

# The Adriance Buckeye Binders

The Old Reliable Line, that  
Stands by the Farmer, Long  
Life and Easy Running

No Trust Prices on Our Machines. We Make our own Pliers

Come in and get our  
Prices on Binding  
Twine

Thomas Crown  
RELIABLE RAKES

R. M. WADE & CO.

AGENTS

W. E. CRAVEN, Manager, INDEPENDENCE, ORE.

## EMBROIDER FOR BABY

We have many new ideas in dainty Baby Garments stamped to  
embroider. Baby Dresses from 75 cents to \$2.00

Slip Petticoats, Hood Caps, Kimonos, Bibs, Bootees, Bonnets.  
All articles stamped on best grade of materials. Free lessons  
in embroidery.

**The Needlecraft Shop**

Mrs. S. C. Wall

270 N. Com'l. St. Salem, Oregon

## NEW GOODS ARRIVING DAILY

P. H. DREXLER

Dealer in

## DRY GOODS

Groceries, Boots and Shoes

We Make a Specialty of Farm Produce

Call and examine our Stock before buying, you will  
find that our prices are right and we carry anything you  
may want. Remember the Place

Corner of Main and Monmouth Streets

Independence, Ore.

## BOOKS TO READ

For Summer reading on your outing or at home see our paper  
line at 10c, 15c and 25c

We have reprints of the copyright books at 50c. Come in and  
look over our large book stock.

The Commercial Book Store

163 Commercial St., SALEM, ORE.

## COTTAGE HOTEL

CHARLES SAVAGGE, LESEE

Special Attention to Commercial and  
College Organizations

160 Court street. Telephone 209 Main  
Telephone and Messenger Service at Hotel

Salem

## TIME ELEMENT IN PUBLICITY

ANOTHER ATTRACTIVE TALK ON  
ADVERTISING

Henry Herbert Huff, whose Ad-  
vertising Talks—Copyrighted by Amer-  
ican Press Association—Gives  
Many Good Suggestions.

"Mr Business Man, even reasonable  
goods will not sell themselves. They  
must be forced on the public. Ad-  
vertising will push them. It pays to  
sell all the reasonable goods you  
can. People will pay more for an article  
at the time they want it. Ad-  
vertising accomplishes these things—  
helps the public to discover what it  
needs and ought to have and tells  
it when to buy. It creates a de-  
mand for seasons ahead."  
"Turn every little occasion into a  
day for selling your reasonable merchan-  
dise—The birthdays of the authors,  
Lincoln's and Washington, Arbor day,  
St. Valentine's day, Halloween, Labor  
day, etc. Sell goods according to  
the weather. Bring out apparel to  
keep one warm in the cold season  
and cool things on hot days; arti-  
cles to keep one dry in wet weather.  
Bring everything in its proper  
season.

"I will give you a little calendar  
such as is used by the big depart-  
ment stores. Even the smallest  
country merchant can obtain some  
good ideas from it.

### January and February

Close out all holiday stock. Hold  
before and after inventory sales. Move  
the winter goods and keep season-  
able items before the public. The an-  
nual white goods sale occurs either  
in January or February; likewise the  
semi-annual sale of furniture. Keep  
trade up artificially during these  
months by advertising bargains and  
holding frequent clearance sales.

### March and April

Make a final cleanup of winter  
goods and put elaborateness into your  
spring and easter openings. Describe  
fully the new styles in men's and  
women's apparel, millinery etc  
Feature quality. With the coming of  
April showers, put wet weather goods  
to the front. When garden making  
starts bring out implements of all  
sorts. Moving and housecleaning are  
topics of the day, and paints, wall  
paper, carpets and house furnishings  
are all in demand.

### May

Close out spring merchandise. Clean  
your shelves of canned goods. Con-  
tinue to put seeds, bulbs, rugs, chairs,  
pictures, house furnishings, etc., in  
the lead. With the coming of warm  
weather, early summer clothing, light  
underwear, shirt waists, low shoes,  
parasols, fancy hose, etc., should go  
readily.

### June

The month of brides and graduates  
gives an opportunity to push dresses  
and dress materials and presents for  
these occasions. Outing goods, out-  
door games, fans, straw hats, oxfords,  
ribbons and notions are all good sell-  
ers.

Midsummer clearance—Move out  
all left over spring and summer mer-  
chandise. Everything "cooling" is in  
order—ice cream, crash suits, neglig-  
ee shirts, white goods, sailor hats.

### August

Cool thing even more popular—light  
wearables of all sorts, tinned foods  
and cool drinks, ice cream freezers,  
low shoes. School books and cloth-  
ing to "start in with" are in demand  
at the close and more so the early  
part of September.

### September

Get rid of all last summer goods. Mil-  
linery and apparel, hats, gloves, shoes  
and hosiery are again in the lead, the  
new fall styles this time. Books,  
lamps, furniture and other house  
furnishings again get their share of at-  
tention.

### October

Fall suits and overcoats, cloaks  
and suits for women, woolen under-  
wear, furniture and household neces-  
sities sell well if helped by advertis-  
ing.

### November

Close out the autumn stock. Put  
heavier apparel on the front. With  
the opening of the social season such  
things as jewelry, laces, silks and furs  
sell well in the cities. Thanksgiv-  
ing offers a chance for special sales  
of cutlery, tableware, linen and pro-  
ceries.

### December

Urge early Christmas shopping  
Good advertising will spread trade over  
the entire month. Help patrons by  
suggesting proper gifts for all mem-

bers of the household.

### The Corvallis-Independence Game.

The drama of ball play on the  
home grounds between the Corvallis  
Cubs and the home team was a dis-  
appointment to those who attended as  
it was anticipated that the game  
would be one of the best of the sea-  
son, but instead it was one of the  
worst. Corvallis had a strong aggre-  
gation and the game for the first  
three innings was played by both  
sides according to the rules laid  
down in the book, both teams failing  
to get a man over the home plate.  
In the first half of the fourth there  
was a balloon ascension which was  
not on the program and as a result  
the visitors got two men home and  
from that time on the game was a  
walk-over for Corvallis, the score at  
the end of the ninth inning standing  
11 to 1 in their favor.

### Bowel Complaint in Children

When six months old the little  
daughter of E. N. Dewey, a well-know  
merchant of Agnewville, Va., had an  
attack of cholera infantum. Chamber-  
lain's Colic, Cholera and Diarrhea Rem-  
edy was given and effected a com-  
plete cure. This remedy has proven  
very successful in cases of bowel com-  
plaint in children and when given ac-  
cording to the plain printed direction  
can be relied upon with perfect con-  
fidence. When reduced with water an  
sweetened it is pleasant to take  
which is of great importance when a  
medicine is to be given to young  
children. For sale by P. M. Kirklan

### Goes to Corvallis.

President E. D. Ressler, recently of  
the State Normal School at Mon-  
mouth, has accepted the position of  
professor of pedagogy at the O. A. C.  
This is a new study which will be  
taught this year for the first time in  
that institution. It is also announced  
that President Ressler will make in-  
stitute work an important feature of  
his department, and will aid the  
teachers in the different schools  
throughout the state, to inaugurate  
work along the lines of industrial  
training.

### Failed to Practice

The regular monthly meeting of the  
Independence Fire Department was  
held in the council room last Mon-  
day evening. Nothing but routine  
business was transacted. The month-  
ly drill was passed up on account of  
weather conditions.

## CASTORIA

For Infants and Children.

The Kind You Have Always Bought

Bears the Signature of J. C. Heitman

## Aids Nature

The great success of Dr. Pierce's Golden Medical Dis-  
covery in curing weak stomachs, wasted bodies, weak  
lungs, and obstinate and lingering coughs, is based on  
the recognition of the fundamental truth that "Golden  
Medical Discovery" supplies Nature with body-build-  
ing, tissue-repairing, muscle-making materials, in con-  
densed and concentrated form. With this help Nature  
supplies the necessary strength to the stomach to digest  
food, build up the body and thereby throw off lingering  
obstinate coughs. The "Discovery" re-establishes the  
digestive and nutritive organs in sound health, purifies  
and enriches the blood, and nourishes the nerves—in  
short establishes sound vigorous health.

If your dealer offers something "just as good,"  
it is probably better FOR HIM—it pays better.  
But you are thinking of the cure not the profit, so  
there's nothing "just as good" for you. Say so.

Dr. Pierce's Common Sense Medical Adviser, in Plain English; or, Med-  
icine Simplified, 1008 pages, over 700 illustrations, newly revised up-to-date  
Edition, paper-bound, sent for 21 one-cent stamps, to cover cost of mailing.  
Only. Cloth-bound, 31 stamps. Address Dr. R. V. Pierce, Buffalo, N. Y.



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Hat Cleaner and Blocker

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Phone 565

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D. A. MADISON, Prop.

Corner Commercial  
and State Street

SALEM, OREGON

## The Salem Steam Laundry

GUARANTEES YOU PERFECT WORK

Leave order at D. Taylor's Barber Shop, Independence, Oregon

## Dallas Steam Laundry

Best Work Guaranteed

Basket leaves Tuesday 6 pm and returns Friday

Cleve Robinson Agent

INDEPENDENCE, OREGON

## Farmers' Feed and Sales Stable

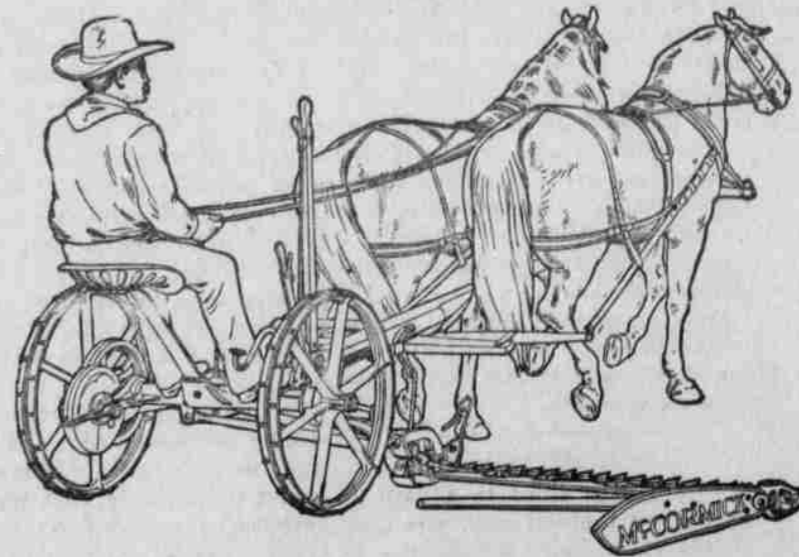
H. EICHEL, Proprietor

Grain and Hay for Sale.

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

# DO YOU WANT A MOWER

If you do, don't purchase until you have  
inspected the celebrated



We  
Carry  
a full  
Line  
of  
McCormick  
Machinery

## McCormick Mower

Since the first World's Fair, held in London in 1851, the McCormick has  
remained first in international leadership. McCormick machines are de-  
signed and constructed to harvest the grain and grass crops of the world.  
These machines have maintained their pre-eminence because they have  
been kept far in advance of ordinary machines. The durability of Mc-  
Cormick materials and workmanship has never been rivaled.

Our Stock of  
Hardware, Stoves and Tinware

is Complete and up-to-date. Call and get our Prices

HANNA BROS., Independence, Ore.