

STATE TICKET

U. S. SENATOR (Dem.)
F. W. MULLEN,
of Multnomah County.

U. S. SENATOR (Rep.)
JONATHAN BOURNE,
of Multnomah County.

FOR CONGRESS
1st Congressional District
WILLIS C. HANLEY,
of Marion County.

FOR GOVERNOR
JAMES WITHERS,
of Washington County.

FOR SECRETARY OF STATE
F. W. BENSON,
of Douglas County.

FOR TREASURER OF STATE
GEO. A. STEEL,
of Clackamas County.

FOR JUDGE OF SUPREMACY
ROBERT EAKIN,
of Union County.

FOR ATTORNEY GENERAL
A. M. CRAWFORD,
of Douglas County.

FOR STATE SUPERINTENDENT
J. H. ACKERMAN,
of Multnomah County.

FOR STATE PRINTER
WILLIS S. DUNN,
of Multnomah County.

FOR LABOR COMMISSIONER
O. P. HOFF,
of Multnomah County.

FOR JOINT SENATOR
Linn and Marion Counties
FRANK J. MILLER,
of Linn County.

MARION COUNTY
LICAN TICKET

Marion County Republican
FOR STATE SENATOR
Marion County
THOS. B. KAY,
of Salem.

FOR REPRESENTATIVE
FRANK DAVIS,
of Salem.

LLOYD T. REYNOLDS,
of Chemawa.

GEO. F. BODGEN,
of Salem.

J. H. SETTLEMEYER,
of Woodburn.

JEROME D. SIMMONS,
of Monitor.

FOR SENATOR
W. J. CULVER,
of Salem.

FOR COUNTY CLERK
R. D. ALLEN,
of Salem.

FOR COUNTY RECORDER
D. G. DRAGER,
of Medford.

FOR COUNTY TREASURER
W. Y. RICHARDSON,
of Stayton.

FOR COUNTY SHERIFF
B. B. HERRICK, JR.,
of Tualuma.

FOR COUNTY CORONER
A. M. CLOUGH,
of Salem.

FOR COUNTY COMMISSIONER
W. H. GOUTLET,
of Woodburn.

PRECINCT OFFICERS
FOR JUSTICE OF THE PEACE
Salem District
DANIEL WHEELER,
of Salem.

FOR CONSTABLE
Salem District
J. C. JOHNSON,
of Salem.

Here's an "ELASTIC" Idea for Spring House-Cleaning

THE Globe-Wernicke Unit Book-Case Libraries are as easy to take down as they are to build up! You can move them from room to room or from house to house without taking out the books.

What a boon to housekeepers! Not to have to take out every book, dust it and put it back in the same old way on the same old shelf. *Globe-Wernicke Book-Case Units* are dust-proof—every unit has a glass door that is lined, and also an anti-binding equalizer that prevents the door jamming or sticking.

• The opportunities for making an attractive home library with these cases are practically unlimited. A set of illustrated suggestions for home libraries mailed free to any enquirer. • No other concern manufactures either the *variety of styles, sizes and finishes* that the *Globe-Wernicke Company* does.

WE SELL THESE CASES AT
FACTORY PRICES



Buren & Hamilton, Exclusive Agents.

Worth the Money.

The Eugene Guard says: The Clatsop county clerk has compiled the primary election expenses at \$1114, an expense of \$1.15 for each vote cast by both parties. Rather expensive, but still we think the end justifies the means.

When the baby talks, it is time to give Hollister's Rocky Mountain Tea. It's the greatest baby medicine known to loving mothers. It makes them eat, sleep and grow. 35 cents, Tea or Tablets. Dr. Stone's drug store.

Saturday

Is the last day of the underwear sale. 75 cents a suit. Steelhammer & Yantis The Toggery.

TOMORROW WE OFFER

Spring Lamb
As well as
Prime Stall Fed Beef.

If you enjoy good Veal, Mutton or Pork. Have our delivery wagon stop at your door.

We make a specialty of promptness. We have our own teams and don't depend on others.

Doe & Kurtz

177 Commercial St., Salem, Or

Bank Money Orders

Make the best form of remittances—better than postoffice or express money orders. They cost less. You don't have to fill out a complicated "application blank." If a Bank Money Order is lost or stolen you get your money back without trouble, red tape or tedious delay. Another thing: If the party you send your money to claims he did not receive it, you can come to the bank and get the records and documents to prove that you sent it. A \$100 bank money order costs 10 cents—just half as much as post-office or express orders.

Salem State Bank

L. K. PAGE, President
E. W. HAZARD, Cashier

BUSINESS BRINGING POINTERS

Frank Farrington Gives Some Practical Hints About Business Getting

If it's a new venture, start in right. If you can't start right, don't start in.

When the head man plans and everybody in the store works with the proper execution of that plan in mind, that's team work. Team work is what makes a business grow.

The public is gullible to a certain extent without doubt—look at the January maslin underwear sales where thousands of women load up with goods that they will not want for months. It is perfectly fair to take advantage of the public's gullibility though.

Special Sales.
The object of special sales is to get people coming your way. You will have to sacrifice some profit to make a success of such a sale. Don't be afraid to do it.

To make more money with the same capital you must turn your money over oftener. Goods must sell faster. You will have to look to advertising to do the trick.

If your store has dull seasons, you are short on the kind of goods that are in demand during those seasons. Find out what the people are buying at those times and get it.

Don't tie up to one line of goods or one kind of goods. You are having occasional calls for some things you don't keep. Put them into your stock and advertise them. Branch out. Keep branching out.

Don't despise the small sales. Five cent and ten cent business is valuable. The nickels and dimes easily make dollars and many a store with nothing to sell but five and ten cent goods has paid its owner a big profit.

About Advertising.
Advertising brings the people into your store; prices sell the goods, but quality is what makes them satisfied with their purchase and satisfaction brings them back again.

Newspaper advertising reduced to its lowest common denominator is simply, with reference to the goods, what, where, and how much. Cover those three points in plain language and you have the secret of good advertising.

Sensational advertising, like yellow-backed literature appeals to the cheapest class of people. Do you want that sort of customers as the backbone of your business?

The two best mediums for advertise

ing are without doubt the store window and the local newspaper. Cheap or slack treatment of either will prove to your satisfaction that advertising is a failure.

Of the local newspapers, the evening paper is the one that is most thoroughly read, the one that goes into the home and which every member of the family sees.

The amount of space used depends on the size of the business. But the larger the advertisement the greater in proportion will be the results.

Distinctiveness Desirable.
Give your store a distinctive name and use that name in advertising with every bit of advertising you do. Run your store on the right basis and the name will become synonymous with fair and square dealing. Then live up to the reputation.

Has your store an individuality, or is it simply like a thousand others, without distinctive features in arrangement, method or stock? Make your store different, and the public will remember it.

In what way is your store managed better than it was a year ago? You wouldn't admit, would you, that you have been standing still the past 12 months?

Don't keep a clerk who insists upon talking outside about the inside affairs of the business.

Generosity in Business.
Business follows the crowd. In other words, business makes business. Get the people coming to your store, whether it is to buy or to look, or only to ask for souvenirs. At all events keep the store looking busy.

How many tight-fisted men do you know who have prospered? Generosity is not as expensive as you think, or and it pays other returns than the mere financial kind.

The man who succeeds where others fail will be the man who looks out for the little leaks. The profits of many a store are dribbling away in little unnoticed leaks.

The ability to give people the goods they ask for will make more satisfied customers than a dozen clerks who can sell something "just as good" nine times out of ten.

To leave your store in charge of some one without practical knowledge of the goods is to invite small disasters.



If the stomach is weak, resort to the Bitters at once. It will strengthen it and thus cure Indigestion, Dyspepsia, Constipation, Flatulency, Poor Appetite, Bilelessness, and Cramps.

The store should always be capably manned.

Treatment of Customers.
Never make fun of customers before or after they leave the store. Check promptly any tendency of the clerks to do so. Remarks made in that way are liable to reach the ears of the wrong people.

You can make more money working than you can visiting, but that doesn't mean you can be short with your customers or lead them out of the store by the ear as soon as they have made their purchases.

The majority of buyers depend upon the say of the seller. Once deceived by him means another store next time. Are your salesmen misrepresenting your goods?

Don't weary a customer for a minute with irrelevant talk. Be sociable and chatty if the occasion demands; be agreeable at all times.

Personals

A. N. Gilbert went to Portland today.

Mrs. B. O. Shueking went to Portland today.

Miss Mabel Bean is visiting friends in Eugene.

Jessie Perkins has gone to Portland to visit friends.

Hon. Walter Griffin, of Eugene, was in the city yesterday.

Prof. P. J. Goodrich returned to Portland this morning.

W. T. Bigdon and wife were south-bound passengers today.

Attorney John McNary was a Portland-bound passenger today.

Attorney Frank Holmes has gone to the metropolis on legal business.

Mrs. Calla L. Martin, of Eugene, is visiting her son, Carey F. Martin.

Dr. E. C. Dalton was among the northbound passengers this morning.

Miss Lulu Rogers has returned to her home in Portland after a visit here.

Rev. Barr G. Lee, of the Episcopal church, returned today from Albany.

Jasper Wanhope, the Socialist orator, left for Albany on the 11:13 train.

Henry Hubbard returned today from a business trip to northern valley points.

Mayor Frank Waters was among the Portland bound passengers yesterday afternoon.

Rev. Father Datin, of Brooks, arrived this morning to spend the day in the city.

S. B. Stewart, the Woodburn real estate man, was in the city yesterday, transacting business. He returned home this morning.

Miss Georgia Paine, of Albany, passed through the city today on her way to Portland.

Chester Murphy returned to Portland this morning, after a visit with his parents here.

Deputy Warden Smith, of the penitentiary, left yesterday afternoon for Eastern Oregon points.

Dr. W. S. Mott went to Portland today. He is a member of the state board of medical examiners.

Charles Dick, the local commercial man, left today for a roundup at Albany and other Linn county points.

W. H. Fisher, one of the guards at the state prison has gone to Baker City, Haines and Sampter for a visit of a fortnight's duration.

George G. Brown, of the state land department, left for Newport today, expecting to return Monday. Mrs. Brown has been there for some time.

Miss Mary Gaston, of Tacoma, who has been visiting in Albany, stopped off en route home in Salem yesterday, and is the guest of Miss Jessie Holmes.

Mr. and Mrs. Harry Holmes, of the

Edison theatre, arrived from Albany this morning. They were accompanied by a company of vaudevillians, who will play here for the next three days.

Rev. Edgar Price, of Cameron, Mo., who comes to supply the pulpit of the First Congregational church for several Sundays, arrived this morning, and is registered at the Cottage Hotel.

H. L. Kelley, of Oregon City, head bookkeeper at the bank of Oregon City, who has been visiting friends at Medford and Mr. and Mrs. D. W. Craig, returned home yesterday afternoon, after a two weeks' rest.

SOME REASONS.

Why Salem People Should Follow This Valuable Advice.

Because this proof is in Salem. You can easily investigate it. Not necessary to experiment. With some untried remedy.

Profit by the experience of a citizen. N. S. Williams, carpenter, of 239 Liberty street, Salem, Oregon, says:

"A number of years ago the doctors told me my kidneys were in bad shape. I came west on account of the trouble, thinking the change of climate would help me, but nothing I did gave me relief in spite of the use of remedies and medical treatment. On procuring Doan's Kidney Pills I found them the best medicine I ever used. At the time I got them at Dr. Stone's drug store I was suffering from an intense burning sensation as if two live coals were placed directly over my kidneys, the secretions from the kidneys were the color of strong black coffee and of a bad odor. After using two boxes of Doan's Kidney Pills I did not have the least pain in my back or trouble with the kidneys. I give all the credit for this to your valuable remedy."

For sale by all dealers. Price 50 cents. Foster-Milburn Co., Buffalo, N. Y., sole agents for the United States.

Remember the name—Doan's and take no other.

To the Asylum.

John Buehler, aged 66 years, and a resident of Sherwood, in Washington county, was adjudged insane yesterday and brought to Salem today. The cause of his insanity is old age and religion.

Deaths from Appendicitis

Decrease in the same ratio that the use of Dr. King's New Life Pills increases. They save you from danger and bring quick and painless release from constipation and the ill growing out of it. Strength and vigor always follow their use. Guaranteed by J. C. Perry, druggist, 25 cents. Try them.

Fire in Washington.

A dispatch from Olympia, Wash., says: State Fire Warden Welty finds himself obliged to begin the organization of his fire-fighting force for the season at once, instead of waiting until June 1st, as heretofore decided upon by the state board. Several reports were received today by the fire warden of serious and dangerous fires in Lewis, Pierce, King, Snohomish and Skagit counties. Deputy wardens will be employed and put to work immediately in those counties.

John Maloney, of Skykomish, in King county, reports that fires are raging in that section for a distance of 30 miles along the Great Northern track, destroying immense quantities of timber, and endangering the lives of people. These fires, Mr. Maloney reports, were started by Great Northern engines, and are now burning within one mile of Skykomish.

CASTORIA.

Bears the Signature of *Charles H. Fletcher*

Complete-Realistic-Profusely Illustrated. The Best Book on the San Francisco Earthquake

Has Been Added to Our Premium Books

PAY \$2.00 IN ADVANCE For a subscription to the *Daily Capital Journal*, and get the great book free. A faithful portrayal of the awful horror of April 18, with illustrations of the devastated territory. Also accounts of previous great earthquakes, fires, volcanic eruptions and tidal waves.

This book is just off the press and sells regularly for \$2.00. Send us that amount and 20 cents to pay postage and you will receive the book free. If you are now a subscriber in arrears, pay up the arrears and \$2.00 in advance. If now paid in advance your subscription will be extended. 20 cents must be added to pay postage.

This book will be given as a premium in our School Teachers' Contest. The boys and girls can easily get the four books if they try.

THE CAPITAL JOURNAL, HOFER BROS., Publishers.