BY A. CONAN DOYLE.

CHAPTER VI-Continued.

shoulder and warned him to come quietly with us, he answered us as bold as brass: 'I suppose you are arresting me for being concerned in the death of that scoundrel Drebber,' he said. We had said nothing to him who had engaged the room under the about it, so that his alluding to it had name of James Stangerson. The course a most suspicious aspect."

"Very," said Holmes. having with him when he followed

Drebber as far as the Brixton road. Whon there a fresh altercation arose between them, in the course of which Drebber received a blow from the stick in the pit of the stomach, persistent of th haps, which killed him without leaving any mark. The night was so wet and so incomprehensible about the that no one was about, so Charpentler dragged the body of his victim into it imparted a fresh ghastliness to his the empty house. As to the candle and the blood and the writing on the wall and the ring, they may all be so many tricks to throw the police on to

the wrong scent."
"Well done!" said Holmes in an encouraging voice, "Really, Gregson, you are getting along. We shall make something of you yet."
"I flatter myself that I have man-

aged it rather neatly," the detective answered proudly. "The young man volunteered a statement in which he said that after following Drebber some time, the latter perceived him and took a cab in order to get away from him. On his way home he met an old shipmate and took a long walk with him. On being asked where this old shipmate lived, he was unable to beyond thinking in his own mind that give any satisfactory reply. I think it was early for him to be at work. He case fits together uncommonly well. What amuses me is to tall, had a reddish face, and thought think of Lestrade, who had started off it was early for him to be at work. He

talking, and who now entered the liberately wiped his knife. room. The assurance and jauntiness which generally marked his demeanor and dress were, however wanting. His face was disturbed and troubled, while his clothes were disar-

ranged and untidy. He had evidently come with the in tention of consulting with Sherlock derer?" he asked.

he said, at last—'a most incompre-hensible affair." them. There were no papers or mem-oranda in the murdered man's pockets.

clusion. Have you managed to find the secretary, Mr. Joseph Stangerson?" There was no name appended to this message." cretary, Mr. Joseph Stangerson?" message."
"The secretary, Mr. Joseph Stanger-"And there was nothing else?" son," said Lestrade, gravely, murdered at Halliday's Private Hotel about 6 o'clock this morning."

### CHAPTER VII.

Light in the Darkness. The intelligence with which Lestrade greeted us was so momentous and so unexpected that we were all three fairly dumfounded.

Gregson sprang out of his chair and upset the remainder of his whisky and I stared in silence at Sherlock

Holmes, whose lips were compressed and his brows drawn down over his "Stangerson, too!" he muttered, "The plot thickens"

was quite thick enough before. grumbled Lestrade, taking a chair. seem to have dropped into a sort o council of war." "Are you-are you sure of this piece

of intelligence?" stammered Gregson. "I have just come from his room," said Lestrade. "I was the first to discover what had occurred." 'We have been hearing Gregson's

view of the matter," Holmes observed. Would you mind letting us know what you have seen and done?" "I have no objection," Lestrade an-

swered, seating himself. "I freely confess that I was of the opinion that Stangerson was concerned in the death of Drebber. This fresh development has shown me that I was completely mistaken. Full of the one idea, I set of a pearly gray color, small, round, myself to find out what had become of the secretary. They had been seen light together at Euston Station about half past eight on the evening of the third. At two in the morning Drebber had been found in the Brixton Road. The question which confronted me was to find out how Stangerson had been employed between 8:30 and the time of the crime and what had become of him afterward. I telegraphed to Liverpool, giving a description of the man and warning them to keep a watch upon the American boats. I then set to work calling upon all the hotels and lodging houses in the vicinity of Euston. You see, I argued that if Drebber and his companion had become separated the the usual term of canine existence. natural course of the latter would be to put up somewhere in the vicinity for

eting-place beforehand," remarked Holmes

"So it proved. I spent the whole of is a teaspoonful of water. You per-yester lay evening in making inquiries ceive that our friend, the doctor, is entirely without avail. This morning I began very early, and at eight o'clock Little George street. On my inquiry as to whether a Mr. Stangerson was at. in the affirmative.

"No doubt you are the gentleman

Where is he now? I asked.

to be called at nine,"

"It seemed to me that my sudden of the wine glass into a saucer and sppearance might shake his nerves and lead him to say something unguarded. The Boots volunteered to Sherlock Holmes' earnest demeanor ish, in spite of my twenty years' ex- but apparently neither the better nor perience. From under the door there the worse for its draught. eurled a little red ribbon of blood. Holmes had taken out his watch, and

the skirfing at the other side. I gave After a very brief pause the detectice continued.

"Of course, after that there was nothing more to be done. I found out where Lieutenant Charpentier was, took two officers with me and arrested him. When I touched him on the shoulder and warned him to come night-dress. He was guite dead and

about it, so that his alluding to it had name of James Stangerson. The cause of death was a deep stab in the left side, which must have penetrated the "He still carried the heavy stick heart. And now comes the strangest which the mother described him as part of the affair. What do you suppose was above the murdered man?" I felt a creeping of flesh and a pre-

"What is your theory, then?"

"Well, my theory is that he followed fore Sherlock Holmes answered in let-"The word 'Rache," written in let-

There was something so methodical

deeds of this unknown assassin, that

My nerves, which were steady enough on the field of battle, tingled as "The man was seen," continued Les-

trade. "A milkboy, passing on his way to the dairy, happened to walk down the lane which leads from the mews at the back of the hotel. He noticed that a ladder, which usually lay there, was raised against one of the windows of the second floor, which was wide open. After passing, he looked back and saw a man descend the ladder. He came down so quietly and openly that the boy imagined him to be some carpenter or joiner at work in the hotel. bas an impression that the man was tall, had a reddish face, and thought upon the wrong scent. I am afraid he won't make much of it. Why, by Jove! here's the very man himself!"

must have stayed in the room some little time after the murder, for we found blood-stained water in the basin, It was, indeed, Lestrade, who had ascended the stairs while we were marks on the sheet, where he had de-

I glanced at Holmes on hearing the description of the murderer which tallied so exactly with his own.

There was, however, no trace of exultation or satisfaction upon his face. "Did you find nothing in the room which could furnish a clew to the mur-

and put out.

He stood in the center of the room, fumbling nervously with his hat, and uncertain what to do.

This is a most contact of the room it, but nothing had been taken. What-"Nothing. Stangerson had Drebber's This is a most extraordinary case," crimes, robbery is certainly not one of oranda in the murdered man's pockets, "Ah, you find it so, Mr. Lestrade?" except a single telegram, dated from cried Gregson, triumphantly. "I Cleveland about a month ago, and conthought you would come to that containing the words, 'J. H. is in Europe."

> "was Holmes asked. "Nothing of any importance. The

man's novel, with which he had read himself to sleep, was lying upon the land. bed, and his pipe was on a chair side him. There was a glass of water on the table, and on the window sill a small chip ointment box containing a

Sherlock Holmes sprang from his hair with an exclamation of delight. "The last link," he cried, exultantly. 'Mv case is complete."

The two detectives stared at him mazement. "I have now in my hands," my com-

panion said confidently, "all the threads | ished. which have formed such a tangle. There are, of course, details to be filled n, but I am certain of all the main facts, from the time that Drebber parted from Stangerson at the station, up to the discovery of the body of the latter, as if I had seen them with my own eyes. I will give you proof of my knowledge. Could you lay your hands

upon those pills?"
"I have them." said Lestrade, pro ducing a small white box: "I took them and the purse and the telegram, intending to have them put in a place of safety at the police station. It was the merest chance my taking these pills, for I am bound to say that I do not attach any importance to them." "Give them here," said Holmes. "Now, doctor," turning to me, "are

those ordinary pills?" They certainly were not. They were and almost transparent against the

"From their lightness and transpar ency, I should imagine that they are soluble in water," I remarked, "Precisely so," answered Holmes.

'Now, would you mind going down and fetching that poor little devil of a terrier which has been bad so long, and which the landlady wanted you to put out of its pain yesterday? I went downstairs and carried the

dog upstairs in my arms. Its labored breathing and glazing eye showed that it was not far from its end. Indeed, its snow white muzzle pro claimed that it had already exceeded

placed it upon a cushion on the rug. the night and then hang about the two," said Holmes, and drawing his "I will now cut one of these pills in station again next morning."

"They would be likely to agree on word. "One half we return into the box for future purposes. The other half

right, and that it readily dissolves." "This may be very interesting," said reached Halliday's Private Hotel, ir Lestrade, in the injured tone of one who suspects that he is being laughed "I can not see, however, what it living there, they an once answered me has to do with the death of Mr. Joseph

Stangerson."
"Patience, my friend, patience. You he was expecting, they said. 'He had will find in time that is has everything been waiting for a gentleman for two to do with it. I shall now add a little milk to make the mixture palatable and on presenting it to the dog you will "'He is upstairs in bed. He wished find that he laps it up readily enough." As he spoke he turned the contents

Sherlock Holmes' earnest demeanor show me the room; it was on the sec-ond floor, and there was a small cor-in silence, watching the animal intentridor leading up to it. The Boots ly and expecting some startling effect.

pointed out the door to me, and was None such appeared, however. The None such appeared, however. The about to go down stairs again, when I dog continued to lie stretched upon the saw something that made me feel sick- cushion, breathing in a labored way, value of money,

which had meandered across the pas-page and formed a little pool along gult, an expression of the utmost cha-courtable.

grin and disaspointment appeared up-

on his features, He gnawed his lip, drummed his fingers upon the table and showed every other symptom of acute impatience. So great was his emotion that I felt sincerely sorry for him, while the two detectives smiled derisively, by no means displeased at this check which he had met.

"It can't be coincidence," he cried at last, springing from his chair and pacing wildly up and down the room: "It is impossible that is should be a mere coincidence. The very pills which I suspected in the case of Drubber are actually found after the death of Stangerson. And yet they are inert. What can it mean? Surely my whole

With a perfect shriek of delight he rushed to the box, cut the other pill in two. dissolved it, added milk, and resented it to the terrier.

The unfortunate creature's tongue hardly seemed to have been moistened in it before it gave a convulsive shiver in every limb, and lay as rigid and life-

less as if it had been struck by light-Sherlock Holmes drew a long breath and wiped the perspiration from his

"I should have more faith," he said: "I ought to know by this time that when a fact appears to be opposed to a long train of deductions it invariably proves to be capable of bearing some other interpretation. Of the two pills efore ever I saw the box at all."

This last statement appeared to me to be so startling that I could hardly believe that he was in his sober senses.

There was the dead dog, however, to prove that his conjecture had been cor-

It seemed to me that the mists in my own mind were gradually clearing away, and I began to have a dim, vague perception of the truth.

"All this seems strange to you," con-

which was presented to you. I had the good fortune to seize upon that, and everything which has occurred logical sequence of it. Hence, things which have perplexed you and en my conclusions. It is a mistake to confound strangeness with mystery. The most commonplace crime is often the most mysterious, because it presents no new or special features from murder would have been infinitely more difficult to unravel had the body of the victim been simply found lying in the roadway without any of those outer and sensational accompaniments which have rendered it remarkable, These strange details, far from making the case more difficult, have really had the effect of making it less so."

(To be Continued.)

#### Things That May Interest You.

THE PROPERTY OF THE PROPERTY O Over a million persons die yearly in Europe of consumption.

Five hundreds nd eighty-seven distinct languages are spoken in Europe. Forty-five hours constitute a week's

Seventy-eight profit sharing schemes, affecting 53,526 workpeople, were in operation last year in this country.

Madame Isacescu, the Vienese lady swimmer, is training for another attempt to swim the English channel.

Out of 2.599 murders of Christians in Turkey last year there were only 61 cases in which the murderers were pun-

The longest railway run in the world without changing is on the Cauadian here. Pacific, from Halifax to Vancouver, 3,662 miles.

The biggest orchard in the world is near Santa Barbara, Cal. It covers 1,700 acres and contains 31,000 fruit and nut trees.

The amount of heat generated by a man's body in a day's work is sufficient late-course dinner that a paper had been to raise 63 pounds of water from freezbing to oiling point.

age, is entitled to place no less than 26 | will not lose by it." letters, indicating various titles of honor, after his name.

Geraniums bloom most satisfactorily when grown in comparatively small pots and soil which is termed rich, but not rank with excessive manure.

In Portugal if the wife publishes literary works without the husband's consent, the law frees him at once from all further matrimonial obligations.

During the past ten years immigracreased.

Three are 6,000 mouks on the promontory of Athos. They pay to the sultatn 2,000 pounds a year for the privilege of being allowed to govern them-

The number of ships in the Amerilast twelve years from 97 fo to 40, and Scotch whaling industry.

One of Milton's biographers says that nearly twenty years elapsed between the time he sketched out the plan of "Paradise Lost" and the completion of that work. The actual labor of composition was condensed into two or three

Farmer Jones-I am a-going tew take my son Hiram to a phrenolygist tew and out what he's best suited fer. Farmer Honk-An' s'posin' he tells

yew the boy ain't suited fer farmin' at Farmer Jones-That's just what want tew find out, so's I kin lick it out

uv him before he gits tew big.

Younghub-There's nothing like matrimony for teaching a young man the

Oldwed-That's right. A dollar a man gives to his wife looks twice as big as the dollar he blew in on her during

QUEER NIGHT THEFT.

WEALTHY BANKER WAS ROBBED WHILE HE SLEPT.

Through the Efforts of a Detective the Mystery of the Losses Was Solved in a Manuer Most Unexpected All Around.

Shortly after I was put on the 'fly force," said the old detective, "the chief sent for me. On entering his office I found there a man I recognized as a chain or reasoning cannot have been banker of repute. Since then he has false. It is impossible! And yet this become famous. The chief told me to listen to the story, for it was my case. I have it, I have it!" The story was brief. The banker kept some personal securities in a safe at his own home and some were missing. They had disappeared one by one at irregular intervals. The one singular thing was that on one occasion he had set out to watch the safe all night, and between 3 and 4 had dropped asleep for half an hour. In that half hour another had disappeared. The lock was a combination, the secret of which, so far as he knew, was wholly his own.

"I went up to his house and made a careful examination without hitting on any theory that would seem to unravelson, who was a high roller.

conceal myself. I began the watching that night, but nothing came of it for the importance of the single real clew An hour and a half later I heard a trains generally wait for the passenger cracks in the sidewalks or telegraph soft step in the room adjoining the li- trains to pass. He saw a young lady poles, and touching things with their brary and presently a form stole into walking on the siding, and, believing hands, but few of us have been aware the room, and going to the safe, swift- her to be in danger, gesticulated ve- of the existence of a class of men who

security, closing the safe again, curity in it.

he nearly struck me, and hurried up ing his right arm in two places, badly the stairs. I was close behind him and cutting his head and bruising his side. at his heels when he climbed up to the He will recover. second story, where there was a night lamp in the hall, giving sufficient light | Mackay, the New York Herald remarks | claimed an irate little cigar man, brisfor me to recognize the features of the that one of the notable episodes of the tling with indignation and addressing here he turned into a room, closing the that which connected them with Meisdoor after him. I went down into the sonier. The great French artist was library and found the easiest chair for commissioned by Mr. Mackay to paint

peared for breakfast I took him down- was delivered the Mackays decided that was the cigar man's second explosion. stairs, saying to him: 'Examine that it was entirely unworthy of the sub-

"To his amazement he found every Meissonier," he said, "not Meissonier work for women and girls in New Zea- one of the missing securities and some painting a slovenly imitation of Ca- way of customers, "you don't underpapers besides which he had not banel." This criticism was indorsed by missed. He was dumfounded. After a some artists who had seen the picture. moment's hesitation he turned to me It was said that the French artist, with a severe and most stern air and deeming anything to be good enough asked:

> "'Who is the thief?" "'You are,' I replied, complacently. "He started violently, and for a moment I thought he would strike me. But he asked, instead, feroclously:

"'What do you mean by that?" "'Only that you are a sleepwalker,' I replied. 'That's all. I followed and friends gave Melssonier a dinner as a saw you take the paper and place it vindication, and the French press and

"He stood still, as one paralyzed. The indignant. The indignation rose to a clibut instead of buying 10 cents' worth Then he said:

"'Keep my counsel. Say nothing." "A week later he sent for me to his fire. This was not true. It was hung office to tell me that his physician had in a small room, with its face to the told him it was a case of dyspepsia, wall. To-day it has an abiding place in and that when he had come to look Carlton House, Mrs. Mackay's London back he found that it was only after a mansion.

missed. Then he added: "'You've been discreet so far. Con-Lord Kelvin, who is now 78 years of tinue to be, and you will see that you

> "I continued to be, and that's the reason why I have retired so early, can drive down the road just as fast a stepping pair as anyone does, and can have an automobile if I want one."-Brooklyn Eagle.

EFFORT OF MAPPING A BRAIN, Scientific Tests to Discover Control of Limbs and Muscles.

Eminent surgeons have long endeav ored to find out precisely what parts of tion to America from Germany, Ireland the brain control the various muscles and England has decreased, while that and limbs of the body, with a view to from Italy, Asutria and Russia has in- ascertaining therefrom new ways of treating diseases of the nervous system. Sufferers from such complaints, especially such as cause interruption of the muscular action, may have reason to bless the memory of certain great apes who have co-operated unselfishly with and without being consuited by some British scientists and can whaling fleet has fallen off in the surgeons in a series of privately conducted experiments to demonstrate new much the same is the case with the facts about the brain, says the London Leader.

Though the scientific partnership was fatal to the apes, they lived admired and died universally respected, and their photographs will be handed down in medical history. Studies of from the stems, and of this hemp are vestment. This makes the investment the brains of the higher apes have made mats, plaited work and lace in railroads three-fifths as great as in shown that their composition was sufshown that there could be moreover, the banana is ground into industries. The gross income was in belief that investigations made on these banana flour. The fruit is to be sold 1901 \$551,020,460, which would be only brutes would furnish knowledge about for dessert is ripened by the dry 4.2 per cent on the investment, and out experiments thoroughly it is well to remember that the brain may be roughly divided into two great portions—the ing or overripening. The Island of frontal and the occipital—which are Jamaica yields great crops of this useseparated by the fissure of Rolando. ful and mosey-making fruit. This fissure extends across the top of the human head and down on each side

at about the region of the temples. All that part of the brain which lies | Bible. in the front of it-that is, the brain that is over the eyes and fills out the in Revelations. frontal region of the head-is known as the frontal lobe. This frontal lobe, it has been found, does almost all the has never been kissed, even if he work of ordering and controlling the doesn't believe it.

motion of the body and the exercise of THEY ARE LOOKING FOR THINGS. its various physical functions. It is the great central telephone exchange, or, to use another electric term, thec great power house where the subtle, intangible fluid of thought is converted into a tangible working force and thence transmitted at varying pressures along the feed wires of nerves to the various engines of the heart, arms, legs, eyes, mouth, nose and other organs.

## \*\*\*\*\*\*\*\* GOOD Short Stories

On one occasion at a dinner at Balliol the master's guests discussed the ca- have in mind a different sort of people, reers of two Balliol men, one of whom be hanged, but a bishop can say, 'You them to search, more or less diligently, be damned." "Yes," tersely remarked the sidewalk as they rush along the be hanged,' you are hanged."

and let the play go on."

since then has served to confirm my the room, and going to the safe, swifther to be in danger, gesticulated veoriginal supposition, and, indeed was by unlocked it and abstracted a single
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original supposition, and indeed was by unlocked it and abstracted a single
original supposition are also before the safe, and the sa tween the rails. She, in her turn, see- as they brush along the street. When "The room was so dark that I could ing the oncoming freight train, mo- we have found men looking intently at made the case more obscure have distinguish only the outlines of the served to enlighten me and to strengthform, but the darkness enabled me to ger. As the train came nearer both they were counting cracks, or trying to Arrive Hood River (up) at 3:30 P. M. follow the thief as he turned from the became the more earnest in their shout- keep from stepping on cracks, or maksafe. I did so, and with a step as ing and gesticulating, while neither ing some sort of curious study of the stealthy as his own. He led me through thought of stepping off the tracks. sidewalk's topography, but instead we the adjoining room, out into the hall, Reilly proved to be in the wrong. The now learn that they are actually lookwhich deductions may be drawn. This down the basement steps and into a freight, instead of taking the siding, ing for wealth, trying to find somelumber-room, where there was an old went straight through. While he was thing that somebody else has lost. box for firewood. To this box the thief still trying to cause the young lady What strange flights fancy doth take went, and, lifting the cover, put the se- to get out of the way of supposed dan- in these latter days!" ger, the train struck him from behind. "Then he turned, and so quickly that hurling him from the track and break-

Apropos of the death of John W. a portrait of his wife for the sum of ct and of the painter. "I wanted a taking the angry little man by the for Nevada, took no pains with the work, that he had produced it after an insufficient number of sittings, and had hastily painted in the hands from one of his models. Furthermore, the portrait showed a woman ten years older however, indorsed the work. His max when it was reported that Mrs. Mackay had thrown the picture into the

The Knocker. She had a little hammer, She used it with a will She knocked at everybody-They couldn't keep her still; She knocked about her neighbors If they were friends or foes, She knocked about the table. And knocked about her clothes

She knocked at hubby's smoking, About his snoring, too; She knocked about his whistling, And so, perhaps, would you; At last the Resper claimed her, Her course on earth was run; Her husband then considered Her knocking days were done,

But hubby went one evening To see a spirit show, Where always in the gloaming The spirits come and go, He heard a spirit knocking-"My wife," he said, "I'll bet! Now, isn't she a wonder? By gosh! she's knocking yet!" -Yonkers Statesman.

Many Uses of a Banana. Immense fortunes have been made out of the banana business. Revenues impossible, to secure accurate statisdo not accrue alone from the sale of the fruit, for the leaves are used for packing; the juice, being strong in packing; the juice, being strong in in comparison with others. It is inter-tannin, makes an indelible ink and shoe esting to note, however, that the steam blacking; the wax found on the under surface railroads of the United States side of the leaves is a valuable article of commerce; manila hemp is made warmth of flaring gas fets in the stor- of this expenses must be met which age places in which it is kept, and are at least as great proportionately care has to be taken to prevent soften as the expenses from the agricultural ing or overripening. The Island of industry can be. On the whole it

Why They Don't Speak Stella-Yes, my age is in the family Bella-Then, I presume, it must

A man likes to hear a woman say she

"The 'lost and found' columns of the

newspaper is responsible for a rather

peculiar habit," said an observant citi-

zen, according to the New Orleans

Persons Who Go Along the Street Watching the Sidewalk.

rather singular mental condition. It that caused a great many persons to Boots and Shoes, make a rather close study of the sidewalks of the city, and no doubt many Hardware, picking up something very valuable. Flour and Feed, etc. They have all sorts of wild dreams about finding jewelry, more or less valuable, and big rolls of money and tinue to pay cash for all its goods; it pays no rent; it employs a clerk, but of the unhappy and extremely unfortu-does not have to divide with a partner. nate class whose life is spent in searching the sidewalks and the gutters for whatever trifle they may pick up. I people who are more cultivated and had just been made a judge and the more refined, and whose minds have by other a bishop. "Oh," said one, "I degrees bent into the groove. Maybe think the bishop is the greater man. some of them have found something at A judge, at the most, can only say, 'You some time or other, and this has caused the master, "but if the judge says You street. I know of one case of this sort, a young man who has been so influ-Sir Henry Irving declares that once, enced by the habit that he goes along when he was playing "Othello" in a the street with his head down, often the mystery. So I said to the banker that small town in the then Washington Ter- passing his nearest and closest friends he must go right along in his mode of ritory, his audience was composed for without seeing them. He made the in that box one was the most deadly living, do nothing to let any inmate in the most part of miners. "When we statement to me a few days ago that poison and the other was entirely the house suppose they were under sus-harmless. I ought to have known that picion or observation, and that I would Othello demands the handkerchief of silver dimes on the sidewalk, and he conceal myself and watch the safe. For Desdemona many times," he says, "I had gradually drifted into the habit of I was satisfied that the thief was one noticed that the audience was becom- searching the sidewalks with his eyes of the family, and I fancied it was the ingly exceedingly nervous. About the as he passed along the streets. 'Bethird time the demand for the handker- sides,' he said, 'I am always reading "This the banker agreed to, and chief was repeated a large Irishman the lost and found column in the newshelped me rig up a place where I could in the rear of the house shouted: 'Wipe papers, and the thing has a sort of fasyour nose on your slaive, you nayger, cluation for me. It has produced a perpetual condition of mental excite-Frank Reilly, a track-walker, was the ment, and of course I get a great deal went out to a dinner party, but he was victim of a peculiar accident at Port of pleasure out of it.' Now, here is a Regulator and Dalles City tinued Holmes, "because you failed at back home shortly after midnight, and the beginning of the inquiry to grasp the house quietetd down by 1 o'clock. a switch to a slding on which freight indulged the foolish habit of counting

MISSION OF THE CHEAP CIGAR

Method in the Madness of Selling for

Absolutely Low Prices. "So you are going to try to force us retailers out of the business!" ex-

"Nothing of the kind," replied the manager, bustling about his work. "And the tobacco-trust has put you "The next morning as the banker ap- seventy-five thousand francs. When it up to this and is footing the bills!" "Now, see here," said the manager,

> stand the game. We're increasing the consumption of tobacco. We're building up your business. "Don't see it," said the retailer,

"when you sell a standard 5-cent cigar five for 12 cents." "That's just the way we're doing it," replied the manager. "The man who smokes two 5-cent cigars a day comes in here and takes five for 12 cents and JOHN M. FILLOON. than its subject. Many French artists, weeks of that, and he wants his five cigars every day. He gets tired of coming around here to look for barpublic were for a time clamorously incash register and carries away half a

dozen clgars. We've increased your trade 150 per cent." "I hadn't looked at it that way," said

the retailer, calming down. "And here's another scheme of ours," continued the manager. "Hundreds of smokers never treat themselves to a 10-cent cigar. We offer three 10-centers and three fivers for a quarter. The smoker takes them and gets the taste for the better clgar. When he comes back to your shop he wants a 10-cent cigar."

"By Jove! it's a great scheme," said the cigar man, quite appeased.-New York Times.

FARMS AND RAILROADS.

Profits on Agriculture Not So Small After All.

A special census bulletin gives the value of farm property, including amchinery and live stock, as \$20,514,001. 638. The total value of farm products for 1889 was \$4,739,118,752, and the gross income from the farms was \$754,177,706, making 18.3 per cent on the value of the property invested. A gross income of 18.3 per cent would not yield a large not income, when the heavy expenses for labor, material, maintenance, etc., is considered, reports the Buffalo Express. Unfortunately, it is not practicable, probably tics of net incomes, which alone might show how the farming industry stands show an investment of \$12,768,910,837, counting all assets as a part of the inwould seem that the profits from agriculture can hardly be so small as to justify the discouragement which has become almost habituar with American farmers. On the contrary, it is a matter for surprise that the industry does not attract more of the capital that is so eagerly seeking investment in transportation and manufacturing lines. Selling ice at a profit of 100 per cent

is certainly a cold snap.

# GEO. P. CROWELL.

DEALER IN

zen, according to the New Orleans Dry Goods, Groceries,

This old-established house will con-All dividends are made with customers in the way of reasonable prices.

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Call and get prices and leave orders,

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 Leave Dalles
 .7 A. M.

 Arrive Portland
 4 P. M.

 Leave Portland
 7 A. M.

 Arrive Dalles
 5 P. M.

Arrive Dalles .....

W. C. ALLAWAY,

General Agent.

# White Collar Line

Portland - Astoria Route Str. "BAILEY GATZERT."

Daily round trips except Sunday. TIME CARD. Through Portland connection with Steamer Nahootta from Ilwaco and Long Beach points. White Collar Line tickets interchangeable with O. R. & N. Co. and V. T. Co. tickets.

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