

**NEWBERG GRAPHIC.**

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E. H. WOODWARD, W. C. WOODWARD,  
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THURSDAY, AUGUST 4, 1910.

**APPEARANCES COUNT**

**H. E. Keim's Philosophy on Delivering the Goods.**

A small knot of men was standing at the depot the other morning talking, or rather listening, as H. E. Keim held the floor. The conversation was distinctly more edifying than much that can be heard at public waiting places, and the attention of the Graphic man was attracted.

"They told me when I came here," Mr. Keim was saying, "that you could raise things here all right—Oh, yes, no trouble about that, but that you could not dispose of them. There was no market." And the speaker smiled a smile of mingled pity and charity which he translated by telling his experience in Portland a day or so previous.

As representative of the Newberg Apple Growers' Union he visited several of the retail produce stores. He saw an old horny fisted farmer drive up to a store with a load of apples. The fruit was good, bad and indifferent—it had not been sorted, no attention had been given to show appearance. They were just apples and that's all that could be said for them. The dealer told the farmer he was pretty well stocked, and couldn't give him over seventy-five cents a bushel. And he went away sorrowful. But Mr. Keim followed in the wake of the farmer and sold many boxes of fancy packed Newberg apples for two dollars a box! No, there was no market—for seventy-five cent appearing apples.

Mr. Keim illustrated further. A friend of his, a creamery man, was elected to Congress. His butter was put up in fancy wrappers, adorned with a pretty picture of the champion butter cow of the country which he owned. He took a sample to one of the swell Washington City hotels and asked the manager if he didn't want to buy some really first class butter. "Well," the boss said, "we are getting high grade, satisfactory butter for eighty cents." "Mine will cost you more" said the Congressman butter maker, "It's worth one dollar." The manager was interested. He looked at the samples and gave an order. Thereafter he was a regular customer to the extent of fifty pounds per week.

Another friend, a New York poultry raiser, puts eggs up in tasty boxes—a dozen in each—and guarantees them to be fresh. A dozen eggs are offered for every stale one found. He ships them into the city and gets five cents apiece for eggs the year round—and disposes of one hundred dollars worth daily. An eastern publishing Company was organized a few years ago for the purpose of publishing cheap books for all. "Books for the million," was its slogan. The company failed. A sharp man went into the book-making business, taking for his slogan, "Books for the millionaire." And Elbert Hubbard, of Roycroft fame, is making his million out of books which the rich man only can buy.

The secret of a good market, declares Mr. Keim, who speaks as one having authority, and not as the street corner spit artists, lies in giving your product a fancy appearance and then asking a big price for it.

**MONEY WANTED**—If you have money to loan on good real estate security, see White & Nichols, Both phones.

**WEDDINGS AND RUMORS OF WEDDINGS**

**Matrimonial Bee on the Rampage—The Newly Weds and "Near" Weds.**

OLP-HYDE.

At the home of the bride's parents, Mr. and Mrs. H. A. Hyde, corner of Seventh and Center streets, Miss Mary J. Hyde was married on Tuesday, August 1st, to Mr. Robert Olp. The ceremony was performed by Rev. E. Hayes, an old friend and former pastor of the family near Prairie City, Grant county.

The wedding parlor was beautifully decorated with evergreens and sweet peas. The bride, prettily gowned in white silk and carrying a bouquet of white carnations, was accompanied to the altar by her father where she was joined by the groom.

The young people will make their home in Prairie City where Mr. Olp has a position in the schools.

The out of town guests were: Mr. and Mrs. Miller, Ellis Miller, Mrs. Barkley, Alfred Barkley and the Misses Louise and Sophia Nierman, all of Hillsboro, and Miss Jennie Olp, Prairie City. From Newberg—Mr. and Mrs. Hayes, Mr. and Mrs. Hyde, Mr. and Mrs. Allison, the Misses Florence Kaufman, Myrtle Walton, Eva Priestly, Gertrude Ward, Josephine Hyde and Messrs. Raymond Miller and Wm., Asa, Jesse and Warren Hyde.

BRADEN-HAMMOND.

On Sunday, July 31st, at the home of the bride's parents, Mr. and Mrs. G. W. Hammond, Springhill Farm, two miles north of Newberg, occurred the marriage of their only daughter, Maggie M. Hammond to Floyd L. Braden. Promptly at 3 o'clock the pastor, Geo. C. Ritchey, pronounced the simple but impressive mutual ceremony that made the young people husband and wife. It was a quiet family wedding with a bountiful wedding dinner following the ceremony and the congratulations.

RYAN-RANGE.

Miss Hassie Range, daughter of Mr. and Mrs. G. W. Range, was married at Silverton on Wednesday of last week to Lester Ryan, of Dundee. They will make their home at Silverton where he has a position in a sawmill.

THORNE-MILLS.

Certainly surprising their many friends, if not themselves even, Miss Florence Mills, accompanied by her mother, Mrs. A. R. Mills, and Elmer Thorne, attended by Foster Mills, journeyed to the county seat last Saturday, the Mecca of young people fatally wounded by the little archer who has respect for neither youth nor old age. When the party returned in the evening, it was Mr. and Mrs. Elmer Thorne.

The young people can hardly be recognized by their gray hairs but they were as certain that they knew what they wanted as if they had been twice as old, probably more so, and the Graphic hopes and predicts that they will live happily ever after.

The bride is an attractive young lady who has for three years been a member of the Springbrook delegation in Pacific College. Elmer is a whole-souled, hard working young man, deservedly popular with his fellows.

SHOWER FOR MISS FLOSSIE BASS.

The C. C. Ferguson home was a scene of beauty and merriment on last Friday evening when Miss Helena Ferguson and Miss Carrie Brouillette entertained in honor of Miss Flossie Bass whose approaching marriage to Mr. Russell J. Davey, of Goldfield, Nevada, is announced. The parlor and living room were beautifully decorated with mar-garites and terns, while the din-

ing room was suggestively festooned with hearts and sweet peas. After a dainty three course luncheon was served, Miss Bass was literally showered with gifts of linen both ornamental and practical. Those present were the Misses Hattie and Agnes Odekirk of Portland, Laura Beckwith of Sheridan, Flossie Bass, Grace Noyes, Ella Nelson, Nadine Bryan, Lota Fleury, Ethel Ross, Belle Newhouse, Mary Barber, Ethel Morris, Helena Ferguson, Carrie and Susie Brouillette, Alma and Etta Forkner, Mrs. W. Boyes, Mrs. Bertha Ross, Mrs. E. Fisher, Mrs. A. T. Behnke, Mrs. Walter Wilson and Mrs. C. C. Ferguson.

**THE WIRELESS WIZARD**

(Continued from page 1.)

wiser than many of his generation, who, continually seeking for "some new thing," lose their sense of proper proportions.

"How long do you stay up at night receiving messages?" was one of my last questions. "Never longer than until 1:30 a.m.,"

was the naive reply, which reminded me of a similar answer I once got from a resident of Chico, California, when I asked him if it didn't get hot there in the summer. "Why, no," he said, "it didn't register more than 116 degrees last season!" It all depends upon the point of view. When one's interest is thoroughly aroused the time element disappears.

"Seest thou a man diligent in business? He shall stand before kings." By which token, some of these times we will be saying: "You know that man Lewis, wireless magnate and inventor, that you hear so much of lately. Well, he grew up just a little ways out of town here. I knew him as a boy—a quiet sort of a kid. Go over to the college museum and they will show you the outfit which he first operated and which he constructed with his own hands." And it shall come to pass in those days that the undersigned will rise up and come through with an unctious and life sized "I told you so."

W. C. W.

**Freight Train Wrecked.**

On last Saturday afternoon the freight train bound for Portland was partially wrecked at the first trestle west of Rex, when two members of the crew were severely injured.

The train crew were doubling over the hill, half the cars having been left at Springbrook, and it is generally surmised that the throttle had been thrown wide open and that good time was being made, for some of the cars left the track before the trestle was reached without any apparent cause. At the trestle two cars made a clear jump, clearing the track and landing down the hillside, scattering hay and general merchandise in all directions.

Two men went down with the cars and received injuries that will cause one or both of them to remain in the hospital for some time.

The Spaulding Logging Co.'s locomotive was called out and succeeded in clearing the track in time for the passenger trains to pass, with but little delay. Dr. Romig and L. B. Ferguson were also called but their services were not required as the injured men had been taken on to Sherwood on the freight engine.



**Veterinary Surgeon from Portland doctors all diseases of Equine race**

He will be in Newberg Aug. 4th until Sept. 1st at Reetz & Slater's barn. All diseases of horses, cattle, mules, sheep and dogs treated. I positively cure the following diseases: Fits, staggers, fistulas, polle-levil, swaines and spavins of all kinds; scratches, grease heel, contracted hoofs or corns, sore feet, saddled and harness galls, diabetes, cough and nasal gleet, mange and all other chronic diseases such as congestion, quarter crack and ring line splints, sore shoulders and shoe boils and chronic sore neck. I make a specialty of spavined and weak eyed horses, and also dentistry work. If you have any horses suffering from the above, bring them in any time up till September 1st or send for me. Phone Mutual, Black 112, and ask for the Veterinary.

**At Reetz & Slater's New Barn**

**Christian Church Bible School Enjoys Picnic.**

The Bible School of the Christian church held a picnic in the Heater grove east of Springbrook on Tuesday. About seventy-five persons attended, and all seemed to enjoy themselves, except little Esther Hash who was taken sick after getting to the grounds and had to be taken home early. A. W. Shaffer, well known at Newberg and Springbrook, who is now in meeting at Dayton, was in attendance. Mr. Shaffer likes Newberg more and more every time he comes. A few more visits and he certainly will have to come to stay and make Newberg his home. The ladies were expecting double what came, and hence there was great danger to the half that were present when it came to the dinner time, with the table under the trees fairly groaning with its load of good things. However, up to the time of going to press there have no fatalities been reported. In time for the evening train from Springbrook to Newberg the happy company left the grove and all reached their homes in safety and before nightfall, all wishing many such times to be their lot during life.

**Council Proceedings.**

In accordance with a petition the city surveyor was ordered to survey Fifth street from Dayton road west to S. W. corner Lot 16, Little Homes, making street 40 feet wide.

A 4 in. main was ordered from Fourth to Sixth on College and hydrant put in at Sixth. One and a half in. pipe to be laid from College St. to High School building.

Walks were ordered on east side of Meridian from First north to Sheridan. Cross walk along east of River across Third; along west side of Blaine across Dayton Avenue; along north and south sides of Sheridan from R. R. to city limits; cross walk along east side Lincoln across Sheridan; along south side Hancock across Blaine.

The attorneys in Dayton road case were ordered to take appeal to Supreme court.

An ordinance was passed calling for the submission to the voters of an act empowering the council to construct a sewer system.

**Sporting Goods**

Are you thinking of buying a Gun or Rifle, Fishing Tackle or Bicycle. If you are come and see what we have to offer. We can save you money. We are giving Special Prices to reduce stock. Come in and see. You will be Satisfied.

**THEO. ST. PIERRE.**

**Chinamel Stood the Test**

Last winter a steam plug in the offices of the Humbolt Cooperage Co., of Arcata, Cal., blew out and filled the rooms with steam during the night. It was so hot that the wax graphophone cylinders were melted. All the so-called "high-grade" varnish used on the red wood finish was completely ruined by the intense heat. So was the oak finish on the furniture with the one exception of a large bookcase that had been finished in **Chinamel**. This was the only article in the offices that retained its original lustre. This is the most severe test a varnish can pass through. The contrast of the two varnishes is so marked that it is a lasting advertisement for Chinamel. Get our prices on Chinamel and ask for a color card.

**SATURDAY SPECIAL**

This week we offer a lot of Retinned dishpans, made of good weight tin with good handles, good value at 45c. Saturday only we sell them for **25 cents**

**Allen-Reynolds HARDWARE COMPANY**

**Is Your Appetite Poor?**

Do you come to the table and feel that you CANNOT EAT? Nothing tastes good? It is because you have not been buying your

**Groceries**

at the Miller Mercantile Company's store. If you will visit their grocery department you will find the nicest, cleanest grocery store in the valley. They keep the best of everything to eat.

Once a customer always a customer.

**Miller Mercantile Co.**

**Big Sale of Ladies Summer Waists For Two Weeks Only July 29 to Aug. 13th, Inc.**

\$4.50	Waists,	Sale	\$3.00
3.75	"	"	2.82
3.50	"	"	2.63
3.25	"	"	2.45
3.00	"	"	2.25
2.50	"	"	1.87
2.00	"	"	1.50
1.50	"	"	1.12
1.00	"	"	.75
.75	"	"	.55

**Nash & Finley**