

The Santiam News.

VOL. XVII

SCIO, LINN COUNTY, OREGON, THURSDAY, JANUARY 15, 1914.

NO. 26

Possibly About You

"Bouquet Jeanice," the new perfume. \$1. the ounce. Try it.

Mrs Janie Compton states that she killed a large water snake in her kitchen Sunday which may be taken as an omen that spring is here.

Violet Dulce toilet articles are the best.

County Commissioner Butler was a Monday visitor in Scio.

Those Rexall self filling fountain pens are guaranteed to give satisfaction.

J J Barnes of Stayton was a week end visitor with friends in Scio. He renewed his allegiance to the News while here.

A few of those nice umbrellas left will be sold at bargain prices.—E C Peery.

Rev. H E Russell of Stayton is holding revival meetings at the Christian church.

Keep your cows, hogs and horses in good condition by feeding Security Stock Food. For sale by E C Peery.

A W Hasey is fitting up his building recently vacated by Wade's pool hall, preparatory to moving in with his jewelry store in the near future.

Old papers for your cupboards and pantry or to build fires with at five cents per bundle at the News office.

Our shoes for men, women and children please both your purse and your feet.—Hibler & Gill Co.

Dr Hobson of Scio was a passenger on the train that struck and killed a young man and woman on a trestle near Canby last week, and was one of the two physicians who rendered all possible aid to the unfortunate couple.

Two good colts, coming two years old for sale cheap, or will trade for good milch cows.—Leonard Gilkey, Thomas, Ore.

Parties desiring cement walks built or other cement work done during the coming season will do well to see M S Lovelace before placing an order elsewhere. Work taken by contract or by day. Satisfaction guaranteed, both as to quality of work and price.

The Scio Union Sunday School elected the following officers at the recent annual election; W A Ewing Supt; W M Abbot, assistant Supt; Mrs F T Bilyeu secretary; Miss Nita Bilyeu, assistant secretary; W M Abbot, choirister; Miss Daisy Buckner, organist; Miss Mable Thayer, assistant organist and Hazel Philippi, librarian.

YOUR SUBSCRIPTION EXPIRES on the date stamped in the space below. To those who pay promptly in advance the subscription price is \$1.25 per year. The price is \$1.50 if paid at end of year. The paper is not sent to subscribers who are more than one year in arrears.

Annual Fair Meeting

The annual meeting of the stockholders of the Linn County Fair Association was held at Scio on January 10th. The following five directors were elected: M C Gaines and Carl Middlestadt of Crabtree; A G Prill, J A Bilyeu and W G McDonald of Scio. D W Rumbaugh of Albany was appointed by the County Court, making six directors in all.

At the board meeting following the annual meeting the following officers were elected: A G Prill, president; A P Hiron, vice president; Roy V Shelton, secretary and E D Myers, treasurer. The outlook for the Fair this year is very good with the prospect of a wild west show and with the addition of a Eugenics Department to the regular and school fair.

Ladies Calling Cards printed or blank for sale at this office.

Evening Telegram and Santiam News one year for \$3.75.

The friends of T M Holt are urging him to become a candidate for county commissioner. It is to be hoped that Mr Holt will accept, as he is clean and capable and a better man for the place could not be found.

Photo supplies at Peery's Drug store.

For rent—an 8 room house, good out buildings and 9 acres of ground. For particulars call at this office.

Old papers one cent a pound at the News office.

Those new Safety "Cross Cut" razors now on sale at Peery's drug store. \$1.50 each.

Be sure to attend the dance at Wesely-Cain hall Saturday night, the 17th, if you want to have a good time.

A E Randall was an Albany visitor last Thursday.

Miss Bessie Morris of Lebanon has been visiting with home folks this week.

Picture show Sunday night, 10 and 15 cents.

Death to headaches—glasses fitted by Drs Lowe & Turner. Don't fail to have them show you the new invisible bifocal which enables you to see both far and near without the unsightly seams to strain the eyes, catch dirt or blister and come apart. Remember the date, Jan. 22. One day only. Scio Hotel.

Cheerfulness in Advertising

There is no denying the value of cheerfulness in business. The proprietor of a business always enjoys a better trade if he has a sunshiny disposition.

What would we think of a salesman who is dull and sullen around the store? Greeting customers with pleasant words, good jokes or stories always has its righteous reward. It is just as natural for customers to seek out a store where cheerfulness and sunshine prevails as it is for vegetable life to seek the real sunshine. There is life to all animate objects in sunshine. Likewise there is life to all business when the store is filled with cheerfulness. It is an invaluable asset to business.

We may say what we will but the "jollier" gets the business. By "jollier" we do not mean the foolish simpleton, but the salesman filled with humor.

A salesman with a real and natural sense of humor can approach his prospect with a naturalness and preparedness that is not only captivating and convincing, but result-producing as well. He thus gets into the very atmosphere where sales are possible. A salesman cannot sell goods to a dummy and a dummy cannot sell goods to a person.

There must be life in both seller and buyer. The selling atmosphere can be created by the seller himself, as sales depend more upon the goods.

The optimistic spirit is created by the successful salesman. That is the spirit where everything looks bright to the merchant, business is good, his goods are in great demand and success is coming his way. The merchant who breathes this spirit into his business life and his advertising is as sure of success as life itself.

In successful advertising the optimistic spirit is the dominant spirit. People like to trade with an optimist. Persistent and judicious newspaper advertising creates the optimistic spirit and it is the very best way to create the optimistic spirit relative to any business.

Mrs J A Bilyeu went to Hood River last week to inspect the latest arrival, a son, at the Connaway home. Lydia Zysset accompanied her to do the housework for Mrs Connaway for a few weeks.

Green ground bone and meat scraps makes your hens lay. Three pounds for 10c at the Meat Market.

Chamberlain's Cough Remedy

This remedy has no superior for coughs and colds. It is pleasant to take. It contains no opium or other narcotic. It always cures. For sale by all dealers.

Calves for Sale

Choice young calves for sale. For further particulars call or write E C Smith, Scio Hotel.

Dairymen's Meeting

The dairymen of Scio and vicinity are cordially invited to attend a meeting of the dairymen at Scio on Saturday, January 24, and listen to addresses by experienced men on winter feeding and better breeding of dairy cows. Mr Dairyman, let us get together and make this the leading dairy section of the Willamette valley. This meeting is yours. Make it a success by being here. Bring your wife. Invite your neighbors. Be sociable. Bring your dinner basket full of good things to eat. Coffee and "Country Club" Milk will be served free by the Scio Condensed Milk Co. You are sure to regret it if you miss this meeting.

The speakers during the day are: M S Shrock, Chief Deputy Dairy and Food Com., Portland; E W Haines, Pres, 1st National Bank, Forest Grove; Dr James Withycombe, O A C, Corvallis.

Time: Meeting opens promptly at 10 a m and closes at 3 p m. Place: Wesely-Cain hall. Date: January 24th. Good speaking, basket dinner, music. Come and let us prove to ourselves and to others what "getting together" will do for the dairy interests of this community.

By order of Com.

Let no one but educated, highly skilled, long experienced, exclusive eye specialists examine and fit glasses to your eyes. Incorrectly prescribed glasses increase eye strain, deform the eyes and make your later years a time of permanently dimmed vision. Such glasses are common enough but are eye destroyers and are the product of inexperienced opticians. On the other hand, correctly made glasses save the eyes from strain, increase their usefulness, and if you wear them, the day of dimmed vision may never arrive. Such glasses are eye builders and are prescribed only by skilled eye specialists. Drs Lowe & Turner have the necessary qualifications. They will be at the Scio Hotel Thursday, January 22. Don't forget the date. They guarantee their glasses to give entire satisfaction whether they cost \$2.00 or more.

News \$1.00 a Year

As many of our subscribers have asked us to continue our one dollar bargain offer, we have decided to extend it for a few more weeks. Now is the time for you to pay up all arrears and a year in advance while it is \$1.00 per year.

In the near future we expect to have some especially interesting prices in clubbing offers. Watch the News for the announcement of the best clubbing bargain ever offered in Scio.

We are closing out our entire line of ladies and misses cloaks and suits at 33 per cent off. John Wesely.

As the Waiter Says It

The waiter who hawls out his order to the cook in the kitchen may soon be as extinct as the dodo; but his cries should live forever.

Mutton broth in a hurry, says a customer. Baa-Baa in the rain! Make him run! shouts the waiter.

Beefsteak and onions, says a customer. John Bull! Make him a ginny! shouts the waiter.

Where's my baked potato? asks a customer. Mrs Murphy in a sealskin coat! shouts the waiter.

Two fried eggs. Don't fry 'em too hard, says a customer. Adam and Eve in the garden! Leave their eyes open! shouts the waiter.

Poached eggs on toast, says a customer. Bride and groom on a raft in the middle of the ocean! shouts the waiter.

Chicken croquettes says a customer. Fowl Bawl shouts the waiter.

Hash, says a customer. Gentleman wants to take a chance! I'll have hash, too, says the next customer. Another sport! shouts the waiter.

Glass of milk says a customer. Let it rain! shouts the waiter.

Frankfurters and sauerkraut, good and hot, says a customer. Fido, Shep and a bale of hay! shouts the waiter, and let em sizzle.

Phonograph and \$30.00 worth of records for sale at a bargain. For particulars see page 4.

Johnny Van of Portland visited last week at the home of his mother, Mrs J M Meiklejohn.

Farmers, in buying machinery buy of a dealer who handles as good as is on the market, and who carries the same line all the time so if you need an extra you can get it of the dealer. A dealer who is changing his line once or twice a year is the one to stay clear from, for you may get your extra and you may not, without going to a lot of trouble. I handle the same line all the time, which is sold under an absolute guarantee. If you have any machine that you can't get extras for, I can get them for you if the machine is still manufactured. I am here to stay. It has been nearly four years since I started in the hardware and implement business and the increase in the amount of business has steadily grown, which speaks for the line I am handling. I thank those who have helped to make the business a success, and will strive to serve you to the best of my ability. I have added to my stock until I can add no more on account of lack of room. Some things I am handling: hardware, stoves, ranges, paints, oils, varnishes, machinery of all kinds, vehicles, furniture, beds, mattresses, rugs, linoleums, window shades, in fact every thing needed in the home in the line of house furnishings. You will be pleased with my prices. N I Morrison.