

Business Building

By DUNDAS HENDERSON

Advertising Manager of the C. E. Zimmerman Co., Chicago.

An Advertisement is Your Cheapest Salesman.

The chances are that if you go into almost any store in a country town, at the present time, and tell the storekeeper that his cheapest salesman is his advertisement in the local newspaper he will laugh at you. He will laugh because he does not know what salesmanship means. It is the mere showing of his goods to any customer that has the good luck to come into his store, according to his lights. He does not realize that it is possible for customers to be enticed to his store to actually demand goods that they never thought they wanted before.

It is a comparatively easy matter to sell a woman or man goods when you have them in your store and can lay the wares right in front of them. In such a case much more than nine-tenths of the selling act has already been accomplished by the coming of your customer to the store. Even then a salesman who can get big results in the store is classed as high-grade, and his salary, no matter how large, is considered a reasonable expenditure, and, in many cases, cheaply spent.

High Salesmanship.

To cause a customer to have a desire to come to your store, where no desire existed before, requires salesmanship of a high order. Such salesmanship makes new customers, builds your business, and lays, in short, the foundation of your fortune. No retail business of modern times can make a great success without such salesmanship—without, in other words, the proper utilization of space in your local newspaper. Considering the results this kind of salesmanship obtains, it is the best and cheapest you can buy.

This efficient use of space in your local newspaper has been called salesmanship on paper. If you fill the space with forceful matter that will create attention, cause conviction and bring results, you have an addition to your sales force that may surely be called the best promoter on your premises. The results that are obtained from this salesmanship depends on the selling ability used. But no matter what results are obtained, the quality of salesmanship necessary is much greater than that required inside the store.

The big mail order houses reckon that they must pay so much money for every inquiry they get. They know that this is ascertained by dividing all the money spent on advertising and selling literature by the number of letters received in answer to the same. This refers to inquiries only. Not every inquiry becomes a customer. The securing of actual customers costs more. The money that has to be spent to get one new customer by those concerns would astonish the local retailer. It is usually not less than the amount spent on several weeks' advertising by the average local storekeeper. The salesmanship on paper that is necessary to do all this is the finest that can be got for money, and it is considered cheap at the enormous price paid for it because it is engaged in building up

Discovers Dynamite Stick.

Reports from the Polk county hills just west of Salem say that what might have been a serious accident was averted when a member of Grice's threshing crew discovered a stick of dynamite in a shed just before it went into the threshing machine. Had the dynamite exploded the whole outfit would have been blown to atoms. Whether the explosive was intended for the threshing machine or whether it was merely an accident cannot be ascertained.—Salem Statesman.

Jack Rabbits Increasing.

According to some farmers of Marion and Polk counties, jackrabbits have been increasing exceptionally fast during the past few years, and are doing damage by their raids. Fruit trees, kale and alfalfa fields afford feeding places for the rabbits. One woman near Salem killed seven from her back porch, while the fields about literally swarmed with the "varmints."—Salem Statesman.

Williamina Times: A. A. Brown sent in a bunch of oats that cost the prize for anything we have seen yet. The shortest head in the bunch measured 15 inches and the longest 20 inches.

Legal blanks for sale at this office.

A Cold

Is not necessary serious, provided it is taken care of. It is frequently the starting point of many dangerous diseases. When it comes use Dr. Bell's Pine-Tar-Honey. Look for the bell on the bottle.

Legal blanks for sale at this office.

Sanctum News: F. J. Denny reports that during the recent electric storm lightning struck in his hop yard and killed every vine on a row 640 feet long. The vines were trained on a wire.

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

Croup

People with children should keep a bottle of Dr. Bell's Pine-Tar-Honey on hand at all times. Croup is worse at night when it is sometimes hard to physician. Look for the bell on the bottle.

Supplied by The C. E. ZIMMERMAN Co., Chicago

Get your order in early for hop tickets. The Observer is equipped to get out your order quickly and at reasonable rates. See us before ordering.

Newberg Graphic: Henry Clemmens' prize wheat exhibit attracted much attention. Forty-three varieties were on display. It was an eye-opener to those to whom sweet peas had looked alike.

A Clean Salve

Is desirable. Dr. Bell's Antiseptic Salve is a creamy snow white ointment and guaranteed for all skin diseases, such as eczema, salt rheum, chaps, etc. 25c.

Salem Statesman: Local feedmen report fully 50 per cent more hay than there was last year. This means piles of money in the pockets of the hay raisers.

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 good dealers.

The scalp bounty law, since it became effective two years ago, has cost Waco county \$3491.50. This represents 2157 coyotes and 128 bobcats.

We Do Not Recommend

Sutherland's Eagle Eye Salve for anything but the eyes. It is a speedy and harmless cure for granulated lids, scrofulous sore eyes, styes, weak eyes and dimness of vision. Sold everywhere 25c.

Clatsop County's rainfall for June was 1.25 inch, which is 1.75 inch less than the average for that month. Maximum temperature, 74; minimum 40.

An ordinary case of diarrhoea can, as a rule, be cured by a single dose of Chamberlain's Colic, Cholera and Diarrhoea Remedy. This remedy has no superior for bowel complaints. For sale by all good dealers.

A juvenile band is to be organized at Klamath Falls; if plans mature this band will be looked to for recruits for the military band.

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 over. This remedy has no superior. For sale by all good dealers.

Astorian: Grounds which will accommodate fully 25,000 Elks and their friends have been chosen by Astoria for the holding of the annual clam bake at Seaside next August, and it is expected that all records for attendance will be broken.

Dr. Bell's Pine-Tar-Honey

Is the best for coughs, colds, croup, grip, whooping cough, bronchitis, asthma, and all throat and bronchial troubles. Sold everywhere; look for the bell on the bottle.

Gervais Star: Gervais is now without a practicing physician and a prescription drugstore, but this condition will not long continue, for some young doctor who is looking for just such an opportunity will grasp it.

Satisfaction of Mortgage.

The Observer has added Satisfaction of Mortgage to its stock of legal blanks. Notaries and attorneys may now secure them in any quantity desired. Phone orders for legal blanks given prompt attention.

Summons.

In the Circuit Court of the State of Oregon, for Polk County, Department No. 2.

John R. Robbins, Josephine Robbins, Mary C. Dennis, Oliver E. Dennis, Olive A. Farley, John M. Farley, Edna Kaiser, and William H. Kraber, Plaintiffs, v. Carrie K. Skipton, William L. Skipton, Ralph R. Casey, Loraine Casey, Otto G. Muhlig, individually and as guardian of the persons and estates of Loraine Maud Muhlig, Ruth Muhlig, and Edward Herman Muhlig, minors, Loraine Maud Muhlig, Fred Tatom, Lillian Tatom, Thomas Tatom, May Tatom, Mark Tatom, Mary A. Tatom, N. N. Woods, Eva Woods, Edwin Jacobson, Meda Jacobson, William Rose, Ellis, Minnie E. Bertha Tannis, Curtis O. Tannis, Cora Ellis Miser and Haver L. Miser, defendants.

To Ralph R. Casey, Loraine Casey, Ruth Muhlig, Edward Herman Muhlig, Sarah Catherine Elliott, Fred Tatom, Lillian Tatom, Thomas Tatom, May Tatom, Mark Tatom, Mary A. Tatom, N. N. Woods, Eva Woods, Edwin Jacobson, Meda Jacobson, William Rose, Ellis, Minnie E. Bertha Tannis, Curtis O. Tannis, Cora Ellis Miser and Haver L. Miser, defendants.

In the name of the State of Oregon: You are hereby required to appear and answer the complaint filed against you in the above entitled case and cause on or before October 3, 1911, that day being fixed by the Court for you to appear and answer herein, being six weeks from the day of the first publication of summons; in default whereof the plaintiff has applied to the court for the relief demanded in the complaint, to-wit: For a decree of divorce forever dissolving the bonds of matrimony now existing between plaintiff and defendant upon the grounds of desertion, and for such other and further relief as the court may deem meet and proper.

This summons is to be published once a week for six (6) consecutive weeks by order of the Honorable William Galloway, Judge of the Circuit Court of the State of Oregon for the County of Polk, dated this 15th day of August, 1911, directing that the first publication be made on August 22nd, and the last on October 3, 1911.

C. N. McARTHUR,
Attorney for plaintiff.

SALEM LAWYER WELL KNOWN

William M. Kaiser, Who Died Monday, Had Many Friends in Polk.

William M. Kaiser, the widely-known Salem lawyer who died Monday, was born near Salem, February 10, 1853, his parents being P. Cleora and Sarah Kaiser, sturdy pioneers. He attended the city public schools, and in 1874 graduated from the Willamette University, and from that time until 1882 taught school while studying law. He was admitted to the bar in 1881 and early in 1882 formed a partnership with Elton Ford, which only terminated with Mr. Ford's death in 1908. Soon after Mr. Ford's death he formed the partnership of Kaiser, Slater & Pogue.

November 27, 1890, he married Miss Angie Ryan, who survives him, as do three sons, Joe, Leo and Will, and one daughter, Angie Kaiser. He was survived by his wife, George H. of Portland, and Gus Kaiser, of Salem, and one sister, Mrs. E. Ekerlein, of this city, survive him. Besides these he leaves many relatives and a host of friends, numbered only by those who have come in contact with him.

The funeral was held from the Salem Catholic church Wednesday morning and interment was in the Catholic cemetery.—Salem Journal.

Hand Pierced.

FALLS CITY, Aug. 23.—(Special.)—While working in the Falls City Lumber company's mill this afternoon A. B. Graham was struck on the hand by a peavey and painfully injured. He and C. O. Johnson, foreman of the mill, were working a piece of timber over the rolls, when the peavey in the hands of the foreman slipped and pierced Graham's hand, making a gash about three inches long.

COMING PARK RIDING GALLERY

OUR BIG MERRY-GO-ROUND IS COMING TO DALLAS IN THE NEAR FUTURE

36 Galloping Horses
16 Folding Chairs
4 Large Chariots
Military Band Organ
Fun For Young and Old

BROWNING & CO.

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DENTIST

M. HAYTER
Over Statin's Drug Store.
Dallas Oregon

Bell phone 103 Mutual phone 1306

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FUNERAL DIRECTOR
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Calls promptly answered day or night
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DENTIST

B. F. BUTLER
Office over Fuller Pharmacy.
Office hours from 9 to 12 a. m.; 1 to 5 p. m.
Dallas Oregon

DR. DAVID YOUNG
Osteopathic Physician
Office, 719 Court St.
Mutual Phone 631
DALLAS, OREGON.

M. OLIVE SMITH
Teacher of
PIANO AND ORGAN
Studio, Room No. 2, Wilson Block
Dallas Oregon

DR. B. E. NEVEL
VETERINARY SURGEON
Phone, 29
Dallas, Oregon

ATTORNEYS AT LAW

ED F. COAD
Office in Courthouse
Dallas Oregon

ATTORNEY AT LAW

OSCAR HAYTER
Rooms 5 and 6, Uglow Bldg.
Dallas Oregon

ATTORNEY AT LAW

WALTER L. TOOZE, JR.
Office in Wilson Bldg.
Dallas Oregon

ATTORNEY AT LAW

SIBLEY & EAKIN
The only reliable set of Abstracts in Polk County. Office on Court St.
Dallas Oregon

ATTORNEYS AND ABSTRACTORS

BROWN & SIBLEY
Abstracts promptly made.
Notary Public, Collections
Mill St. Down-stairs. Dallas, Ore

Citation.

In the County Court of the State of Oregon for Polk County:

In the matter of the estate of Lena T. Gilbert, deceased.—In Probate.

To William F. Gilbert and Paul Thygeson Gilbert, heirs and devisees of the above-named Lena T. Gilbert, deceased:

In the name of the State of Oregon: You are hereby cited and required to appear in the County Court of the State of Oregon in and for Polk County, at the court room of said County in the City of Dallas, in said County of Polk, on Tuesday, the 5th day of September, 1911, the same being so, to wit: the 5th day of September, 1911, term of said Court, at the hour of ten o'clock in the forenoon of said day, then and there to show cause, if any exist, why an order should not be made by said Court that the real property of said estate, hereinafter described, be sold wholly by Conrad Statin as administrator with the will annexed of said estate, at private sale, for cash, as prayed for in the petition of the said administrator filed herein on this day, for the purpose of raising funds sufficient for the payment of the charges and expenses of administration and the claims and debts against the said estate; said real property being described as follows, to-wit:

A part of the Donation Land Claim of Leonard Williams and wife, Notation No. 1651, Claim No. 42, in Township 8 South, Range 4 West of the Willamette Meridian, in Polk County, State of Oregon, and more particularly described as: Beginning at the Southwest corner of said Donation Land Claim and running thence East 53.58 chains; thence North 31.48 chains; thence West 54.91 chains; thence South 26.41 chains; thence South 12 degrees 15 minutes East 4.95 chains to the place of beginning, containing 171.70 acres, more or less.

Also, a certain right of way appurtenant thereto, conveyed by Henry Fawc and wife to Waterman W. Lucas by deed dated July 11, 1906, recorded at page 39 of volume 44 of the deed records for said county.

Excepting from the lands first above described:

1. A strip of land on the west side thereof, containing 1.80 acres, conveyed to Henry Fawc by deed dated July 11, 1906, recorded at page 34, volume 44, of said records of deeds;

2. A tract of 100 acres off the South part of said lands, conveyed by Lena T. Gilbert and husband to Inge Thygeson by deed recorded at page 18 of volume 50 of said records of deeds.

Leaving of the tract first described 69.81 acres, more or less, subject to the eury estate therein of said William F. Gilbert.

Witness, the Honorable Ed F. Coad, Judge of the County Court of the State of Oregon for the County of Polk with the seal of said Court affixed, this 22nd day of July, 1911.

(Court Seal.) E. M. SMITH,
Clerk of said County Court.

OSCAR HAYTER,
Attorney for Administrator.

First publication, July 25, 1911; last publication, August 22, 1911.

Summons.

In the Circuit Court of the State of Oregon, for Polk County, Department No. 2.

John R. Robbins, Josephine Robbins, Mary C. Dennis, Oliver E. Dennis, Olive A. Farley, John M. Farley, Edna Kaiser, and William H. Kraber, Plaintiffs, v. Carrie K. Skipton, William L. Skipton, Ralph R. Casey, Loraine Casey, Otto G. Muhlig, individually and as guardian of the persons and estates of Loraine Maud Muhlig, Ruth Muhlig, and Edward Herman Muhlig, minors, Loraine Maud Muhlig, Fred Tatom, Lillian Tatom, Thomas Tatom, May Tatom, Mark Tatom, Mary A. Tatom, N. N. Woods, Eva Woods, Edwin Jacobson, Meda Jacobson, William Rose, Ellis, Minnie E. Bertha Tannis, Curtis O. Tannis, Cora Ellis Miser and Haver L. Miser, defendants.

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C. N. McARTHUR,
Attorney for plaintiff.

CATARRH

GUARANTEE

On each package.

We, the undersigned, do hereby guarantee that ELY'S CREAM BALM will cure Catarrh of the Head, Throat, Lungs, Stomach, and Bowels, and all other ailments resulting therefrom, or refund the money paid therefor.

ELY'S CREAM BALM

Applied to the nostrils is quickly absorbed.

HAY FEVER

ELY'S CREAM BALM

GIVES RELIEF AT ONCE.

It cleanses, soothes, heals and protects the diseased membrane resulting from Catarrh and drives away a Cold in the Head quickly. Restores the Senses of Taste and Smell. It is easy to use. Contains no injurious drugs. No sneezing, no coughing, no mucus. The household remedy.

Price, 50 cents at Druggists or by mail.

ELY BROS., 56 Warren St., New York

Are You Planning to Build

Shoolrooms, Mills, Stores, Warehouses, Schools, Rickracks, Creameries, Can. factories, or any Engineering Project? IT WILL PAY YOU TO CONSULT US.

GEISBECK ENGINEERING CO.

604 Blake McFall Bldg. 512-513

Sutherland's Eagle Eye Salve

Is a creamy snow-white ointment put up in air-tight screw cap tubes. Will cure any case of sore eyes and will not injure eyes of a babe. Sold everywhere 25c.

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OUR BIG MERRY-GO-ROUND IS COMING TO DALLAS IN THE NEAR FUTURE

36 Galloping Horses
16 Folding Chairs
4 Large Chariots
Military Band Organ
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REGULAR Clubbing Offers

(EFFECTIVE THE YEAR ROUND)

ORDER BY NUMBER

OFFER NO. 1

Better Fruit

and

Twice-a-Week Observer

One Year For Only

\$2.00

OFFER NO. 2

Publishers Price. Review of Reviews.....\$3.00 Pacific Monthly.....1.50 Twice-a-Week Observer.....1.50 Total.....\$6.00 Our Price, only.....\$3.75

OFFER NO. 3

Woman's Home Companion.....\$1.50 Review of Reviews.....3.00 Pacific Monthly.....1.50 Twice-a-Week Observer.....1.50 Total.....\$7.50 Our Price, only.....\$4.75

OFFER NO. 4

Delineator.....\$1.00 McClures.....1.50 Pacific Monthly.....1.50 Twice-a-Week Observer.....1.50 Total.....\$5.50 Our Price, only.....\$3.95

OFFER NO. 5

Woman's Home Companion.....\$1.50 Twice-a-Week Observer.....1.50 Total.....\$3.00 Our Price, only.....\$2.50

OFFER NO. 6

Review of Reviews.....\$3.00 Twice-a-Week Observer.....1.50 Total.....\$4.50 Our Price, only.....\$3.00

OFFER NO. 7

Pictorial Review.....\$1.00 Modern Priscilla......75 Ladies' World......50 Pacific Monthly.....1.50 Twice-a-Week Observer.....1.50 Total.....\$5.25 Our Price, only.....\$3.25

OFFER NO. 8

Woman's Home Companion.....\$1.50 Pacific Monthly.....1.50 Twice-a-Week Observer.....1.50 Total.....\$4.50 Our Price, only.....\$3.25

OFFER NO. 9

McClures.....\$1.50 Pacific Monthly.....1.50 Twice-a-Week Observer.....1.50 Total.....\$4.50 Our Price, only.....\$3.25

OFFER NO. 10

Everybodys.....\$1.50 Twice-a-Week Observer.....1.50 Pacific Monthly.....1.50 Total.....\$4.50 Our Price, only.....\$3.00

OFFER NO. 11

Delineator.....\$1.00 Pacific Monthly.....1.50 Twice-a-Week Observer.....1.50 Total.....\$4.00 Our Price, only.....\$3.00

OFFER NO. 12

Cosmopolitan.....\$1.00 Pacific Monthly.....1.50 Twice-a-Week Observer.....1.50 Total.....\$4.00 Our Price, only.....\$3.00

If you do not see what you want in this list, let us know. We can arrange any combination to suit you.

Use This Order Form.

I accept your Offer No. and enclose \$..... in full payment thereof.

Name.....

Address.....

If already a subscriber to any of the publications named in these offers, your subscription will be extended one year from present expiration date.

If you wish any of the magazines to go to different address, indicate below.

Seemed to Give Him a New Stomach.

"I suffered intensely after eating and no medicine or treatment I tried seemed to do any good," writes H. M. Young, Editor of The Sun, Lake View, Ohio. "The first few doses of Chamberlain's Stomach and Liver Tablets gave me surprising relief and the second bottle seemed to give me a new stomach and perfectly good health." For sale by all good dealers.

La Grande citizens are divided over the question of cutting down shade trees in order to clear the ground for cement walk construction. The council orders the cutting down to proceed.

Land for Sale

The owner offers the following three tracts of land for sale, all within easy distance from Dallas. Forty acres, all under cultivation, good fruit and garden land, on Salem road, less than one mile from court house. Another tract comprising 24 acres, on La-Creole creek, one mile from Dallas, about 15 acres of it bottom land. A third tract comprising 160 acres four miles west of Dallas, and one-half mile from Teats station, contains 100 acres of timber, about 40 acres under cultivation and 20 acres of open land. Two strong springs on place makes feasible irrigation possible with but little expense. Any or all of these tracts will be sold on reasonable terms with small cash payments down. If interested, address "B" Observer office.

FIFTIETH ANNUAL Oregon State Fair

HOME COMING WEEK

Salem, September 11-16 '11

Livestock, Poultry and Agricultural Exhibits; Races Free Attractions and Amusements

FERULLO'S GREATEST BAND

REDUCED RATES ON ALL RAILROADS

Send For Premium List and Entry Blanks

FRANK MERIDETH, Secretary SALEM, ORE.

DALLAS STATION TIME CARD

SOUTHERN PACIFIC.

LEAVING DALLAS.	ARRIVING DALLAS.
Passenger No. 74.....6:50 a. m.	Passenger No. 77.....10:50 a. m.
Passenger No. 76.....4:25 p. m.	Passenger No. 75.....7:20 p. m.

East Bound.	West Bound.
TRAIN NO. 3.	TRAIN NO. 2.
Lv. Dallas.....7:35 a. m.	Lv. West Salem.....9:00 a. m.
Ar. West Salem.....8:15 a. m.	Lv. Dallas.....9:45 a. m.
TRAIN NO. 5.	Lv. Falls City.....10:15 a. m.
Lv. Black Rock.....11:00 a. m.	Ar. Black Rock.....10:35 a. m.
Lv. Falls City.....11:15 a. m.	TRAIN NO. 4.
Lv. Dallas.....11:50 a. m.	Lv. West Salem.....1:30 p. m.
Ar. West Salem.....12:30 p. m.	Lv. Falls City.....2:15 p. m.
Lv. Falls City.....3:00 p. m.	Ar. Falls City.....2:45 p. m.
Lv. Dallas.....3:35 p. m.	TRAIN NO. 6.
Ar. West Salem.....4:15 p. m.	Lv. West Salem.....4:35 p. m.
Lv. Falls City.....6:05 p. m.	Lv. Dallas.....5:20 p. m.
Ar. Dallas.....6:35 p. m.	Ar. Falls City.....5:50 p. m.
TRAIN NO. 11. (Sunday Only)	TRAIN NO. 10. (Sunday Only)
Lv. Dallas.....7:35 a. m.	Lv. West Salem.....9:00 a. m.
Ar. West Salem.....8:15 a. m.	Lv. Dallas.....9:45 a. m.
TRAIN NO. 12. (Sunday Only)	Lv. Falls City.....10:15 a. m.
Lv. Black Rock.....11:45 a. m.	Ar. Black Rock.....10:35 a. m.
Lv. Falls City.....12:00 a. m.	TRAIN NO. 12. (Sunday Only)
Lv. Dallas.....12:35 p. m.	Lv. West Salem.....1:35 p. m.
Ar. West Salem.....1:15 p. m.	Lv. Dallas.....2:20 p. m.
TRAIN NO. 15. (Sunday Only)	Lv. Falls City.....2:50 p. m.
Lv. Black Rock.....4:00 p. m.	Ar. Black Rock.....3:10 p. m.
Lv. Falls City.....4:15 p. m.	TRAIN NO. 14. (Sunday Only)
Lv. Dallas.....4:50 p. m.	Lv. West Salem.....5:30 p. m.
Ar. West Salem.....5:30 p. m.	Ar. Dallas.....6:20 p. m.

OREGON AGRICULTURAL COLLEGE

"DIGNIFYING THE INDUSTRIES"

This is the title of a beautiful 64-page book, which will show any boy or girl how to succeed. Drop a postcard to the mail TODAY and it will be sent you. The aim of the College is to dignify and popularize the industries, and to serve ALL the people. It offers courses in Agriculture, Civil Engineering, Electrical Engineering, Mechanical Engineering, Mining Engineering, Forestry, Domestic Science and Art, and more. Pharmacy and Music. The College opens September 22d. Catalog free.

Address: REGISTRAR, OREGON AGRICULTURAL COLLEGE, Corvallis, Oregon.

Neglected wounds produce old sores and these in time develop ulcers which eat away the vitality.

Ballard's Snow Liniment

Is a Healing Remedy for All Ailments of the Flesh of Man and Beast.

The speed with which this splendid liniment heals up a bad wound or sore has surprised and pleased those who were accustomed to the slower and uncertain effect of less powerful remedies. It relieves the most excruciating pains, neuralgic, rheumatic, it has done and is doing a wonderful work. Many chronic victims of these diseases have found to their great satisfaction that it cures an attack in a fraction of the time required by the ordinary treatment.

It is equally effective in the flesh ailments of animals. Owners of blooded stock value it highly for two reasons: It heals sores and wounds quickly, and leaves no disfiguring scars. This remedy is needed in every home. If its great power and efficacy was generally known, no family would be without it.

Price 25c, 50c and \$1.00 per Bottle.

JAMES F. BALLARD PROPRIETOR ST. LOUIS, MO.

Sole and Exclusive Agents for the Pacific Coast: **CONRAD STAFFIN**