

CHANCE *and* GOOD FORTUNE

often get credit for results which were only made possible by earnest attention to details. Some merchants make a marked success; some a fair success; many signally fail. In most instances the results are logical and in keeping with the methods pursued. The three most important essentials for success in merchandising undoubtedly are:

1. Correct Merchandise.
2. Lowest Possible Prices, Quality Considered.
3. Just Treatment to Customers.

To do the *right* thing, at the *right* time, in the *right* way; to do some things *better* than they were ever done before; to *eliminate* errors; to *know* both sides of the question; to be *courteous*; to be an *example*; to work for the *love* of work; to *anticipate* requirements; to *develop* resources; to *recognize* no impediments; to *master* circumstances; to *act* from reason rather than rule; to be *satisfied with nothing short of perfection*.

THE FRANK A. CRAM IDEA OF MERCHANDISING

LOCALS AND PERSONALS

Ray Early left Friday for California, where he will enter Stanford University as a student.

W. E. Blashfield, of the Pacific Paper Company, of Portland, spent the past week here accompanied by his wife.

The first man to be shot for a deer this season was Nathan Spencer, of Ashland. Fortunately Mr. Spencer's injury was not fatal.

W. H. Taft attended the Shriners' meeting at Astoria last week. Mr. Taft left Thursday and joined the Portland lodge on its trip to the coast.

Mrs. S. A. Helmer, who is now living in Portland, was here Friday in connection with putting her Mt. Hood property on the market. The store and some of the land will be sold and Mr. and Mrs. Helmer will make their home in Portland.

Get your school books and school supplies at Pifer's Book Store.*

For Sale—A fine lot of hay in the Mt. Hood district. Near Mt. Hood Post Office. Phone, Odell 38 or 2002-x.

A well known Des Moines woman after suffering miserably for two days from bowel complaint, was cured by one dose of Chamberlain's Colic, Cholera and Diarrhoea Remedy. For sale by all dealers.*

I will make and hang your window screens at the following prices: Half screens, 90c each; full screens, \$1.30 each. Prices on screen doors and porches on application. I will be glad to do your repairing or work of any class. Estimates furnished on all work if desired. Phone 306-X. Wright's Carpenter Shop.

Stepping on a rusty nail has been the cause of many cases of lockjaw. The nail was not so much the fault as neglect of the wound. If such wounds were promptly cleansed and Ballard's Snow Lintment applied, there would be no lockjaw, as the antiseptic properties of the lintment would counteract the poison and the wound would heal quickly. Price 25c, 50c and \$1.00 per bottle. Sold by Chas. N. Clarke.*

Mrs. Paul Hansen and daughter Gertrude are spending a few days at The Dalles visiting friends.

Mrs. Elvira Cobb, of Mosier, was the guest of her sister, Mrs. S. W. Stark, a few days last week.

A. W. Stimms, of the G. Y. Edwards Company, is spending two weeks in the Willamette valley on a vacation trip.

Mrs. Geo. Lynn leaves today for Spokane to attend the annual conference of the Methodist church, as a delegate from Asbury M. E. church of this city.

Harold Sexton, who has been on his father's farm at Hood River for the past few months, returned to The Dalles Saturday for a few weeks' visit with relatives and friends.

Mr. and Mrs. Leroy Armstrong were visitors at White Salmon Thursday. Chas. J. Calkins was also a visitor across the river. He took his car across with him for a drive about the country.

W. L. Dresbach, of Mosier, is one of the expert pear packers now at work in the valley. Mr. Dresbach has invented an ingenious folding packing tray, which he uses in his work. A number of them were used last fall in the apple packing contest at Spokane.

Order your bee supplies early of W. W. Dakin, 1205 Seventh street.*

For Sale—A fine lot of hay in the Mt. Hood district. Near Mt. Hood Post Office. Phone, Odell 38 or 2002-x.

Good Health Bread put up in a sanitary wrapper before leaving the bakery. Save the coupons. For sale at Parkers.*

Call up C. A. Richards & Co., phone 64, for some of that delicious Hazelwood Ice Cream. We deliver any quantity, from 1 qt. up, free of charge.*

M. L. Goff, manager of the French-Persian Cleaning Works, was at The Dalles on business Saturday.

Dr. Pineo and family, who have been enjoying an outing in camp near Parkdale, returned home Saturday.

Miss Marion Kimball, after spending several weeks at Wistaria, the country home of her nephew, Fordham Kimball, left for her home in Boston, Friday.

Prof. E. R. McCoy, who has had charge of the Odell schools for several years, left last week for Clatskanie, Ore., where he has taken a position as principal of the schools.

The Loyal Berean Class of the Christian Bible School holds its regular monthly business meeting at the home of Samuel Barker, on Belmont Avenue, Monday evening, September 4th, at 8 o'clock.

At the Unitarian church, Sunday, September 3, the morning service and Sunday School will continue as usual. Mr. MacDonald will speak on the theme, "The Church; Its decadence; its re-construction." A general invitation is extended.

J. C. Snyder, at one time city marshal of Hood River, but now living near Underwood, where he owns a ranch, was here Monday. Mr. Snyder had with him some specimens of tomato that he claims is blight proof, and will make a business of raising the plants. The tomato is from Florida stock.

Get your school books and school supplies at Pifer's Book Store.*

Try a Sunday at Parkdale Park. Special rates on Mount Hood Railroad.*

For Sale—Some good horses and a number of second-hand rigs, cheap. Apply at the Fashion Livery Stable.*

Good Health Bread—white, whole wheat and graham—home made, you will like it. Save the coupons. Sold by Parkers.*

Buy it now. Now is the time to buy a bottle of Chamberlain's Colic, Cholera and Diarrhoea Remedy. It is almost certain to be needed before the summer is needed. This remedy has no superior. For sale by all dealers.*

Breeders of fine horses prefer Ballard's Snow Lintment for all cuts, wounds or sores on their stock, because it acts both mildly and quickly and heals an ordinary wound without a scar. Price 25c, 50c and \$1.00 per bottle. Sold by Chas. N. Clarke.*

M. L. Goff, manager of the French-Persian Cleaning Works, was at The Dalles on business Saturday.

Mr. and Mrs. F. W. Mosely, of Clinton, Ill., parents of C. A. Mosely, of the Mt. Hood Hotel, are making the valley a visit.

F. J. Cartan, of Dee, who recently disposed of his interests in the Upper Valley, left Thursday for a trip over the Northwest. Mr. Cartan was accompanied by his wife.

Pendleton citizens have a water problem also, and are now engaged in a hot controversy over the merits of laying wooden or iron pipes. Pendleton will spend \$200,000 for a new water plant.

H. C. Atwell, of Forest Grove, E. H. Sheperd, of Hood River, C. L. Dick, of Salem; C. H. Stewart, of Albany; C. E. Whistler, of Medford; and A. P. Bateham, of Mosier, have been appointed members of the National Advisory Board of the American Apple Exposition, which has its headquarters at Denver.

Miss Grace Furrow, who has been spending the summer at Hood River, will teach music here the coming year. She is a graduate of the Iowa State Teachers' College, has taught in Sioux City, Iowa, one year, and the last three years has studied at the Oberlin Conservatory of Music, Oberlin, Ohio. Miss Furrow will be pleased to confer with anyone who intends to study either singing or piano.

Regular Sunday excursion to Parkdale. Pleasant trip for yourself and friends.*

No dirt or germs—Good Health Bread—A sanitary wrapper. Save the coupons. For sale at Parkers.*

We pay highest cash price for over-ripe and cull strawberries. Crocker & de Beding, Fourth street, between Oak and State. Phone 227-M.*

Dr. Brodus announces his Summer Home established at ODELL, phone 20, where he can be consulted morning and evening. City office HOOD RIVER, phone 12 B, open as usual 10 to 4 daily. Night Calls answered from ODELL, phone 20.* 28c

Cuts and bruises may be healed in about one-third the time required by the usual treatment by applying Chamberlain's Lintment. It is an antiseptic and causes such injuries to heal without maturation. This lintment also relieves soreness of the muscles and rheumatic pains. For sale by all dealers.*

The Skamania county fair, which will be held at Stevenson, will take place this year Oct 4, 5, and 6.

Ex-sheriff Lou Morse, who is down for a visit from the John Day country, where he is operating a big stock ranch, is being kept busy shaking hands with his many friends.

Joe Wilson left Friday for the upper Deschutes country. Accompanied by a friend from Eastern Oregon, he will take an extended fishing trip along the Metolius River.

The Underwood ferry is now landing at the same dock with the White Salmon ferry. The walk to the boat landing is looked upon by those having occasion to use the Underwood ferry as more desirable than the long hike across the shifting sand.

Miss Pearl Bradley, Miss Gretchen Calkins, Eldon Bradley, Newton De Long, of Salem, and Mr. and Mrs. Geo. Lynn, who have been camping near Mineral Springs, on the Lake ranch, returned Saturday. The party visited Lost Lake while there. Mr. and Mrs. Geo. Howe joined the campers the latter part of the week.

E. C. Smith and Dr. Kanaga last week went to the head waters of Eagle Creek on a deer hunting trip. It is said that the largest band of deer in this section makes its headquarters in that district. Geo. Chamberlain, of Mosier, bagged the first two that came out of the Eagle Creek country this year. Mr. Smith and Dr. Kanaga were accompanied by their wives.

Best Wyoming lump coal in any quantity. Transfer & Livery Co. Phone 5.*

Made clean, baked clean, sold clean—Good Health Bread. Save the coupons. Sold by Parkers.*

We have some very attractive acreage propositions in Paradise farm for home sites on sub-division schemes. Inside city limits. L. A. Henderson, with John Leland Henderson, Inc.* 311c

If you want to be comfortable burn coal. We are prepared to furnish it in any quantity. Plenty on hand and more coming. We handle the best quality of Wyoming coal. Transfer & Livery Company. Phone 5.*

Sallow complexion comes from bilious impurities in the blood, and the fault lies with the liver and bowels—they are torpid. The medicine that gives results in such cases is Herbine. It is a fine liver stimulant and bowel regulator. Price 50c. Sold by Chas. N. Clarke.*

Dr. E. O. Dutro and family returned Saturday from a three weeks' camping trip west of Dee, on the Lake ranch.

Geo. W. Boshke, chief engineer of the Harriman lines in Oregon, was here Friday inspecting the railroad yards and the new station.

Rev. E. McOmber and family left Monday night for their future home in El Paso, Ill. Mr. McOmber will stop at Spokane to attend the annual conference.

Try a loaf of Good Health Bread at Parkers. "It's good to the last crumb." Save the coupons.*

The best yet. Hazelwood Ice Cream, bulk or in bricks. Call 64, C. A. Richards & Co.*

There are a few choice lots left in the Middleton Subdivision just south of the High School, both inside and outside of the new sewer districts, which can be purchased for \$300, \$30 cash, \$10 monthly installments. J. L. Henderson, Inc., by L. A. Henderson.*

Bites of poisonous insects that cause the flesh to swell up must be treated with a healing antiseptic that will counteract the poison and heal the wound. Ballard's Snow Lintment answers every requirement in such cases. Price 25c, 50c and \$1 per bottle. Sold by Chas. N. Clarke.*

LOG CABIN BREAD

the whitest, best tasting and most nutritious 5 cent loaf on the market.

COME TO US FOR BAKERY GOODS OF ALL KINDS

R. E. GIBSON
102 THIRD STREET
HOOD RIVER : OREGON

Constipation is the starting point for many serious diseases. To be healthy, keep the bowels active and regular. Herbine will remove all accumulations in the bowels and put the system in prime condition. Price 50c. Sold by Chas. N. Clarke.*

The Satisfactory Solution of Your Water Supply Problem

will be reached by installing in your home a pneumatic

Leader Water Supply System

You can have abundant water—hot or cold—for kitchen, bath, laundry, the lawn and any other purpose required, at a moderate cost. Will also afford fire protection.

The most efficient, economical and dependable water supply system to be had.

Ask your local dealer to explain about the Leader System—or write for our booklet, "How I Solved the Water Supply Problem."

LEADER IRON WORKS, Dept. 22, Decatur, Ill.

Apple Land and Orchard Company
Office, No. 9 Oak Street, Phone 26 or 2002K, Hood River

