WHILE YOU HAVE CASH

to spend, trade at a

CASH STORE

You'll save money on every purchase. Our

CLOTHING

for Men and Boys is made from carefully selected fabrics and thoroughly tailored. You'll appreciate the splendid style and fit of our

SUITS AND OVERCOATS

We're showing a complete line of

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for every member of the family. If you want

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made to stand hard service during the rainy season, we can suit you. Every pair of our Shoes is built to give satisfactory service. The most critical dressers have found that they can depend upon us for the season's choicest

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See our new line of Scotch effects. Just what the Ladies are all wanting for their new tailored Suits and Coats.

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Everything you need for the family at prices that "credit stores" can't match.

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THE SIGN OF SALESMANSHIP

HALF OF SALESMANSHIP IS ENTHUSIASM. THE MERCHANT WHO ADVERTISES WITH AN ELECTRIC SIGN TELLS THE WORLD THAT HE IS ENTHUSIASTIC ABOUT HIS STORE.

THE ELECTRIC SIGN DRIVES HOME THIS MESSAGE AND DRIVES IT HARD. IT IS THE BEST AND LIVEST EXPRESSION OF ENTHUSIASM THAT YOU CAN FIND AT ANY PRICE.

GET A SIGN THAT STANDS FOR YOUR BUSINESS AND NONE OTHER. OUR NEW BUSINESS DEPARTMENT WILL ORIGINATE A SPECIAL DESIGN FOR SYOU.

The Electric Sign is the Sign of Sincerity.

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Telephone: Bell 41. J. L. WHITE, Manager.
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NEW STORE

See the new store just opened on Commercial Street, across the bridge in Salem. Everything in Clothing and Gent's Furnishings.—J. JAMES.

During the Long School Season

A HOUSE WITHOUT A TELEPHONE WOULD SEEM STRANGELY ISOLATED IN THESE DAYS OF CONSTANT COMMUNICATION.

PARENTS KNOW THAT THE SCHOOL IS ALWAYS WITHIN CALL AND THIS KNOWLEDGE GIVES THEM A SENSE OF SECURITY AND COMFORT.

THE BELL TELEPHONE CARRIES THE SAME CONFIDENCE INTO ALL RELATIONS OF LIFE. YOUR FRIENDS ARE BROUGHT WITHIN REACH OF YOUR VOICE BY THE UNIVERSAL SERVICE OF THE BELL SYSTEM. ONE GREAT ADVANTAGE OF THE BELL TELEPHONE IS ITS READINESS TO SERVE YOUR SUDDEN AND UNEXPECTED NEEDS.

FARM AND ORCHARD

Notes and Instructions from Agricultural Colleges and Experiment Stations of Oregon and Washington, Specially Suitable to Pacific Coast Conditions

THE NEED OF NEW STANDARDS FOR HOP VALUATION.

By Professor H. V. Tartar, Oregon Agricultural College, Corvallis.

Hop growing is one of the important agricultural industries of this state, certain sections being devoted almost entirely to the production of this crop. The annual production of the Willamette valley approximates 90,000 bales. Considered nationally the hop crop, according to the latest figures the writer has available, ranks fourteenth in importance on the list of agricultural crops. In this country approximately 45,000,000 pounds of hops are consumed annually. These facts show that considerable attention should be given to improvement in the culture and quality of American hops.

In the improvement of hops one of the first requisites is the establishment of definite and scientific standards for accurately judging the quality of the hop. There must be some ideal to work to. The necessity for such standards has long been recognized, but certain practical considerations have thus far prevented their realization. There have been wide differences of opinion, and I might say prejudices in some instances, as to the factors which actually constitute quality and also the amount of the various constituents in the strictly high grade hop.

Practically without exception the producer sells his hops on the basis of an empirical physical examination, while the consumer who purchases his supply from the broker or dealer may form his judgment upon a chemical as well as a physical examination. The points considered and the relative importance of each vary widely with different individuals, no two judging the same; hops which one judge will deem to be of good quality another will consider inferior. The most important of the points usually considered in physical examination are: Aroma, or smell, color, quantity of lupulin or "hop meal," "fatness," kind of drying, amount of leaves or stems, due to improper picking, freedom from mould, quantity of seeds, broken cones due to careless handling, ripeness, softness of texture, stickiness or gumminess, amount of sulfuring and "feel." In the use of chemical analysis, which has been much less employed, it is the common custom to determine only such constituents as are regarded as of greatest importance. Some hold the quantity of hard (tasteless) and soft (bitter) resins alone determine the quality; others attach weight to the tannin content; the amount of sulfur present due to "bleaching" is often given consideration; the proportion in which certain mineral constituents, such as potassium, lime and magnesium occur in the ash is regarded by some as a criterion for determining quality.

The most serious defect in the method of physical examination is that it cannot be accurately applied. The relative merits of the different points vary too widely with different individuals. Often the whims of certain consumers are allowed to accentuate minor factors. Again, with many too much importance is given to aroma, a factor concerning which no very accurate information can be given as to actual value. The geographical origin not infrequently is a prominent subconscious factor in the determination of quality, notwithstanding the fact that hops from different parts of the same identical region often differ more widely than hops from regions widely separated. This factor also accounts for the fact that the quantity of hops sold on the market as coming from a certain locality often exceeds greatly the actual output of the region specified.

To overcome this difficulty certain legal restrictions have been made in some countries. In Germany and Austria regulations exist which require that the package of hops shall be sealed and accompanied by a certificate in order that their origin may be guaranteed in the interests of both grower and consumer. In England, also, hops must be branded with the name and address of the grower. These very legal requirements indicate a widespread inability on the part of the consumer to judge the quality of hops. Recently a local hop dealer told the author of an actual happening which aptly illustrates the point in question. Some Idaho hop growers were enthusiastic over the quality of their hops and placed large labels on the bales stating that they were Idaho hops. The dealer who purchased the lot made arrangements for the sale of the same consecutively to four different New York firms, the shipment being as many times rejected. The firms purchasing had not heard of "Idaho hops" before. To overcome the difficulty the local dealer had the baling cloth removed and replaced it with cloth bearing labels which stated the contents to be "choice Oregon hops." The entire shipment sold immediately at the highest market price.

Although a considerable amount of investigation of the chemical composition of the hop has been made, much still remains in doubt. The part played by the different constituents of the hop and their relative importance in industrial uses have never been demonstrated. Again the methods of analysis which have been worked out have been faulty. In a recent investigation made by the writer of the comparative value of different methods it has been found that only one method for the determination of total bitter resins is reliable. Much work remains to be done for securing accurate methods of analysis.

Viewed in the light of recent investigations, the real chemical composition of hops has not been fully worked out for any hop growing section in the world. A careful and unbiased comparative study of the nature and quantitative relations of the constituents of American and European hops with the view of securing a definite basis for a standard of valuation is yet to be made. No extended investigations have been made to show the relationship of the different hop constituents to quality.

From what has been said it seems evident that no greater work can be done for the Oregon hop industry than that for the establishment of definite permanent standards based upon careful scientific investigations. At present the grower strives only to increase the yield. Quantity is the only criterion for improvement. Again the hop market at times pays attention to evident intrinsic value of the hop. Pacific Coast hops have been shown to contain as high, if not higher, bitter resin content as that found in hops grown in any other part of the world, yet this fact is not considered in the price paid for them in the markets. The question of standards lies at the very beginning of progress in hop culture for both agriculturists and technologists. They must of necessity be the guide used to manipulate the culture of the hop in such a manner that the undesirable characteristics may be diminished and the desirable and useful ones augmented.

A movement has been set on foot recently in this country, having for its object the fixing of definite standards. It is to be carried out in connection with the annual International Barley and Hop Prize exhibit held at Chicago. A committee has been appointed to work out the details of the standards. Although the work of this committee will be greatly hampered because of the lack of available scientific data it is hoped that its work will accentuate the importance and lead to the undertaking of the necessary investigations. Every effort should be made by hop growers to bring about a thorough revision of the present methods of hop valuation and to secure the establishment of standards which shall be based on intrinsic value without reference to other factors.

FASHION HINTS

The apron-like idea of this gown is graceful and new.

A soft silk is the material used combined with a novelty trimming.

Chiffon cloth is brought in effectively on the waist.

"I asked her to marry me, and she gave me a supreme answer."

"What kind of an answer is that?"

"She said she would give me six months to readjust myself so as to be acceptable."—Puck.

"How did Congressman [illegible] acquit himself in the congressional ball match?"

"He struck out twice and then [illegible]"—Louisville Courier-Journal.

"Backward, turn backward, O Time, in your flight!" wrote the poet. "Still," he reflected, "some slant-eyed politician or wild-eyed reformer will get the credit of having originated the recall!"—Chicago Tribune.

"If I buy you a seat in the stock exchange will you agree to go to work?"

"I am crazy for work, dad. Make it a seat in the [illegible]."—Louisville Courier-Journal.

Pa Munn—I want Helen to marry a business man. She's going to get all my money.

Algy—That's grand. What business would you like me to go in?—Philadelphia [illegible].

Judge—[illegible] of the oath, madam?

The Witness (proudly)—[illegible] or! [illegible] th' [illegible] ham Po[illegible]

THE SCRAP BOOK

THE ROSE OF ENGLAND.

Through centuries rose and shamrock and thistle have been honored as the specific emblems of the three countries of the United Kingdom. They have been part of the symbolism of other coronations, the last time interwoven with the lotus flower of India. It can hardly be said that the rose means as much to an Englishman as shamrock or thistle to his kinsmen. It is not a badge of nationality like the thistle. It is not sacred to England as a country distinct and apart. We go back six centuries and more and find an Edmund Plantagenet with the red rose for his badge. From him the house of Lancaster took their red rose, and from them the Tudors. But at the wars of the roses remind us, the red rose is not the only one for which Englishmen have died. Shakespeare would have us believe that the House of York first took the white rose for its badge in the dim [illegible] of war. The truth is that the white rose had been the badge of the House of York ever since the title of the duke was created. Red roses and white were united in the Tudor house, and a rose of any line became the emblem of England.—London Mail.

A MUSTANG'S ANCESTORS.

But, brilliant as was the career of the Narragansett pacers while it lasted, the pony that has played the most conspicuous and, in many respects, the most important role in the United States is the mustang or "bronco" as he is often called. These horses are undoubtedly the descendants of horses brought over by the Spanish conquerors. They are easy under the saddle and remarkably sure footed and enduring; indeed in the latter respect there is probably no breed of horses that will do so much work without being fed grain. These characteristics have made the mustang serve an excellent purpose in the cattle business, but they are so fully offset by others, of a less desirable kind, that he is not, under any ordinary circumstances, an animal of much value.—Outing Magazine.

PRESERVING SPIDER'S WEBS.

Naturalists employ an interesting method to preserve all kinds of spiders' webs. The webs are first sprayed with an atomiser with artists' shellac, and then, should they be of the ordinary geometric form, they are pressed carefully against a glass plate, the supporting strands at the same time severed. After the shellac has dried the plates carrying the webs can be stored away in a cabinet. Even dome-shaped webs may be preserved in their original form by spraying them, allowing them to dry before their removal from their supports. Many spiders' webs are very beautiful, and all are characteristic of the species to which they belong, so that, from a scientific standpoint, their permanent preservation is very desirable.

ORIGIN OF "BOSH."

"Bosh" sounds a fairly good English word to apply to your political opponent's arguments. It isn't. Skimming Doctor Beddoe's "Memories of Eighty Years," one finds the doctor trying to explain the Protestant religion to a mullah. "It seems a very decent sort of religion," said the mullah, in excellent English. "But there were two objections. The first was that we pay no honor to the prophet. The second was your doctrine of the Trinity, which you will excuse my saying is bosh." We have got the word from the Turkish. It means nonsense.

FIRST APPEARANCE OF COMMON THINGS.

The first pipe organ was made by Archimedes as early as 220 B. C. The first dictionary was made by the Chinese scholars in 1100 B. C. The first pair of spectacles was made by an Italian in 1299. Steel needles were first made in England in 1545. Advertisements first appeared in newspapers in 1652. The first horse railroad was built in 1826. The folding envelope was first used in 1839. Coal was first used as an illuminant in 1826. The velocipede was invented by Drais in 1817.

ODD WEDDING CUSTOM.

Among the Lolos of western China it is customary for the bride on the wedding morning to perch herself on the highest branch of a large tree, while the elder female members of her family cluster on the lower limbs, armed with sticks. When all are duly stationed the bridegroom clambers up the tree, assailed on all sides by blows, pushes and pinches from the dowagers, and it is not until he has broken through their fence and captured the bride that he is allowed to carry her off.

Fine Care Fine Hair

It's fine care that makes fine hair! Use Ayer's Hair Vigor, new improved formula, systematically, conscientiously, and you will get results. We know it stops falling hair, cures dandruff, and is a most elegant dressing. Entirely new. New bottle. New contents.

Does not change the color of the hair.

Ayer's Formula with each bottle. Show it to your doctor. Ask him about it, then do as he says.

Ayer's Hair Vigor, as now made from our new improved formula, is the latest, most scientific, and in every way the very best hair preparation ever placed upon the market. For falling hair and dandruff it is the one great medicine.

—Made by the J. C. Ayer Co., Lowell, Mass.—

Deceitful.

"Sister Henderson," said Deacon Hypers, "you should avoid even the appearance of evil."

"Why, deacon, what do you mean?" asked Sister Henderson.

"I observe that on your sideboard you have several cut glass decanters and that each of them is half filled with what appears to be ardent spirits."

"Well, now, deacon, it isn't anything of the kind. The bottles look so pretty on the sideboard that I just filled them half way with some floor stain and furniture polish, just for appearances."

"That's why I'm cautioning you, sister," replied the deacon. "Feeling a trifle weak and faint, I helped myself to a dose from the big bottle in the middle."

FACTS ABOUT BLUING.

Since the placing of RED CROSS BALL BLUE on the market there has been a rapid falling off in the sales of all liquid blue. Why buy water containing a small percentage of bluing when you can get a solid [illegible] and dissolve it as needed. It makes clothes whiter, lasts longer, and is cheaper. Large package, 10 cents. ASK YOUR GROCER.

"Art and business have nothing in common," said the idealist.

"Oh, I don't know about that," replied Mr. Comrox. "The value of a painting, like the value of a check, depends a great deal on whose name is at the bottom of it."—Washington Star.

Pettit's Eye Salve FOR ALL EYE DISEASES

She (gushingly)—What a magnificent Great Dane! And of course his name is Hamlet?

He (the owner)—Not exactly; you see, I—er—couldn't consistently use that name. The best I could do was to call her Ophelia.—Everybody's.

Facts About Motherhood

LYDIA E. PINKHAM

The experience of Motherhood is a trying one to most women and marks distinctly an epoch in their lives. Not one woman in a hundred is prepared or understands how to properly care for herself. Of course nearly every woman nowadays has medical treatment at the time of child-birth, but many approach the experience with an organism unfitted for the trial of strength, and when the strain is over her system has received a shock from which it is hard to recover. Following right upon this comes the nervous strain of caring for the child, and a distinct change in the mother results.

There is nothing more charming than a happy and healthy mother of children, and indeed child-birth under right conditions need be no hazard to health or beauty. The unexplainable thing is that, with all the evidence of shattered nerves and broken health resulting from an unprepared condition, women will persist in going blindly to the trial.

It isn't as though the experience came upon them unawares. They have ample time in which to prepare, but they for the most part trust to chance and pay the penalty.

In many homes once childless there are now children because of the fact that Lydia E. Pinkham's Vegetable Compound makes women normal, healthy and strong.

Any woman who would like special advice in regard to this matter is cordially invited to write to Mrs. Pinkham at Lynn, Mass. Her letter will be held in strict confidence.

Merchant—Well, on the [illegible] it is, my business is hardly worth advertising.

Hustling Ad Solictor—Then advertise it for sale.—Boston Trascript.

PISO'S Best for COUGHS & COLDS