Big Chances for American Trade.

How American Goods are Making Their Way into Uruguay.

Points for Exporters—How Our Merchants are Cheated—American Threshers—Chances for Ironmaks, Cottons and American Coal—Uruguayans who Make Money—Fortunes in Liquid Beef—A Queer Use for Horses—The Jerked Beef Trade and Its Money Made in Hides and Wool.

Montevideo, Uruguay, March 3, 1899.—The chief purpose of my trip to South America is to look up the chances for American trade. I have investigated the conditions in every city from Panama to Buenos, and find that our American goods are considered the best everywhere. We are good manufacturers, but bad sellers. We make the best machines, the best cottons, the best tools and best drugs, but we don't know how to dispose of what we make. I have found that the Germans, the British and the Belgians are beating us in every one of these lines. The same condition exists in Montevideo. We don't get our share of the foreign commerce of Uruguay. The country bought 120,000,000 worth of goods last year and less than 10,000,000 worth of this was furnished by Yankees. The bulk of the remainder came from Europe. It consisted in large part of American goods, reshipped to this point. Much of it was made up of imitations of our machines that are satisfactory in theory. Such things are sold down here as of American make, for the discriminating buyer to build the market if they can. This is especially so as to sewing machines. Germany does the most of this business, making imitations of our best known American machines.

A TALK WITH AN DEPOSITER.

The situation here in regard to American trade was well described to me the other night by Mr. Crocker, the manager of one of the biggest importing houses of Montevideo. He has been in business here for years and deals especially in American articles. Said he:

"There is no doubt but that American goods are the best. The people here want them, and notwithstanding the opposition I fight the sale of them steadily thereafter. We have taken 18 tons of goods from New York within the past two months, and we expect an increase. It is hard to get the people to try new things, but when they get a good article they stick to it. For the instance, this denims. We had great trouble in introducing them, but we now sell them by the hundred. We have made many orders for Winchester rifles, and we sell all kinds of American articles. There are imported into Uruguay every year more than one hundred and fifty different varieties of things from America. Nearly every one of them sells at a big profit, and the amount sold might be greatly increased. What your people need to do is to study this market and to look upon it as their own.

"I think our merchants are beginning to do so."

"That may be," replied Mr. Crocker, "but if we have no visible evidence of it. The exporters at home have thousands of dollars to not understanding what these people want. They buy cast iron pipe, for instance, when the Uruguayan importers are as sharp as the Yankees. They take advantage of every fault, and if they can claim rebates on any ground they do so. Take kerosene. We get it from the United States. It comes in cans, put up in pine boxes. If the outside boxes are at all stained by the weather or damaged in any way the importers assert that it injures the goods and want a rebate. It makes no difference whether the kerosene has leaked out or not. Why, upon a lot of such goods received a few weeks ago rebates to the amount of more than $10,000 were demanded, and I have no doubt they were allowed.

"Another trouble is in the matter of credit. The Germans and English will give six months on all orders, and the Americans want cash. They will not send goods on consignment. There should be a larger warehouse here for the display of American goods, and for big institutions of your country should have goods here on consignment, to be sold for and delivered as they are sold."

AMERICAN MACHINERY.

During my stay I have gone through many of the Montevideo stores which are handling American goods. I saw there quite a number of our agricultural implements are sold, but am told that we have nothing like the trade in such things we should have. Uruguay is just as to plows, but we are behindhand in threshers. Our reapers are just beginning to make headway. We should send the most of the hose, rakes, threshing machines and galvanized roofing, but Great Britain has the monopoly in all these lines. It has also the lead in iron and lead piping, and it stands first in windmills.

I found one make of American windmills in Chile and the same make scattered all over the Argentine. It was universally conceded that the mill was far better than the English mills, and I see no reason why such windmills should not be sold in Uruguay. The trade should not be confined to one make of windmills, for we have many other mills which are equally cheap and equally good.

HOW A YANKEE DRUMMER GOT AN ORDER.

Then as to reapers. We ship reapers to all parts of the world, to Japan, South Africa, to Russia and other parts of Europe. There is no reason why we should not have the bulk of the trade here if the reaper agents will work the country. An instance recently occurred which proved the superiority of the American over the English machines. One of our reaper drummers had a sample machine here in Montevideo. He was told that he could not get orders because the English machines had the run of the trade. Through the aid of Consul General Swalm he secured a competitive trial of the American and English machines. It was held on one of the big farms. The two reapers were placed side by side. Then, before binding up, a boy was asked by the American to lift up the tongue of the English reaper. The boy tugged and pulled, but was unable to raise it. The American then told the boy to lift the tongue of the American machine with one hand. He tried it and the tongue rose up as though it were a broomstick. The agent thereupon put his little finger in the ring in the end of the tongue and thus raised it from the ground. In the trial which followed he was able to show that the American reaper would do all the work of the English reaper with half the friction and with 50 percent less weight on the collars of the horses. The result was that he got that day an order for $5,000 worth of machines.

AMERICAN GOODS WHICH SHOULD SELL.

Consul General Swalm suggests to me that I urge the introduction of American slate for roofing purposes. There is a demand for slate roofing here, and our states can compete with those of Europe.

It seems to me, however, that there is an even better show for galvanized iron. There is an enormous trade in this all over the Parana valley. There are acres of it spread over the buildings of the Argentine and it forms the chief roofing material of large parts of Uruguay. We have the cheapest iron and coal in the world, and we should make this more cheaply than any similar country. Still, the bulk of it comes from Belgium and Germany.

Germany furnishes most of the wire fencing, and this is a big item in a stock country like Uruguay. As you know, almost altogether given up to stock raising. It is putting up more and more fencing every year, and the day will come when every one of its 72,000 square miles will be fenced and when the 7,000,000 cattle and 18,000,000 sheep will be held in by wire. The market is open and our machines ought to make inroads here.

Another thing is penning paper. We make the cheapest and best of the kind, but Germany buys the paper of Germany. There are seventy-three newspapers in Uruguay, all printed on paper made in Germany. We should be first in drugs and perfumery, especially in drugs, for, through the electric power of Niagara, we have the power to have the best facilities. Still the French stand first, and we come along first as to such articles. Our drugs are better put up than the French. I found some American drugs in a little store in the interior of Paraguay, and was told that they gave better satisfaction than any others, but that it was too much trouble to get them.

THE YANKEES ARE BAD TRADERS.

The Yankees have a national reputation as a trading nation, but this reputation is confined to their business at home. Nowhere else do they rank among the poorest of all who compete for sales in the highways of the world, and their fame is confined to the making of good goods and the not knowing how to sell them. You remember the wooden nutmegs which were sold to one the Yankees, but the Europeans, who are the wooden nutmeg venders of today.

The Germans are beating us in furniture, whereas we have the cheapest, best and most stylish articles of the kind in the world. The Germans undersell us in prices and want good goods, but in some way or other the Germans get the business. Even little Belgium, a country which would not make a pimple on the face of the United States, surpasses us in the competition for the trade of Uruguay, and it sells the very things which we should be able to make most cheaply. I has the monopoly in iron, iron beams and sporting guns. Our guns are universally conceded the best, and there is no reason why we should not furnish the other articles.

AMERICAN COAL.

I am glad to find that American coal is at last coming south. The coal trade of this continent amounts really to many millions of dollars, and so far it has been practically monopolized by England and Australia. Here at Montevideo I have seen it sold every year, and coal brings all the way from $4 to $14 a ton. There is practically no coal used on this side of the east coast of South America, and the coal of lower Chile, which is not of the best quality, is the only commercial coal at home that is on the west coast. The most of the steamers use Cardiff coal, and this article is used as fuel by all manufacturers. The coal business of Uruguay amounts to between $1,000,000 and $1,500,000 a year. There is a Virginia coal that is largely used by the transatlantic steamers which is fully as good as the Cardiff coal, and a depot for the sale of this has been established here. I have no doubt that it will do a large business here. It is certain that there is a good profit in selling at the present prices.

More American cotton should be sold in Uruguay. Just now England and Germany have the bulk of this trade, making their goods from our raw materials and shipping them down here for sale. We have the monopoly in cotton because the good Lord filled the ranks of Pennsylvania, West Virginia and Ohio with it, and did not put it anywhere else in quantities except in Far-away Russia, and we have also to a certain extent the monopoly in tobacco, lubricants, tar and oils. The timber and the tar are on much the same ground as the kerosene, and we have no right to claim credit for the fact.

MONEY IN HIDES, HORSE HAIR AND MARE'S MEAT.

The chief things we buy in Uruguay are wool, hides and horse hair. We take more than a million of their dry hides every year, and there is a great quantity of wool. There is an enormous amount of money made here in cattle and hides. Uruguay is, you know, a cattle and sheep country. It has more cattle to its population than any other country of the world. There are so many cattle and sheep that if they were all to use great corral and divided among the people, every man, woman and child in Uruguay would have six cattle and sixteen sheep, and if they were driven off by families each family would be driving home thirty cattle and eighty sheep. The cattle, indeed, are so many that they are often killed for their hides. It is the same with the horses. Every boy on an estancia has a horse or more horses. Hogs are really go about on horseback in the country districts of Uruguay and the Argentine, and the present of a horse to a guest is neither extravagant nor uncommon.

A curious thing about the treatment of horses in this part of the world is that only the mares are used for riding or driving. A gaucho will not ride a mare. He would consider it below his dignity. Mares are kept only for the purpose of breeding, and when they grow too numerous are often killed for their hides.

I passed through the estancia where they killed the mares for hog food. The scene is a big story, but it is true. There was an inclosure on the farm which was filled with mares at the time of my visit and just back of it is a corral were at least a thousand fat hogs. They had grown fat by eating mare's meat, and by the side of the corral, I should not, consumed the most of the mares I saw in the inclosure. The mares are killed and cut up in chunks. The fat is rendered out and the meat and entrails are thrown to the raw state to the hogs, who fight over them and greedily devour them. Such pork does not taste quite like our pork, rather really, and I have been I saw the mare killing establishment I have decided to stick to our hams.

BIG MONEY IN MEAT.

Some of the best things in South America in the way of money making are to be found in Uruguay. I have not heard of anything that pays better than the meat extract establishments at Fray Bentos on the Uruguay river. These establishments have been capitalized for about two million and a half dollars in gold, twenty hundred dollars each, and they pay about 20 per cent a year. From a report published last February I see that the profits in 1896 and 1897, one year, amounted to more than $350,000. The company is an English one, and the stock is nearly all held in London. It kills about 200,000 cattle annually, and reduces them to extract of beef, hides, tallow, horns, hair and wool and everything else connected with the animal for sale. It makes from hundred pounds of meat to make 2½ pounds of extract, which is worth at wholesale about a dollar a pound.

The work is done during seven months of the year, and at this time one thousand men are killed in a day. The company makes it a rule to take no animal under four years of age. The cattle are driven up from the pampas in three just back of the horse in the same way that bulls are killed at the close of a bull fight. It takes just about eight minutes to kill a bull, skin it and cut it up. The skinners are paid 12 cents a head, after which the meat is cut up and stewed in warm but not hot water. It is skimmed again and stewed in the fat of the animal, and upon the fire until it evaporates into a thin molasses. As it gets cold it jellies, when it is packed into the wooden boxes and shipped to Hamburg. Here it is repacked in little porcelain jars and sent out to the retail trade. It is claimed that a pound of the extract is equal to forty-five pounds of meat, and will make 36 plates of soup.

LIQUID MEAT.

In connection with this there has been a new discovery made by a Uruguayan chemist, which may possibly revolutionize the beef trade. It takes the place of the extract of meat. This is called carne liquida, or liquid meat. I am told that it combines both the qualities of the extract of meat with the food properties of the meat itself. The ordinary meat extracts are little better than anything else. They are stimulants, but they have little nutritious value. This new liquid meat is not only a stimulant, but it retains the nourishment in the meat. As yet the process of manufacture is the secret of the chemist who invented it, and it is, I believe, only made in connection with him.

FIVE MILLIONS FROM JERKED BEEF.

The biggest trade in meat in the countries south of the equator is in jerked beef. It amounts to $5,000,000 from this every year. Jerked beef is made in vast quantities in the Argentine Republic, in Paraguay and in Uruguay and shipped to Brazil and the other countries of South America and to the West Indies. A great deal goes to Cuba, and you will find it for sale at higher prices than those received for it in meat in nearly every South American market house. It is called carne tasajo, or carne seca. The animals are killed and cut up into long strips and sheets, all the bones having first been taken out. The meat is first put into brine and then rolled out and dried in the sun. It takes a hot sun to cure it, and for this reason such establishments are closed during the winter. After it is once dried, however, it will last for years, needing only a thorough soaking to fit it for use.

FRANK G. CARPENTER.

THE Y. M. M. I. A. PROGRAM

Exercises in City and Adjacent Wards on Sunday Night.

Complete List of Speakers and Musical Numbers—Who and What They Are.

The full program for the Y. M. M. I. A. in the various city wards and those adjacent thereto for tomorrow, Sunday night, is as follows:

FIRST WARD.

Lecture on the First Principles of the Gospel from the standpoint of Scripture.....Jos. Christensen
Lecture on the First Principles of the Gospel from the standpoint of reason.....Jos. Nicholson

SECOND WARD.

(No Program.)

THIRD WARD.

Elders E. M. Weller Jr., Jos. W. Stringfellow, Andrew F. Smith and Geo. E. Maycock will hold a meeting first in the 3rd ward, doing their own singing, praying and preaching; sermons to be just as delivered to unbelievers.

SUGAR HOUSE WARD.

Recitation.....Annie Larson
Song.....Prof. Willis Clark
Lecture, "Science and Revelation," .....A. M. Bishop
Song.....Prof. Frederick Langford

FOURTH WARD.

Lecture on the Holy Land, Elder Francis, Good singing.

FIFTH WARD.

Geo. A. Smith has kindly consented to give a talk on the Southern States mission and missionary experiences. This talk will undoubtedly be of special interest, especially to our young brethren who have been on missions. A few numbers of vocal and instrumental music will be rendered.

SIXTH WARD.

The Apostle Peter's life and character.....Walter J. Poulton
Solo.....Jennie E. Poulton
The Disciple whom Jesus loved .....Edith Hunter
Solo.....Mrs. Annie Dunbar
Judas Iscariot.....Wm. A. Wetzel Jr

EIGHTH WARD.

Song.....Vinnie Oakes Reeves
Lesson No. 4.....Bessie Frost
Remarks, "Samuel's Work".....Geo. R. Margetts
Song.....Addie Glass

NINTH WARD.

Lecture.....A. H. Woolley
Selection.....Male Quartet
Solo.....Ethel Conroy

TENTH WARD.

Sketch, life of P. P. Pratt.....
.....Ella McAllister
Paul before Agrippa.....Frank Kimball
Sacred Solo.....Via Parkinson
Reading of Young Ladies' Paper by its editor, Eva Symons.
Selection.....Male Quartet
Comments on Acts 17.....D. F. Cobb

ELEVENTH WARD.

Sketch, Life of Sister Eliza R. Snow .....Annie May Vine
Sketch, Life of Daniel the Prophet.....Roy Morris
Sacred Duet.....
.....Alice Wickens, Olive Cushing
Sketch, History of the Jews from the time of Christ to the present.
.....Frank Hughes
Sketch, Life of Sister Sarah M. Kimball.....Annie Freese
Quintet, "Rocking My Darling to Sleep".....Guest of Choir

TWELFTH WARD.

The program will be furnished by Elders Elmer P. Midgley and T. L. Woolley.

THIRTEENTH WARD.

Lecture, "Crossing the Danger Lines".....V. L. Halliday
Song.....Sara Patten

FOURTEENTH WARD.

Sentiments by members on death and resurrection of Christ.
Solos of Jude.....Quayle Cannon
Easter.....Merlyn Hooks
Musical instruments of Jubal.....
.....Bessie Clark
Epistle of James.....Leland Hooks

FIFTEENTH WARD.

Lecture, "Historical Evidences of the Resurrection of Christ."
.....Elder David McKenzie
Special Music.

SIXTEENTH WARD.

Minutes of the Savior.....Mary Bridge
Lecture, "Resurrection and Immortality of Paradise of the Savior.....Ray Bailey
Special music by the choir for this occasion.

SEVENTEENTH WARD.

Music.....Choir
Lecture.....Dr. E. S. Wright

EIGHTEENTH WARD.

Experiences With Battery A.....
.....D. H. Wells Jr.
Musical selections by the Eighteenth ward choir.

NINETEENTH WARD.

Easter.....Margaret Edward
Home sweet home.....Andrew Peterson
Compare the Marriage of the Civil War and the Marriage of the Spanish-American War.
.....Lucus Newton
Paul's Second Missionary Journey, Illustrated.....E. H. Pike

TWENTIETH WARD.

Hymn, "Great God Attend While Zion Sings".....Choir
Tenor solo, "A Dream of Paradise."
.....T. J. Doxey
Lecture, "The Ideal of Every Life."
.....Prof. J. H. Paul
Bass solo, "Lord God of Abraham," from "Elijah".....Henry W. Payne

TWENTY-FIRST WARD.

Lecture, "Paul's Voyage to Rome."
.....Walter M. Williams
Selection.....Y. L. M. I. A. Quartet
Lecture, "Our M. I. A. Delegates to Washington"....Mrs. Minnie Snow

TWENTY-SECOND WARD.

Lecture, "Types and Prophecies Fulfilled in Christ.....Willard Done

TWENTY-SECOND WARD BRANCH.

Song.....Ida Lane
Lecture.....A. P. Hall
Song.....Edwin Fish
Singing.....Choir

TWENTY-THIRD WARD.

Lecture, "The Godhead".....
.....Charles W. Penrose

TWENTY-FOURTH WARD.

Lecture.....Elnina S. Taylor
Recitation.....Lotta Cottam

BRIGHTON WARD.

Sketch of Life of Samuel.....
.....Jos. E. Tissaple
Duet.....Emma and Alice Schoenfeld
Essay, Life of Abraham Lincoln.....
.....Ellen Davison
Male Quartet.....
A. H. Cox, A. A. Engebretson, J. P. Schoenfeld, Kingsley Sims.
Recitation.....Fanny Mortensen
Sketch of the Life of Benjamin Franklin.....Fred Gardner
Select Reading.....L. F. Schalling

FOREST DALE.

Lecture, Daniel's Dream and Revelations of St. John.....
.....Royal B. Young

CENTER WARD.

The Epistle of James .....
.....H. H. Bradford
Duet.....
Life of John the Apostle .....
.....Pearl Langford
a) W. Dig ..... b) ..... a) 2 2 2 2 2 2 b) 2 2 2 2 2 2
The Epistle of John.....Geo. A. Davis
Recitation.....Christina Nelson
Class of the First Century A. D.....
.....Geo. A. Huntington

CANNON WARD.

Recitation.....Rosannah Irvine
Lesson No. 21.....
.....C. W. Gold and C. E. Davey
Musical Selection.....The Cannon Club
Marrigeable Age.....Frederick Joseph
Sketch.....By the Young Ladies

Over-burdened Women.

Many a man sees his wife bend and toil at bodices that strain the back and the heart ache, without any idea of the damage done. Children follow in too quick succession to allow the mother time to recuperate. The womanly organs become displaced. There are debilitating, disagreeable drains, with the added pain of inflamed or ulcerated parts. In this condition the spunk heart's nice to carry her household load, afraid to take the rest she needs lest a meal will be late. No wonder she is nervous, irritable, hold on to her temper and snappish of tongue. She would be false to nature if she were anything else. No persons need help so much as the class of whom this woman is the type. And for such women no help is so sure, so wonderful as that given by Dr. Pierce's Favorite Prescription. It restores all the womanly organs to perfect health. It establishes regularity in their functions. It renews the strained and shattered nervous system. It stops the exhausting vitality out of the form and makes life a daily happiness. "Favorite Prescription" contains no alcohol or whisky. It is the best medicine for women. Nothing can be "just as good" as the best. Tell the dealer so if he offers a substitute.

"I have long thought it my duty to write you a few lines to let you know what your 'Favorite Prescription' has done for me," writes Mrs. Estherlin Falconer, of Trust, Muskogee Co., Miss. "I am happy to say that my health has been restored in two years. I was the mother of four children. My sister died from some sickness with them, and I suffered every thing but death. My friends all thought I could never recover. I was confined to my bed for three months. I was down some days for my third child I was taken with hemorrhage or flooding and came near having a miscarriage from female weakness. For two months I was under the care of one doctor, but was getting weaker all the time until my day I happened to come across some of your little books and I read it through, and the first day I took one of your bottles of 'Favorite Prescription' and one bottle of 'Pellets.' I improved so fast I continued to take your medicine until have one born, and he is healthy and all right. He is four years old. My baby girl is two years old. My health has been good ever since. I now weigh 155 pounds."

Dr. Pierce's Pellets increase the efficiency of "Favorite Prescription" when a laxative is required.

Palpitation of the Heart.

"A severe attack of nervous prostration left my heart in a very weak state. It would palpitate and flutter at the slightest exertion, and I was unable to attend to business. I tried several remedies without benefit, until I began using Dr. Miles' Heart Cure which cured me completely."

W. Wolfenden, Jackson, Miss.

DR. MILES' Heart Cure

is sold by all druggists on guarantee first bottle benefits or money back. Book on heart and nerves sent free. Dr. Miles Medical Company, Elkhart, Ind.

DR. WATSON, OR "IAN MACLAREN."

Noted Preacher and Author will Arrive Tomorrow Morning.

BRIEF SKETCH OF CAREER.

Scotchmen of Salt Lake and Citizens Generally Will Welcome the Loverarer—Humble Origin.

The arrival of Ian Maclaren in this city, which is scheduled to take place tomorrow morning, is awaited with the fervent by a great many of the local reading public.

Possibly the best indication of the interest that is displayed in the gifted author and preacher can be noticed in the sale of his books. Scarcely a day has gone by at the bookstores and public library where enquiries for "Beside the Bonnie Brier Bush," "Kate Carnegie" and kindred productions from the gifted Scotchman's pen include the question, "Is Ian Maclaren here?" Scots are very enthusiastic regarding the visit of the decoy of divinity, and it is to the credit of Mr. Samuel Williams that the public of this city is indebted for the visit of the author. Ian Maclaren's lectures are being received wherever he goes, and his sermons are spoken of as lectures and reader, and last night gave some of his delightful readings before one of the largest audiences from the Centennial State in the city of Denver. From whence he proposed to make a trip to the California, stopping there on route the go by. Mr. Williamson has heard of this proposed move on the part of the Scotch author, sent a special, and in conjunction with other Scotchmen of this city kept the wires hot until they had secured their fellow countryman to appear in the Assembly Hall for Monday, the 3rd inst. Mr. Williamson says that they don't want to make money out of the enterprise but will be content if they clear expenses, as people are willing to pay the price to hear again at the chance to hear the minister in this country, as Ian Maclaren is known, and states that this is positively his last appearance in the United States of America.

Those who have seen Ian Maclaren describe him as being a sturdy specimen of manhood, with the strong, healthy face of a man of affairs, the mouth of an orator, the eye of a humorist and the brow of a thinker. He has a pleasant way of speaking with a burr in his accent which he talks easily about his characters, but his hand speedily comes out as he warms upon his subject. The dialect, undoubtedly so difficult to follow for one not familiar with it, is made as clear as English to Ian MacLaren by dint of and the painstaking emphasis. He is quoted as saying, "I write in the words I hear Ian MacLaren tell his stories, and 'John Watson' (his real name) for my devotional books. But I trust that the same spirit runs through both classes of work. Nothing that I have written, certainly nothing in 'Beside the Bonnie Brier Bush' has cost me so much time and toil as these two little books, 'The Upper Room' and 'The Consolation of Life' and 'Doorfal Way.' In such books everything must be perfectly clear and simple. There must be no chance for a word to offend the most devout spirit, or seem in the least out of place. I wrote the books at intervals for years, and I scrutinized carefully over them many times. In the two books there is only one moment's work—the illustration of a bowed head, a whole night to get rid of it, but I could not."

Two countries lay claim to Dr. Watson, England, on account of his birth, and Scotland, owing to his parentage; he that as it may, the Scotch element was born in the county of Essex, England, in the year 1850, of Scotch parentage and "nae" in the pulpit at the Sefton Park Presbyterian church, situated near the gates of Sefton Park, the "Nob Hill" of Liverpool, England. A wife held in that respect town, teeming with vice and poverty in all its ghastly nakedness, attracted and held a large number of sympathetic workers gathered around him as standardbearer, who "nae" in the noble, kindly, good and unremitting labors for the advancement of the community in which he lived. Two mission churches and an institute for helping outcast and rough boys to better their condition, by night educational classes and the rudiments of technical education, soon showed a desire to help forward the fellow man. In the meantime his work was being carried forward, the eloquence and ability combined with the deep spirituality of the man, was gaining the attention of the best men, not only in Liverpool, but throughout Great Britain, if not the old mother, until some years later that Dr. Watson began to publish some of the "Drumtochty" sketches in the columns of the British Weekly that the public awoke to the fact that the occupant of the Sefton Park pulpit was a lay preacher by word of mouth and pen.

Very soon the simplicity, directness and pathetic humor of the sketches aroused the attention of the English-speaking world and it was evident that he had touched the tender chord of the hearts of his countrymen, and his success beyond the seas. The key-note of his writings seems to be an almost knack of seeing and nurturing the higher and better nature of humanity, and his lovely spirit of tender Christian sympathy.

He is the ideal of comfort as a man who can try and live up to this high standard.

The cheerful humor in his writings is irresistably charming and the impress of his personality appears to magnetize both his readers and hearers.

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Why? .....Shortest, Quickest, Best

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PENNSYLVANIA, of Philadelphia.
NORTHERN, of London.
WILLIAMSBURGH, of Brooklyn.
TEUTONIA, of New Orleans, and
THE HOME FIRE INSURANCE CO. OF UTAH

BUY A 2000 LB. TON of us. You'll come back and buy another. Bamberger Coal Co.
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SILVER GLOSS FOR THE LAUNDRY. CORN STARCH FOR THE TABLE.

ABSOLUTELY PURE—the very acme of perfection in high quality, a half-century of exact study in refining has made it a world standard.

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In one-pound packages and three-pound boxes.

GIVES UNIVERSAL SATISFACTION.

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10,000 Double Rolls at	10c
20,000 Double Rolls Gilts, etc., at	15c
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Lot Ingrains at 25c Per Bolt.

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Headquarters for all the Latest Books of the Popular Authors of the Day. Mormon Church and Sunday School Publications.

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Hurd's, Crane's and other High Grade Correspondence Stationery in all the new forms.

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Wedding and Party Invitations in the Latest Styles of the Art.

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