

I Want to See You This Month About Your Teeth

My facilities for the proper practice of dentistry are the best in Salem. My methods are the most up-to-date. My instruments are the very latest. I am the only dentist in Salem who guarantees painless work, and I am the only one who dares to tell you about it through the newspapers. I guarantee all my work and my prices are just half what other dentists charge

DR. B. E. WRIGHT THE PAINLESS DENTIST

Steusloff Building, Corner Court and Liberty Sts., Salem, Oregon.

MODESTY IN BUSINESS A HEAVY HANDICAP

(John A. Howland.)

Speaking for the word in its broad sense, modesty in the business world is a handicap to the possessor of the virtue. For modesty and self confidence in close conjunction constitute a virtue in the abstract, always. Business, when reduced to its lowest terms of expression, is the science of buying and selling. In the first place, a buyer may buy simply because he cannot help himself, or, as a second possibility, it may be because someone has made a demonstration that he ought to buy if he would. If the buyer must buy the seller is little needed. Whereas, if the buyer would not buy without a demonstration, the seller becomes at once a great flywheel of force in all business. And if you will, try to conjure in your mind a seller whose greatest virtue is modest gentleness and reserve.

As an indication of the character of the man who would sell things, a story came to me from a big mercantile house some time ago. To the management of that house had come the news that a certain great consumer of the house's line of wares, who had always bought this house's rival, had become dissatisfied and was open to another sales proposition somewhere else. At once it was decided to act upon the news. For the purpose one of the most successful of all the house's salesmen was called in, talked to, and dispatched on the mission. He returned to the firm, dejected to make the report.

"I knew before I left that I'd never land Smith," was the salesman's discouraged admission.

"Then why in — didn't you say so and let me send another man?" was the instant and indignant retort of the manager. That the criticism was well administered, too, was shown later when a much less regarded salesman for the house was sent down to see the refractory customer and handed him high and dry!

That "fools may walk where angels fear to tread" may be as true of the business world as of any other field of human endeavor. This first high priced salesman, to whom all had looked with confidence in his mission, had felt certain misgivings as to the result of his

trip. Many things might have inspired the feeling, but the lack of confidence was there. Manifestly, for a man to set out on a piece of business which he feels never will go through is as bad as for him to attempt to lift a burden that is wholly beyond his strength. In this one instance, after the failure of the star salesman, one of the average men at command was selected largely for his thick skin and pertinacity, and it was this individual who accomplished the work.

"To get there," in the sense of locomotion, is one of the vital considerations for the salesman. One of the best salesmen in the world, who could be shut out from a conference with one of the most willing of potential buyers, naturally could have no chance with the poorest, who might get past the door of the inner office. Modesty never was a door opener. There may be a hundred figurative Cerberuses guarding the buyer, and to the fiercest of these there is no front which can compare with an aggressive, perhaps loud and insistent, self confidence. Thackeray, in one of his pretty spells of cynicism, says:

"Always be right, never to doubt, and always to trample forward—are not these the great qualities with which dullness takes the lead in the world?"

Often—yes! And why? Simply because the diffident man, who might have a chance to succeed had he had the opportunity, cannot press forward to the opportunity, while the modest man who would succeed, refuses to "trample forward."

In the most commonplace relations of community life one may read the lesson of the handicap of modesty. Modesty cannot hold its place in line at a postoffice window or bank teller's counter without the aid of the watchman. It has difficulty in a crowded street to retain foothold on a twenty foot pavement. It is last into the theater doors. It has less to eat at a banquet, and in the best spirit of social life it goes away from the company suffering the pang that comes of isolation and insignificance.

It would be foolishness to style all initiative and aggressiveness a form of vulgarity. Much of it is, but at the same time gentility has much to learn of vulgarity when the two are in business competition.

To convince a business man against his will is something not accomplished with soothing syrups. "Always to be right, never to doubt, and always to trample forward"—these are not the qualifications of which modesty can boast. And without the spirit of boastfulness in the aggressiveness of the business man the wheels of business scarcely need oil. "Go after him," is the slogan of aggressive business. Go after him whether you would sell or whether you would buy. Whatever the mixup that follows, its rules will border upon "no quarter."

Salesmanship today is regarded as the life principle in business. Any one may produce wares until a glutted market no longer can find storage room. But unless the sales department of the establishment is soundly based the end is ruin. With salesmanship taking their place in the affairs of the world business must continue to reflect the antithesis of modesty. Modesty must take at least a second place in the field, and it may be thankful to the fate if it shall not fall lower in the scale.

Three Enemies of Christianity.

The first is the growing idolatry of military glory and conquest. It is one thing to admit that there are certain causes for which a Christian may lawfully take the sword; it is another thing to claim, as some do, that war in itself is better for a nation than peace and to look chiefly to mighty armaments on land and sea as the great instruments for the spread of civilization

and Christianity. The forerunner of Christ was not Samson, but John the Baptist. The kingdom of heaven cometh not with observation, nor with acquisition, nor with subjugation. If all the territory of the globe were subject to one conquering emperor today, no matter though the cross were blazoned on his banner and his throne, the kingdom of heaven would not be one whit nearer. * * A literature that is Christian must exalt love, not only as the greatest but as the strongest thing in the world. It must hold fast the truth bravely spoken by one of America's foremost soldiers, General Sherman, that "war is hell." It must check and reprove the lust of conquest and the confidence of brute force. It must firmly vindicate and commend righteousness and fair dealing and kindness, and the simple proclamation of this truth as the means by which alone a better age can be brought nigh and all the tribes of earth taught to dwell together in peace. * *

The second perilous tendency is the growing idolatry of wealth. Money is condensed power. But it is condensed in a form which renders it frightfully apt to sicken and corrupt. A noble literature, truly in harmony with the spirit of Christ, will expose, with splendid scorn and ridicule, the falsehood of the standard by which the world, and too often the church, measure what a man is worth by his wealth. It will praise and glorify simple manhood and womanhood. It will teach that true success is the triumph of character and that true riches are of the heart.

The third perilous tendency is the growing spirit of frivolity. A brilliant British essayist, in writing a life of Robert Browning, lately took occasion to remark that the nineteenth century had already become incomprehensible to us because it took life so seriously. This was probably not intended as a compliment; but if the nineteenth century could hear the criticism it would have good reason to feel flattered. An age that does not take life seriously will get little out of it. One of the greatest services that Christianity can render to current literature is to inspire it with a nobler ambition and lift it to a higher level.—Henry Van Dyke in Essays on Application.

Deafness Cannot Be Cured

By local applications, as they cannot reach the diseased portion of the ear. There is only one way to cure deafness, and that is by constitutional remedies. Deafness is caused by an inflamed condition of the mucous lining of the Eustachian tube. When the tube is inflamed you have a trembling sound or imperfect hearing, and when it is entirely closed, deafness is the result, and unless the inflammation can be taken out and this tube restored to its normal condition, hearing will be destroyed forever; nine cases out of ten are caused by catarrh, which is nothing but an inflamed condition of the mucous surfaces.

We will give One Hundred Dollars for any case of deafness (caused by catarrh) that cannot be cured by Hall's Catarrh Cure. Send for circulars free. F. J. CHENEY & CO., Toledo, O. Sold by druggists, 75c. Take Hall's Family Pills for constipation.

New Time Card on the C. & E.

Taking effect January 1, 1906, the new time card of the C. & E. will be issued, changing the leaving time of trains between Albany and Corvallis as follows:

Leaves Albany for Corvallis at 8 a. m., 12:45 p. m. and 7:35 p. m.
Leaves Corvallis for Albany at 6:30 a. m., 11:30 a. m. and 5 p. m.
Sunday trains, leave Albany for Corvallis at 7:35 p. m. Leave Corvallis for Albany at 6:30 a. m.

The afternoon train leaving Albany at 2:40 p. m. will be discontinued.

Taken.

Parson Jackson—Does yo' take dis man fo' better or wuss?
The Bride—Ah! I take him jest as he am. If he gets any better, I 'se 'fraid he'll die, and if he gets any wuss, I'll kill him mahself.—Puck.

Piles Cured

Suffering for Years, and Red-Ridden from Piles, a Contractor of Marion, Indiana, Is Cured by Pyramid Pile Cure.

Trial Package Mailed Free to All Who Send Name and Address.

"I was troubled with Piles for several years before I would let it be known. But at last they became so severe that I could not walk and I had to take my bed. I tried everything and anything the doctors prescribed, and took their treatments for a long time. But nothing ever did me any good. I had seen your ad. in different newspapers, so I got a 50-cent box and began using them. From the very first I got quick relief and by the time I was starting on my third box I saw I was cured. I have not been troubled with them since. Now you can use this as you please, because it is genuine. Yours, T. A. Sutton, Stone and Cement Contractor, Marion, Ind."

Instant relief can be gotten by using the marvelous Pyramid Pile Cure. It immediately reduces all congestion and swelling, heals all sores, ulcers and irritated parts.

The moment you start to use it your suffering ends and the cure of your dread disease is in sight.

The Pyramid Pile Cure renders a surgical operation foolhardy. Don't hack to pieces those tender muscles, which must be intact if a satisfactory cure is to be obtained.

The Pyramid Pile Cure is put up in the form of "easy-to-use," specially made, suppositories. They are soothing, painless, instant and certain.

A trial treatment will be sent you at once by mail, in plain, sealed wrapper, without a cent of expense to you, if you send your name and address to Pyramid Drug Co., 11,024, Pyramid Building, Marshall, Mich.

After you receive the sample, you can get a regular-size package of Pyramid Pile Cure at your druggist's for 50 cents, or if he hasn't it, send us the money and we'll send it to you.

EXCURSION TO CALIFORNIA.

Under Auspices of the Oregon Development League Leaves Portland on Special Train January 13th.

Secretary Tom Richardson, of the Oregon Development League, is very anxious that the state at large should be well represented on this excursion. The party, which will be composed of ladies and gentlemen, leaves Portland at midnight, January 13, 1906, stops being made at Sacramento, San Francisco, Palo Alto, San Jose, Paso Robles, Santa Barbara and Los Angeles. Special entertainment will be accorded the party at these points. The rate from Portland will be \$65 for one person, which includes three meals to be served on diner between Portland and Sacramento, and Pullman berth to Los Angeles. A rate of \$65 will be charged where two people occupy a double berth. A deposit of \$25 is necessary on each ticket to secure reservation. Section reservations will be held until December 25th. This is an excellent opportunity to visit California, as the auspices under which it is given insures a most enjoyable outing.

The excursion is to be run only provided that not less than 125 persons make the trip. All communications in reference to reservation, and to the trip in general, should be addressed to Mr. Tom Richardson, manager, Portland Commercial Club, Portland, Oregon. 12-19-06

Christmas Sympathy.

Harold—I got a dreadful fall—all these Christmas bundles of yours.
Helen—Oh—Harold—did you fall on the bundles?—Puck.

Three little babes were nestled in bed, "I'll name them William, Willie and Bill," mother said;
Wide was her smile, for triplets they be She lays her good luck to Rocky Mountain Tea. (Great baby medicine.)

PROPOSALS FOR SUPPLIES.

The Board of Trustees of the Insane Asylum, Reform School and Deaf Mute School hereby invite sealed proposals for furnishing and delivering to those institutions meats and butter for the six months ending June 30, 1906, as follows:

Meats for Asylum.

700 pounds of beef per day, more or less, equal parts fore and hind quarters, delivered as required.

300 pounds of mutton per week, more or less, equal parts fore and hind quarters, delivered as required.

8000 pounds of hams; 1500 pounds of breakfast bacon, more or less, delivered as required.

Meats for Reform School.

550 pounds of beef per week, more or less, equal parts fore and hind quarters, delivered as required.

Meats for Mute School.

250 pounds of beef; 20 pounds of mutton per week, cut and delivered as required.

400 pounds of ham; 800 pounds of bacon; 300 pounds of salt pork, more or less, delivered as required.

Butter for Asylum.

First quality creamery, 450 pounds per week, more or less.

Butter for Mute School.

First quality creamery, 42 pounds per week, more or less.

Each bid on meat must be accompanied by a certified check of \$300, and each bid on butter must be accompanied by a certified check of \$50, to be returned when contract is completed. Bids must be enclosed in sealed envelopes and directed to the Board, care of the Clerk, and plainly marked "Bids for Meat or Butter," as the case may be.

Bidders will take notice that there is no appropriation available for the maintenance of these institutions. Therefore claims for supplies can only be audited by the secretary of state and certification of evidence of allowance issued to claimants. As soon as there is an appropriation available warrants will be issued in lieu of certificates.

The board reserves the right to reject any or all bids, or to accept or reject any part of a bid.

Bids will be opened at the Capitol at Salem, at 10 a. m., Wednesday, January 10, 1906. By the Board.

W. N. GATENS,

Dec. 26-Jan. 2 Clerk.

Making Artificial Life.

Scientists have been recently interested in the announcement that Professor J. Butler Burke of the Cavendish laboratory, Cambridge, England, has succeeded in creating, by chemical reactions, certain living bodies of an extremely low form, which he calls "radiobes."

HOLLISTER'S Rocky Mountain Tea Nuggets

A Buxy Medicine for Buxy People. Brags Golden Health and Renewed Vigor. A specific for Constipation, Indigestion, Liver and Kidney Troubles, Pimples, Eczema, Itching Blood, Bad Breath, Stomachic Bowels, Headache and Backache. It's Rocky Mountain Tea in tablet form. 25 cents a box. Genuine made by Hollister's Tea Company, Madison, Wis. GOLDEN NUGGETS FOR SALLLOW PEOPLE.



BRACE UP, IT'S NEW YEARS

And have some style about you, don't look like a tramp when you are not. Have your shirts, collars and cuffs laundered at the Salem Steam Laundry and you'll look and feel like a new man. Family work rough dry 5c per lb.

Salem Steam Laundry

Colonel J. Olmstead, Prop.

Dorcas D. Olmstead, Manager.

Professor Burke treated a solution of gelatine with bromide of radium, and the radiobes resulted. A radiobe appears first as "the minutest visible speck"; and it grows into two dots, then a dumb bell shaped appearance, later more like a frog's spaw.

But is it really alive? On this point hear Professor Burke himself:

"The continuity of structure, assimilation and growth, and then subdivision, together with the nucleated structure as shown in a few of the best specimens, show that they are entitled to be classed among living things, in the sense in which we use the word."

"They are obviously, altogether outside the beaten track of living things."

"Thus the gap, apparently insuperable, between the organic and inorganic worlds, seems, however roughly, to be bridged over by the presence of these radio-organic organisms."—Technical World Magazine.



BUILDING A HOUSE.

We can supply you with the lumber you need at a price that will materially economize in the cost. Just come and see us and look over our yards.

Goodale Lumber Co.

Yards Near Depot



GONE BACK ON THE LADIES

We have decided to quit handling ladies' shoes, and therefore will close out at once our elegant line of up-to-date Ladies' Shoes, and a large lot of Children's Shoes at prices as low and lower than cost.

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345 State Street.

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That the best Printing and Office Stationery costs but a few cents more than the common kind, and the satisfaction you derive from its BUSINESS GETTING qualities is immense?

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A Whole Medicine Chest.

A bottle of DEAN'S KING CACTUS OIL in time of emergency saves many dollars.

PROF. DEAN'S KING CACTUS OIL

Will heal the worst barbed wire cut without leaving a scar if used in time. We have thousands of testimonials that prove this fact. Every owner of live stock should keep it on hand, for it is a positive cure for such, sprains, bruises, old sores, swellings, open wounds, harness and saddle galls, etc.

KING CACTUS OIL is equally valuable for the ailments of the human race. It is unparelled and soothing, pleasant to apply and heals a wound from the bottom up.

Sold by druggists to 15c., 50c. and at bottles, 25c. and at decorated cans. Sent prepaid if your druggist cannot supply you by

OLNEY & McDAID, Clinton, Iowa.

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W. W. PUTNAM CO.,

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