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## A Famished Heart.

I know that deep within your heart of hearts  
You hold me shrined apart from common things.  
And that my step, my voice, can bring to you  
A gladness that no other presence brings.And yet, dear love, through all the weary days  
You never speak one word of tendernessNor stroke my hair nor softly clasp my hand  
Within your own in loving, mute caress.You think perhaps I should be all content  
To know so well the loving place I holdWithin your life, and so you do not dream  
How much I long to hear the story told.You cannot know, when we two sit alone  
And tranquil thoughts within your soul  
My heart is crying like a tired child  
For one fond look, one gentle, loving smile.It may be when your eyes look into mine  
You only say, "How dear she is to me!"  
Oh, could I read it in your softened glance,  
How radiant this plain old world would be!Perhaps sometimes you breathe a secret prayer  
That choicest blessings unto me be given.But if you said aloud, "God bless thee, dear!"  
I should not ask a greater boon from heaven.I weary sometimes of the rugged way,  
But should you say, "Through these my life is sweet!"  
The dreariest desert that our path could cross  
Would suddenly grow green beneath my feet.'Tis not the boundless waters ocean holds  
That give refreshment to the thirsty flowers,  
But just the drops that, rising to the skies,  
From thence descend in softly falling showers.What matter that our granaries are filled  
With all the richest harvest's golden stores  
If we who own them cannot enter in,  
But famished stand before the close barred doors?And so 'tis said that those who should be rich  
In that true love which crowns our earthly lot  
Go praying with white lips from day to day  
For love's sweet tokens and receive them not!

—Unidentified.

## SOME CENSUS FIGURES FOR WORKERS.

According to the census report just issued, in 1905, measured by the value of products, slaughtering and meat packing was the most important industry in the United States, although this industry gave employment to only 74,134 wage earners, as compared with 404,626 for lumber and timber products.

The greatest absolute increase in the value of products since 1900 is shown for the manufacture of flour and grain mill products, and in the number of wage earners for cars and general shop construction and repairs by steam railroad companies.

In 1905 the average establishment, as computed from the total for all industries in the entire country, employed 25 wage earners and had an annual product value at \$68,445.

There were 24,180 establishments for which the value of products was \$100,000 and over. The extent to which manufacturers were controlled by these large establishments is shown by the fact that, although they formed only 11.2 per cent of the total number, they controlled 81.5 per cent of the capital invested, gave employment to 71.6 per cent of the number of wage earners, and manufactured 79.3 per cent of the total value of products.

New York, Pennsylvania, Illinois and Massachusetts, in the order named, are named, are the four leading manufacturing states. They contained 86,333, or 39.9 per cent, of the establishments for the entire country; gave employment to 2,488,064, or 45.5 per cent, of the average number of wage earners; and reported \$6,973,331,091, or 47.1 per cent, of the value of products.

The states east of the Mississippi river and north of the Mason and Dixon line and the Ohio river contained 65.5 per cent of the establishment to 74.1 per cent of the number of wage earners, and reported 73.0 per cent of the total value of products.

The salaried employees numbered 519,751 in 1905 and 364,202 in 1900, an increase of 155,549, or 42.7 per cent. The average number of wage earners employed during the year increased from 4,715,023 in 1900 to 5,470,321 in 1905.

In addition to the salaried employees, there were 235,704 proprietors and firm members reported at the census of 1905.

In 1905 the manufacture of lumber and timber products gave employment to the largest average number of wage earners, and while the number of wage earners employed at any one time during the year was 7,017,138, and the least, 4,599,091.

Of the principal industries the greatest variation in employment at different seasons of the year is shown for the canning of vegetables and fruits, in which the average number of wage earners for September was 61,916, and for February, 6,112. The least variation is shown for the tanning and currying of leather, the highest average,

57,718, being for March and the lowest, 56,121, for January.

Men were employed in all of the 339 industries. The average number increased from 3,655,236 in 1900 to 4,444,538 at the census of 1905, or 16.8 per cent. In 1905 the largest average number of men and the greatest number employed at any one time during the year was shown for lumber and timber products. The largest monthly average was employed during the month of October. New York ranked first in the employment of men in manufactures.

Women wage earners were reported for 318 of the 339 industries. The average number increased from 918,511 in 1900 to 1,065,834 at the census of 1905, or 16 per cent. The greatest increase is shown for the manufacture of tobacco, cigars and cigarettes. The state of New York ranks first also in the employment of women, the greatest number being engaged in the manufacture of women's clothing. Of the 10 industries reporting the greatest number of women, the proportion to the total number of wage earners in the industry is largest in the manufacture of shirts.

For the urban districts 2,689,885, or 63.4 per cent of the total number of men employed, were reported, as compared with 1,554,655, or 36.6 per cent, for the rural. The greatest average numbers of women and of children were employed in the urban districts, for which the greatest increase is also shown.

The total salaries and wages paid amounted to \$1,186,301,763 in 1905 as compared with \$2,320,624,890 in 1900, an increase of \$795,678,873, or 3.33 per cent. Of the total, the salaries formed 18 per cent at the census of 1905 and 15.9 per cent in 1900.

The total amount paid as salaries to salaried officers and clerks at the census of 1905 was \$574,761,231, as compared with \$380,89,091 at the census of 1900, an increase of \$193,872,140, or 50.9 per cent.

Of the total salaries paid in 1905, men received 95.5 per cent and women 6.5; while in 1900, including the hand trades, the corresponding percentages were for men 94.7 and for women 5.3.

The total wages reported at the census of 1900 as paid to all wage earners was \$2,009,739,790, and at the census of 1905, \$2,611,540,535, an increase of \$601,804,733, or 29.9 per cent. Of the total wages paid in 1905, men received 86.3 per cent, women 12.1 per cent, and children 1.1 per cent; while the corresponding per cents in 1900 were for men, 86.4; for women, 12.4, and for children, 1.2.

"BLEAK REMOTE" \$100 LAND.

A Baltimore newspaper argues that the high price of farm lands in the west may have a marked effect upon the destinies of the state of Maryland, and indeed of the south as a whole.

"Will people," it asks, "be willing to pay \$100 or more for farm lands in the middle west when lands south of Mason and Dixon's line, where the climate is better and markets more accessible, can be had for one-tenth the price demanded on the bleak and remote prairies?" It affords western farmers amusement.

If the editorial writer whose conception of the middle west where cornland finds an anxious purchaser at \$100 and even two and a half times \$100 an acre, could drive past some of the hundred dollar acres of Marshall county, his pre-conceived ideas of bleak remoteness would change with a suddenness shockingly abrupt. If he had been transported from Oskaloosa to paradise in his sleep, his surprise would not be greater. Bleak, with the big red barns and spacious furnace and steam heated houses? Remote, with the telephone on the wall, stretching its tentacular wires a thousand miles in every direction and with the mail carrier at the door with a daily mirror of the wide world? When the story of disaster on the Atlantic coast comes to Iowa farms at the same time and with the same celerity that it does to the seaboard cities and Iowa farmers read of the burning of Baltimore while its terrified citizens are seeking shelter and safety? When the particulars of the destruction of San Francisco are in the hands of the Iowa farmer before the earth throes has ceased? Hundred dollar land remote? It is in the center of the middle west where production, intelligence and comfort combine to bring men close and keep them happy.

The understanding of the eastern man who has never been west and his narrow conception of western life and society, is one of the ludicrous things of life like the cockney's conviction that bears run wild in the outskirts of Baltimore. From time to time one of these ventures "west" to teach the "natives" somewhat of business and manners. It is a glad day for westerners when he comes beaming with intelligence and soft with pity. He is in the nature of a benefactor in a business way. They crowd about and let him give them such property as he has acquired by toll or inheritance. If he stays he learns much. If he goes back excited and depressed he has learned much. Either way his trip has been educative and productive of a new point of view.

Many a man is starving to death on

a barren hillside in the east, who conceives of Iowa and the other cornland states as bleak and remote wildernesses. There are plenty of hill farmers grubbing between boulders for the soil over which to cover a hill of corn, who imagine the prairies as interminable wastes. But a writer on a metropolitan newspaper should, it would seem, know something more of the Trans-Mississippi and \$100 dollar land than to speak of it as "bleak and remote." Remote from where, please?

## A WOMAN'S TRADE.

Mrs. Roosevelt, wife of the president is reported to be an excellent cook and proud of the accomplishment. Mrs. Cortelyou and Mrs. Taft are also remarkably fine cooks and Mrs. Leslie M. Shaw is noted for her ability to make especially good bread. Any one of these women it is said could get up a crackling good dinner for hungry people if all the cooks in Washington were to go strike at once.

Why not? With the exception of Mrs. Roosevelt all of them can recall the time when they felt unable "to keep a girl" and did their own work. Mr. Cortelyou is only a few years away from the salary of a stenographer and stenographers have the same difficulties in making salaries meet desire and even need that other salaried workers experience. Without doubt Mrs. Cortelyou has had much practical experience in cooking and scheming the leftovers into appetizing dishes for the next day's breakfasts and luncheons. Mrs. Shaw, like the wives of hundreds of country bankers, baked her own bread while the secretary of the treasury in future was hustling down town for the price of the materials. Here in America there are precious few men of force and prominence whose wives have not had their hands in bread dough. If it is only three generations here from shirt-sleeves to shirt-sleeves, it is less than one from gingham aprons to décolleté gowns. Doubtless Mrs. Shaw still could show her daughters the way to dress a clothesline in the spotless purity of a Monday morning "wash."

There is something wholesomely wife-like about a woman who knows how to cook. It is an accomplishment that puts the artist and musician to shame. When we go back to that old time that is best in the memory of all, most of us see a central figure whose presence pervaded the house from foundation to attic; whose deft hands cooked and mended and touched all things to the increase of comfort and the multiplication of home joys. No woman comes so close to the lives of her own as she whose hands actually minister to their needs; who touches with her own fingers the keys that evoke home harmonies. It is hard for us of the elder generation to understand motherhood that cannot mend a torn garment and make cookies. There is no closer tie between Mesdames Shaw and Cortelyou and the millions than their apprenticeship and service in the ordinary duties of wife and motherhood before their husbands grew great.

Every wife should be a competent cook as every husband should be a competent provider. Every mother should learn the dexterity and know the satisfaction of "doing for her own." That every boy should "have a trade to fall back on," no matter what his expectation of inheritance, is generally conceded. Why not teach the girl her trade?

Mr. Harriman no doubt has convinced himself that every fish is not a sucker.

How about this? Are we to call for an open door to oriental trade and close the schoolhouse door to orientals?

Demitsonian democracy in Iowa will be spelled with two syllables next week.

Well, Mr. Bryan, Porter hasn't made them give it back to the corporations yet.

Supreme court or no supreme court, the president of the United States and the Times-Republican will continue to spell it "thru."

The straw vote having been taken some one should see to the cornfield vote.

State politics is the main thing rehearsed on the editorial page of the Sioux City Journal.

How big was the bundle of prosperity presented by the railroads to the democratic campaign?

A contribution now and then comes not amiss from railroad men.

The things I should remember  
Are the things that I forgot,  
And the things that I've forgotten  
Always came me vain regret.  
But by forgetting to remember  
And remembering to forget,  
I hope that there will come a time  
When I'll be happy yet.

—Judge.

The federal bureau of education reports that there are now 583 new city school systems in the United States, with a total enrollment of 4,374,463 pupils, an increase of 105,252 from the previous year. In private and parochial schools there were 1,996,582 pupils, an increase of 39,017. Of the 5,619 supervising officers, 2,250 are women. Of the 96,624 teachers in the city schools, 89,335 are women, an increase

## AN AMERICAN BALLOON RACE.



—Bartholomew in Minneapolis Jour.

## LOOKER-ON IN IOWA

Grinnell, Nov. 3.—Last week the new pipe organ costing \$10,000 was on exhibition in the Congregational church. An audience of several hundred, music loving citizens gathered to hear the program on Friday night. The printed description is as follows:

The following points about the new organ may be of interest to the public. It is a \$10,000 instrument, built by the Hutchings-Votey Organ Co., of Boston, Mass. It has a tubular-pneumatic action with three manuals, 32 stops, 1816 speaking pipes, 9 couplers, 18 combination pistons, 5 combination pedals, 2 tremolos, and swell, choir and crescendo pedals. Both swell and choir organs are enclosed in swell boxes operated by pedals. The wind is supplied by an "Orgoblo" which is a fan operated by a two-horse power electric motor.

Two things may be mentioned as of the ordinary. The first, that of the quiet attention of the audience while the different numbers were given. Not a whisper in any part of the church. Grinnell can give larger towns pointers in this respect. A Grinnell audience realizes that music lovers have rights others are bound to respect. The second was the appearance of one of the artists on the stage, or rather platform, for we are speaking of a church, in a low cut suit, by a pair of trousers, and a Tuxedo coat. The writer nearly fainted and others were oppressed. Once upon a time, the pastor of this church returning from his vacation, arrived Saturday night, his trunk containing his Sunday-go-to-meetin' clothes lingering in Chicago. So he preached Sunday in a traveling suit and in a short coat. Altho he apologized, "blow me, I've gotten over the shock, but this professor of music, 'so they say,' has an idea what clothes he wears on such occasions is nobody's business. And 'they say' he has an elegant dress suit packed away in moth balls or rose leaves somewhere. N. B. This notion of the sack coat is 'written by request'.

On the eve of the state election, what the Looker-On has heard from the voters of Potosi and vicinity is that they are of interest. In and around Searsboro the democrats, realizing the forlorn hope of trying to elect Porter for governor, have traded several of their votes for Cummins if Cummins will vote for Hamilton. Eighteen or twenty such trades are reported. At New Sharon an old soldier told the writer that sixty-five old soldiers in that vicinity will vote against Lacey. There's something in that. The chances of a doubtful quality this year at Montezuma. Lacey will lose thirty-five to fifty republican votes, and Cummins probably half as many. In Grinnell, where the democrats not only are going to vote against Cummins, that is, many of them, but by their bitter street talk they have lost Lacey more than a score of votes. One very prominent republican here, with gray hair

## IOWA OPINIONS AND NOTES

The Salvation Army is "doing a noble work" and says, "it is a pretty small church member who will refuse to dig up at least a little to the brave, self-sacrificing women who struggle out in the cold and mud to find relief for the hungry, the sick and the fallen."

The Cedar Rapids Republican says the fact that Iowa has never had a native born governor is not a vital condition. "We are not in the habit of asking a man where he hails from," it points out, "but whether he is a good Iowa man and whether he has the ability to fill the office to which he aspires."

"Very few candidates are running who do not feel that they have promises enough to elect them," observes the Grundy Democrat.

Admitting that "Professor Holden has undoubtedly done a big work for Iowa," the Cedar Falls Record suggests "the Almighty ought to get some of the credit for the big yield of corn."

"Is a man old at fifty?" asks the Carroll Herald, and answers, "Well, he is no spring chicken, no matter how he feels about it. Fifty may be the end of the youth of old age, and it marks the zenith of a man's intellectual powers; tho then, if ever, he gets bald, grey and fat."

"The man who comes out during the last few days of a political campaign with personal attacks on opposing candidates should not expect to be believed," says the Brooklyn Chronicle. "It is a coward who tries to damage his enemy in this manner without giving an opportunity for reply."

The Sioux City Journal exhibits Mr. Perkins' soreness by stating that "the convention was a disgrace and a failure." "We are not in the habit of Iowa republicans," it says, "that will come out of the election. Three words provide sufficient explanation. 'The only man.'"

## Chapped Hands.

Wash your hands with warm water, dry with a towel and apply Chamberlain's Salve just before going to bed and a speedy cure is certain. This salve is also used for skin diseases. For sale by all druggists.

One of the splendid results of physical beautifying is its tendency to create an ambition to be beautiful in every way.

A good start by taking Hollister's Rocky Mountain Tea, she is all right. Tea or Tablets, 35 cents. McBride &amp; Will Drug Co.

and a life-time record of straight republican vote, "intended to vote for Lacey, but if they can scratch Lacey, Cummins and Garst, I can scratch Lacey."

And it's scratching they are going to do all along the line this year. With the circle eliminated from the ballot this year, the stump speaker will omit to make a cross against the names of Cummins and Garst. They will also forget to make a mark opposite the names of the democratic candidates for the same office. This plan will enable them to say to their children's children, "I never voted the democratic ticket in my life." And it may as well be admitted that several republicans here will forget to vote for either candidate for congress. Just the same, Lacey will carry Grinnell.

There's considerable at stake right here next Tuesday. Supposing Lacey was defeated, how about Ray and the postoffice? Years of faithful party service has brought that plum almost within his grasp. Four years ago, he stepped one side and let Cobb Roberts have it; even went down to Oskaloosa with George Christian, and Lacey and fixed up everything lively. And he smiled the next day just as natural as life. But now supposing Lacey is defeated? Well, we won't suppose.

And there's that United States marshal, hung up till after election. Again, supposing Lacey is defeated; who'll get it? Even supposing Lacey is elected, who'll get it? Supposing Potosi let Lacey fail to receive the three hundred votes will Lacey say that up against George Christian and behold him. At this writing there is an expressed feeling that Lacey will lose Jasper county, in that event Charles Hinsdale will receive the appointment just because he didn't carry the county for Lacey. The other candidate for the marshalship will be able "to point with pride" at "the nice big majority we gave Lacey." Will Cal Manning ever be awarded for such a result, or be turned down because Lacey could carry that county anyway. With all these things in mind several of us will not pay strict attention to the sermon tomorrow.

## For Sunday Reading.

All Sorts of Opinions.

## Social Distinctions in the Church.

It has been said of the churches that they do some good work as at a cost out of all proportion to the results obtained. It has been said that they should be kept open seven days in the week instead of one and become active centers of work for the people. It is indicated in the Washington Record-Herald's Sunday Magazine of October 21 that they are so far from realizing the idea of the brotherhood of man that they not only recognize class distinctions but accentuate them.

We have churches for the rich and cultured classes and churches for the poor and humble classes. The social stratification is quite as marked here as in any portion of society. A man who has lived in the city and metropolis and knows intimately the religious life of that city said to me not long ago: "No man would stand much chance of being chosen to an office in any of these large churches unless he had a considerable bank account or a strong social position." And the entire administration of these great churches in the cities proceeds upon a plane and scale which makes the presence in them, or connection with them, simply impossible to self-respecting working people.

This is the testimony of a clergyman, and no one can dispute it successfully. Churches are created by prosperous people in the neighborhood of costly homes. They are supported from a variety of motives, but even if the members mean to be hospitable to every human being, the environment is such as to keep the poor and humble classes away. Nor is there much mingling of the classes when the neighborhood changes. In some cases a few of the old supporters of the church remain true and make it possible to continue the services when there is an appalling emptiness in the pews. In others the work is maintained on what might be called a lower social level.

It would, however, be giving a false impression to say that the churches of any denomination could be strictly classified as churches for the rich and churches for the poor, since very many of them certainly have a mixed congregation even in the great cities. The conditions, whatever they may be, are explained by a natural association, and it would be easy to make too much of such class distinctions as exist. Nevertheless, Gladsten speaks in the true spirit of Christianity when he says: "It is entirely practical for men

and women who believe in the principle of Christian brotherhood as Jesus taught it and lived it, to organize Christian churches in all our cities which shall be entirely free from every suspicion of caste; which shall be so plain and simple in their architecture and furnishings that there shall be no suggestion of luxury, which shall be administered on a scale so inexpensive that ordinary workmen can easily bear their part in the support, and in which the rich and poor shall work together, sharing responsibility and hardship."

## The Religion of the Average Man.

Three articles, submitted independently to the New York Outlook, and each discussing from a slightly different point of view the religion of the average man, are published by that paper as a sign of the times. These articles are by Charles Francis Nesbit, Henry Goodwin Smith, and Ralph P. Swofford. Mr. Nesbit suggests that, as a friend of his recovered his spiritual faith by the light of Henry George's country upon them as so the modern will enter upon an era of true Christian faith only on its achievement of industrial and economic liberty. And the average man, he asserts, is a priest of this new movement. Mr. Smith maintains that the average man, who "thinks a good deal more of the Gospels than he does of the creeds," and is impatient of all the "ecclesiastical impediments" of faith, has on his side the scientific and progressive theology. Mr. Swofford believes that the average man today "looks to Christ for his philosophy and his inspiration," and makes his aim "the spiritual life here and now," without any revolutionary struggle about the details of a life to come. To quote from Mr. Nesbit's contribution: "Our best people and preachers have prayed for a great spiritual awakening; and lo! the Kingdom of God is come upon them as so the modern night. But the evangelists of the new life are not the conventional priests or clergymen, but men of daily life, newspaper reporters, magazine writers, social settlement workers, political agitators—many of them lowly workingmen. . . . Truth and justice are each essential to a spiritual life, so that our first concern must be economic and ethical truth and justice, and we must have the natural, as well as the spiritual, as Moses and as Jesus. Nothing less will save us as individuals; nothing else will save us as a nation. I know today among my personal friends none whom I believe has a satisfying or saving spiritual life save those who are radical and fundamental in their democracy, their economics, and their ethics." Says Mr. Smith, in part: "The average man has two opinions about his own theology. One is that it is thoroughly common-sense and practical, a good working theory, for he finds that it works passably well in his own case. The other opinion is that his own theology is more or less a variance with the minister's. He may himself be a veritable pillar of the church, or he may never enter the church doors, but he is as likely in the one case as the other to consider that his theology is somewhat simpler, his theology might say even saner, than that which emanates from the pulpit. "Scientific theology emphasizes just those few fundamental spiritual truths that the average man depends on for his religious life and guidance. And scientific theology is criticizing, disparaging or dissolving those complicated, uncertain, historical and philosophical theologoumena which are meat and drink to the dogmatist, but to the average man are as sawdust." Turning to Mr. Swofford's paper we quote the following typical paragraphs: "Religion for the average man is becoming too real and vital a feeling to admit of any further discussion regarding a hell of fire and brimstone, a heaven of golden streets and harps, predestination, or any of those things that formerly occasioned much waste of mental effort. They are all beside the issue, which is, Shall we live the spiritual life here and now, finding within ourselves our greatest reward, or shall we ignore the call of the best within us and punish ourselves by a living unrest?"

## How Do I Love Thee?

How do I love thee? Let me count the ways.  
I love thee to the depth and breadth and height  
My soul can reach when feeling out of sight  
For the ends of being and ideal grace  
I love thee to the level of every day's  
Most quiet need, by sun and candle-light  
I love thee freely, as men strive for right;  
I love thee purely, as they turn from praise.  
I love thee with the passion put to use  
In my old griefs, and with my childhood's  
I love thee with a love I seemed to lose  
With my lost saints. I love thee with the breath,  
Smiles, tears of all my life, and, if I God choose,  
I shall but love thee better after death.  
—Elizabeth Barrett Browning.

## The Cause of Many Sudden Deaths.

There is a disease prevailing in this country most dangerous because so deceptive. Many sudden deaths are caused by it—heart disease, pneumonia, heart failure or apoplexy are often the result of kidney disease. If kidney trouble is allowed to advance the kidney-poisoned blood will attack the vital organs, causing catarrh of the bladder, or the kidneys themselves break down and waste away cell by cell. Bladder troubles almost always result from a derangement of the kidneys and a cure is obtained quickest by a proper treatment of the kidneys. If you are feeling badly you can make no mistake by taking Dr. Kilmer's Swamp-Root, the great kidney, liver and bladder remedy. It corrects inability to hold urine and scalding pain in passing it, and overcomes the unpleasant necessity of being compelled to go often through the day, and to get up many times during the night. The mild and extraordinary effect of Swamp-Root is soon realized. It stands the highest for its wonderful cures of the most distressing cases. Swamp-Root is pleasant to take and is sold by all druggists in fifty-cent and one-dollar size bottles. You may have a sample bottle of this wonderful new discovery and a book that tells all about it, both sent free by mail. Address, Dr. Kilmer &amp; Co., Binghamton, N. Y. When writing mention reading this generous offer in this paper. Don't make any mistake, but remember the name, Swamp-Root, Dr. Kilmer's Swamp-Root, and the address, Binghamton, N. Y., on every bottle.

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Horses, Mules and Mares

ranging in weight from 800 to 1800 pounds, from three to eight years old must be fat and well broken; will not object to small blemishes or brands; don't be afraid to bring in your horses, as I can pay as much for this class of horses as any one. Will be at

Stouffer Bros., Feed Barn,  
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## C.A. MORRISON

**LANPHER**  
**FUR COATS**

I will pay you to learn to judge fur coat values; nearly every man needs a fur coat for health—let alone comfort and the distinction a nice fur coat gives to his wardrobe. They are warm and durable and easily repaired.

We are giving away a little book, written from your own (the purchaser's) viewpoint. It tells some things most people don't know about fur coats. It is a real treat. You will be interested from the first page to the last—Very easy reading. We call it "JUDGING FURS" (see below).

Here is a standard, economical, good-looking fur coat intended for ordinary hard winter wear. **BLACK CHINA DOGSKIN** with Nutra collars and cuffs. \$23 these coats, for service and appearance, are in many respects the best for the money that can be made. They are warm and durable and easily repaired.

These are but a few of over 200 varieties of men's fur coats. We have in stock Men's Fur Coats at \$15 up to \$500 each. Every one a good coat, every coat appropriate for some use; well made without a single exception. If it's a LANPHER FUR it is made as well as if we made it for our own wear.

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