmon, J. V. Holton, D. G. Ross, C. C. Jansen, C. H. Sisson, J. Harger.

A BUSINESS PROPOSITION. A City Lady Who Required Proof Before Believing.

There recently appeared in the San Francisco Call, Chronicle, and Examiner, a proposition hitherto unheard of. It was an advertisement in which the Edwin W. Joy Company, in proof of the curative properties of Joy's Vegetable Sarsaparilla, offered to submit it to the terrific test of "no cure no pay." Many accepted, and their experiences are so convincing as to be almost beyond belief. Here is another, written under date January 6, 1890:—

"Dear Sir: I accepted your offer to test the merits of your vegetable remedy in six headaches, and called for a bottle and got it. I had been troubled for a long time, and had tried almost every medicine, with little or no effect; but Joy's Vegetable Sarsaparilla relieved me from one of the worst cases of sick headache one ever had."

Write to E. B. PRICE, 16 Prospect Place, San Francisco. We will from time to time publish others of these letters. It is doubtful if any remedy was ever before submitted to such a severe test.

Ludlow's Ladies' \$3.00 Fine Shoes; also flexible hand-turned French Kids, at P. J. GOODMAN & CO'S.

The latest style of Gents' Boots and Shoes at P. J. GOODMAN & CO'S.

All the patent medicines advertised in this paper, together with the choicest perfumery, and toilet articles etc. can be bought at the lowest prices at J. W. Stone's drug store, opposite Occident hotel, Astoria.

Pigs' Feet in kits and half barrels, Salmon Bellies, Salmon Tips in kits, and Spring Salmon in barrels. At THOMPSON & ROSS.

Saloon, Lodging House For Sale. A Saloon and Lodging house doing a good business, for sale at bargain. Must be sold in a short time. Inquire at this office.

A fine line of Cigars and Cigarettes can be found at the Columbia Bakery, 520 Third street.

Weinhard's Beer. And Free Lunch at the Telephone Saloon, 5 cents.

New Goods Just In. Mince Meat in wood pails and glass jars, Cape Cod Cranberries, Plum Pudding and Dew Drop Pumpkin. At THOMPSON & ROSS.

Attention Smokers. Commercial. Lardline. La Perla Cubans—all imported. Flor de Madrid. La Palladina. La Ermina. La Famana in Key West Brands. The Belmont. Mocha. Reading Room in rear of Cigar Store. CHARLES OLSEN'S.

NO TEREDO HERE.

Some Difference Between Fourteen Months and Fourteen Years.

PILES ARE NOT INJURED HERE.

One of the very prominent reasons why Astoria is so valuable as a shipping port is the fact that the fresh water of the Columbia river contains no teredos, and wharves will last for many years as the piles are never eaten or bored by the teredo.

Less than two weeks ago, the Seattle papers gave an account of the fall of a wharf, in consequence of the piles which supported it having been eaten away by the destructive teredo, yet the wharf had been built and the piles driven only fourteen months, showing how rapidly these little destroyers do their work.

A case in point practically illustrates how fortunate Astoria is in not being troubled with these pests. On Second street, the foot of Cass, stands a building now occupied by Carnahan & Co. as a general store, which is owned by I. W. Case, was built in 1876, and occupied by him as a banking house.

To conform to the newly established street grade, it became necessary last week to raise the building about two feet. Readers at a distance will bear in mind that the building, like hundreds in Astoria, is built over the water and on piles, and the rise and fall of the tide leaves the water under it from three to twelve feet deep continuously.

When the workmen crawled under the building to make arrangements to raise it, they examined the many piles on which it stands, and while all of them were more or less decayed above high water mark, the portion which is generally covered with water, was found in perfect preservation, yet the piles had been driven fourteen years. Not a single one needed replacing, so they were left off at high water mark and new beams and timbers set in from there up to the desired height to which the building had been raised by jack screws.

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Worse Than Leprosy. Is Catarrh, and there is but one preparation that does cure that disease, and that is the California Positive and Negative Electric Liniment. Sold by J. W. Stone, Conn. It also cures neuralgia, rheumatism, headache, sprains, burns and all pain. Try it and tell your neighbor where to get it.

Fresh Eastern Chestnuts, Main St. bet. 1st. and 2d. - L. X. L. Building. Fresh Peanuts every day. L. X. L. Building.

BENEFITS AND INJURIES.

Birds and Animals Which Are Beneficial and Injurious.

Bulletin No. 6, has been received from the Oregon agricultural and experiment station, and from this is obtained valuable information concerning birds and animals which are common on ranches and are considered more or less injurious and destructive by farmers.

Careful inquiries have been made from the station at Corvallis, and from replies they have received from various parts of the state, interesting conclusions have been reached. It was ascertained just what benefits the farmers derived from each kind of bird or animal, and what amount of injuries were done by each, and then arranged in tabular form showing the percentage of benefit and injury attributed to each, which is compiled as follows:

Gray gophers and ground squirrels, mice, rabbits, raccoons and blue jays, 100 per cent. injury.

Pocket gophers, badgers, minks and pigeons, 10 per cent. benefit, and 90 per cent. injury.

Moles, 25 per cent. benefit, and 75 per cent. injury.

Chipmunks, crows, blackbirds and grouse, 30 benefit, 70 injury.

Foxes, 40 benefit, 60 injury.

Weasels, skunks, hawks and China pheasants, 50 and 50.

Quail, 70 and 30.

Owls, 75 and 25.

Woodpeckers, 80 and 20.

Doves and robins, 89 to 100.

Bats and snakes, 100 per cent. benefit.

Thus it will be seen at a glance what good or evil results from each kind of bird or animal, and farmers can thus consult their own interest by encouraging those which are most beneficial and destroying those which are most injurious.

FISHER BROS., SHIP CHANDLERS.

Successors to Wilson & Fisher. HEAVY AND SHELF HARDWARE. Farm Implements, Paints, Oils, and Varnish. Loggers' Supplies, Provisions, and Mill Feed.

GENERAL AGENTS FOR SALEM PATENT ROLLER MILLS. Portland Roller Mills. FAIRBANKS' SCALES, ETC. Astoria, Oregon.

C. P. Upshur, Shipping and Commission Merchant. Main St. Wharf, Astoria, Oregon. SPECIALTIES: Cannery Supplies.

Barbour's Salmon Net Twines. NEPTUNE Brand Salmon Twine, WOODBERRY Cotton Lines and Twines.

SEINES and NETTING. Of all Description Furnished at Factory Prices. FIRE INSURANCE. Effected in First Class Companies. Representing \$13,000,000.

ROSS' OPERA HOUSE. GRAND Souvenir Concert. GIVEN BY MRS. ANNIE L. RICORD. Assisted by PORTLAND and HOME TALENT. Friday Evening, November 28th.

Tickets on Sale at All Leading Stores. The Box sheet will be opened at the New York Novelty Store Wednesday morning, November 26th, at 9 o'clock.

Morgan & Sherman GROCERS. And Dealers in Cannery Supplies! Special Attention Given to Filling of Orders. A FULL LINE CARRIED. And Supplies furnished at Satisfaction Terms. Purchases delivered in any part of the city. Office and Warehouse in Hume's New Building on Water Street. P. O. Box 153. Telephone No. 37. ASTORIA, OREGON.

JEFF'S New RESTAURANT. SECOND - STREET (Opp. Telephone Landing). Is the Best Bon Ton Restaurant of the Town (AND THE FINEST ON THE COAST). Dinner Parties, Banquets, a Specialty. The Finest Wines and Liquors. Private Entrance and Rooms. N. B.—No connection with his old place on Mala Street.

CLOAK SALE. Saturday, September 27th. We will open our ANNUAL CLEARANCE SALE OF Cloaks, Wraps, Jackets, SILK: SEALETTES.

Our House has a standard reputation which never fails to attract general attention during our Cloak Sale. CORRESPONDENCE SOLICITED. McALLEN & McDONNELL, 131 & 163 3rd St., Portland, Or. Leading Dry Goods Store for first class goods at Eastern prices. Agents for McCall's Bazaar Glove Fitting Patterns.

A Reward of \$25 WILL BE PAID FOR THE RECOVERY of the body of T. J. Smith, supposed to have been drowned near Stella, Wash., on the evening of Nov. 9th, 1899. EUREKA PACKING CO. J. L. SMILEY, Mgr.

OUR SPECIALTIES!

WILSON BROS., Chicago, Gent's Fine Furnishing Goods!

FOLLMER, CLOGG & CO., Philadelphia. UMBRELLAS!

EARL & WILSON, Troy, N. Y., COLLARS AND CUFFS

HANAN & SONS., New York City, MEN'S FINE SHOES.

CHRISTY'S, London, Eng., Fine Stiff Hats.

THE BEST MAKES IN AMERICA OF Men's and Boy's Suits and Overcoats.

C. H. COOPER, The Leading and Largest Store in the State Outside of Portland. 517, 519, 521 3rd St., Astoria, Oregon.

R. B. POWER & Co. 527 Third St., Astoria.

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