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## BE CHEERFUL

NO ONE PREFERS TO GIVE HIS ORDER TO A GROUCH. NO ONE SELECTS A MAN WITH A GRIEVANCE TO MAKE A SALE.
NO ONE CHOOSES TO DO BUST NESS WITH A SOREHEAD. A SMILE REMOVES OBSTACLES, OVERCOMES OBJECTIONS INSPIRES FAITH AND PAV ES THE WAY FOR BUSINESS CHEER SPELLS CONFIDENCE. CONFIDENCE SPELLS SUCCESS. MEN WHO SUCCEED ARE CHEERFUL.
GLOOM SPELLS TROUBLE. TROUBLE SPELLS FATLURE. MEN WHO FAIL, ARE GLOOMY
CHEER IS AN ASSET. GLOOM IS A LIABILITY. IT IS GOOD BUSINESS TO ASSOCIATE WITH MEN WHO ARE SOL

BE CHEERFUL-AS A BUSINESS PROPOSITION
PATRONIZE HOME INDUSTRY
AND WHEN YOU ARE IN NEED OF ANYTHING IN THE LINE OF CABINET WORK OF AN Y DESCRIPTION OR MISSION FURNITURE, CALL ON
MISSION FURNITURE WORKS E. G. TROWBRIDGE, JR., MANAGER

We make a specialty of Office Furniture, such as Typewriter Desks Flat Top Desks, Tables, Filing Cabinets, Chairs, Partitions, etc. BOTH PHONES.

115 SOUTH HOLLY

Thanks to our luek for seecring the extlu

 perior: The manys special teat tures tound in the Pennstivania will appeal to yon Our first shipment is on the rad now. We will be reall to demmonstate them now in i tew days. We want yon to look at hisis now-
cer beform makkink your Medford Hardware Co.

# Inside Acreage at Price of Lots 

8 Acres near River at $\$ 325 \quad 6$ Acres adjoining River at $\$ 325$ 40 Acres 3.4 mile from Depot at $\$ 300$ JUST OUTSIDE- 40 Acres reduced for a few days to $\$ 7500$
= TERMS
real estate A. N. PARSONS grants pass

## Window

 Frames Our Specialty We have the men; the machinery; the lumber and the knowledge for turning out perfect window frames and we do turn out by far the greater percentage furnished in Southern Oregon

The Finishing Touches


This Man Is Not Kneeling in Praise
of our high-grade mill work, but he is sounding its praises, Good mechanics never find fault with the materials we furnish, nor the boss, either. Why not get good stock from us at the same price you pay for poor stuff from the other
fellow?

# Medford Sash \& Door 

Corner 11th and South Fir Sts.

