

EAST SIDE TRAIN

Movement to Get Regular Passenger Service

A delegation of business men from Brownsville and other points on the S. P. lines went to Portland today to have a hearing before the Harriman officials on the matter of securing a passenger train on the East Side line. Mayor Elmore and members of the Commercial Club and other citizens appeared before Superintendent O'Brien to argue the matter, and were accord-

ed a courteous hearing. By request of the Brownsville Commercial Club, E. Hofer, president of the Willamette Valley Development League, was invited to attend the conference in the interest of the petitioners. The people of Brownsville and the other towns between Woodburn and Springfield believe they are entitled to a daily local passenger train, and will make a determined effort to get it.

Knaiskern, H. S. Radcliff, judges; Fred West, L. W. Acheson, A. Newsum, clerks; polling place, H. S. Jory's fruit dryer.

The points where it is proposed to build permanent bridges are as follows:

- One where Commercial street crosses South Mill creek.
- One where State street crosses Mill creek.
- One where Center street and Asylum avenue cross North Mill creek.
- One where High street crosses South Mill creek.
- One where Capital street crosses North Mill creek.
- One where Twenty-fifth street crosses Mill creek.
- One where Commercial street crosses North Mill creek.

The Grand Propelling Power



It is easy to see why the doctrine should be promulgated and followed that advertising is the soul of business; that the man who cannot use advertising in his business has no right to be in business; that, as Macaulay once said, advertising is to business what steam is to machinery, the grand propelling power. The story is told of a man who once came to a merchant to buy a remnant of cloth long out of fashion, with which to repair a garment. The merchant was delighted to be able to satisfy the new customer and asked, "How do you happen to come to me for this bagatelle?" The answer was, "I thought you would be the most likely man to have the sample because you never advertise." Our modern immense establishments take good care not to hide their light under a bushel. It is claimed that one of these establishments in the United States paid out \$250,000 annually for advertisements in three newspapers alone, and the newspaper advertising expenses of the twelve largest retail stores have been estimated at \$3,000,000 per annum.—V. Mataja in International Quarterly.

If you want to move your goods, let people know what you have through this paper. Buyers consult our columns regularly.

Pushed Ahead By Advertising



A British journal recently commented on the fact that whereas the tea grown in China was formerly the most popular, it now occupies second place, while Ceylon tea has become the favorite with all classes of people. The question, What has brought about this change of taste? is not, however, a difficult one to answer. As a prominent firm of dealers pointed out, Ceylon tea has been liberally advertised for some years, while the Chinese product has not been advertised at all. The change noted has been wrought during these years, and it is therefore reasonable to conclude that advertising is the principal cause thereof. As a result of advertising the consumption of Ceylon tea has increased so rapidly that in many cases China tea has practically been forced out of the market. Yet the actual difference in the quality of the two is not material.—Profitable Advertising.

The same might be said of many merchants who have forged to the front by liberal and persistent advertising in newspapers. Such examples can be found in the columns of this paper.

Oregon Suburban Auto Co. Automobile car leaves Willamette Hotel for Independence, week days, at 7 a. m. and 3:30 p. m. Returning leaves Independence at 8:30 and 5 p. m. Sundays leaves Salem at 8 a. m. and 3:30 p. m. Leaves Independence at 9:30 a. m. and 5 p. m. Connects at Independence with motor for Monmouth, Dallas and all points on the West Side. Special for evening parties. M. P. BALDWIN, Mgr.

SOCIAL EVENTS

Golden Wedding.

The golden wedding of Mr. and Mrs. J. M. Smith, of Seio, which took place Wednesday, July 12th, was one of the pleasant events in the family circle. Mr. and Mrs. Smith are well known throughout the valley, and have many friends. Another pleasant reminder of the day was that it was also the birthday of Mr. Smith. A large number of the relatives were present.

Fairmount Park Picnic.

A number of young people held a very enjoyable picnic last evening on Fairmount Park. The grove was lighted with Chinese lanterns, and hammocks and seats made everything pleasant and comfortable. About 35 young people were present. Games of all kinds were indulged in, and later ice cream and cake were served. The committee in charge of the affair were Misses Stella Stout, Jessie Keeton and Willie Daniels.

Pipe Organ Recital.

A large and appreciative audience filled the auditorium of the First M. E. church last night to enjoy one of the finest recitals ever heard in the Capital City. The new organ, which was dedicated last night, is simply "all right," while Prof. Frederick W. Goodrich easily convinced the audience that he ranks with the best musicians in the country. He is now organist and choir director of St. David's church in Portland, musical director of the Willamette Valley Chautauqua, which is now in session at Gladstone Park, and this next year he has been engaged to teach pipe organ, piano and harmony in the Willamette University College of Music. Dean Calbreath is very fortunate in securing him, and Salem can well congratulate herself upon having such a man added to her list of musicians.

His assistants last evening were all "top notchers." The train was late, as usual, and, while the audience was waiting for Prof. Goodrich, the quartet, consisting of the Misses Calbreath and Hurley, Prof. W. P. Drew and Ray Chapter, sang a selection. Following this Miss Calbreath sang "A Red Red Rose," with such good effect that she was compelled to respond to an encore, which she did by rendering that sweet little piece, "Dear Little Bare Toes." Miss Calbreath's musical ability is too well known in Salem to need any comment.

Miss May Chapter, who appeared before a Salem audience for the first time last night, since she returned from Chicago, scored one of her old successes. "Keeping a Seat at the Bench," was given so naturally and in such a realistic manner that the audience wanted more. For an encore she gave "I Ain't Goin' to Cry No More," which, like the first, was greatly appreciated.

The last, but by no means the least of the assistants, was Miss Evelyn Hurley, who will have charge of the vocal department of the University College of Music for the coming year. Miss Hurley has a very sweet contralto voice, which has already made her a warm favorite with Salem music lovers. The fact that she is an Oregon girl, born and bred, makes them all the more proud of her. Her first number last night was "Israel," and her encore was that old song which will never cease to be a favorite, "Annie Laurie."

The numbers which were given on the pipe organ by the master of the evening were as follows: Allegro Maestoso Sir H. Bishop Grand Fantasia, "The Storm" Lemens March of the Magi Kings Dubois Chorus of Pilgrims (Tannhauser) Wagner Short pieces in various styles— (a) "By the Sea" Schubert (b) "Vesper Bells" Spinney (c) "Barecarolle" Hoffman (d) "Traumerel" Schumanns March, "Pomp and Circumstances" Elgar

College Word Lessons.

From the New York World. Rebate—A criminal drawback extorted from railroads or others by a trust, which may ultimately devote a part of its unlawful gains to the cause of education. Heretic—What a prominent Harvard

FOR SALE

We have a nice cottage hotel located at Jefferson, Oregon. This property consists of hotel, bars, two lots, two wells, plenty of fruit, and includes all beds and bedding, furniture, etc., and can be had for \$2400, if taken soon. This hotel is doing a fine business, and is for sale because the landlady is not able to do the work. For further information see Derby & Wilson, or call at the only hotel in Jefferson.

A VENERABLE PASTOR CURED BY PE-RU-NA.

Old People Are Especially Liable to Catarrh.

Pe-ru-na is a Tonic Especially Adapted to These Cases.



Rev. J. N. Parker, Utica, N. Y., writes: "In June, 1901, I lost my sense of hearing entirely. My hearing had been somewhat impaired for several years, but not so much affected but that I could hold converse with my friends; but in June, 1901, my sense of hearing left me so that I could hear no sound whatever. I was also troubled with rheumatic pains in my limbs. "I commenced taking Peruna and now my hearing is restored as good as it was prior to June, 1901. My rheumatic pains are all gone. I cannot speak too highly of Peruna, and now when eighty-eight years old can say it has invigorated my whole system. "I cannot but think, dear Doctor, that you must feel very thankful to the All-loving Father that you have been permitted to live, and by your skill be such a blessing as you have been to suffering humanity."—J. N. Parker.



A Pleasure to Endorse Pe-ru-na. Rev. Chas. Leander, pastor First Spiritual Society of San Francisco, writes from 311 Turk street, San Francisco, Cal., as follows: "It is with pleasure that I give my endorsement of Peruna. My experience has been very satisfactory from its use, and I do firmly believe that it is the best known remedy for catarrh in all its different forms."—Chas. Leander. No other physician in the world has received such a volume of enthusiastic letters of thanks as Dr. Hartman for Peruna.

VOTING ON BONDS MONDAY

Voting to Build Does not Bind City to Any Particular Material for Bridges

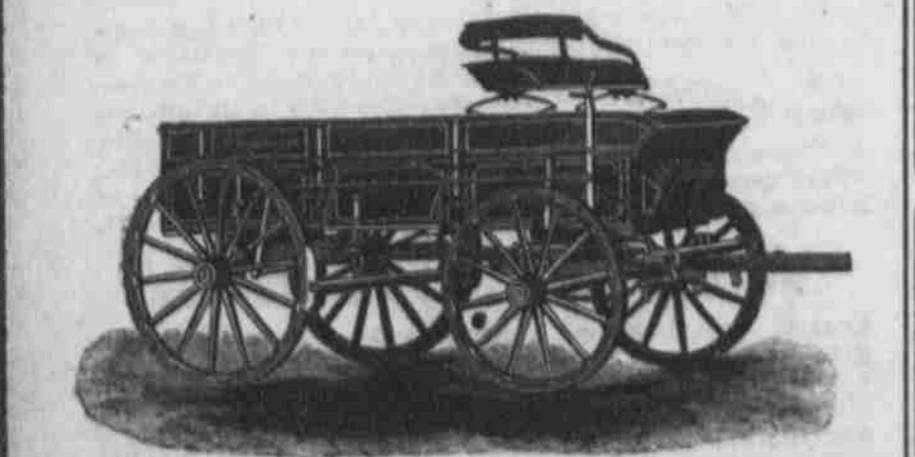
Next Monday will occur the first election under our present charter for public improvements. It will be to authorize bonding for the construction of seven permanent bridges. This is a step in the right direction. It is a case of submitting to the people a question of vital importance, and thus, when it is settled, it will be settled correctly and for all time. The charter requires that, in submitting a proposition of this kind, the city shall first secure plans, specifications and estimates of the work required. This has all been done, and the whole matter is now up for the people to decide. The fact that the plans and specifications have been secured for one particular kind of work will not prevent the city from receiving bids on any other style of bridges, and eventually making changes in the character of the material to be used. In other words, after authority has been given by the people, bids will be received on steel bridges, concrete bridges, stone work and combinations of materials of a permanent character. Then the city authorities can sift out to its own satisfaction and adopt what it considers the best for the money, in the true interest of the city. Nobody can take exceptions to this method of procedure.

and it is certainly gratifying to know that a matter of this importance and magnitude is being intelligently advanced along the lines of permanency and good sense. Every voter should go to the polls next Monday and do his duty.

Officers and Polling Places.

- Monday is the day set for the special election to determine whether or not Salem will have permanent bridges built, or whether the old ones will be patched up as in the past. City Recorder Moores has been busy making the necessary preparations and now has everything in readiness.
- The judges and clerks to serve in the different wards and the polling places will be as follows:
- Ward No. 1—W. H. Byars, Thomas Burrows, William Waldo, judges; P. W. Steusloff, H. A. Johnson, Jr., G. H. Irwin, clerks; polling places, E. P. Walker's barn on Union street.
 - Ward No. 2—H. D. Patton, H. C. Epley, George L. Rose, judges; J. R. Linn, Henry Hubbard, C. L. McNary, clerks; polling place, city hall.
 - Ward No. 3—William Manning, John Kaiser, W. H. Cook, judges; John Gray, Paul B. Wallace, C. L. Moores, clerks; polling place, J. A. Simpson's livery barn.
 - Ward No. 4—S. B. Ormaby, T. G. Albert, G. O. Gans, judges; H. H. Heckman, Jos. H. Albert, A. A. Lee, clerks; polling place, W. S. Low's livery barn on High and Ferry streets.
 - Ward No. 5—L. R. Stinson, J. F. Goode, H. O. Fletcher, judges; D. A. White, L. C. Vibbert, George C. Will, clerks; polling place, cooper shop on North Liberty street.
 - Ward No. 6—A. E. Parker, W. J. R. Jones, E. C. Churchill, judges; H. P. Chase, E. T. Malvin, D. H. Leach, clerks; polling place, car barn on East State street.
 - Ward No. 7—Jesse Macey, A. H.

The Best Wagon ON EARTH



Easy Running--Durability

SEE OUR LARGE LINE OF HENNEY, RACINE AND PONTIAC BUGGIES. WE CAN GIVE YOU BETTER GOODS FOR LESS MONEY THAN ANY HOUSE IN SALEM. ALL WE ASK IS TO SHOW YOU.

WE MANUFACTURE ALL OF OUR OWN HARNESS FROM THE BEST OF LEATHER. LARGEST STOCK IN THE WILLAMETTE VALLEY.

E. S. LAMPORT Saddlery Co. Established 1869 289 Commercial Street

alumnus said of a very rich man who conducts his business as if he believed he were a law unto himself and spends the surplus of his fortune in philanthropy.

Tainted—A hide-penetrating word, the use of which compels the law-abiding business man to give not less than \$11,000,000 by way of atonement.

College—A school for the immortalization of Mr. Rockefeller; if desired Shakespeare may ridicule.

Library—A place for books, maintained at public expense, to perpetuate the name of Carnegie.

Missionary—One who spreads the gospel and tells of the civilizing effect of light which may be bought from the Standard Oil Company in any part of the world.

Monopoly—Selfishness in business in order that one may accumulate means to buy a reputation as a public benefactor.

Competition—The underselling of another; a peril to be crushed at any cost by all well-regulated trusts.

Standard Oil—The source of light and education.

Trust—An eleemosynary institution for the grabbing of everything in sight.

Golf—A game in which monopolists get practice in the use of clubs.

The Lincoln county grand jury has stopped all liquor traffic on Sunday at Newport and Toledo. The town has run wide open for many years.

Schilling's Best, so far as it goes, means comfort and ease and economy.

Moneyback; at your grocer's.

Good Bike Wagons

This would be a good day to get one of our fine cushion-tired runabouts.

We still have a fine assortment of stick seat, panel seat, and half panel seat work, from \$90 up.

They all have style and up to date equipment. The quality unsurpassed at the price.

Drop in and see the lines.

F. A. Wiggins'

Implement House, 255-257 Liberty St. Farm Implements, Wheels, Automobiles, Sewing Machines and Supplies.

Home From the Philippines. Mr. and Mrs. George Aschenbrenner have returned from three years in the Philippines, where they were engaged in teaching school. They came back by the way of Europe, and have been over three months on the trip. They are at present stopping at the home of Mrs. Aschenbrenner's parents, Mr. and Mrs. L. F. Mars, on the Garden Road. They do not expect to return to the Philippines, but will make their home with Mr. Aschenbrenner's father, in Southern California.

CASTORIA. The Kind You Have Always Bought. Bears the Signature of J. C. Fletcher.

BRICK

Brick furnished in large or small quantities. Pressed brick made to order. Yard on State street, south of penitentiary.

SALEM BRICK YARD. A. A. BURTON, Prop.

Bargains Still Procurable

We have some pieces of property you ought to invest in.

\$30 an acre. 50 acres of land 9 miles from Salem; two miles from railroad town; all in cultivation.

\$22.50 an acre. 240 acres close by Zena, Polk county; 100 acres in cultivation; splendid orchard; good buildings and a lot of stock and farm implements included. For \$1100.

Fine building lot close in on State street, running from State to Court. For \$1500.

Good residence, 7 rooms, and corner lot, three blocks from City Hall, in Salem's choice home location. For \$525.

House and corner lot near Salem city school; half cash. For \$1500.

Seven acres of finest garden land, in good state of improvement, close to city limits. For \$850.

Good 5-room cottage, close to car line and east Salem school. Large lot and finely situated. Easy terms.

We have many bargains in city and country, which we would like to have you see.

DAVEY & SAVAGE. 492 State Street.