

Sandwich Fillings

Olive Paste, Chicken and Mush. Paste, Tongue and Corn Beef, Ham and Egg Paste, Purlo de Gras, Anchovy Paste. A most delicious breakfast or luncheon dish.

CORNER BEEF HASH.

FULLER & DOUGLAS.

Salem's leading grocers, confectioners and bakers, 450-460 State street. Phones 182 and 187.

Use the best bread in Salem—our make. A dainty lunch or dish of ours always ready for you.

New Edison Theatre

HARRY MOYER, Manager. Salem, Oregon.

FELICE DAVIS COMPANY

Presenting "Galatea Up-to-Date."

HARRY MOYER, Singing "A Picnic for Two."

Cast of Characters.

Galatea..... Felice Davis
Jack Fenton..... J. A. Massie
Mrs. Wiggles..... B. S. Cobb
Wiggles..... A. O. Reick

New motion pictures on the Edison-oscope.

PHYSICAL DEPARTMENT Y. M. C. A.

How the Classes in the Gymnasium Are Arranged for Work.

The schedule for gymnasium classes at the Young Men's Christian Association has been arranged as follows:

Day Classes.
Monday and Thursday, 3:45, students' class.
Tuesday and Friday, 3:45 high school and intermediates.
Wednesday, 3:45, junior class.
Saturday, 10:30, junior class.

Night Classes.
Monday and Thursday, 8 p. m., business men's class.
Tuesday and Friday, 8 p. m., young men's graded class.
Monday and Thursday, 6:30 p. m., working boys' class.
Wednesday, 8 p. m., ladies' class.

The night classes are somewhat broken into this month, on account of the membership contest. After it has closed, the above class schedule will be adhered to. Class work for the men's night classes will begin at 8 p. m., and those taking part in the class will be given preference in using the floor after the class.

Big Smash In Prices



WE KNOW THAT IT IS BETTER TO SELL CLOTHING AT A REDUCTION, AND EVEN A LOSS, THAN TO PACK IT AWAY AND PAY THE COST OF STORAGE AND INSURANCE, LOSE INTEREST ON THE INVESTMENT AND RUN THE RISK OF CHANGING FASHIONS.

IT IS FOR THESE REASONS THAT WE INAUGURATE THIS CLOTHING SALE THAT HAS ATTRACTED WIDE SPREAD ATTENTION.

\$7.00 CASH

IS WHAT WE ARE CHARGING FOR OUR ALL-WOOL SUITS, GUARANTEED TO GIVE SATISFACTION, AND RANGING IN PRICE FROM \$12.50 TO \$25.00. WE HAVE ALL SIZES, BUT ARE EXCEPTIONALLY STRONG IN SIZES 34, 36, 38.

A GREAT OFFER AND A GREAT SAVING. WILL YOU LET IT GET AWAY?

Salem Woolen Mill Store.

A Food for Laying Hens

Now is the time to feed **COULSON'S EGG FOOD** and help your hens to produce eggs.

A hen is simply a machine—supply her with materials and she will return you a definite product from these materials, but if any of these are lacking, the results will be retarded.

IF YOU ARE KEEPING HENS you want them to supply you when eggs are scarce.

COULSON'S EGG FOOD WILL DO THIS

Give it a trial.

10 lbs 25c. (9 lb sack \$2.15.)

Tilson & Co.

151, 161 High Street
Phone Main 139

The Grand Propelling Power



It is easy to see why the doctrine should be promulgated and followed that advertising is the soul of business; that the man who cannot use advertising in his business has no right to be in business; that, as Macaulay once said, advertising is to business what steam is to machinery, the grand propelling power. The story is told of a man who once came to a merchant to buy a remnant of cloth long out of fashion, with which to repair a garment. The merchant was delighted to be able to satisfy the new customer and asked, "How do you happen to come to me for this bagatelle?" The answer was, "I thought you would be the most likely man to have the sample because you never advertise." Our modern immense establishments take good care not to hide their light under a bushel. It is claimed that one of these establishments in the United States paid out \$250,000 annually for advertisements in three newspapers alone, and the newspaper advertising expenses of the twelve largest retail stores have been estimated at \$3,000,000 per annum.—Y. Mataja in International Quarterly.

If you want to move your goods, let people know what you have through this paper. Buyers consult our columns regularly.

Water Sets

Our closing out sale prices.

10 sets now \$2.00
15 sets now 1.34
25 sets now78

FANCY BASKETS

Fancy waste and work baskets at greatly reduced prices:

1.75 baskets97c
1.25 baskets69c
1.50 baskets33c

THE DEVELOPMENT LEAGUE.

Arrangements Completed for Meeting of Big Valley Organization This Week.

The local committee of arrangements for the meeting here of the Willamette Valley Development League are doing everything in their power to have things in readiness for next Wednesday and Thursday, when the league holds its sessions here. The programs for the event have been issued and are being sent out to the several cities and towns from which the commercial organizations are preparing to send their delegates. From all parts of Western Oregon reports are coming in, showing that a live interest is being manifested in the big meeting here, and the convention promises to be by far the best in the history of the league. Prominent men from all parts of the state will deliver interesting addresses on live subjects in which the business interests of the state are vitally interested, and great good will come from the meeting.—Albany Herald.

The China Hall

Next to Edison Theatre

LICK

San Francisco's leading convenience and family hotel centrally located. Convenient to all car lines, and places of amusement and interest. Cafe and Grill attached. Rates \$1.00 per day and up. Street cars direct to hotel from and to all depots.

HOUSE

San Francisco, Cal.

Pushed Ahead By Advertising



A British journal recently commented on the fact that whereas the tea grown in China was formerly the most popular, it now occupies second place, while Ceylon tea has become the favorite with all classes of people. The question, What has brought about this change of taste? is not, however, a difficult one to answer. As a prominent firm of dealers pointed out, Ceylon tea has been liberally advertised for some years, while the Chinese product has not been advertised at all. The change noted has been wrought during these years, and it is therefore reasonable to conclude that advertising is the principal cause thereof. As a result of advertising the consumption of Ceylon tea has increased so rapidly that in many cases China tea has practically been forced out of the market. Yet the actual difference in the quality of the two is not material.—Profitable Advertising.

The same might be said of many merchants who have forged to the front by liberal and persistent advertising in newspapers. Such examples can be found in the columns of this paper.

STATE NEWS

The Great Northern mine on the Blue river has had to cease operations since the heavy fall of snow, it being eight and ten feet deep, making work impossible.

The Eugene Baking Company which has just commenced business in Eugene is the largest concern of its kind in Oregon outside of Portland. The firm is shipping their pastry south as far as Drain and north as far as Woodburn.

The juniors of the University of Oregon, this year, instead of issuing their annual, will print a thousand copies of a bulletin, which will be sent to every high school graduate in the state, thus affording a splendid advertisement.

The second O. A. C. basketball team played the Albany high school boys Saturday evening, and beat them by a score of 63 to 3. The Albany Democrat says the boys got a few pointers on how to play the game, and it is to be hoped they will profit thereby.

The athletic council of the University of Oregon has adopted a resolution prohibiting the managers of the teams from arranging games or contests that require an absence of more than three days from recitation work. Herebefore the annual football trip to California occupied ten days, and hereafter the teams will play only in the Northwest.

Sickening, Shivering Fits.
Of ague and malaria can be relieved and cured with Electric Bitters. This is a pure, tonic medicine, of especial benefit in malaria, for it exerts a true curative influence on the disease, driving it entirely out of the system. It is much to be preferred to quinine, having none of this drug's bad after-effects. E. S. Munday, of Henrietta, Texas, writes: "My brother was very low with malarial fever and jaundice, till he took Electric Bitters, which saved his life." At J. C. Perry's drug store; price 50c, guaranteed.

At the Old Standstill



Some are born great, some have greatness thrust upon them—others advertise. The merchant who sits down and waits for business to come to him will find himself among the left over baggage when the Empire State express of business success pulls out.

Business success needs three things—knowledge, push and good advertising.

Advertising isn't an art; it's just applied common sense. Advertising is naturally a creative force. Since it has been applied to modern commerce there have been created dozens of commodities and branches of trade that did not exist before its advent. The \$600,000,000 spent annually in this country for publicity has set many hundreds of millions of dollars running into wholly new channels.

Business is warfare—in a sense, a hard, constant fight to the finish. Advertising is the business man's most modern, most effective, weapon.

Once in a while we hear some old fellow saying, "I have never advertised and am still doing business at the old stand." He means that he is doing business at the old standstill.—M. L. Corry in Retailer and Advertiser.

The most successful merchants in this town advertise regularly in this paper. The reason is obvious.

N. B. Truth, St. Paul, June 31, '08.—I've lived so long I remember well when the Mississippi was a brook. My good health and long life came by taking Hollister's Rocky Mountain Tea. 35 cents. Dr. Stone's Drug Store.

A Famous Remedy for Sick Headache.
The cause of this complaint is not in the head at all; it comes from the stomach. A stomach that has become clogged by overeating, drinking or abuse in any manner, will warn you by bringing on sick headache. Cure the pain and distress in the stomach and the headache will stop of itself. All bilious attacks, dyspepsia, belching, bad taste in the mouth, muddy complexion, and yellow eyes are cured by this remedy. It is called Dr. Gunn's Improved Liver Pills, one for a dose, and is sold by druggists all over the U. S. for 25c per box.

HOLLISTER'S Rocky Mountain Tea Nuggets
A Busy Medication for Busy People. Brings Golden Health and Renewed Vigor. A specific for Constipation, Indigestion, Liver and Kidney Troubles, Pimples, Eczema, Impure Blood, Bad Breath, Blaggy Bowels, Headache and Backache. It's Rocky Mountain Tea in tablet form. 35 cents a box. Genuine made by HOLLISTER DRUG COMPANY, Madison, Wis.

GOLDEN NUGGETS FOR SALLOW PEOPLE

Men Are Well Dressed

If They Have Their Clothes Made By

JOHN SHOLUND,

The Opera House **MERCHANT TAILOR**

Cleaning, Pressing and Repairing.

The Equity Docket.

The record of the cases settled in the first half day of the January term of the equity department of the circuit court, which was convened by Judge Galloway yesterday afternoon, shows that this particular mill of justice does not grind slowly. The following docket entries were made before the court adjourned to meet at 10 o'clock this morning.

Frances M. Harvey, et al., vs. Eleanor P. Cranston, et al., partition suit; settled and dismissed.

J. R. Parvin vs. Julia A. Parvin; action for divorce; decree for plaintiff, plaintiff to pay costs.

S. B. Martin vs. O. M. Reeves; writ of review; dismissed.

Fidelity & Deposit Company of Maryland vs. Howard Foote and Amanda Johnson; review; dismissed on motion of plaintiff.

E. B. Smith vs. W. L. Fry, et ux.; foreclosure; motion to strike out answer disallowed.

Benj. F. Drake vs. Frank H. Kaylor, admr., et al., specific performance; Frank H. Kaylor appointed guardian ad litem for E. and Mildred Kaylor, minors.

Zella L. West, et al., vs. Ossian J. West, et al.; partition; demurrer argued and taken under advisement.

The following cases were set for hearing:

R. B. Gesner vs. J. B. Bowerman; assignment; February 28.

George J. Wolfer vs. W. S. Hurst and

H. A. Hinkle, injunction; Friday, January 26, 1 p. m.

Minnie Ryan vs. Charles Ryan; divorce; Wednesday, January 24, 1 p. m.

For Sick and Nervous People.
We have a cure for nervous and unsteady people; weak, fleshless people, and pimply, pale or sallow people; people who are troubled with loss of ambition, failing memory, depression of spirits, lack of confidence, nervous headache, and wakefulness; all these symptoms are produced by weakened nerves, brought on by the watery condition of the blood. Make strong, rich, red blood, and furnish food for the nerves is the way to stop the source of disease, and the cure then is only a question of days. The best flesh and blood builder is Dr. Gunn's Blood & Nerve Tonic, in tablet form to take at meal time. Sells at 75c a box, or three boxes for \$2, at all druggists. People gain from one to three pounds of solid, healthy flesh per week, by the use of this medicine. That is an indication it is doing good.

MADAME DEAN'S FRENCH FEMALE PILLS.
A Rare, Certain Remedy for Suppressed Menstruation. NEVER KNOWN TO FAIL. Each Box 1 Ready Relief. Entirely Free of Mercury. Sold by all Druggists. Price 50c per box. Will send on trial, to be paid for when returned. Sample Free. If your druggist does not have these pills, just order to the UNITED MEDICAL CO., 205 7th St., LANSING, MI.

Sold in Salem by R. C. Stone.

Pickles And Olives

You know what Heinz's pickles are like. We have them in bottles and in bulk. Also fine ripe olives and ready mixed mustards that are fit for any table. A complete line of table condiments. Call us up by both telephones.

Roth & Graber

Salem's Best Grocers.
410 State St. 203 Commercial St.

ROSES---Field Grown

The best cost you no more than "any old thing." It will pay you to buy at **HEADQUARTERS.**

We Pay the Express

Add charge you no more than your next door neighbor. Send for illustrated catalogue today. A solicitor wanted in every town.

CALIFORNIA ROSE CO., Los Angeles, Cal.

CASTORIA.

The Kid You Have Always Bought

Bears the Signature of **Dr. J. C. Hatcher**

Best Out-of-door Books

BY WILLIAM J. LONG.

NORTHERN TRAILS...\$1.50 net
400 pages, 220 illustrations, by Charles Copeland.

School of the Woods...\$1.50 net
400 pages, 200 illustrations.

A LITTLE BROTHER TO THE BEAR.....\$1.50 net
300 pages, 191 illustrations.

BEASTS OF THE FIELD.....\$1.75
344 pages, 200 illustrations.

FOWLS OF THE AIR.....\$1.75
322 pages.

Following the Deer.....\$1.25 net
200 pages.

Ways of Wood Folk.....60c net
Wilderness Ways.....60c net
Wood Folks at School.....60c net
Secrets of the Woods.....60c net

Write for Our Announcements.

GINN & COMPANY, Publishers

Trade Department, 29 Beacon St., Boston