

# Roll the Dollars Our Way and they will Roll Back to You. Business Men of Dallas have what you want when you want it.

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## STORIES OF THE ROLLING DOLLAR

Origin of One Mail Order House.

Copyright, 1914

### ORIGIN OF THE MAIL ORDER HOUSE.

"You can start from nowhere and get far up the ladder sometimes, but you'll drop back unless the bottom of the ladder is planted pretty solidly," said The Rolling Dollar to his friend the Dollar Greenback.

"I know how one of the biggest mail order houses started. Roberts was a watch peddler up in Wisconsin and he was broke. He had to get to Milwaukee, so he put up his own watch as security for a ticket with the station agent, whom we'll call Stacy. The ticket man was shrewd enough to sell the watch for twice the price of the ticket.

"Stacy liked the game, so he got Roberts to express a dozen watches to fictitious names at his station. Each watch was billed at \$25, the bill showing the \$10 had already been paid. Stacy, acting as express agent, unloaded these at \$15 each, for the people who bought them thought it a great bargain. They didn't know the watches cost \$3.50 each. Finally the railroad fired Stacy.

"The pair of schemers opened up in Milwaukee and bought 1000 watches at \$3 each. All were sent to fake names in Illinois, Wisconsin and Kansas. When the express agent reported them undelivered, they wrote him some mistake had been made, but as \$10 had already been paid on the watch they would pay him \$2 commission for selling it for \$15.

"That scheme netted them \$10,000. Next they bought a lot of child's furniture and advertised it so as to lead people to believe they would get a full set of furniture for \$5. Foolish folks all over the country bit on that, but they kept within the law in their advertising, so they went unpunished.

"Both partners are out of it now. Stacy has more money than he knows what to do with, while Roberts, on the other hand, was working for \$18 a week some time ago, having been forced out of the business. Yet the house they started is doing millions

of dollars worth of business all over the United States. Roberts has already gone back where he belonged; how long can such a house continue to live off short-sighted or trustful people?

"A while ago that house bought 3,000 bicycles, all alike, for \$6.50 each. They devised three different brand names, and sold one brand at \$10.25, one at \$12.50 and one at \$12.75, all the machines being identical.

"That's their system, and that is the kind of competition the local merchant has to meet. And the merchant is right here all the time to build schools and keep up roads and bridges by paying taxes, besides helping to support the churches, the charities and everything for the public good.

"If I was a human being instead of a hard-working dollar here in Centerville I'd certainly give my storekeeper a chance at my trade instead of feeding those people in Chicago, Buffalo and New York."

### Pharmacy Professor Resigns.

C. M. McKillips, professor of pharmacy in the Oregon Agricultural college, has tendered his resignation to take effect at the end of the present school year. Professor McKillips wishes to devote his time to private work, after having served sixteen years on the college faculty.

Miss Arlene Bennett and Miss Edith Catherwood spent Wednesday in Monmouth, visiting the State Normal.

WRITE THIS DOWN ON YOUR CALENDAR

CHAUTAUQUA

SIX BIG DAYS  
JUNE 27--JULY 2.

Mrs. Gregory invites the Ladies to come in and look over her line of Corsets. Both back and front lace. \$1 to \$5. She is also showing a fine line of Ladies' and Children's Underwear and Hosiery

## You want what you want when you want it

LET US DEMONSTRATE TO YOU THE Parker Lucky Curve Fountain Pen THE KIND THAT DOES NOT LEAK

## THE FULLER PHARMACY

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General Auto Repairing. Vulcanizing. Auto Supplies  
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Exclusive Agents for Maxwell Cars in Polk County  
Come in and get a demonstration  
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WORK UNEXCELLED

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THE RELIABLE HOMEFURNISHERS

## Window



# Shades

The Latest and Most Up to Date Window Shades Made to Order. Prices Always Right.

Dallas, Oregon

### CANADA AND OUR FARMER.

Wall Street Journal: This country has invested approximately \$65,000,000 in Canada. Of this sum probably \$130,000,000 has been placed in land, apart from lumber and mineral developments. A number of reasons explain the attractions of a new country. Such attractions are seen in the almost immediately productive returns of extraordinary grain crops, in increased real estate values, and in the possibility of high interest returns. These have been potent factors in stimulating immigration and investment by American citizens.

Drain in men and money from the United States has been large. Estimate assigns about \$1000 as the average sum taken by the American into Canada when he settles there. This compares with the \$15 of the

European immigrant and the \$150 of the British settler. This has totaled, in an emigration principally from our west into western Canada, Alberta, Saskatchewan and British Columbia, a sum in cash and property amounting to possibly \$150,000,000 annually.

But now the American is returning and Canada is taking fright. True, influx of new population for eight months ending November 30 was 340,899, an increase of 19,841, or 6 per cent. But in the same period immigration from the United States declined 21,763, or 20 per cent—from 108,035 to 86,272.

At the moment Canada is showing distinct indications of changing economic conditions. Foreign trade has fallen off. Customs collections have declined. There is reaction from the

late boom times. This has been followed by inevitable contraction, seen in liquidation of various forms.

Positive proofs are found in railroad reports. For its fiscal year 1913, the Canadian Northern sold 19,755 acres compared with 55,111 in 1912. Canadian Pacific sales totaled 474,789 instead of 669,639. Private owners and companies have suffered equally and have sacrificed property to lower values.

All this has undoubtedly unsettled American investment and affected immigration. Added to this is the decreased margin of profit on wheat farming. There is international business depression which finds a usual counterpart in lower commodity prices.

Whether the arrested movement of American farmers into Canada will

take larger proportions is a matter of as much interest to ourselves as of concern to our neighbor.

### FRESH AIR THE BEST TONIC.

In the spring the tired man's fancy lightly turns to thoughts of tonics. The first heats of spring or early summer after a wearying winter of withstanding the strain of cold and the debilitating effects of furnace heat and stuffy rooms bring on that tired feeling that we otherwise know as spring fever. In April or May, according to the forwardness or the backwardness of the season, the use of the patent medicines miscalled tonics flourishes, says the Spokesman Review.

Fortunately, however, the employment of these medical concoctions has ceased to be as prevalent as it was a

generation ago. Our grandmother had some excuse for doctoring her family in spring, for medical science had not made such general progress among the people, but there is next to no excuse for doing so now. If she was a farmer's wife her simples or herbs were safe and helpful things to take, but not so much may be confidently affirmed of Doctor Skull-and-Bones' patent. This generally consists of the old lady's "yarbs" from which she brewed her tonic, but to this harmless base have been added a generous dosage of pure alcohol and probably a dash of poisonous strychnine. The trusting dweller in city tents hires him to the nearest corner drug store and buys this compound without knowing whether it is a cure or a killer.

But conditions and practices are be-

coming modified. People have learned, and more people are daily learning, that boon nature provides the real remedies for spring fever or the tired feeling. Great draughts of fresh air and swinging walks across the fields or through the leafy groves and a plunge in outdoor pool or indoor cold bath are the genuine invigorators. The chase of the elusive tennis ball over a hard court or of the springy golf ball over a turfed links is the best of all tonics. "Throw physic to the dogs—I'll none of it!"

Letter heads, envelopes, and all kinds of good printing done at the Observer office.

The average man always seems to be in need of a little more than he can get.