

Do Not Forget the Date, August 9th and 10th, 1909

DO NOT SAY THAT OPPOTUNITY NEVER KNOCKED AT YOUR DOOR

Everybody invited to take an automobile ride out to the Alfa Addition

BUY A LOT IN THE ALFA ADDITION

20 per cent cash, 10 per cent quarterly

Ice Cream for everybody Good Music in attendance

Realizing a long felt want for the good of Ashland, and to satisfy this want, we have put on the market one of the finest and best located residence additions to be found in Ashland, located near the heart of the city, between Boulevard and Main Streets

The Sale of the Lots in the Alfa Addition will take place

AUGUST 9th and 10th

FOR SALE BY

EDWIN P. HUGHES & CO.

We also have some very fine orchard tracts for sale



RESOLVED

The best resolution for you to make is to come to us for your next suit, if you want something out of the ordinary. We do the best work and charge the lowest prices.

W. W. EIFERT
THE PROGRESSIVE TAILOR

For Whom are You Sowing?

If you pay house rent for the landlord. If you are paying for your home for yourself and family.

Let us help you reap the reward of the money you have been paying for rent, by building you a home and allowing you to pay for it in easy monthly payments and low rate of interest.

We will furnish money to build Churches, Parsonages, homes or business houses, or pay off debts on real estate. Moneys can be returned any time, thereby stopping interest, or we give you nine years to return any loan, either large or small. We also allow you 3 percent interest on all advance payments. We give you three months grace on all notes without a fine. We can arrange with farmers for annual payments. If these terms suit you, call and see us at the Real Estate Office of

WHITE & TROWBRIDGE, MEDFORD

Daniel S. Walker, Home Office, Roseburg

WHY COOK

These hot days? When you can get anything you desire in the line of BREAD, PIES or CAKE, in addition to everything usually found in a first-class DELICATESSEN.

MEDFORD DELICATEESSEN & BAKERY.
Corum & Wetzel, Proprietors.

BUSINESS METHODS.

The Necessity of Advertising and the Efficiency of Salesmen.

A man may have several carloads of ability. He may have brains and ideas and other desirable things. But all the ideas ever "deated" will not avail to raise a man who neglects that all important item of advertising. You simply must get attention. Of course you can get attention by firing off a revolver during office hours or you can do it by wearing loud clothes and proclaiming your kinship in the sporting fraternity. But most men who have risen from the ranks have carefully neglected to use methods of this kind.

Every office man must act as his own salesman. He must first prepare himself by increasing his efficiency. He must be able to do the work for which he is hired. Not only should he do that for which he is hired, but he must do that work better than it ever was done before. When that item has been attended to it is then time to look about for more work.

The wise employee will keep his eye on the job ahead or, better still, will look at a job which does not exist, but which should exist for the good of the business. The next step is to think out a selling talk that will get the attention, arouse the interest, create a desire and bring about in the mind of the employer a desire to do what the live employee desires him to do.—Book-keeper.

FORGOT HIS OWN LINES.

A Quotation That the Poet Campbell Failed to Recognize.

That poets, like other folks, sometimes forget their own creations is shown by an incident related by Sir Frederick Pollock. At a dinner where Thomas Campbell and Lord Nugent were present the conversation drifted from the use of Latin words in English to monosyllabic verse. Some one expressed a doubt whether two consecutive lines composed of words of one syllable could be found in our language. Lord Nugent at once quoted: "By that dread name we wave the sword on high, And swear for her to live—with her to die."

Campbell said he did not believe in the lines and asked where they came from. Lord Nugent said, "From your own 'Pleasures of Hope.'" "How do you know that?" asked the poet. "I know it all by heart," replied Nugent. "I'll bet you a guinea you can't repeat it," said Campbell. The bet was taken and Nugent started declaiming. The poet soon got tired and said: "I see

you know the poem. Don't go any further." The other insisted upon repeating the whole poem or claiming double stakes, and Campbell paid the extra guinea in order to be spared the recital of the poem which had made him famous—which he had forgotten.—New York Mail.

How to Patch a Canoe.

There are several different "home-made" methods by which to repair a crack or leak in a canoe. Perhaps the most permanent is varnish or shellac and silk. Put a little varnish over the crack, place a small silk patch over the varnish, letting it dry, then varnish or shellac over the silk. Two coats will be sufficient. If it is a varnished canoe, use white silk, and the patch can hardly be detected, the silk being transparent. This may be put on both inside and outside if necessary. White lead and varnish mixed well and put in the crack is also a good permanent repair. If on a cruise in the woods and without the necessary articles to make a permanent repair, get a little spruce gum off the trees, heat and add a little grease and put over the crack. The grease has a tendency to keep the gum from getting very hard, and it will not break so easily. The silk and shellac repair is the usual remedy for a puncture in a canvas covered canoe.—Recreation.

Von Holstein's Dress Coat.

Prince Buiw once invited Herr von Holstein to dinner, telling him that it was to meet the emperor. "But," replied Holstein, "I don't believe that I have a dress coat at present. I will try, however, to get one made in time, and if I can't perhaps the emperor will take me as I am." This, the Times says, was reported to his majesty, who said that Herr von Holstein was to appear in any garb he pleased.

When the meeting took place Holstein was in his usual frock coat, and the emperor laughingly tapped him on the shoulder and said: "I see that dress coat wasn't ready. It doesn't matter."—London Standard.

Cheering Him Up.

"Bill," said the invalid's friend, "I've come to cheer yer up a bit like. I've brought yer a few flahrs, Bill. I thought if I was too late they'd come in 'andy for a wreat, yer know. No, don't get downhearted, Bill. Lummy, don't yer look gashly! But, there, keep up yer spirits, ole sport; I've come to see yer an' cheer yer up a bit. Nice little room yer 'ave 'ere; but, as I says to meself when I was a'comin' up, wot a orkard staircase to get a coffin dahn!"—London Globe.



"For you particular customers who demand the best groceries, we recommend Folger's Golden Gate Coffee."

It is so good we cannot obtain a better coffee—not if we paid \$1 a pound for it.

Everything about Folger's Golden Gate Coffee is perfect, and we sell it with the positive guarantee that it will please you.

Allen & Reagan

GROCERIES, CHINAWARE, FRUIT AND FEED.

Medford Iron Works

E. G. TROWBRIDGE, Proprietor.

Foundry and Machinist

All kinds of Engines, Spraying Outfits, Pumps, Boilers and Machinery. Agents in Southern Oregon for FAIRBANKS, MOPSE & CO.

Mrs. Irene Hampton Isaacs

Instuctor of Piano. Liszt Method

Studio at Residence, North Orange Street

The Tribune is Up-To-Date