

# SO STRANGE INDEED!

That all people are so constituted that they never want to profit by the experience of others. A child does not believe the warning that the stove is hot until it has burnt its hands. And so it goes through life, we all insist upon getting burnt rather than profit by the experience of others.

## "This is the Way the Scheme is Worked"

A sale promoter goes to a cotton mill and makes arrangements for all of the mills waste, imperfect ends, misprints, damaged goods, etc. He pays so much a pound for it packs it in cases and starts out to work the store keeper. For the privilege of telling any store to have a "Mill End" sale, "Out Let" sale, etc., he charges the store all the way from \$300 to \$800, sells them a case or two of mill waste as dope for the people, to be used to work off other stock of salable and unsalable goods at regular prices. To give tone to the scheme, the promoter fills the store with yellow paper signs, green paper signs or any other color that may be attractive, also flags on the outside of the store and posters to match, telling of the wonderful bargains inside, for all of which the storekeeper has to pay liberally. But our experience is that the only people that really profit by these "Mill End" sales, "Out Let" sales, etc., are the promoters. They generally clean up well, the storekeeper pays the bill and the people get fooled. That is all there is to it. Our fixed policy for the last 14 years, is this:—Whatever we have to give away, we will give to the people direct rather than pay some smart promoter \$300 or \$800 to run our business for us.

**OUR FIXED POLICY IS TO SAVE YOU THE MIDDLE MAN'S AND PROMOTER'S PROFIT.**

**THE FOLLOWING IS A FEW OF OUR SPECIAL OFFERS:**

## OUR LADIES SUIT AND SKIRT DEPARTMENT IS COMPLETE FOR SPRING

<b>500</b> PAIR OF SOCKS Our price - - 5c	<b>500</b> PAIR LADIES HOSE 15c values at - 10c	<b>200 Ladies</b> MUSLIN DRAWERS Our price - 20c	<b>50</b> PAIR MEN'S PANTS \$3 values at - \$2.50	<b>Best Prints</b> NO MILL END Our price - - 5c
<b>100</b> MEN'S SUITS - \$8.45 Great Values	<b>Best</b> AMOSKEG GINGHAMS 6c the yard	<b>Long Silk Gloves</b> \$1.50 Values \$1.00 \$2 Values \$1.50	<b>Long Kid Gloves</b> \$3.50 Values \$2.95	
<b>Boys Suits</b> \$1.50, \$2, \$2.75 MAKE THE BOY HAPPY	<b>Hart, Schafner &amp; Marks</b> \$15.00 to \$25.00. BEST SUITS IN THE WORLD.	<b>200 Men's Sample Hats</b> \$1.50 to \$3.00 Values WHILE THEY LAST 95c	<b>Pearl Buttons</b> 1000 dozen, 1 cent per dozen 1000 dozen, 5 cents per dozen	
<b>Ladies Waists</b> \$1.25 Values 95c      \$2.00 Values \$1.50 \$3.00 Values \$2.25	<b>1000 Yds Dress Gingham</b> 15 Cent Values at 10 Cents	<b>Silks</b> In all Neat Patterns and Grades. Largest Line in Medford. Pongee, Rajah, China and Taffeta.		
We don't advertise Muslin, we sell it. You can buy it at our store, one yard to one thousand—no limit.	<b>Grips, Trunks, Telescopes, Suit</b> Cases for all.	<b>Crossett Shoes for Men. Utz &amp; Dunn</b> for Ladies and Children.		

**Everything for Everybody at Right Prices**

**THE BIG STORE THAT SAVES YOU DOLLARS**

**Deuel & Kentner, The Great Value Givers**