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The Weather.

Tonight and Saturday, rain.

Janette's Hair.
O, loosen the snood that you wear,
Janette.
Let me tangle a hand in your hair, my pet,
For the world to me had no fainter sight.
Than your brown hair veiling your shoulders white,
As I tangled a hand in your hair, my pet.
It was brown with a golden gloss, Janette,
It was finer than silk of the floss, my pet,
'Twas a beautiful mist falling down to your waist,
'Twas a thing to be braided, and jeweled, and kissed,
'Twas the loveliest hair in the world, my pet.
My arm was the arm of a clown, Janette
It was silvery, bristled and brown, my pet,
But warmly and softly it loved to caress
Your round, white neck and your wealth of tress,
Your beautiful plenty of hair, my pet.
Your eyes had a swimming glory, Janette,
Revealing the old, dear story, my pet.
They were gray, with that chastened tinge of the sky,
When the trout leaps quickest to snap the fly,
And they match with your golden hair, my pet.
Your lips—but I have no words, Janette—
They were fresh as the twitter of birds, my pet,
When the spring is young, and the roses are wet
With the dew drops in each red bosom set,
And they suited your gold-brown hair, my pet.
O, you tangled my life in your hair, Janette,
'Twas a silken and golden snare, my pet,
But, so gentle the bondage, my soul did implore,
The right to continue your slave evermore,
With my fingers enmeshed in your hair, my pet.
Thus ever I dream what you were, Janette,
With your lips, and your eyes, and your hair, my pet;
In the darkness of desolate years I moan,
And my tears fall bitterly over the stone
That covers your golden hair, my pet.

—Charles G. Alpine.

THE FUTURE OF SALEM.

An influential citizen, who in the past has been of the conservatives, has kindly given The Journal his views on the future of Salem, which he considers very bright. While we do not agree with him on all points, his article in the main is very good and worthy of thought, and some of his suggestions could with profit be

A clear skin doesn't go with a muddy liver.
Ayer's Pills.

J. C. Ayer & Co., Lowell, Mass.

acted upon. What he says about the value of laboring men owning their homes is very important, and we hope it may be further discussed. But read what he says for yourself. He is disposed to take a hopeful view and his cheerful optimism will do you good:

"With the wonderful productive capacity of our soil, and the industry of our people, Salem is bound to become the center of the richest agricultural region in the West. It is true, we have no mines, but our other products are so great, so staple, and so sure of bringing cash returns, that these industries will not only grow, but become productive of greater wealth. It is estimated that this valley will turn off at least \$10,000,000 worth of farm products this year. The greater part of this wealth will remain in the hands of the people who produced it by their labor. They will invest it in property, in better homes, in increasing their holdings and improving their plants. The surplus will find its way into the banks and become stored capital for carrying on other operations, or be held for the benefit of the owner for a rainy day. But it is easy to see that dairying, hop growing, prune growing, grain and stock raising are in their strong young growth, and destined to increase by leaps and bounds. There is almost no limit to their expansion. The people have all these industries mastered. They are a success.

There will be fortunes made not only in these agricultural industries, but in allied industries, such as the creameries, fruit packing, commission and transportation business, and in banking. The two banks at Salem are now crowded to their utmost capacity with business. Customers are so plenty that the forces in the banks have to be increased and work on overtime. It is not saying anything against their capacity to transact business to say that there is room at Salem for one or two more banks of the right kind and handled by the right kind of people. That a fortune can be made in banking at Salem in the next ten years by a well-organized bank no intelligent man familiar with the business can doubt for a moment. One firm that has been making loans as a private business has had so much to do that its members have hardly had time to attend to their own private business. Money is being made in the newspaper business at Salem. There might be a field here for another newspaper or two of the right sort. A good social or religious weekly on broad-gauge lines would prosper here. So would a journal of literary criticism, if ably edited, take the carrier business. One man who would perfect a system of delivering newspapers to residences and business places could make a fortune. And so in many other lines.

There are fortunes to be made in real estate at Salem. Property is as cheap as it will ever be again in the history of the state. All suburban property is stiffening in value and coming into the market. The mechanics, teamsters and laborers who have had steady employment at good wages all summer are picking up cheap lots, and building homes, or enlarging and improving the homes they have. The laboring man will spend his earnings to the last cent and even go into debt to make improvements. The fortune made by John H. Albert when he laid off the Yew Park property into an addition, had it taken into the city and graded the streets, was almost entirely made out of homes for laborers. That is the only way to build up any suburb, as the man of wealth picks up a place in the heart of the city at a fancy price, while the man of small means is compelled to build on a cheap lot in the suburbs. So there are several suburbs that are now taken into the city where if the streets are graded and city water and lights are put in fortunes can be made in real estate. The Salem workmen must have homes, and they want them convenient to car lines, and with modern improvements. Values can be doubled in that kind of real estate if it is handled intelligently and on modern lines for the next five years.

Fortunes can be made on building houses to rent. During the Lewis and Clark exposition there will be a demand for hundreds of new houses at Salem, that will rent from ten to twenty dollars per month. These houses must have modern improvements, such as hot and cold water, gas for ranges, and electricity for lights. They must have graded grounds and neat surroundings. The old-fashioned house without all of these modern improvements will rent for about one-half of those prices, and will also be in demand. Salem has reached the point where capital can profitably go into a better class of tenements, and it is going to go there. There is no way to invest money today so sure of a return as in building the finer grade of cottages to rent

nicely painted, nicely finished, no two alike, with good sidewalks, and well-drained and sewered. The cow-path, crossroads, village style of shack will not be needed so much among the new structures that are going up for rent. The owner of ten or twenty modern cottages, of from five to seven rooms, would have an independent income, and the investment need not exceed \$30,000 to \$40,000 at the utmost. There is a fortune in a good office and business block in this city, or several of them, with elevators and all modern conveniences.

Salem is going ahead by leaps and bounds in the next five or ten years. There is no combination of circumstances can stop the growth and development of the Capital City. We are going to see at least three belt lines of electric street railways, and one of the best equipped plants that money can buy at the Capital City. On one or two of these belt lines (and one of them will be double-tracked) there will be pavilions and pleasure parks with theaters and places for summer entertainment. The streets will be improved so that speeding with automobiles and fine rigs will be a pleasure, instead of endangering one's life. The whole of Greater Salem will be electric lighted, and at least three fine boulevards will be built to the limits of Greater Salem and they will not be turned over to some corporation for trolley lines as our best streets are now. Of course, there are doubting Thomases, and persons who oppose all and every step of progress, but the community has outgrown their influence and the day is past when they could keep Salem off the map by the mere word of their mouth. Salem is going into the rank of the uncontested second city of the state, and the ludicrous farce of keeping it before the world as a town of four thousand people when it has twelve to fifteen thousand, is about at an end.

Salem will probably never be a manufacturing city or a jobbing center, but Salem is destined to be a great educational center. Fortunes will be made here out of colleges and higher schools of learning. The University having got out of debt, and having been put on a cash basis and under first-class business management, will now go forward to its destiny with \$100,000 endowment and a thousand students. Salem law schools, and medical schools, and normal schools, and business colleges and the Academy of the Sacred Heart, will now go forward and double their attendance, until the school population of the town will outnumber its present population. More money can be had for education, and the people will spend more money on education than on any other desideratum of life. Salem has a school population of thousands of young people and children, and there are fortunes to be made in connection with education and what goes with it, and belongs to it. It is a universal necessity, and the old-fashioned way of begging an education or working it out is passing away because the people who prize education are willing to pay for what they want, and have the money to pay with. One of Salem's greatest sources of income and employment is from educational funds.

There are fortunes to be made on all lines. There is not a legitimate line of business at Salem that cannot be doubled and quadrupled under modern methods, backed by the best nerve and brains and energy of which our people are capable. There is not a line of business at Salem that cannot be duplicated, and there are greater fortunes to be made here than any that have been made. In the past comparatively few have made fortunes, because the policy of repression has too largely prevailed. The few could dominate the many, keep down all progressive spirit, and force to the wall every man who wanted to set a better pace in the community. But the community has outgrown those policies. Greater Salem means the opening of hundreds of doors of opportunities for young men, and business men, that have been closed. The city will grow in a hundred different ways. It will have better churches, better stores and more of them, more dwellings by the hundreds and finer residences better street car lines and better transportation facilities, better people and more of them. The Chinese wall has been broken down and Salem will grow in all directions and there will be no way

to head off expansion, or prevent development. The edict has gone forth, that Salem shall be known to the world as the second city of Oregon far and away beyond any rival.

The investment of large sums of capital in the Salem street car lines and in the Salem brewery, are only forerunners of larger investments in the legitimate industries of the city. The city can no longer be held down to three sewers extending back from the river about ten blocks. A sewer system must be built for the whole of Greater Salem. The city must have perfect drainage of all parts, no matter what it costs within reason. Connected with perfect sewage, the city should own and operate the water plant. Only by public ownership is the citizen guaranteed water at first cost, and only by municipal ownership can the sanitary interests of the city be preserved. The poorest citizen is entitled to water service at cost, and to good sanitary conditions. As it is now only the wealthier can afford to have either. The wealthy man's private sewage arrangements are often at the cost of his poorer neighbor's health and the rich man's cheap water and light is often largely at the expense of the public taxpayer. Sewage and a water system for Greater Salem might cost \$250,000 to \$500,000, but the money would all be expended for labor in the city and among our own working people, and would not leave us. Introducing Bull Run water has been the backbone of Portland's prosperity and a public water system would establish the sanitary reputation of Salem as nothing else will.

Spending a quarter of a million a year for a few years on public improvements means that this city shall double in population in the next few years, and that that amount of money shall be taken out of dead property and put into living, active circulation, giving employment to laborers, teamsters, mechanics, and they in turn will part with it as fast as they earn it, and it will pass through dozens of hands, and make all prosperous instead of a few, as is the case in a town where no public improvements are undertaken. Salem is going ahead on this line under the new charter of Greater Salem. The young men and the men who are running the business of Salem, and the factories and industries of Salem, are back of the sentiment that Salem shall not sit down and fold hands and suck thumbs and proceed slowly to stagnation and premature decay. The distribution of large amounts of money through labor will mean the employment of at least a thousand additional working men in this city and before the first year of their employment is over more than half of them will build homes, and in turn employ the mechanics and all the building trades will be running over with demands for their services. That is the only way any city is built and the only way any rapid growth can be accomplished. The future of Salem is bright with promise and there is not a city on the Coast has so much to gain by shaking off the palsied hand of mossbackism and stepping into the front rank of progressive communities.

A quarter of a million spent on sewers and fine streets next year means that profits will be made by contractors and homes will be made possible for laboring men, and they will be able to own their own homes in many instances where they now rent. About half the laboring men of Salem live in rented houses. This will not be so in the future. The laboring man asks employment and if it is given to him under fair conditions he is able to become a homeowner. To own his own home is a fortune for him. Labor is the true backbone and conservator of any community and a policy on the part of any city that gives large employment to laboring men, makes that city prosperous. There need be no fear that Salem will go into wild speculations, and be plunged recklessly into debt. There is less toleration for the grafter and the bootler in this community, than anywhere on earth. The people will not employ a man, high or low in station, if they believe in their hearts that he is corrupt or dishonest in private or public affairs. Salem people are naturally honest and too conservative to leave much margin for speculation. For fear that some man will make a dollar dishonestly they will refuse to make any improvements whatever. This fear has largely been overcome, and the people have found that public business can be just as honestly transacted as private business and this has inspired them with greater confidence in the future of this community.

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