

Semi-Annual Clearance Sale

All the pent-up stock of the season must now flow out. We have waded right into the prices and lopped off a third---a half and sometimes more---completely obliterating profits---all because every vestige of Summer stock must be swept away to make room for Fall Goods already clamoring for admittance.

IT'S A GLORIOUS OPPORTUNITY

Those, who know about our Clearance Sales, will surely be on hand. Those, to whom this will be the first visit, will be surprised to find how well we live up to the letter of our agreement. No disappointments here. One and all will appreciate our Money Saving Prices.

Regular \$30 Suits	\$20.50	Regular \$25 Suits	\$18.50	Regular \$22.50 Suits	\$16.00
" 20 "	13.00	" 18 "	11.00	" 12.50 "	8.50
" 15 "	9.00	" 10 "	6.50		

G. W. JOHNSON AND COMPANY 141 Com'l

HINTS TO EMPLOYEES ON BUSINESS SUCCESS

BOYCROFT PHILOSOPHY, BY FRA ELBURTUS. WRITTEN IN A SINCERE AND KINDLY DESIRE TO HELP THE YOUNG WHO DO NOT KNOW, AND THE OLDER ONES WHO SOMETIMES FORGET.

(Written exclusively for The Capital Journal.)

Your promise to a customer is your employer's promise. A broken promise always hurts; and it shows weakness in the character of a business organization just as unreliability does in an individual.

The chewing of gum, tobacco or paper as a law-exerciser should be eliminated. The world is pronouncing them vulgar, unbusinesslike and dangerous. Keep ahead of your foreman and the board of health in this thing.

Most inaccuracies come from not really listening to what is said, or not really seeing what you put down.

Having promised to obtain goods or information, or to deliver goods by a certain time, do not start the thing going and trust to luck for the rest. Do your own part in full, and then follow up to know that the rest is moving on schedule time.

Remember that the thing specially promised and of special importance needs most watching. "Accidents" and life's "various hindrances" get after just those things with a keen scent.

Keep your shop open. Losing time hurts your growth in your employer's business as it would in your own if your shop were open and closed, off and on. Avoid absence. Be "on the job" all the days and hours the business allows.

Give each customer your whole attention---and just as considerate attention to a little buyer as a big one.

If your business is to wait on customers, be careful of your dress and appearance. Do your manuring before you reach the store. Dental floss is a good investment. A salesman with a bad breath is dear at any price. Let your dress be quiet, neat and not too fashionable. To have a prosperous appearance helps you inwardly and helps the business.

in, wherein he cited 60 cases that he had treated without a fatality and with almost uniformly good results. In the discussion that followed a dozen or more cases were reported by prominent physicians of the state, with the same results and without a single fatality. Since that time many physicians all over the state have been using anti-toxin in the treatment of asthma, and usually with good results. It is now in this manner endeavored to set where for said disease, and the results seem to justify the treatment. The statement made by these physicians is clear and concise, and it is very gratifying to see that they have in this manner endeavored to set a fellow practitioner right before the public. They were certainly disinterested in the case except in so far as they desired that there should be some authoritative reply to the statements of jurymen who were entirely ignorant on the matter which they sought to pass upon.---Medical Sentinel.

INTERESTING TRIP UP THE RIVER:

Uncle John Minto Chaperones a Bivy of Ladies Hence to the Dalles, on the Hassalo this Morning.

(Astoria, July 17.) Hon. John Minto, better known to all Oregonians as "Uncle" John Minto, who has been spending a week or so among his old Clatsop friends, and from which sojourn all concerned reaped a wealth of pleasure and interest, will leave this morning on the steamer Hassalo, as captain of a group of ladies, kins-women and friends of his, with the venerable Mrs. Mary Ellen Carnahan at the head, and Mrs. Martha Carnahan; Mrs. Mary Taylor and Miss Florence Carnahan, for a trip up the Columbia as far as the steamers go, just for an outing and a chance to be together a while longer; the treat being one of Uncle John's clever expedients for giving and receiving pleasure.

One feature of the voyage will be the close scanning of the river on both banks for everything in the way of development and improvement that has insured to the valley during the past 65 years, when Mrs. Mary Ellen Carnahan made her first trip over the lordly stream. And the notes that will be made in this behalf will be well worth the reading if one could only get to them later. Mrs. Carnahan will have much to tell her companions along this line and she can tell it interestingly, too.

The 86-year-old chaperone can add many an item of every definite and historic value that will probably be made the most of by those with whom he is traveling, and taken all in all, the journey will constitute another of those episodes from

which the historic detail of the state is often gathered and stored, for these pioneer people are not yet through contributing to the splendid records they have already built up for old Oregon.

A WOMAN'S BACK

The Aches and Pains Will Disappear if the Advice of This Citizen is Followed.

A woman's back has many aches and pains. Most times 'tis the kidney's fault. Backache is really kidney ache; That's why Doan's Kidney Pills cure it. Many Salem women know this. Read what one has to say about it:

Mrs. B. Schreiber, of 560 High St. Salem, Oregon, says: "The good reports I had heard concerning Doan's Kidney Pills induced me to procure a supply. I had been suffering from incessant backache which not only troubled me through the day but broke my rest at night. I began to feel the effects of Doan's Kidney Pills after I had taken a few doses. Relief speedily came and then an absolute cure. There has been no sign of the backache nor any other symptoms since. I am only too pleased to let others know of such a valuable and effective remedy."

For sale by all dealers. Price 50 cents. Foster-Milburn Co., Buffalo, New York, sole agents for the United States. Remember the name---Doan's---and take no other.

HOOD RIVER APPLE YIELD ESTIMATED AT 100 CARS

Cold Storage Plants Will Provide for Big Crop Which May Require New Methods of Marketing.

The approach of the apple season at Hood River is causing growers and shippers to put on their thinking caps and estimates as to size of the crop are already being made. It is admitted by all who are familiar with the condition of the half grown fruit that this year's crop is one of the finest that ever hung on the trees here both as to quantity and quality. Weather conditions in the spring and early part of the summer were most favorable in giving the young fruit a good start and there is no reason to believe that it will not mature into the greatest and best crop of apples that were ever shipped out of the valley.

Estimates as to number of boxes of apples that will be shipped from Hood River this year run all the way from 225,000 to 400,000. These figures are the guesses of those who have made a considerable study of the question and while there is a rather wide variation between the minimum and maximum figures as to the production it is accounted for by a difference of opinion as to what the young orchards which will come into bearing this year will produce. A safe estimate is thought to be in the neighborhood of 250,000 boxes which will make a shipment of something over 400 cars or almost double the quantity of fruit ever placed on the market by Hood River in previous years.

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O WHEN A PIECE OF MA-
O CHINERY BECOMES USE-
O LESS TO YOU, A "FOR SALE" O
O AD. BECOMES USEFUL TO O
O YOU.
O WHAT HAS COME TO BE O
O "JUNK" TO YOU, MAY BE O
O THE ONE THING NEEDED TO O
O SOME ONE ELSE.
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REYELTZ IN SERIOUS RUNAWAY

A very disastrous runaway occurred yesterday afternoon when the fine driving horse of P. W. Reyeltz, the proprietor of the South Commercial butcher shop, took fright due to the breaching giving away and the buggy running on her heels.

The accident took place while Mr. and Mrs. Reyeltz were returning from a trip in Polk county, and while descending the steep hill near the Wallace place, the hold-back on the harness gave away letting the rig run on to the animal's heels causing him to plunge forward breaking the belly-band. Mr. Reyeltz did all in his power to stop the frightened animal, but seeing it was useless, told his wife to jump which she did braving herself in several places. Reyeltz held to the rig for a mile or so more, and finding all chances of stopping the horse gone, jumped from the rig just as it was at the top of another hill.

The horse ran as far as the blacksmith shop at the intersection of Chemeketa and Commercial streets, where he ran into a telephone pole on the corner, tearing a wheel from the rig; then went up Chemeketa to Liberty street and south around the block to Commercial again and then north toward the barn in which he is kept. A Salem man, who grabbed the bridle just at this point, lost his hold causing the horse to shy into the front plate glass of Moyer's machine shop completely demolishing it.

DeWitt's Witch Hazel Salve is especially good for piles. Recommended and sold by all druggists.

CASTORIA.
The Kind You Have Always Bought
Bears the Signature of *Wm. D. Druggist*

As a salesman, know your stocks---what you have, and the facts of make, use, beauty and fashion which help and interest a customer. This will make you enthusiastic over your goods, and a good salesman without your knowing it. However, do not be too eager or unduly talkative.

If customers are fault-finding---forget it.

A Correction--

An item in this paper gave the impression that P. N. Lathrop, who is charged with perjury, failed to appear in court at the time set for his trial. Such is not the case and the defendant in this case says he is anxious for trial, and has at no time tried to evade trial or delay the same. The item did Mr. Lathrop an injustice which we regret.

Use DeWitt's Little Early Risers, pleasant little pills that are easy to take. Sold by all druggists.

Waller & Hentschel

Successors to E. Eckerlin
"The Elite" Hotel and Cafe
146 and 148 Commercial Street
Meals 6 A. M. to Midnight. Excellent Merchants' Lunch, 25c. Sunday Family Dinners and Banquets a Specialty.

DR. KUM

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 20 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 disease 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. If you want some extra fine tea, get it from us.

DR. KUM BOW WO CO.

GERMAN BAKERY AND CONFECTIONERY

Now under new management
SCHLERET & SCHNEIDER

Proprietors
Complete line of fresh and up-to-date bakers goods delivered to all parts of the city free. We are proud of our party and wedding cakes, delivered on short notice. Give us a trial is all we ask. Store corner Twelfth and Chemeketa Sts. Phone Main 961.



THE BEST ROAST THE FAMILY EVER HAD

Can be obtained from our prize tender and juicy beef, mutton or pork. All our meats are selected from the choicest, and prepared in the table to suit the demands of the fastidious. Our prices are lower in quality than you can find at any place in Salem.

E. C. CROSS, Phone 291, 870 State

Salem Fence Works

Headquarters for Woven Wire Fencing.
Poultry Netting, Pickets, Galvanized Maltoid Roofing, P. & D. Roofing, Screen Doors and Adjustable Window Screens.

CHAS. D. MULLIGAN

Successor WALTER MORLEY, 250 Court St., Salem, Or.



Kennedy's Laxative Cough Syrup

Relieves Colds by working them out of the system through a copious and healthy action of the bowels. Relieves coughs by cleansing the mucous membranes of the throat, chest and bronchial tubes.

"As pleasant to the taste as Maple Sugar"

Children Like It

For BACKACHE---WEAK KIDNEYS Try DeWitt's Kidney and Bladder Pills---Sole and Sold BY ALL DEALERS

We Sell Vinol

on the positive guarantee that if it does not give satisfaction we will return the entire amount of money paid us for it. We mean this---and ask all those who are sick and need strength to try it with this understanding.
G. W. PUTNAM CO.