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every month, and see how you come out in proportion to the quality you have received. If you are a customer of ours you will find yourself well in pocket by the end of the year. You get both quantity and quality and your animals will show the benefit they derive from it. Your pocket-book will be benefited also.

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Those NICE DISHES on Display at WOOD'S GROCERY are given away FREE with Cash Purchases. Be sure to get your tickets when buying goods there. These dishes are Warranted to be first-class ware. Call in and examine them.

We sell all kinds of Groceries at prices THAT ARE RIGHT when QUALITY of goods is taken into consideration.

"The Best Things to Eat."

**WOOD'S GROCERY**  
J. M. WOOD, Proprietor.

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I have about 1,000 acres of No. 1 Apple Land, most of it under ditch at prices ranging from \$60 per acre up. In tracts from ten acres up.

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HOOD RIVER

## THE ASTOR WAY.

A Lesson in Finance That William B. Taught His Bookkeeper.

The real estate dealer was reminiscing. "Some years ago," he said, "William B. Astor said one day to his head bookkeeper, 'I wish you to write out those 1,200 leases—indicating the documents—properties for which they will be drawn and reduce each rental price 25 per cent for the ensuing year. The head bookkeeper, astonished, ventured to protest. There has been no complaint, Mr. Astor,' he said, 'from any tenant as to the amount of rent charged. All are satisfied to pay present prices.'"

"This is a matter of future business," the financier replied, "as well as present. Times are not especially good just now, and I do not think they will improve this year. I am not, however, making this reduction as a philanthropic movement. It will be a good business investment for me to retain all of my tenants, if possible. Indications are that business conditions during the coming year will force many persons to move into cheaper houses and flats than they have been occupying for some time. I do not wish my tenants to move. I know them and am familiar with their ways. I am acquainted with their needs, demands and methods of paying their rents. If they should move I should have to try to replace them with new tenants, whose desirability I have not tested. Besides, I should have to spend large sums in repapering, painting and arranging these various properties to suit the new tenants. By reducing rents I shall have a delighted lot of tenants, who would not leave me if they could. Furthermore, I will make it impossible for them to find as good places elsewhere for the money. Naturally, having had their rents reduced, they will not ask for any repairs that can possibly be avoided, and I shall save some money in that direction. Besides, I shall know the exact amount of reduction and shall be able to estimate my resources accordingly. If, on the contrary, I let many of my tenants move out—the amount of my losses would be uncertain. You will find, if you compare my rentals at the end of the year with those of similar properties owned by other persons who make no reductions, that mine is a profitable plan. When times improve we can release at advanced figures, and undoubtedly to the same tenants."

"The bookkeeper learned a lesson in finance, the leases were drawn accordingly, and Astor did not lose a tenant."—New York Press.

"Sunday Folks."  
When Dr. John Cairns went from Scotland to Ireland for rest and travel in 1894 he was at once delighted by discovering from the guides who showed him about that most of the landed gentry were "Sunday folks."

"That's a fine castle," he would say, pointing to a big house set like a crown on some rocky hill.

"Yes, sorr," said his guide. "'Tis Sir John O'Connor's," or, "'Tis Sir Rory O'More's." He always added, "He's a Sunday man."

At last Dr. Cairns grew curious. "What is a Sunday man?" he asked. "Well, sorr, it do be a man that has so many writs out ag'in him for debt that he stays shut up tight in his house all the week and only comes out on Sunday, when the law protects him." Dr. Cairns' opinion of the landed gentry underwent a change.

**Elephants Can't Jump.**  
"There is one thing no one has ever seen an elephant do either in a circus or out of it, and that is to jump," said a keeper in the Central park menagerie. "The fact is an elephant cannot jump. Because of his great weight he cannot take all four feet off the ground at once. He can make a 100 yard dash at the rate of twenty miles an hour, which is going some, but if he was pursuing an enemy and came to a deep ditch eight feet across he would have to stop short, because it is too wide for him to step it and he is unable to jump. An elephant is a great coward. He will have a fit if a rabbit runs between his feet. He has tremendous strength, but he doesn't know it."—New York Sun.

**A Curious Illusion.**  
People declare that they have seen a field of grass gradually change color during a shower of rain, thousands of mushrooms springing up before their eyes. This is an optical illusion caused by the rain beating down the grass. The mushrooms do not really spring up during a single shower of rain. They are there already, but hidden by the grass, and when the rain beats down the grass it exposes the hidden mushrooms. —London Mail.

**No Use For Amateurs.**  
Ella—That young farmer tried to kiss me, saying that he had never kissed a girl before. Stella—What did you tell him? Ella—That I was no agricultural experiment station.—New York Press.

**Quite Thoughtful.**  
Dora—So you have decided to break off your engagement with him. Nora—Yes, but I don't think I shall do it until after my birthday, as it comes next week.—Club Fellow.

**A Wanderer.**  
Fitz—As a talker Brown's wife is certainly a wonder. Foeg—Right you are! Wonders never cease.—Boston Transcript.

It is not the insurrections of ignorance that are dangerous, but the revolts of intelligence.—Lowell.

You are probably aware that pneumonia always results from a cold, but you never heard of a cold resulting in pneumonia when Chamberlain's Cough Remedy was used. Why take the risk when this remedy may be had for a trifle? For sale by all dealers.

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## SOCIETIES.

- HOOD RIVER LODGE NO. 106, A. F. and A. M.—Meets Saturday evening on or before each full moon. W. L. CLARK, W. M. D. McDONALD, Secretary.
- HOOD RIVER LODGE NO. 12, K. T.—Meets every first Tuesday evening each month. R. W. PLATT, L. E. C. P. S. DAVENPORT, Recorder.
- HOOD RIVER LODGE NO. 8, E. S. M.—Meets in Masonic Hall every third Tuesday in each month. W. F. LARAWAY, T. I. M. A. D. MOE, Rec.
- HOOD RIVER CHAPTER NO. 27, R. A. M.—Meets first and third Friday nights of each month. J. K. CAISON, H. F. V. G. BUCKER, Secretary.
- HOOD RIVER CHAPTER NO. 25, O. E. S.—Meets second and fourth Tuesday evening of each month. Visitors cordially welcomed. Miss A. D. MOE, W. M. MISS ALTA POOLE, Secretary.
- W. O. W. meets the 23 and 4th Wednesdays each month at K. of P. hall. Visitors cordially invited. A. C. STARR, C. O. KENT, SARGENT, Clerk.
- HOOD RIVER CIRCLE NO. 54, WOMEN OF WOODRUFF—Meets at K. of P. hall on the first and third Thursdays of each month. MISS H. W. WAITE, Clerk.
- WATCOMA LODGE NO. 30, K. OF P.—Meets in K. of P. hall every Tuesday night. MISS A. D. MOE, W. M. A. KEHN, K. of R. and S.
- HOOD RIVER CAMP, NO. 732, M. W. A.—Meets in K. of P. hall every Monday night. C. L. DAKIN, Clerk. ALBAN HART, V. G.
- RIVERSIDE LODGE NO. 58, A. O. U. W.—Meets first and third Saturdays of each month. SEE TOS CLARK, M. W. GEO. SLACOM, FINEBERG, C. O. CHRISTIE SHUTE, Recorder.
- DELTA ASSEMBLY NO. 98, UNITED ARTISANS.—Meets the first and third Wednesdays, week, second and fourth Wednesdays Artisan hall. C. O. B. BORDERS, M. A. W. H. ADSTIN, Secretary.
- BLEWILDE LODGE NO. 10, I. O. O. F.—Meets in Fraternal hall, every Thursday night. E. R. KNOTT, S. G. GEO. THOMSON, Secretary.
- SOEN ENCAMPMENT, NO. 48, I. O. O. F.—Regular meeting second and fourth Mondays of each month. E. T. FOLDS, C. P. A. O. DANEY, Scribe.
- LAUREL REBEKAH LODGE NO. 87, I. O. O. F.—Meets first and third Mondays each month. Mrs. LEO CORRY, N. G. MRS. SETTLE WALKER, Sec.
- SEMP LODGE, NO. 181, I. O. O. F.—Meets in Odd Fellows' hall every Saturday night. Visitors cordially welcomed. G. H. EDGOK, S. G.
- GRANT HAGY, REC.
- HAZEL REBEKAH LODGE NO. 106, I. O. O. F.—Meets first and third Tuesday evening in each month in the Odd Fellows' Hall, seventh miles, south of Hood River, R. D. 1. Mrs. G. H. SHERRY, S. G. MRS. M. M. HAGY, N. G.
- MRS. GEO. SHERRY, Sec.
- ORION GLEBE REBEKAH LODGE, NO. 181.—Meets the second and fourth Wednesday evenings of each month, in Grubbs's Hall. ANNE K. KASPER, N. G. CHAS. W. GUNN, S. G.
- CANDY W. R. C.—Meets second and fourth Saturdays of each month at K. of P. hall. LYDIA SWENSON, President. EDITH STEINHOF, Secretary.
- HOOD RIVER VALLEY HUMANE SOCIETY Hood River, Ore. E. H. HARVIG, Pres. EDITH STEINHOF, Sec. Leslie Butler, Treas. All phone 2.
- HOOD RIVER COMMERCIAL CLUB—Meets every second Monday in each month at 8 p. m. in the club rooms over Jackson's store. H. G. KAUFFMAN, Secretary.

## LOW FARES WEST

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