the morning oregonian, wednesdat february 25,1003

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CASTORIA
The Kind You Have Always Bought

$$
\begin{aligned}
& \text { is not square you will be armed } \\
& \text { to meet him, but never on his } \\
& \text { own ground. Make him be hon- } \\
& \text { est with you if you can, but }
\end{aligned}
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## sum too Chatt lititiom:

A. B. CHASE PIANOS
ARE UNE XCELLED
President McKinley's Testimonial:

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## with him. you make a mistake When you don't make the second

 don't make the second one, keep-ing it to yourself. Own up. The ing it to yorrsetr. Ownen up. Tis at
time to sort out roten eggs
the nest.
The them in the case the longer they
stay in circulation, and the worse
impression they make when they
finally come to the breat finally come to the breakfast ta-
ble. A mistake sprouts a lie
when you cover it up. And one
lie breeds enough distrust to lie breeds enough distrust to
choke out the prettiest crop of confidence that a fellow eve
cultivated.
Of course, it's easy to have the
confidence of the house, or th Of course, it's easy to have the
confidence of the house, or the
confidence of the buyer, but
you've got to have both., The
house pays you your salary, and
the buyer helps you earn it. If house pays you your salary, and
the buyer helps you earn it. I
you skin the buyer you will lose
your trade; and if you play tag
wirt with the house you will lose your
job. You've simply got to walk
the fence straight, for if you step
to either side you'll find a good deal of air under you.
From George H. Lorimer's new

## LETTERS from a SELF-MADE MERCHANT

NOW IN ITS 70th THOUSAND
SMALL, MAYHARD \& COMPANY


## Electric Lamps Reduced



## Consumers

Of current from our mains, of lamps below cost, viz.:

15 c cach or
$\$ 1.75$ dozen
These are standard, froterracto
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Dellivered on Dorose Loen
Portland Gencral Electric Co.

## 1884

1903
Visit some of these alleged optical plants you read about, then drop in on us and learn what a fully equipped Optical Establishment is in fact.


Spring Styles
SHOES
309 Wamingtoa Streel

One-Pound
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MAKES FOR WOMEN

## Laird, Schober \& Co Foster \& Company <br> Foster \& Company "DELSARTE"

 "QUEEN QUALITY"MAKES FOR MEN NETTLETON Strong \& Garfield W. L. Douglas

## Goddard-Kelly ShoeCompany <br>  <br> 




"IT HAS NO EQUAL"

## marne


"The Best \$3 Hat Ever Made" Our new Spring Blocks
now ready for inspection

## Jalem"Voclen(Oill dtore

