



DESIGNED BY
SCHLOSS BROS. & CO.
Fine Clothes Makers
Baltimore and New York

WE HAVE YOUR SUIT

The Suit you'll fancy and the Suit you'll need. Your Suit for dress occasions, your Suit for business, your Suit for lounging, your Suit for traveling. Suits of many fabrics, colors, shapes and styles of trimmings

Take a look at our \$15 and \$20 Suits

G. W. JOHNSON & CO.

141 Commercial St., Salem, Oregon

MONUMENTS

Monuments to be in place before Memorial Day should be ordered now, before the usual rush season. I have a large stock on hand and, besides, a full carload of Eastern Granite coming by rail and a large consignment of Scotch Granite on the sea to arrive soon. We will gladly show designs and reserve any of this stock. I strictly guarantee my work to be as good as can be procured anywhere and my prices are as low. Correspondence solicited and promptly answered.

Salem Granite and Marble Works

WILTON W. MARTIN, Proprietor

PEOPLE'S MARKET

HECK & FLUBACHER, Proprietors

Fresh and Cured Meats
Fish and Game in Season

Phones, Home 610; Bell 693

Main Street Independence, Oregon

Farmers' Feed and Sales Stable

H. EICHEL, Proprietor

Grain and Hay for Sale.

Horses boarded by day, week or month, at reasonable rates.

INDEPENDENCE, OREGON.

If you should have a cold, a few doses of Kennedy's Laxative Cough Syrup will act very promptly. Children especially like Kennedy's Laxative Cough Syrup, as it tastes so good, nearly like maple sugar. It is sold by the Williams Drug Co.

Patronize our Advertisers.

A Religious Author's Statement.
Rev. Joseph H. Fesperman, Salisbury, N. C., who is the author of several books, writes: "For several years I was afflicted with kidney trouble and was confined to bed eight days unable to get up without assistance. My urine contained a thick white sediment and I passed same frequently day and night. I commenced taking Foley's Kidney Remedy, and the pain gradually abated and finally ceased and my urine became normal. I cheerfully recommend Foley's Kidney Remedy. P. M. Kirkland.

All kinds of legal blanks for sale at this office.

DeWitt's Little Early Risers are small pills, easy, gentle and certain, and are sold by all druggists.

BUSINESS THAT GOES AWAY

THIRD TALK ON BENEFITS OF PUBLICITY

Written by a Great Advertiser and Made to Fit Conditions in Smaller Towns of Country and to Benefit Merchants Who Read as They Run.

"Good morning, Mr. Business Man!"
"Well, say, what about keeping my patrons from going to Near City to trade?"

"I realize that this is quite a problem. You are not doing your part however. Every week the Near City merchants send pages of bargain offerings into many of the homes of this community. These people read them and go there to buy. That is perfectly natural. Your prices are very likely equally low, but how are they to know if you do not tell them? Frequently a distant store that advertises widely is better known to the public than one in their own town that shuns publicity. If you business men of this town will advertise and prove that you offer as good values as the Near City merchants, you will get back your trade. It pays to sacrifice profit on some items if you have to in order to substantiate this claim. The larger stores give the patrons a little better selection, but the country merchant can do as well in price. Let larger sales, smaller profits, be the watchword."

"But we have done some advertising!"

"Yes, but I must tell you candidly such copy will not bring trade. I shall explain later how an ad. should be written, but let us pass to something else."

"What about 'soap' clubs?"

"You said your customers approved of this idea of paying double prices for their goods and being deceived in believing the premium costs nothing. Sell that way yourself. That is the solution to this problem. Make up assortments as nearly as possible like those of the 'soap' companies and pick attractive premiums to go with them. But this alone is not sufficient. You must tell the people you are ready to make these offers, likewise where you meet mail order prices. You told me you could do so. It remains to convince the public of this, and that is the work of advertising."

"You have convinced me that advertising is what is needed to put an end to our troubles. I never saw it in this way before."

"Yes, Mr. Business Man, charity is out of place in business. The fellow who gets the trade is the one who proves to the public that he can give it the greatest value for its money. It will not do to wait for business. You must go after it. And now, when by well planned advertising you have cornered 'the trade that gets away,' suppose you take a hand in the game the Near City merchants played on you. For years the farmers south of you have been buying in rival towns. Business men there consider this trade safe for eternity. Why don't you business fellows make a bid for a share of it? An aggressive advertising campaign, with plenty of leaders will pull it away while the outside merchants are sleeping. Business is a game in which every one is entitled to all he can get legitimately. Go where you choose for it. Land all you can."

—From a series of articles written by Henry Herbert Huff and copyrighted by American Press Association 1909.

HIGHLAND

Joe Loundree and S. H. McElmurry were transacting business in Independence Monday.

We understand S. H. McElmurry has purchased of Fred Hooper, a house and property in Independence where he moved last week. We certainly hope he will be contented in his new home.

Ralph Davidson and Dell Grigsby of Parkers passed through Highland Tuesday of last week on their way to Independence.

Mr. Byxbee on last Monday purchased a fine Jersey cow from Abe Nelson of Independence. Mr. Byxbee purchased a new cream separator of Hanna Bros. last week.

Henry and Oren McElmurry moved to their old farm house where they will batch for the present.

A. Hamann and Joe Loundree were spraying the farmers orchard Tuesday. Geo. Ruef purchased a nice bunch of hogs of S. H. McElmurry Wednesday.

Bertha Stapleton has been quiet sick the past week.

Dave Haley has been assisting Dave Stapleton in plowing the past week.

Mr. Whitaker took possession of the

McElmurry farm last Friday.

Mrs. E. A. Shafer was transacting business in Independence and Monmouth Friday.

Mr. Smith was a Monmouth visitor Friday.

Mr. and Mrs. A. Hamann were transacting business in Monmouth last Friday afternoon.

Mr. Truitt is certainly getting busy in his berries.

A. Hamann on Monday set out 600 strawberry plants which he received from the Alpine berry farm.

Mr. Whitaker made a trip to Independence Monday where he met his wife, and returned to his farm in the evening bringing her with him.

We, the people of Highland all join in welcoming the friends and neighbors who have lately come among us and extend to them the warm clasp of friendship, and to those who are leaving their old homes here and going from our midst, we can but send with them our best hopes and wishes for the future.

Near Death in Big Pond.

It was a thrilling experience to Mrs. Ida Soper to face death. "For years a severe lung trouble gave me intense suffering, she writes, "and several times nearly caused my death. All remedies failed and doctors said I was incurable. Then Dr. Kings' New Discovery brought quick relief and a cure so permanent that I have not been troubled in twelve years." Mrs. Soper lives in Big Pond, Penn. It works wonders in Coughs and Cold Sore Lungs, Hemorrhages, LaGrippe, Asthma, Croup, Whooping Cough and all Bronchial affections. 50c and \$1. Trial bottle free. Guaranteed by all druggists.

Davenport's Story.

Human Life for February is out with another installment of Homer Davenport's story of his early life in Oregon. Every Oregonian should read it. See our offer of this unusually interesting magazine, Human Life, on another page. Read the ad. "The Oregon Magazine Hit of 1909." This magazine is absolutely free to new subscribers or to old subscribers who pay a year in advance.

LAME BACK EVERY MORNING

A Back is Always Worse in the Morning. Independence People are Finding Relief

A back that aches all day and causes discomfort at night is usually worse in the morning. Makes you feel as if you hadn't any sleep at all.

Can't cure a bad back until you cure the kidneys. Doan's Kidney Pills cure sick kidneys—makes you feel better, work better, rest better and sleep better.

Permanent cures in Independence prove the merits of Doan's.

Geo. W. Richardson, Monmouth St., Independence, Ore., says: "I suffered from a severe pain in the small of my back, especially at night and would arise in the morning feeling so lame and stiff that I could hardly put on my clothes. I was very miserable when Doan's Kidney Pills came to my attention. I procured a box at P. M. Kirkland's Drug Store and they helped me in a short time. I do not hesitate to recommend Doan's Kidney Pills to others suffering from kidney complaint. For sale by all dealers. Price 50c. Foster - Milburn Co., Buffalo, New York, sole agents for the United States.

Remember the name—Doan's—and take no other. 40-41

Cure For Caked Udder

When a milk cow has caked udder it very often arises from lying upon something hard—cornstalks or a cob—and may cause trouble and annoyance to the dairyman. A cure, easy, simple and effective, is to take of poke root, freshly dug and chopped, one pint, boiling it in one quart of water until it is a well done mulch. Apply as hot as possible thoroughly all over the swollen parts after milking, as that is the surest and best time, when there is no haste.

The Lurid Glow of Doom

was seen in the red face, hands and body of the little son of H.M. Adams of Henrietta, Pa. His awful plight from eczema had, for five years, defied all remedies and baffled the best doctors who said the poisoned blood had affected his lungs and nothing could save him. "But," writes his mother, "seven bottles of Electric Bitters completely cured him." For Eruptions, Bloods, Salt Rheum, Sores and all Blood Disorders and Rheumatism Electric Bitters is supreme. Only 50c. Guaranteed by all druggists.

Patronize our advertisers.

LOW RATES TO OREGON

DAILY DURING MARCH AND APRIL From all Parts of the East

VIA UNION PACIFIC OREGON SHORT LINE THE OREGON RAILROAD & NAVIGATION CO. SOUTHERN PACIFIC

\$33 from Chicago
\$33 from St. Louis
\$25 from Omaha
\$25 from Kansas City

Correspondingly low from all other points

TO THE PUBLIC

Write letters to everybody you know in the East and tell them about these low colonist rates. Send them literature about Oregon, or send their addresses to us and we will do it. In this way you can be a great help in the growth and progress of your State.

YOU CAN PREPAY FARES

for any one from any place if you want to. Deposit the necessary amount with our local agent and he will telegraph ticket promptly.

Inquire of Agents or write to WM. McMURRAY

General Passenger Agent The Oregon Railroad & Navigation Co. Southern Pacific Co. (Lines in Oregon Portland Oregon)

INDEPENDENCE AND MONMOUTH RAILWAY

TIME TABLE

FROM INDEPENDENCE FOR DALLAS
Train No 84 leaves Independence daily 6:00 a. m.; leaves Monmouth 6:15 a. m.; arrives Dallas 6:40 a. m.
Train No 85 leaves Independence daily 10:50 a. m.; leaves Monmouth 11:05 a. m.; arrives Dallas 11:30 a. m.
Train No 79 leaves Independence daily 6:15 p. m.; leaves Monmouth 6:30 p. m.; arrives Dallas 6:55 p. m.

FOR AIRLIE
Train No 73 leaves Independence daily 2:30 p. m.; leaves Monmouth 2:50 p. m.; arrives Airlie 3:25 p. m.

FROM DALLAS FOR INDEPENDENCE
Train No 85 leaves Dallas daily 4:30 a. m.; leaves Monmouth 4:55 a. m.; arrives Independence 5:15 a. m.
Train No 84 leaves Dallas daily 1:00 p. m.; leaves Monmouth 1:25 p. m.; arrives Independence 1:40 p. m. (This train connects at Monmouth for Airlie)
Train No 71 leaves Dallas daily 7:35 p. m.; leaves Monmouth 8 p. m.; arrives Independence 8:15 p. m.

FROM AIRLIE
Train No 72 leaves Airlie daily 4:05 p. m.; leaves Monmouth 4:30 p. m.; arrives Independence 4:55 p. m.

Dr. J. L. Calloway

Osteopathic Physician

Graduate of the American School of Osteopathy, Kirksville, Mo. under Dr. A. T. Still, founder of the science.

CHRONIC DISEASES A SPECIALTY

Phone 791 Rooms 7 & 8 COOPER BLOCK INDEPENDENCE, ORE

Steele's Ferry

Buena Vista, Oregon.

The ferry that crosses the people.

Most direct route to Jefferson, Selo, Shedburne, Salem and Albany from all points in Southern and Central Polk county.



FOLEY'S HONEY AND TAR stops the cough and heals lungs

Chamberlain's Cough Remedy