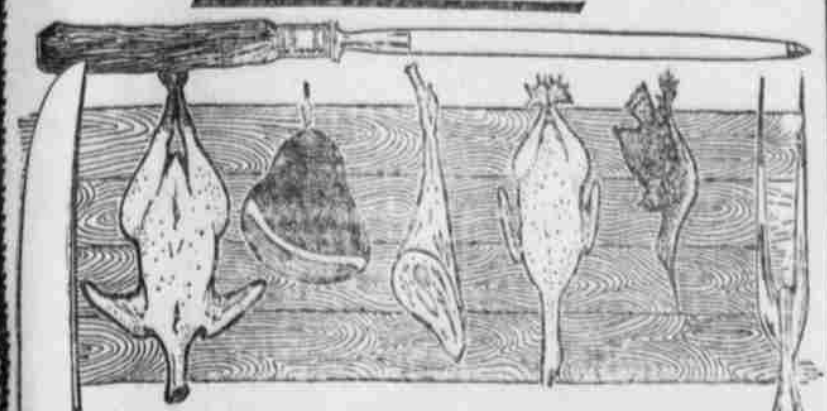


PRACTICAL PRESENTS

Get a Landers Carver



You get the same quality of steel—the same smooth, sharp, keen cutting edge—in a \$2.50 Landers Carver as will be found in the more expensive kind. All the difference in price is for the style of handle, trimmings and finish—the only variation of the blade is in the shape.

Every One Made from the Finest Grade Crucible Steel

Guaranteed free of imperfections and to hold the edge longer and require less sharpening than any other carver made.

Whether it is Cutlery for the kitchen or dining room, we have an exceptional value for you to choose from.

When you give your friends Holiday Gifts, donate something that will be of service to them. Let your gifts be useful as well as ornamental.

STAR SAFETY RAZOR



A MOST VALUED DAILY COMPANION TO MEN OF ALL NATIONS—WHY? It is the Best Safety Shaving Device in the World. Makes self-shaving a pleasant amusement instead of an irksome task. Razor Complete, \$1.50. Handsome Outfits, \$2.00 and up. On sale in our Cutlery Department.

WHY SHOULD YOU SUFFER? Be your own
SIMPLE Use The STAR SAFETY CHIROPODIST
SAFE CORN RAZOR
SURE



THE most painful and annoying corn may be removed in a minute with this simple device. You cannot cut or injure the foot. Price, \$1.00. On sale this week at our Cutlery Department or by mail on receipt of price.

A FULL LINE OF SILVER PLATED GOODS

WADE, PEARCE & COMPANY

Be Not Deceived Quality is Supreme

AS TO QUALITY, EVERY ARTICLE IN OUR STORE REFLECTS THIS VIRTUE TO A CONVINCING DEGREE AND IN PROMPT AND COURTEOUS SERVICE LIES THE SECRET OF OUR SUCCESS IN THE GROCERY BUSINESS. HERE ARE A FEW SUGGESTIONS IN CHRISTMAS DELICACIES:

ORANGES

Nice, fresh and juicy
25c and up.

APPLES

Fancy Baldwin in four and five tiers
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Christmas Candies, 10 cents and up.
All Kinds of Nuts.

Special Prices on Quantities.
BOTH STORES.

ROTH & GRABER.
410 State Street 175 Commercial Street

German Exports of Cotton Goods.

The Germans owe their success mainly to the fact that they have gone into the business on a large scale, at great expense and with a determination to win. In the first place, they carry on what may be called an international producing business. The most successful German manufacturer is not content to operate and sell the products of his own German factory alone, but has purchased or by contract gained control of the product of factories in other countries as well. There are instances in which a German factory thus controls the output of factories in Italy, Spain, England, France, etc. By this method the German producer has increased the variety of goods which is able to offer to the South American market and to maintain his hold on the sales of the particular classes of goods in the production of which his own home factory has special advantages.

In the second place, the German exporter almost invariably places the selling of his product in the hands of a German house in South America, a house more or less directly connected with the home concern and peculiarly interested in its welfare. The home concern, or the connected house in South America, has in its employ and constantly in the field expert travelers, agents or salesmen, who make detailed and frequent reports on the peculiar demands, not merely in any one country as a whole but also in the various localities within a single country. These agents are technical experts as well as salesmen, and are able to figure accurately on the cost of making changes of pattern, etc., in response to varying demand, and to quote figures either on the spot or with a minimum of delay. Through their familiarity with the language and their close and frequent contact with the merchants, and even with the consuming public, they are able to form reliable judgments as to the standing of importing and retail firms, and to know at once what changes of fashion have taken place or are likely to occur in the near future. They are thus able to arrange safely for the granting of the usual six, ten or twelve months' credit, or for selling on open account, as is not infrequently done, and are able to meet promptly variations in demand.

Heart Fluttering.

Undigested food and gas in the stomach, located just below the heart, presses against it and causes heart palpitation. When your heart troubles you in that way take Herbine for a few days. You will soon be all right. 50c a bottle. Sold at D. J. Fry's drug store.

CASTORIA.

The Kind You Have Always Bought
Bears the Signature of J. C. Watson

Be On Hand!

Today, Friday and Saturday. We are going to sell hundreds of

CHRISTMAS SLIPPERS

We will show you what real graceful comfortable and durable slippers are and for what they can be sold. No one has a better variety than we have. No one has such low prices for such good goods

THE FASHION

This year is to give sensible, serviceable gifts for Christmas, and nothing can be more serviceable or more appreciated than a nice pair of slippers.

BE ON HAND

75c, \$1, \$1.25, \$1.50, \$2, \$2.50

E. L. IRVIN & CO.

Practical Shoe Men. Acknowledged Leaders
326 STATE STREET

First Class Repairing a Specialty.

Phone 618

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Wonderful CHINESE DOCTOR

Will treat you with Oriental herbs and cure any disease without operation or pain.

Dr. Kum is known everywhere in Salem, and has cured many prominent people here. He has lived in Salem for 26 years, and can be trusted. He uses many medicines unknown to white doctors, and with them can cure catarrh, asthma, lung troubles, rheumatism, stomach, liver, and kidney diseases.

Dr. Kum makes a specialty of dropsy and female troubles. His remedies cure private diseases when everything else fails. He has hundreds of testimonials, and gives consultation free. Prices for medicines very moderate. Persons in the country can write for blank. Send stamp.

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CASTORIA

For Infants and Children.
The Kind You Have Always Bought

Bears the Signature of J. C. Watson

FOR CHRISTMAS.

Useful and Dainty Little Gifts—How They Are Made.

Somewhere tucked away in the bureau of that prodigy whom the rest of us long to believe purely mythical—the girl who is always ready for every occasion—are the first of her Christmas gifts, carefully laid in tissue paper, with some delicate, sweet smelling powder as accompaniment. For the foolish virgin who is apt to put off her gift making until the last moment the following suggestions may be of value:

A Bureau Basket.

A bureau basket is one of the collapsible croton covered wastebaskets in miniature. It is not more than three inches high, and both sides and base are made and finished separately and joined by narrow ribbons. The basket is left empty for the various little things or is partly filled with tape measure, scissors, thimble and emery.

On one side (outside) is a pocket, gathered on an elastic; on another is a fat pin cushion, and a third has a



A BUREAU BASKET.

needlebook. The fourth is left plain so that the basket may be set flat against the back of the bureau.

Like a number of other things, they may be quite elaborately got up of silks ornamented with tiny flowers and fitted out with all the tiny belongings or they may be made of bits of croton, small patterns being best.

Kodak Film Case.

A unique and at the same time very useful souvenir which one may make to give to a Kodak faddist is a film case. Use four pieces of cardboard, 6 by 8 inches, and cover them with brown linen. On the outside of one cover embroider the word "Films" in attractive script and with effective colored silk. Upon the reverse side outline a graceful spray of blossoms and work the monogram of the prospective recipient. To these ornate covers tie six envelopes with a harmonizing shade of ribbon, threading it through the flaps, also acting as a hinge to hold the covers. These envelopes should be lettered separately with water color paints upon the address side. "Contents," "Dates," "Incidents," "Scenes," "Persons," etc.

Workbag Apron.

For the woman who is expert at embroidery a workbag apron is just the thing. A square of muslin or china silk is trimmed all around with a narrow edging of lace, preferably valen-



WORKBAG APRON.

clences. In the center a large circle is outlined with heading, run with ribbon. When the worker is ready to put away her embroidery she drops the articles in this circle, and when the strings are drawn a dainty workbag is the result.

Baggage Tag Case.

Have you ever been able to locate baggage tags when you most wanted them? Save your friend from a misfortune of this kind by making her a case in which to place the tricky pests. In shape this case reminds one of a rather large, old fashioned watch pocket, except that it would be square were it not for a point at the top of the case.



BAGGAGE TAG CASE.

A slightly stiffened coarse tan canvas goes into its manufacture. One piece about eight inches long and four inches wide is pointed at the top. A pocket half the depth of this foundation piece is attached, and both pieces of canvas are bound with half inch satin ribbon. Tied into the pocket with baby ribbon are a half dozen baggage tags. On this pocket flap and on the top of the foundation are sprays of flowers done in water colors. The particularly pretty case is made of tan canvas, bound with lavender ribbon and adorned with violets. Loops of ribbon are sewed at the top as a hanger.

A Bachelor's Pin Cushion.

Fill a brace or cherry wood pipe with cotton wool or luan and over this gown a little piece of velvet. Next take three yards of baby ribbon and wind it carefully round the pipestem, tying a small bow at each end. Stick some pins in the cushion part, and the result is a dainty trifle, very novel and easy to make for the bachelor's Christmas.

USEFUL XMAS PRESENTS

LADIES

Black Silk Petticoats
Specials \$4.50 and \$6.50
WHITE APRONS.
Trimmed with Lace
PRICE, 35 to 75c.

HANDKERCHIEFS

Some beauties at 25c, 35c and 50c.

HAND BAGS

Extra well made and exceptional values. Medium sizes, 50c; large size, 75c. \$1.25 and \$1.50.

GENTLEMEN

MUFFLERS

Large silk ones in fancy and plain colors, 50c, 75c, \$1.00 and \$1.25.

SILK SUSPENDERS

In plain colors in neat box Price \$1.00.

GLOVES

H. & P. kid gloves, excellent values at \$1 and \$1.25

TIES

Latest style four-in-hands. Large assortment of pretty patterns at 25c and 50c.

Rostein & Greenbaum

298 and 300 Commercial St.