Io
DEFEATED
BY LARGE

## 250 and Him That Hath Not"

But the difference between the light of a lamp or candle, and that of Gas or Electricity is like unto the Moon compared with the Sun.

Some there are who will always be content with the small things of Life, Others reach out and take advantage of every help that lengthens life and makes lighter the daily routine of duties. Many a man will buy cigars by the box or treat all the fellows in sight when at the bar, but ask him to spend a couple of dollars for a Light Bill and he falls over himself trying to get away.
Would you, Mr. Man, like to wash and trim lamps every day of the week throughoust the year? Why ask your wife to do it? Put in ELECTRIC LIGHTS. Do you know Salem has as low a light and heat rate on Gas or Electricity as any of its neighboring cities. Economy does not always stand for a low expenditure. It's what your money brings you, not what you spend, that makes the true economist.

Chandeliers Globes, Mantles Portable Lamps, Wiring, Piping, in fact, any and all things pertaining to the lighting and heating of your home will be promtly and satisfactorily attended to by the
A. WELCH $\quad$ MANAGER

