FAST AND COMMODIOUS

Steamer Redondo

Sails for Marshfield from San Francisco Wednesday morning October 25, at 3:30 p. m. INTER-OCEAN TRANSPORTATION COMPANY.

C. F. McGEORGE, Agent.

EQUIPPED WITH WIRELESS

Steamer Breakwater

SAILS FROM FORTLAND AT 8 P. M. ON OCTOBER 3, 10, 17, 24 AND 31. SAILS FROM MARSHFIELD AT SERVICE OF THE TIDE ON OCTOBER 7, 14, 21 AND 28.

L. H. KEATING, AGENT

PHONE MAIN 85-L

ALLIANCE

Sails for Coos Bay from Portland Wednesday, Oct. 25. CONNECTING WITH THE NORTH BANK ROAD AT PORTLAND NORTH PAJIFIC STEAMSHIP COMPANY,

C. F. McGEORGE, Agent

FAST SERVICE TO ROSEBURG

Our stages leave Marshfield for Roseburg at 7 o'clock every evening and afford quickest connections with Southern Pacific Raliway. Fare \$6.00.

COOS BAY ROSEBURG STAGE LINE. 120 MARKET AV., Marshfield. Agent, ROSEBURG, Ore. OTTO SCHETTER, Agent, C. P. BARNARD, PHONE 11

Beaver Hill Coal

MOUNT DIABLO AND JOSSON CEMENT. The best Domestic and Imported brands. Plaster, Lime, Brick and all kinds of builders material

HUGH McLAIN

GENERAL CONTRACTOR OFFICE, SOUTH BROADWAY.

Abstracts, Real Estate, Fire and Marine Insurance

Guarantee and Abstract Co. HENRY SENGSTACKEN, Mgr.

Coquille Office Phone 191 - Marshfield Office 14-J. Farms - Timber - Coal and Platting Lands a specialty. General Agents "EASTSIDE"

Parties Desiring Monuments to be Erected



Would do well to call at the Pacific Monumental Works, South Broadway and make selection from the large stock now on hand. Mr. Wilson has in his employ the only practical marble and granite cutter in Coos county. And none but the best work is turned

PROFESSIONAL DIRECTORY

DR. E. F. WINKLER.

Naturopath and Chiropractor. All chronic diseases treated. Consultation free. Office hours: 9 to 12 a. m.; 2 to 5 and 6 to 8 p. m Naturopath institute-Room No. 1

No. 136 Broadway, Marshfield, Ore

DR. G. W. LESLIE,

Osteopathic Physician

Graduate of the American school of Osteopathy at Kirksville, Mo. Office h Eldorado Blk. Hours 10 to 12; 1 to 4; Phone 161-J; Marshfield; Oregon

W. BENNETT,

Lawyer.

Dase over Flanagan & Bennett Bank iarshfield Oregon

Dit. J. T. McCORMAC, Physician and Surgeon Marshfield, Oregon.

Mee: Lockbart Building. opposite Post Office Phone 105-J

R. A. J. HENDRY'S Modern Dental Parlors.

We are equipped to do high class work on short notice at the very lowest prices. Examination free lady attendant, Coke building, oppodie Chandler hotel.

DR. H. B. MOORE, Chiropractor Chronic Diseases a Specialty
Coos Bldg — Phone 81-L Office hours 1 to 5.

Hello! Hello!

Housewives of Marshfield use

Marshfield Creamery Butter

If your grocer does not keep it call up PHONE 78-J.

Free delivery 8 a.m. to 2 p.m.

STERILIZED CREAM & MILK

ICE, BUTTERMILK, COTTAGE CHEESE

in first class order. Supplies for all . in delivery. This is the only . machines furnished.

or phone Rogers hotel.

C. S. Leibendorfer . trouble.

Phone 144-L Reference O. O. Lund, leather butcher

City Auto Service

Good Cars, Careful Drivers and reasonable charges. Our motto: 'Will go anywhere at any time.' Stands-Blanco Hotel and Blanco Cigar Store. Day Phones-78 and 46. Night Phones-5J and 46. BARKER & GOODALE, Proprietors.

T. J. SCAIFE 88 A. H. HODGINS

Marshfield Paint @ Decorating Co.

MARSHFIELD. Phone 140L Oregon

Public Stenographer All Work Confidential 156 No Brodaway AN

HER of ideas, who have some inventive ability pisane write GREELEY A Met NTIME. Pasent Attorneys. Washington, D. G.

A new stock of the latest in

Send in Your Order

Coos Bay Wiring Co. PHONE 237-J

1 Modern Brick Building, Electric Lights, Steam Heat. Elegantly Furnished Rooms with Hot and Cold Water.

HOTEL.COOS
C. A. METLIN, Prop.
tates: 50 cents a Day and Upwards Cor. Broadway and Market Marshfield. Oregon.

Good Livery Service

Fancy new rigs, good horses and careful drivers are now at tthe dis-REASONABLE RATES

Rigs or rigs with drivers ready for any tr p anywhere any time. Horses boarded and rigs cared for. New hearse and special acommo

dations provided for funeral parties W. L. CONDRON'S LIVERY AND FEED STABLES

PHONE 273-J

WANTED!!!

CARPETS UPHOLSTERING AND PIANOS TO CLEAN, by the Pneumatle Cleaning Company. Orders for work taken at

> GOING & HARVEY PHONE 198

Unique Pantatorium

DYEING, CLEANING, PRESSING AND REPAIRING ALL KINDS OF HAT WORK.

ROSS & PINEGOR.

MARSHFIELD'S POPULAR FAMILY HOTEL THE LLOYD

Rates reduced to: Day—50c, 75c and \$1.00; week—\$2.00 to \$5.00. Housekeeping apartments with gas ranges \$10.00 to \$18.00 per month, FREE BATHS -E. W. SULLIVAN, Prop

Have That Roof Fixed

See CORTHELL

PROF. C. DAVIDSON PIANO AND VOICE

Phone 461

North Bend

Prof. A. Richards

Pupil of Carl Christensen, the well known New York Swedish concert planist, will take a limited number of students for private lessons. Applicants call at Studio, Sengs-

tacken Bldg., 136 Broadway.

An article that has real merit should in time become popular. That such is the case with Chamberlain's Cough Remedy has been attested by many dealers. Here is one of them. H. W. Hendrickson, Ohio Falls, Ind., writes, "Chamberlain's Cough Remedy is the best for coughs, co'ds and croup, and is my best seller." For sale by all dealers.

NOTICE TO SUBSCRIBERS. Times subscribers who do not .

· receive their papers regularly · are requested to notify The . · Times office of any irregularity · ♦ means The Times has of know-Leave orders, drop a postal card | ing when subscribers miss their · papers, and consequently the · • only means of remedying the •

Try The Times' Want Ads.



ADVERTISEMENT IS YOUR staff. The results that are obtained

CHEAPEST SALESMAN. (By Dundas Henderson)

Into almost any store in a counside the store. try town, at the present time, He does not realize that it is possible actual customers costs more.

It is a comparatively easy matter tenths of the selling act has been accomplished by the coming of your price paid for it because it is engag-customer to the store. Even then a ed in building up a big mail order salesman who can get big results in business with new material, the store is classed as high-grade. The local retailer can appropriate

and cheapest you can buy.

addition to your sales force that may

HE chances are that if you go quality of salesmanship necessary is

and tell the storekeeper that his that they must pay so much money cheapest salesman is his advertise- for every inquiry they get. The The big mall-order houses reckon ment in the local newspaper he will amount of this sum is ascertained by laugh at you. He will laugh be- dividing all the money spent on adlaugh at you. He will laugh be-dividing all the money spent on adcause he does not know what salest vertising and selling literature by manship means. It is the mere the number of letters received in anshowing of his goods to any custos swer to the same. This refers to inshowing of his good luck to come quiries only. Not every inquirer believe the local merchant who negative the lights comes a customer. The securing of into his store, according to his lights, comes a customer. The securing of lects the opportunity now offered him for customers to be enticed to his money that has to be spent to get one ing announcements is missing the store to actually demand goods that new customer by those concerns they never thought they wanted be-would astonish the local retailer. It is usually not less than the amount spent on several weeks' advertising the syndicate whose specimen ads to sell a woman or man goods when by the average local storekeeper. you have them in your store and can The salesmanship on paper that is lay the wares right in front of them, necessary to do all this is the finest In such a case much more than nine- that can be got for money and it is considered cheap at the enormous

The local retailer can apply a lesand his salary, no matter how large, son from this to hinself. If those is considered a reasonable expendi- mail order houses spend so much a sunny afternoon, and a wife talkture and, in many cases, cheaply money to get one new customer, why ing finance on a rainy morning, are should a retailer not make an effort so different that a man has to pinch To cause a customer to have a de- in the same direction? Why should rimself in order to realize that it's sire to come to your store, where no he not adopt the same means of atdesire existed before, requires sales- tractive salesmanship on paper? If manship of a high order. Such sales- he can bring even one new customer manship makes new customers— a week to his store with an expendit builds your business and lays, in ture that is many times below what a short, the foundation of your for- mail order house has to pay for get- DEPARTMENT. Eckhoff Hall, SAT-tune. No retail business of modern ting the same results. It is worth URDAY night, OCTOBER 28. Ticktimes can make a great success with- while paying closer attention to this ets \$1.00. out such salesmanship-without, in successful method of selling. If he other words, the proper utilization can influence more than one custo-of space in your local newspaper, mer, and it would be noor local news-Considering the results this kind of paper advertising indeed that could salesmanship obtains, it is the best not do that, he would be accomplish- Livery & Transfer Co. ing far more than the mail order This efficient use of space in your houses with their highly paid selling local newspaper has been called experts. And, as a business man, he salesmanship on paper. If you fill could congratulate himself on a good the space with forceful matter that investment. He could say to himself will create attention, cause convic- that he had in his advertisement the tion and bring results, you have an cheapest salesmanship on his force.

addition to your sales force that may It is, of course, not always possi-surely be called the promoter on your ble to readily get this strong, con-

vincing selling matter in your newspaper space. You may not be able yourself to write it and you may not have any local yerson to whom you can turn. But that need not deter you. There are now on the market two or three syndicated advertising services that are designed especially to suit cases like yours. These ser-vices are supplied in a series of fifty two advertisements with accompanying copper-plate engravings, one for each week in the year, at prices ranging from one dollar per week up. been classed by authorities as equal to the best that have made successes for the big city department stores and national advertisers. Reduced facsimiles of several of these advertisements will be seen at the top of this column.

The advertisements shown above have received many testimonials from experts. For instance, Wm. H. Ukers, Pres'dent of the Grocery and Allled Trades Press Association of America (a combination of the enfrom this salesmanship depend on the selling ability used. But no and reditor of the Trace Press. the selling ability used. But no and editor of the Tea and Coffee matter what results are obtained, the Trade Journal, New York, writes:

"I consider your advertisements the best I have seen in a long time." The Retailers' Journal, Chicago,

"We believe the samples of your advertisements sent us are the best we have ever seen.

The to obtain some of these success makchance of his lifetime.

The editor of this paper will be glad to supply further particulars of adorn the top of this column and I advise early application as only one of these services will be supplied to each storekeeper in his own town.

♦ THE BACHELOR GIRLS SAYS: ◆

DON'T FORGET the Seventh An-

nual BALL, NORTH BEND FIRE Libby COAL. The kind YOU have

ALWAYS USED. PHONE 72 Pacific

After the spow try a Turkish Bath Phone 214-J.

Have your calling cards printed at The Times' office.

Try The Times' Want Ads.

Now Is the Time to Buy That Bed

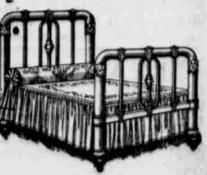
This Is the Place to Buy That Bed

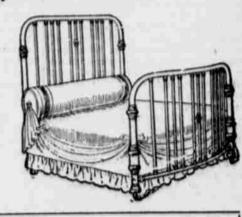
Because:

First---We carry the largest line to select from Second---We have the very latest styles Third-Our prices are always the lowest.



Iron Beds \$2.85 to \$22.00





Brass Beds\$20,00 and up



We also carry everything to go with the Bed such as Ostermoor and Carman Mattresses, Leggett Springs, Blankets, Quilts, Pillows, etc.

Going & Harvey Company

COMPLETE HOUSE AND HOME FURNISHERS.