

RESTAURANT SECRETS.

A Business Where Men of Ideas Can Make Themselves Valuable.

"A man of ideas is valuable anywhere," announced a well-known restaurateur to a Chicago Journal representative, "but nowhere is he more so than in a place like mine. You may think it requires no brains to manage a restaurant, but if you do you're decidedly mistaken. What about the purchasing? What about the disciplining and keeping in regular order as regards their work an army or more or less stupid and often insubordinate waiters? What about designing novelties? Ah, yes, that's where a good deal of the brain work comes in. It's the cook's business to oversee the preparation of the food for the table and to post himself on any new attractive dishes that may be introduced; but a discerning and conscientious manager will invent some novel way of setting up a dish that makes it doubly attractive to the customer and in consequence increases the revenue of the house. Tact in this direction works both ways. A customer who has sampled the manager's new invention and likes it comes in, we'll say, and orders a dish of it without looking at the bill of fare. While he is eating it, some other fellow, who is quite ignorant of the blessings in store for him, comes in and takes a seat at the same table. He doesn't know what the other fellow is eating, but he knows that it looks mighty good and straightway orders a dish for himself. The majority of my customers haven't the remotest idea what they are going to eat for luncheon until after they've seated themselves, and not a few of them take a look around at what the other fellows are sampling before they make their selection. This is where the manager with a genius for devising dishes that are appetizing gets in his deadly work. See?"

"I remember," added the restaurateur man with a retrospective stroke of his whiskers, "an instance that will illustrate my meaning. Just about two years ago I engaged a young fellow as a waiter. He was an Irishman, just over, and as bright and smart and obliging as you please. It didn't take me long to see that he was too good a man for the mere transportation of provender to and fro, so I made him head waiter and gave him entire charge of the help. Later on I sent him to market and asked him to help me now and then with a suggestion or two as to the general running of the place. His first idea went right to the mark. It was summer time then, and he came to me one day and said that he couldn't understand why a patron who asked for watermelon should be given twice as much as he could eat, and enough rind with it to feed a city of pigs. 'Well, what do you suggest?' said I. For answer, he went to the kitchen, selected a big melon, cut off the ends and sliced it into six or seven slabs about two inches thick. He then cut off the rind and sprinkled a little chopped ice over each slice. 'There,' said he, 'one of those is enough watermelon for any decent man, and it looks queer, too.' It certainly did look queer, for after that I sold more orders of watermelon than I had done before in any three seasons. In addition to which each melon went twice as far as it had formerly done. Look about you when watermelons come into season again, and you'll see that every first-class restaurant in the city fixes up the dish in the manner introduced by my little Irishman. Where is he now? Bless your heart, he was too smart for this business. Last I heard of him he was out on the road selling boots and shoes and making \$300 and \$400 a month at it. He can have all the watermelon he wants now by asking for it."

THE CANADIAN TYPE.

Charles Dudley Warner Says It Is Neither English Nor American.

I had been told that the Canadians are second-hand Englishmen, writes Charles Dudley Warner in Harper's Magazine. No estimate could convey a more erroneous impression. A portion of the people have strong English traditions and loyalties to institutions, but in manner and in expectations the Canadians are exactly more English than the people of the United States; they have their own colonial development, and one can mark already with tolerable distinctness a Canadian type which is neither English nor American. This is noticeable especially in the women. The Canadian girl resembles the American in escape from a purely conventional restraint and in self-reliance, and she has, like the English, a well-modulated voice and distinct articulation. In the cities, also, she has taste in dress and a certain style which we think belongs to the New World. In features and action a certain modification has gone on, due partly to climate and partly to greater social independence. It is unnecessary to make comparisons, and I only note that there is a Canadian type of woman.

But there is great variety in Canada, and in fact a remarkable racial diversity. The man of Nova Scotia is not at all the same as the Scotchman or the Irishman. The Scotch in old Canada have made a distinct impression in features and speech. And it may be said generally in Eastern Canada that the Scotch element is a leading and conspicuous one in the vigor and push of enterprise and the accumulation of fortune. The Canadian man, as one sees them in official life, at the clubs, in business, and in the social life, is a sturdy, well-made, of good stature, and not seldom handsome. This physical prosperity needs to be remembered when we consider the rigorous climate and the long winters; these seem to have at least one advantage—that of breeding virile men. The Canadians generally are fond of out-door sports and athletic games, of fishing and hunting, and they give more time to such recreations than we do. They are a little less driven by the business god. Abundant animal spirits tend to make men good-natured and little quarrelsome. The Canadians would make good soldiers. There was a time when the drinking habit prevailed very much in Canada, and there are still places where they do not put water enough in their grog, but temperance reform has taken as strong a hold there as it has in the United States.

The feeling about the English is illustrated by the statement that there is not more aping of English ways in Montreal and Toronto clubs and social life than in New York, and that the English superciliousness, or condescension as to colonists, the ultra-English manner, is ridiculed in Canada, and resented with even more warmth than in the United States. The amusing stories of English presumption upon hospitality are current in Canada as well as on this side. All this is not inconsistent with pride in the empire, loyalty to its traditions and institutions, and even a considerable willingness for human nature is pretty much alike everywhere) to accept decorative titles. But the underlying fact is that there is a distinct feeling of nationality, and it is increasing.

Woman Suffrage Abroad.

Among the countries in which woman suffrage is one form or another prevalent are: England, Scotland, Wales, Sweden, Russia, Austro-Hungary, Croatia, Dalmatia, Italy, British Burma, Madras Presidency, Bombay Presidency, Russian Asia, Tasmania, Iceland, New Zealand, Victoria, New South Wales, Queensland and South Australia.

ROYAL BAKING POWDER

Absolutely Pure.

This powder never varies. A marvel of purity, strength and wholesomeness. More economical than the ordinary kinds, and cannot be sold in competition with the multitude of low test, short weight alum or phosphate powders. Sold only in cans. ROYAL BAKING POWDER CO., 100 WALL ST. N. Y.

IMMIGRANTS LOOK HERE!

Having farmed in this country for over half a century, which gives us a thorough knowledge of the country, we now offer our services to you in

SECURING HOMES

and take pleasure in announcing that we have a very fine list of property from which to select, embracing some of the best.

Grain, Stock and Fruit Farms in Marion and Linn counties, at prices that could not be duplicated in the Willamette valley. Other valuable property of various kinds offered at "bed rock" prices.

Come and See and You Will Be Convinced that we are offering all that we here claim. Come by Narrow Gauge railway, or to Turner and take stage, (four miles). Descriptive price list of farms and other property sent on application. Locating two or more families near each other a specialty.

H. C. & J. H. PORTER, Real Estate Agents, Aumsville, Marion county Or. 4-30

\$50. HORSES. \$50.

One hundred head of brood mares and young horses for sale. Forty or fifty colts expected in the spring. Two fine horses, Clyde and Perfection, have been with the band for the past three years. Original stock from the best quality of mares. For particulars address or see

W. H. BYRNE, Salem, Or.

For the Public Good.

It is an indisputable fact that the hand-some vestibule trains that are now run on the American continent are those of the Burlington route, leaving from Union depot in Denver, also St. Paul, immediately on arrival of all through trains from the west. The first and second class coaches are magnificent, the reclining chair cars superb, the Pullman sleepers extremely luxurious, and as for the meals that are served in those palace Burlington dining cars—yum yum. The next three trains go east to Kansas City, Chicago or St. Louis. If you mention to the ticket agent that you want your ticket to read from Denver or St. Paul over the Burlington route, you will get it, and you will always be glad of it.

If you go via the Northern or Canadian Pacific, the elegant vestibule trains of The Burlington Route, between St. Paul and Chicago, or St. Louis, will carry you along the eastern shore of the Mississippi river for a distance of 300 miles, amidst scenery that cannot be surpassed; or, if you go via the Oregon Short Line or Southern Pacific, and your ticket reads via The Burlington Route from Cheyenne or Denver, you will pass through all the thriving cities and towns located in what is popularly known as the Heart of the Continent. For further information apply to A. C. Sheldon, General Agent, 33 First street, Portland, Oregon. 4-19dew

OREGONIAN RAILWAY CO.

(Limited Line.)

CHAS. N. SCOTT, Receiver.

On and after Feb. 18 1899, and until further notice trains will run daily (except Sunday) as follows:

EAST SIDE.

From Portland	STATIONS.	To Portland
Lv. 11:30 a.m.	PORTLAND DEPT. 4:40 p.m.	
Lv. 2:15 p.m.	Ray's Landing, Ar. 1:30	
" 2:28 "	St. Paul's, " 12:47	

" 3:16 "	Woodburn, " 12:00	
" 3:31 "	Townsend, " 11:46	
" 3:44 "	McKenzie, " 11:40	
" 3:53 "	St. Angel, " 11:21	
" 4:05 "	Don's, " 11:14	
" 4:16 "	Silverton, " 11:06	
" 4:35 "	Johnston's Mill, " 10:29	
" 4:38 "	Switzerland, " 10:16	
" 4:41 "	East Side Junction, " 10:07	
" 4:50 "	Macleay, " 9:48	
" 5:36 "	Aumsville, " 9:18	
" 5:56 "	West Stayton, " 8:50	
" 6:14 "	O.P. Crossing, " 8:40	
" 6:24 "	West Seio, " 8:28	
" 6:53 "	Cranberry, " 8:00	
" 7:20 "	Spicer, " 7:51	
" 7:31 "	Tillamook, " 7:22	
" 8:03 "	Plainview, " 6:48	
" 8:27 "	Brownsville, " 6:13	
" 8:29 "	Rowland, " 6:10	
" 10:15 "	Caburg, " 4:00	
Ar. p.m. Ar.	LV LV a.m.	

Connection at Eugene and Portland with Union Pacific and Puget Sound.

CHAS. N. SCOTT, Receiver, General Office, N.W. Cor. First and Pine, Portland, Oregon.

KRAUSSE & KLEIN.

No. 211 Commercial Street, Salem, Oregon.

ARE THE LEADERS IN

Ladies' and Gents' Fine Dress Shoes

Also a large line of Ladies', Misses' and Childrens' canvas shoes for summer. Remember they will make it an object for you to call on them and they will show you the best lines of goods in the city. This firm is well known to all the citizens of Salem, and surrounding country, as a firm that handles nothing but reliable goods. Take the people's word for it and call on these gentlemen when in want of foot-wear.

Their Spring Stock is Unsurpassed in Quality and Prices.

LOOK = OUT!

—Something is Going to Drop at—

BODWELL'S NEW SHOE STORE,

95 State Street, Salem.

We contemplate a change of business soon, and will therefore make Sweeping Reductions in certain lines of Boots and Shoes in order to reduce our stock to a minimum. We want Money! You need Boots and Shoes. Come and examine goods and prices and see if it will not pay you to lay in one or two years supply at the prices we offer.

GOODS MARKED IN PLAIN FIGURES!

A child can buy as cheap as a man at our store. We mean business, and if you wear shoes look us up. YOUNG FOR "KOLD KOIN."

BAILEY F. BODWELL,

THE KEY TO SUCCESS! FOUND!

Success in Business requires preparation! Therefore, thoroughly master Commercial Arithmetic, Business Penmanship and Business Correspondence, Book-keeping by both Single and Double Entry, the nature and correct use of Commercial Papers, Commercial Law and Business Practice. Learn, also, Short-hand and Type-writing, Manifest, and Dictation work. All these are needed in business, and are thoroughly taught by experienced teachers at the

SALEM BUSINESS COLLEGE
Griswold's Block, Salem, Oregon.

BOOTS SHOES

WM. BROWN & CO.

—DEALERS IN—

Leather and Findings

CASH PAID FOR

Wools, Hides, Pelts and Furs

231 Commercial St. Salem, Or.



THE BEST STOCK OF STOVES

IN THE CITY IS AT

R. M. WADE & CO'S

282 to 286 Commercial Street, SALEM.



Garland Stoves,

Charter Oak Stoves,

Brighton Range

AND MANY OTHER LEADING STYLES.

Also a Complete Stock of Hardware and Farm Machinery, Wagons and Carriage

LEO WILLIS Notary Public.

M. L. CHAMBERLIN.

TRANSPORTATION.

Willis and Chamberlin,

Real Estate and Insurance Agents.



We Buy and Sell Real Estate, Negotiate Loans

—AND—

Transact a General Agency Business.

OPERA HOUSE, Court Street, SALEM OREGON.

We have on our list a great variety of very desirable property for sale, and as our business is not altogether confined to Real Estate transactions, we are able to furnish purchasers these bargains without claiming unreasonable commissions.

Our long residence in this country and familiarity with its condition and peculiarities render us competent judges of where the best lands are to be found and purchases made.

We have faith in Oregon—of its future greatness; and especially this section of the Willamette Valley. The man who invests here in real property runs no risks, it will be more profitable than bank stocks. Our soil and climate are not excelled, and people are finding it out. Now is the time to buy.

We are situated so that parties making investments, if desired can secure loans on the most reasonable terms.

The following partial list will show some of the properties we are offering for sale.

160—acres, 6 1/2 miles south of Salem, all under fence—new barn and fair house—small orchard—road by the place. Payment down, balance on time at 8 per cent. Price \$5,000.

102—acres, 5 miles southwest from Gervais, good house and barn with orchard—92 acres under plow. \$1,500 down, balance on time. Price \$47.50 per acre.

467—acres, 4 miles north of Salem, improvements first-class. 320 acres under plow—plenty of stock water and range. Will divide land. \$40 per acre for improved part.

160—acres, 7 miles east of Salem—80 acres in cultivation—50 in pasture—rest in young timber—all under fence—running water—good house—barn—granary—orchard—sell stock if wanted. \$27 per acre.

263—acres, 12 miles northwest of Salem on line between Polk and Yamhill counties—excellent land and good neighborhood—all under fence—part summer-fallowed. Part payment down, balance on time. \$26 per acre.

320—acres, 13 miles east of Salem, all fenced—2 good houses—fair barn—good orchard—several springs on the place—good roads to Salem. \$30 per acre.

193—acres, 7 miles east of Salem—well watered with barn and orchard. The land is finely situated and can be divided into two places—the road running on two sides—one-half mile from railroad. \$25 per acre.

200—acres, 12 miles east of Salem—excellent improvements—all in cultivation—well watered and finely situated. \$35 per acre.

85—acres—60 acres in growing grain—fair house and barn—4 acres meadow—fine young orchard—one-half mile from P. O.—crop goes with place. Possession given at sale. Price \$2,400.

6—acres, adjoining east Salem—with house—barn and orchard—can be divided into 3-2 acre lots—facing town—has a delightful view—will be worth double present price soon. \$5,000.

550—acres, 15 miles from Salem—300 acres in cultivation—two houses and barns—with orchard—plenty of running water—no better stock and farming land in Marion county—all fenced—is divided into many fields and pastures. A bargain for some one. Half down, balance on time to suit. \$15 per acre.

675—acres, 8 miles from Salem—all under fence—350 acres at one time under plow—fine pasture land—road along one side—can be divided to suit purchaser. One-half down, balance on long time. \$17 per acre.

60—acres, 3 miles from Salem—13 acres in orchard—4 in garden—50 under plow—balance good pasture—good house and barn. A chance for some one wanting garden property. \$3,000.

Store and stock of merchandise with warehouse worth \$6000 also residence if desired, situated on O. & C. R. R., good location for business—no better grain section in the Willamette Valley.

Good house with one-half acre of land, in North Salem—near street car line when extended—if sold soon. \$900.

Half block—East Salem, on mill creek—with good house and barn. Plenty of fruit \$3250.

We offer for the first time—about 30 lots in A. F. Waller's addition to Salem, ranging in price from \$250 to \$500. The location is fine, upon the big best ground in East Salem, overlooking the entire city and in plain view of all the State Buildings, with the Coast and Cascade Mountains in the distance, while still eastward loom up three everlasting snow peaks.

Prompt Attention Given to All Inquiries

WILLIS & CHAMBERLIN

OPERA HOUSE BLOCK, COURT ST.,

SALEM, OREGON.

THE YAQUINA ROUTE.

OREGON PACIFIC RAILROAD

And Oregon Development Company's steamship line. 225 miles shorter, 20 hours less time than by any other route. First class through passenger and freight line from Portland and all points in the Willamette valley to and from San Francisco.

TIME SCHEDULE (Except Sundays):
Leave Albany 1:00 P. M.
Leave Corvallis 1:40 P. M.
Arrive Yaquina 3:30 P. M.
Leave Yaquina 4:45 A. M.
Leave Corvallis 5:25 A. M.
Arrive Albany 6:10 A. M.
O. & C. trains connect at Albany and Corvallis.

The above trains connect at YAQUINA with the Oregon Development Co's Line 4 steamships between Yaquina and San Francisco.

SAILING DATES.

STAMPAHS. FROM YAQUINA.
Willamette Valley Sunday Apr. 28
Willamette Valley Monday May 6
Willamette Valley Tuesday May 14

STAMPAHS. FROM SAN FRANCISCO
Willamette Valley Thursday May 10
Willamette Valley Friday May 18
Willamette Valley Saturday May 26

This company reserves the right to change sailing dates without notice.
Passengers from Portland and all Willamette Valley points can make close connection with the trains on the YAQUINA ROUTE at Albany or Corvallis, and if desired to San Francisco, should arrange to arrive at Yaquina the evening before date of sailing.

Passenger and Freight Rates Always the Lowest. For information apply to Messrs. HILLMAN & CO., Freight and Ticket Agents 200 and 202 Front St., Portland, Or. or to

C. C. HOGUE, Act. Gen'l Frt. & Pass. Agt., Oregon Pacific R.R. Co., Corvallis, Or.
C. H. HAWES, Jr., Gen'l Frt. & Pass. Agt., Oregon Development Co., 201 Montgomery St., San Francisco, Cal.

TIME TABLE—RIVER DIVISION.

The elegantly equipped steamboats, Wm. M. Hoag, Capt. Geo. R. Bates, N. S. Bentley, Capt. J. P. Conboy, the Three Sisters, Capt. W. P. Short, are in service for passenger and freight traffic between Corvallis and Portland and intermediate points, making three round trips each week as follows:

NORTH BOUND—Leaves Corvallis Monday, Wednesday and Friday at 8 a. m. Arrives at Salem Monday, Wednesday and Friday at 7:15 p. m. Leaves Salem Tuesday, Thursday and Saturday at 8 a. m. Arrives at Portland Tuesday, Thursday and Saturday at 3:20 p. m.

SOUTH BOUND—Leaves Portland Monday, Wednesday and Friday at 6 a. m. Arrives at Salem Monday, Wednesday and Friday at 7:15 p. m. Leaves Salem Tuesday, Thursday and Saturday at 8 a. m. Arrives at Corvallis Tuesday, Thursday and Saturday at 3:20 p. m.

For freight and passenger rates apply to the captains and purveyors of the respective boats, or to Wm. M. Hoag, General Manager, 202 Front street, Portland; Gilbert Bros. agents, Salem; L. M. Miller, agent, Albany; C. A. Miller, agent, Corvallis. The general freight and passenger agent, Corvallis, O. & C. trains connect at Albany and Corvallis.
P. W. BOWEN, Superintendent, Wm. HOAG, General Manager.

Overland to California

—VIA—

Southern Pacific Company's Line.

THE MOUNT SHASTA ROUTE.

Time between Salem and San Francisco thirty-six hours.

CALIFORNIA EXPRESS TRAIN—RUN DAILY BETWEEN PORTLAND AND S. F.

South.	North.
4:30 p. m. Lv. Portland Ar. 10:45 a. m.	4:30 p. m. Lv. Portland Ar. 10:45 a. m.
8:45 p. m. Lv. Salem Ar. 7:35 a. m.	8:45 p. m. Lv. Salem Ar. 7:35 a. m.
7:45 a. m. Ar. San Fran. Lv. 7:50 p. m.	7:45 a. m. Ar. San Fran. Lv. 7:50 p. m.

LOCAL PASSENGER TRAIN—(DAILY EXCEPT SUNDAY).

8:00 a. m. Lv. Portland Ar. 3:45 p. m.	
11:10 a. m. Lv. Salem Ar. 12:52 p. m.	
2:40 p. m. Ar. Eugene Lv. 1:00 a. m.	

PULLMAN BUFFET SLEEPERS.

TOURIST SLEEPING CARS

For accommodation of second class passengers attached to express trains, the S. P. company's 5073 makes connection with all the regular trains on the East Side Division from foot of F street Portland.

West Side Division, Between Portland and Corvallis:

DAILY—(EXCEPT SUNDAY).

7:20 a. m. Lv. Portland Ar. 6:20 p. m.	
6:20 p. m. Ar. Portland Lv. 7:20 a. m.	

At Albany and Corvallis connect with train of Oregon Pacific Railroad for through tickets to all points south and east via California.

EXPRESS TRAIN—(DAILY EXCEPT SUNDAY).

5:50 p. m. Lv. Portland Ar. 9:00 a. m.	
9:00 p. m. Ar. Portland Lv. 5:45 a. m.	

Through tickets to all points south and east via California.

Through Tickets

—To all points—

SOUTH and EAST

—VIA—

CALIFORNIA.

For full information regarding rates, fares, etc., apply to the Company's agent, Salem, Oregon, or to the General Agent, E. P. ROGERS, Ass't. G. P. and Pass. Agt., R. ROEHLER, Manager.

Oregon Railway and Navigation

COMPANY.

Columbia River Route.

Trains for the east leave Portland at 7:45 a. m. and 8 p. m. daily. The 416 and from principal points in the United States, Canada and Europe.

ELEGANT PULLMAN PAL' C. CARS
Emigrant Sleeping Cars run through "on express" 416 and 417

OMAHA

COUNCIL BLUFF and ST. PAUL

Free of Charge and Will on Change.

Connections at Portland for San Francisco and Puget Sound points.

For further particulars inquire of L. A. Manning, agent of the company, 146 Commercial street, Salem, Oregon, or A. L. Maxwell, G. P. & T. Portland, Oregon.

A. L. MAXWELL, G. P. & T. A.
H. HOLCOMB General Manager.