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Annals of Iowa

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The Democrat
RATES OF ADVERTISING.

SPACE.	1W	2W	1M	3M	6M	1Y
One inch....	$1 00	$1 50	$3 50	$4 50	$6 50	00
Two inches..	1 50	2 25	3 50	5 75	9 00	0
Three inches..	2 00	3 00	4 50	7 00	12 00	00
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Five inches..	3 00	4 50	7 00	13 00	20 00	30 00
¼ Column....	4 50	6 50	8 00	15 00	25 00	40 00
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One Column..	12 00	18 00	25 00	50 00	80 00	125 00

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Business locals, ten cents per line for the first insertion, and five cents per line for each subsequent insertion.

The First National Bank
MANCHESTER IOWA.
CAPITAL AND SURPLUS, $60,000.
ESTABLISHED 1885
We invite you to keep your bank account and do your business with this institution. With ample means for the care of patrons, we are prepared to accord all the courtesies and accommodations consistent with safe banking.
DIRECTORS
H. C. HAEBERLE, A. H. BLAKE, E. M. CARR,
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M. F. LEROY, PRESIDENT. H. A. GRANGER, CASHIER.

THE LAW REQUIRES
AFTER JANUARY 1ST, 1907.
That all cans containing Gasoline MUST BE PAINTED RED and stenciled with the word
GASOLINE
If you wish we will call for your can, paint and mark it, for a nominal price and return it filled with
THE BEST GRADE OF 74 GASOLINE.
TRY A CAN AND JUDGE FOR YOURSELF.
BEST WISHES FOR THE NEW YEAR.
Hutchinson & Atwater

And now as the year of 1906 has come to a close
I take this opportunity to thank you for all courtesies extended in the past and to express the hope that our amicable and pleasant business relations may continue not only during the present year but indefinitely. Now we have sent the goods which has been a cheerful duty for us and if you will now send us the money, which we are sure, will be a cheerful duty to you, we will all be cheerful. Again thanking you we are cordially yours
Phone 213 J. H. STEWART.

COME AND SEE US

Before you close a deal for a Piano. We own our Pianos, sell them ourselves, and you settle with us. A fine double veneer case Piano for $225, guarauteed for ten years. We sell on easy payments. See us before you buy.
S. K. MYERS
The Piano Man,
MANCHESTER, IOWA.

SOLID SILVER AND PLATED WARE.
If you contemplate purchasing silverware of any description, it will pay you to examine my new line of up-to-date patterns, suitable for presents for any occasion. I also carry a fine line of
DIAMONDS, WATCHES, CHAINS, CHARMS AND RINGS,
In fact, anything in the jewelry line that fancy can desire Call and see our new goods, whether you wish to purchase or not. Engraving done when desired.
WN. BOYNTON, Main Street.

Advance in Canned Goods.

By advancing the prices of their canned goods since the new meat inspection law went into effect, the packers have virtually confessed that they were practicing fraud and deception upon the public before the law forced them to be honest. An authority who has been investigating the subject states that prices of canned meats have been raised from 20 to 100 per cent. Canned chicken has gone up from 95 cents to $1.75 for a dozen quarter pound cans, and canned corned beef in half pound cans from $1.25 to $1.90 per dozen. There has been no rise in the price of chickens and beef cattle to warrant such advances, and the cost of inspection is paid by the government; yet the packers insist upon the necessity of advancing prices if they are to put up their goods honestly and under sanitary conditions. It is obvious that there has been something wrong with the goods in the past. The people are now presumably getting what they pay for, but they have to pay well for it.—Farmers Tribune.

Says Too Many Are Rich.

Melville E. Ingalls, former president of the Big Four railroad system, speaking before the Economic club in Boston, said:

"I am not in favor of taxing for destruction, but the question is whether we have not too many millionaires for the good of the republic. I believe that one of the greatest causes of the production of large and illegal fortunes is your tariff.

"There would probably never have been any Standard Oil Company if there had not been railroad rebates.

"For the last five or six years the railroads have been crucified, yet there has never been a set of men more anxious to conform to the law than the railroad men at the present time.

"I believe in an income tax, chargeable to all in proportion to their income and would not favor letting the inheritance tax take the place of the income tax.

"I believe that the tying up of estates for long terms of years should be prevented. If that boy in New York had not been supported by such an estate he would probably have been an honest laborer instead of being on trial for murder."

"There is enough integrity and honor in this country," he said in conclusion, "but if you do not exercise it you will come to socialism."

The Wealth of Iowa.

Iowa stands seventh among the states in the matter of wealth, its aggregate being placed by the census bureau at more than $4,000,000,000. It is first among the states which do not contain any large city.

The table prepared by the census bureau shows that the relative position of the richer states did not change between 1900 and 1904 New York still leads, with a total realized wealth of more than $17,000,000,000. Pennsylvania follows with almost $14,000,000,000. Illinois comes third, with 8,800,000,000. Ohio is fourth. Massachusetts is sixth with less than a billion more than Iowa, with no large cities such as San Francisco and Los Angeles, but with corn fields that duplicate any gold mines the world over.

Each of the states which surpass Iowa in rank contains large cities. New York has the city of New York, besides others of importance. Pennsylvania has Philadelphia, Pittsburg and others. Illinois has Chicago. Ohio has Cincinnati and Cleveland. Massachusetts has Boston. Lacking any large city which takes rank among the first score of the nation, Iowa is far in advance in rank of several states which boast of large cities; notably Missouri, with St. Louis and Kansas City, its aggregate wealth being but $3,760,000,000; Maryland, with Baltimore, its aggregate wealth being but $1,500,000,000; and Louisiana, with New Orleans, its aggregate wealth being but $1,000,000,000.

But Iowa's wealth is not confined to the products of its broad acres. The census bureau statistics show that the manufacturing industry is advancing at a rapid rate. Iowa is no longer merely a producing state. It is rapidly taking a proud position among the great manufacturing states. Iowa already leads the trans-Mississippi states in this matter of wealth and has brighter prospects than almost any other commonwealth.—Iowa State Register.

In the minds of esoteric pessimists the world has come to an end many hundreds of times during the last few centuries, although from a purely objective point of view it is still pelting along through the ether on the same old right of way it traveled in the days of the first Egyptian dynasty. Of course, it may blow up tomorrow, its atmosphere envelop drop off and leave us grasping in the naked ether, its orbit change and dash us to the sun or any other one of a dozen cosmic disasters conceivable by an imagination untrammeled by the facts may put a sudden end to things terrestrial. But there seems no more reason for worrying about the imminence of this unpleasant finale now than there has been at any other time during the last 10,000 years.—N. Y. Globe.

Pay Day.

I have had a lot of pleasure in this good old
world of ours;
And the path I'm daily treading blooms with
never fading flowers.
Happy laughter of my children greets my ears
with music sweet
When they see me homeward coming down the
city's busy street.
But a day of days I cherish as the long week
sauntered by,
Looking forward, gay and happy, with the love-
light in my eye,
And when this great day is finished how my
heart with rapture hums
When I face the cashier's window and the
Pay
Check
Comes.
Here's a pair of shoes for baby, and a dress for
Dorothy,
Here's a coat for laughing Rena that will make
her dance to see.
Here's the fuel that will warm them when the
blasts of winter shriek;
Here's a bunch of joy and comfort that will last
another week.
And my heart is light and happy as I toiled day
after day,
While the smiles of happy children shed a
bright light on my way.
And my weary steps grow lighter, and my heart
with rapture drums
When I face the cashier's window and the
Pay
Check
Comes.
Just a tinted bit of paper but it holds a wealth
of joy—
Home and comfort without measure, happiness
without alloy.
Hour by hour I toil with pleasure for I know
the moments count,
Beat by beat, each stroke is adding to my hon-
est week's account.
Every moment adds a pleasure to the loved
ones in the nest,
While the thought nerves me to labor with a
never falling zest.
'Tis for wife and babes—God bless 'em—and my
heart with rapture hums
When I face the cashier's window and the
Pay
Check
Comes.
—The Commoner.

Farmer and Merchant.

Address delivered at the Farmers' Institute by W. J. Pilkington of Des Moines.

Ladies and Gentlemen, I assure you this afternoon in appearing before you that I feel somewhat at home. I feel somewhat at home because of being near the old homestead. I am a Clayton county boy--raised over there in the woods. Here in the court room just a moment ago, while I was sitting by the door, a lady came in and shook hands with me. She is in the audience now. She and I used to play hookey and raise corn and the dickens when we went to school together. When I come to Manchester I really feel that I am coming near the old stamping grounds again. While my business is that of editing and publishing a paper for merchants, yet I want to tell you that if one in this audience will go into the field with me, I will show you I can plow as much ground as you can, and I can milk as many cows as you can. I don't want you to think that the business I have adopted makes a different fellow with me. Don't think that because I am not now engaged in farming that I know nothing of it. I think possibly if I had been healthy and strong all my life I would be a farmer today. I know of no occupation that demands and is entitled to the respect of the world more than that of farming. For some reason, perhaps not known to us, the farm seems to be the best place to raise boys—boys who must make the future business men. I remember last spring of being in the city of Chicago at a conference of manufacturers and wholesalers. While we were in a room in the afternoon we took to comparing notes. In that crowd there were six men worth ten million dollars each and several worth a million or more—I belonged in neither class. While we were talking we found that all but two men in the room were raised on farms and three of them were Iowa boys. Go where you will and you will find the men who are making the history today were raised on the old farm. I don't know whether this will change or not. I don't know whether we farmer boys will always be able to carry off the honors or not, but by "Jumping Jack Rogers" we have learned that if the city boys want to beat us they will have to get up in the morning.

I want to congratulate you this afternoon on having formed yourselves into a Farmers' Institute. There is nothing in the life of the farmer which has done as much to promote his welfare as has been accomplished in just such conventions as this. In this coming together you find how John Brown does things and John Brown finds out how you do things. Only a few years ago we all thought we could get on very well and let the other fellow look out for himself, and we succeeded pretty well, but today the policy is get together. You help me and I will help you. Today all over northern Iowa you find the farmers becoming more and more organized. The fact is that you farmers today are more thoroughly organized than are the retail merchants. The blacksmiths and miners have been organized the longest and have beat the whole bunch of you. The miners have more influence than you farmers. They keep themselves posted as to what the legislature is doing and they know what legislation they want. Let us all learn a lesson from them.

I want to speak to you this afternoon for a little while in regard to your relation to the retail merchant. I do not know how to get at this thing this afternoon, or how to discuss it, only to make a frank admission and state that there is something of an enmity growing up between the merchants and the farmers. Many of you realize this—the facts are that we can find farmers who actually believe the merchant is a regular horsethief. Not that all people feel this way, and there are no reasons why any one should feel so. This reason I want to give you a little later.

Many farmers were formerly merchants and some of them went busted while at it. Many merchants were at one time farmers, so why should there be any feeling between the two classes. The sooner merchants and farmers get together and work together, the better both classes will be. Many of you work together as members of the church and why should you have differences as business men. Why should you not have confidence in each other. If you have not canfidence in the merchant he is not good enough to serve as a deacon in the church right away. If any retail merchant is so confounded dishonest that he is not worthy of your respect, he ought to resign his position in the church.

Say, tell me this, why should you distrust the statement of a merchant? Aint you willing to give the other fellow credit for being just as honest as you are? Don't you think that other people have a right to ask you to believe their statements when they make them and don't you expect the same courtesy from them? Say, don't you get up at any time and tell people you are all good and alright and that other people are sneaks. I tell you what, people, I have found this—there are horse-thieves in all classes of society and there are good men in all classes of society

Outside of the man who tills the soil, I don't know of any one on whom the community is so dependent as upon the retail merchant. Now look here, you can move every doctor in Manchester to Independence (nothing personal meant in the choice of town) and you could get along just as well. You could move every lawyer in town to Independence and you can get along alright, but you move every merchant in town to Independence and you will see how soon your farms will depreciate in value. What is it that makes farm land worth a good price. Land here is worth on an average about $100 an acre, but go into Dakota and I can show you land that is just as good as you will find around here and it can be bought for $15 an acre. What makes the difference? There are fewer towns there, hence fewer stores, further from market so you can readily see that the price of land depends largely upon whether you are near or far from a good town and this accepted the merchant and the farmer ought to work together.

Do you know what I would advise all the merchants in this community to do? Ask the farmers to come in and attend their meetings, be one of them, and I would say to the farmers you return the compliment to the merchants. Ask him to join your Institute and help you. You can help each other. I believe in that kind of feeling and think it will be a great thing for both parties concerned when that time comes. And I believe the time is coming, too, when this will take place. The time will come when you will find the merchants right here in your Institute taking part. A merchant in a town like this ought to understand farming. He ought to know pretty near as much about farming as you do, and I don't know of any reason why you should not understand the merchants business pretty well. On the other hand, the time will come when you farmers will be sitting in the retail merchants meeting and taking part in them. I am not quite sure but what the time will come when the farmer will know the price of goods just the same as does the merchant. What is there to hurt? There is a legitimate profit and an illegitimate profit.

Now, about the first of last November I had the pleasure of talking to the merchants of this town, right here in this room. When they had adjourned two of them came to me and said that I should not talk so plainly and criticise the merchants so rigidly. I said to them I did not care who it hit, that if it was not the truth it would not hurt them and if it was the truth they needed it. The time is coming when honesty will be demanded and the time is coming when the man who lies will be branded as a liar. Just at this time we are quite fortunate that we have a man at the head of our Government who stands for Honesty. Why is it that the democrats are hoping we will have another chance to vote for Roosevelt? Because he goes hand in hand with honesty. Whenever we have a man like this at the head of our affairs we ought to keep him there. I was down in Arkansas not long ago attending a merchants convention and I told them some of these things in pretty plain language. One fellow attending the convention said he guessed he deserved all he got but he believed that I could tell the farmer some things that would do them good also.

There are in our country today a class of so called merchants doing business through the mails with catalogues, who are continually telling the people that the home merchants are charging too much for their goods. They have been telling you this for the last twenty years until a good many people begin to believe it. Cannot you see why these fellows have been telling this thing over and over? Don't you see that it is to their interest to break down the reputation of the home merchant and build up their own? This is why they have repeated it so often. You can tell a person a thing so strongly and so forcibly that he will believe it and this is what they have done. I can remember when I was here the first of November, there was an old fellow sitting in front of me and I was telling the merchants that you should say a thing and say it so forcibly that people would believe it, I made up my mind to experiment on that old fellow. So I began to talk to him about things being sour and I poured sour into him so fast and so strongly that the old fellows face began to pucker up. He was tasting sour, he was believing what I was telling him, just as some of you have been believing what the catalogue house man has been telling you. These fellows know that if they could turn you against the local merchant, it would mean profit to them.

I do not believe I will ever make a diplomat, I do not know how to handle facts with gloves and when I have a thing to discuss I discuss it face to face, right from the shoulder.

I wish to make an effort this afternoon to show you that there is no reason why you should distrust your neighbor, the merchant. I am going to show you, too, that the concerns known as catalogue houses, do not handle a good grade of goods. I will put it stronger than that and say that in buying goods from a catalogue house in nine times out of ten you are deceived, and I will prove it to you. I know it is so, even if you swell up and say to others that they cannot fool you on quality. You say you know quality. Whenever a man tells me that, I know he does not need to consult a physician, but he needs to consult a machinist and have the wheels fixed. Tell me, how is a man who is not in the habit of handling goods going to tell qualities. Why, it is enough to make you laugh. It is hard enough for those who handle goods all their long lives to tell quality; and even then on some articles they cannot do it and be sure of it. I remember of talking with four merchants west of here on the Illinois Central Railroad, who in telling me how they brought goods said they took into the room a magnifying glass and a pair of very fine and accurate scales. What do you suppose they had these tools for, to disect bed bugs with? No, to tell the quality of goods. What do they want with a magnifying glass if they were as smart as you in telling quality of goods. That magnifying glass was for the purpose of counting the number of threads to the inch in the goods they were looking at and the scales were for the purpose of detecting to the hairs breadth as to whether the goods were up to the standard. I go into a store to buy a shirt and I take them up like this and feel of them and rub them. What I am trying to do, just make them believe I can tell the quality, when I cannot tell a blame thing about it and neither can you. This is seemingly a habit us people have gotten into and the habit has grown so strong on us that we actually make ourselves believe we can tell the quality. Let me show you how absurb this idea sounds a lot of times. Take for instance a piece of dress goods, measure off an inch, we will say that there are a hundred threads to the inch. There might be eighty threads and still the goods feel firm because these eighty threads might be woven of a cheaper quality of goods, but larger than the threads where the goods were a hundred to the inch. If you think you can tell the difference you try it once and in that way get a test of the pudding. Know quality, why they could cheat us out of our eyes.

Say, we all eat pure foods, don't we especially when we can get them? Some of us have been eating pure maple syrup, real maple syrup; it said so on the outside of the can. I have been eating real maple syrup on pancakes for the last four years. I know it was real maple syrup because it had the name on the can, but along came Uncle Sam with his Pure Food Law and now I have found out there was not a blame bit of maple sryup in it. It does not say 'pure maple syrup' on the can now—it never was maple syrup. Oh yes, we can tell quality, they cannot fool you and I. A man only expresses his ignorance when he says he can.

Here is another one; take for instance a suit of clothes and you can take enough clothing of the same bolt and make two suits of clothes. And you can make that suit of clothes cost you $25 or you can make it cost you $18, made from the same goods, but there is the difference in the workmanship put on the suit of clothes. Say, just in the button hole—the hole—there is a lot of difference. Then there is the collar and in fact there is a difference all the way through. You go into a clothing factory where they make first class clothes and you will see the goods going over roller after roller and you will see a man standing there, and yes, getting $10 a day for standing there, all he does is to inspect the cloth that goes over the rollers. He is looking for drop stitches, flaws and defects of any kind. Then there are goods that go over other rollers where they are steamed in order to take the shrink out of them before they are made up. Did you ever get a suit of clothes that did not have the shrink taken out of them? I had a suit like that once and the first day I

(Continued on Page 2.)

Extraordinary Parlor Table Values.

We offer this week high grade parlor tables as low price leaders.
20-inch top, quarter sawed oak table, fancy round cut top and base shelf, large legs drove in on dove tailed grooves. Extra good at $2.00
Same as above, except with 24-inch top, only $3.00
24-inch square white ash table, fancy turned legs, golden finish a good one for $1.50
24-inch top, quartered sawed oak table, square top, heavy turned legs, good finish. A very heavy and substantial table, at $2.00
24-inch fancy cut top and base shelf table, turned legs, quartered sawed white oak, good finish, heavy band around top, at $2.50
Same as above, except without heavy band around top, at $2.00
20-inch round cut top pedestal table, made of selected quarter sawed oak stock, beautifully polished. Without doubt the finest pedestal table ever offered at the price, only $4.50
We have over fifty patterns to select from.
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CAPITAL $60,000.00 SURPLUS $35,000.00
Money to LOAN on REAL ESTATE at reasonable rates, and with favorable privileges. NO commissions, just the interest. Better see us before you make that loan, we are here where you can do it.
INTEREST paid on Time deposits at current rates. HAVE you started that checking account yet, if not, why not call and do it now?

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