

LETTERS FROM OUR COUNTRY CORRESPONDENTS

SANTIAM FARM TOPICS

The Pie Eater and his good wife were over Sunday night visiting with Mrs. Rebecca Morris at Albany as she is a sister of Mrs. Gaines. We had a nice time, saw all the sights and more too. returned home Monday, found all at home forked end up and the cows all out.

Thomas Small is hauling his hay to Scio for \$12 per ton.

Fred Sturges has a job hauling wood out of Thomas creek and loading on the cars.

Mrs. M. C. Gaines is on the sick list with congestion of the liver and a severe headache. They called in Dr. Prill Tuesday.

I have learned that some of the patrons of the condensery are kicking like a bay mule in a hornet's nest, because the price is somewhat lower than through the winter. Why is it that farmers don't look to their own interests, as the condensery is the most paying investment ever got up in this section. But farmers will not stick together. Should they have the cow by the horns and a horsefly comes along, they let go and come around and get her by the tail.

The farmers are well along with their spring plowing and will be ready to sow as soon as the ground is dry enough. They are farther advanced now than usually at the first of May. Prospects are fine for peaches and cherries.

Mrs. Eliza Crabtree visited in this neighborhood from Wednesday until Monday.

Do not forget our Farmers Union meeting next Sunday at 2 p. m. at the Bohemian hall.

PIE EATER.

Found a Cure for Rheumatism

"I suffered with rheumatism for two years and could not get my hand to my mouth for that length of time," writes Lee L. Chapman, Mapleton Iowa. "I suffered terrible pain so I could not sleep or lie still at night. Five years ago I began using Chamberlain's Liniment and in two months I was well and have not suffered with rheumatism since." For sale by all dealers.

SHELBURN ITEMS

Miss Nelda Wendt of Bilyeu Den spent the past week here visiting with Gertrude McLain. She has been teaching school near Lyons the past six months.

Earl Russell returned home quite suddenly last Thursday night from Black Rock where he was working in Spauldings camp. He received a false message stating that his wife and infant son were very sick.

Miss Beulah Faulkner has been absent from school the past week because of illness.

Eula, the infant daughter of Stanley Taylors has been quite sick for several weeks.

Mrs. H. O. Shilling is visiting in Scio this week.

Mr. and Mrs. Alfred Blatchford spent the last of the week with relatives in Portland.

Stanley Taylor and family will move to Albany soon. Earl Russell and family will take the house vacated by them, so that he can take care of the creamery.

Misses Nelda Wendt and Ger-

trude McLain went to Macleay Friday where they visited with friends until Sunday.

Dillon McLain visited friends at Macleay Sunday.

Frank Pietrok and Will Hiron are getting ready to run the road grader with the former's steam engine.

The Oregon Silo people have just erected a silo for H. E. Mulen 12 miles west of Sandersor bridge. Those interested in a silo will do well to look at same before buying. — E. H. Holloway, Agent, Albany, Oregon. 40

All the latest lasts in shoes on display at Weselva.

Mt. Pleasant Briefs.

Mr. and Mrs. Frank Haberman of Monks visited with the latter's parents Sunday.

Mrs. Leslie Townes called at the John Huber home Monday.

Mrs. C. Irwine of Hubbard has been visiting relatives here the past week.

Miss Zora Ray was a visitor at the H. Shank home Sunday.

Miss Crystal Shank who is attending Albany College was home for a short vacation last week.

Mrs. Fax Thayer was a Scio visitor Monday.

J. H. Kloe and family and Otto and Frank Peters were guests at the M. F. Ryan home Sunday.

A reception was given at the John Sandner home Thursday evening in honor of the newly-weds Mr. and Mrs. Harry Christmas.

Miss Roxanna Shank visited with Elsie Downing Sunday.

W. R. Ray visited his daughter Mrs. D. McKnight of Mill City the latter part of the week.

Miss Marguerite Ryan was a Stayton visitor Friday.

Mrs. Leslie Townes visited at the H. Shank home Friday.

Mr. and Mrs. Osa Shelton and children were guests at the W. R. Ray home Sunday.

How Merchants Put Outside Competition on the Run

This is no theory framed up in some city guys office. Here is something that actually happened. That is, here is how one merchant put his out-of-town competitor on the run.

It happened in a country town in Ohio. Two carloads of goods—staple necessities of life—were standing on the side track. They had been shipped in from Dayton to fill a demand, supplied by an outside salesman who had happened to be it town with the proper bunco to "get away the orders,"—and that too, at prices a shade higher (plus the freight) than the local merchants quotations on the same articles delivered at the customer's door. This struck me as rather amazing and I thereupon investigated the cause of the unfortunate situation.

Dropping into the leading grocery store of the town, I inquired why, they didn't stop this intrusion into their trade. "How are you going to stop it?" growled the boss. ADVERTISE! I retorted. Advertise? replied the grocer, "why, I'm one of the best customers our local paper has. I think I've had something in every week for nigh on twenty years, but I don't see as I realize any difference. My name is known anywhere within trading distance of here anyhow." Then I lit into him. "Now my friend, that is just it. Your name is known well enough. But how about your goods? You know there is advertising and then there is advertising. One kind spreads your name all over everything until your goods are hidden behind your name. There is no use of your paying the local paper for telling the people what your name is. What you want to do is to stimulate an interest in your goods. Put out a 'Leader' every week. Make the price on one particular commodity so attractive that it will draw customers into your store. Once in, they will see something else they need, won't they?"

"Feature your 'Leader' in the local paper in a different setting. Be sure now. Make it different. You know the people never think of looking for your old Ad and they couldn't find it if they did. It is obscured by its uniformity and utterly buried in a crowded mass of other matter of identical type and general appearance. And then

what's the use. The people already know your name. Therefore, just for a trial of six weeks, buy four times the space. Leave a good vacant margin around yourself just for accentuation that is, just to make 'em see you. And above all things, give prominence to the article and the special price. Make it appeal to the shopper's fancy for bargains and they will come with a rush. Never mind your name. They won't miss your store. Here's why: This same special leader will monopolize your whole front window. They can't get by without noticing that your store looks different.

"Next week focus your forces on some other special leader and so on for six weeks.

SEQUEL: He did just as I told him. Other live merchants did likewise.

CONSEQUENCE: Not another carload of foreign goods has been shipped into that town since! "Nuf said."

Candidate's Announcements

(All announcements under this heading are paid advertisements.)

For Sheriff

Grant Pirtle

Candidate for Republican nomination for SHERIFF

At the Primaries May 15, 1914

I hereby announce my candidacy for the office of sheriff of Linn county on the democratic ticket, subject to the will of the voters at the primary election to be held May 15, 1914.

ED SCHOEL.

I hereby announce my candidacy for the office of Sheriff of Linn county on the Republican ticket, subject to the will of the voters at the primary election to be held May 15, 1914.

D. H. BODINE.

For County Clerk

I hereby announce myself as a candidate for the nomination on the Republican ticket for the office of County Clerk of Linn County, subject to the will of the voters of that party at the Primaries May 15, 1914.

C. B. WINN,

Albany, Oregon.

To the Voters of Linn County: Owing to the fact that I have had nearly five years' experience in the County Clerk's office as Deputy Clerk and have familiarized myself with the intricacies of the office, and believing that I am able to render satisfactory service to the public, I hereby announce myself as a candidate for the nomination as County Clerk on the Republican ticket at the primary election, May 15, 1914. I will greatly appreciate your support.

R. M. RUSSELL,

Albany, Oregon.

Ghent, Belgium, furnishes practically all of the potted specimens of the symmetrical Araucaria, or Norfolk Island pine, used as an ornamental foliage house plant, in Europe and America. The U. S. imports at least 205,000 of these plants in 5 or 6-inch pots each year.

Choice clover seed, raised on hill land for sale by FT Thayer, Scio.

Old papers one cent a pound at the News office.

Calves for Sale

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

COZY CORNER

J. S. STICHA, Proprietor

Confectionery, Ice Cream, Tobacco and Cigars

Post Cards a Specialty

SCIO, OREGON

PRINTING IS OUR BUSINESS

Come in and let's talk it over—Maybe our business can help your business.

We make a specialty of Letter Heads, Note Heads, Statements, Bill Heads, Sale Bills, Business and Calling Cards, Wedding Stationery, Envelopes, etc.

Our Prices Are Right

SANTIAM NEWS

Arrangements have just been made for the sale of 40 million feet of timber on the Tongass national forest in Alaska. This forest is cut up in bays and inlets, some of which give an opportunity for taking the timber from the mill to the decks of ocean-going steamers. The Tongass forest is now self-supporting, its lumber product being used largely in local industries, much going into boxes for canned salmon.

Cough Medicine for Children

Too much care cannot be used in selecting a cough medicine for children. It should be pleasant to take, contain no harmful substance and be most effective. Chamberlain's Cough Remedy meets these requirements and is a favorite with the mothers of young children everywhere. For sale by all dealers.

California state inspectors at San Francisco have found a new canker disease on chestnut trees recently imported from Japan. According to Dr. Haven Metcalf, the government's expert on such diseases, this appears to be of the same type as the chestnut blight which is ravaging the forests of the eastern U. S. and it is possible that the new disease would be actually as destructive if it became established in this country.

Straight at It.

There is no use of our beating around the bush. We might as well out with it first as last. We want you to try Chamberlain's Cough Remedy the next time you have a cough or cold. There is no reason so far as we can see why you should not do so. This preparation by its remarkable cures has gained a world wide reputation and people everywhere speak of it in the highest terms of praise. It is for sale by all dealers.

MARKET REPORT

The following are cash prices quoted on Thursday of each week by our dealers:

Wheat, per bushel.....	\$ 85
Oats, per bushel.....	34
Flour, per sack.....	1 25
Bran, per ton.....	25 00
Middlings, per ton.....	32 00
Chop, wheat, per ton.....	32 00
Chop, oats, per ton.....	25 00
Butter, (Country) per roll.....	50
Eggs, per dozen.....	16
Chickens, per pound.....	14
Geese, per pound.....	9
Turkeys, per pound.....	17
Ducks, per pound Pekin.....	10
Ducks, Indian Runner.....	8
Beef, per pound, live weight... 5 to 06	
Pork, dressed.....	9 1/2
Pork, live weight.....	8
Veal, per pound, for shipping...	13

When in need of printing give the News office a call. First class work and prices right. We make a specialty of letter heads, envelopes, statements, bill heads, sale bills, business cards, ladies calling cards, and in fact commercial printing of all kinds.

Look to Your Plumbing

You know what happens in a house in which the plumbing is in poor condition—everybody in the house is liable to contract typhoid or some other fever. The digestive organs perform the same functions in the human body as the plumbing does for the house and they should be kept in first class condition all the time. If you have any trouble with your digestion take Chamberlain's Tablets and you are certain to get relief. For sale by all dealers.

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