

# Wisdom, the Wealth of the Wise

## SIEZE OCCASION

### It is better to walk a mile and live in your own house than a few steps and carry the rent chains

Buy your own lot. Plan your own house. The installment plan assists you. The best of all investments today, Mr. Workingman, is in

# West Salem

Terminus of Salem, Falls City & Western Railway. The hub of future commercial enterprises. Big factory already completed. Fine residential districts. Lots on installment plan.

### Now Is Your Opportunity, Act in the Living Present. \$5.00 Down and \$5.00 Per Month Without Interest

A great financier once said he attributed his success to the fact, when others were thinking he decided, and when others had decided he had executed.

### West Salem is a Sound and Productive Investment. We invite You to See For Yourself

# Waters Brothers' Investment Co.

State Street United States National Bank Building Ground Floor



## IT'S A SIGN OF WISDOM

To be thinking of owning some real estate. It is wisdom itself to act on the thought. If you are in earnest about owning your own home we can help you. Drop in and talk matters over. We have several propositions that mean good money for those that take them up. Why not you?

### Some of These May Interest You

- We have a cozy 5-room cottage, in choice location in East Salem, near car line; plenty of fruit, flower beds, etc., \$1800.
- New up-to-date 6-room cottage on 18th street, at a bargain, \$2300.
- Eight-room house and choice lot on Cottage street, close in; if taken soon, \$2000.
- Fine new modern 7-room house, close in on Chemeketa street, rustic barn. If you are looking for something choice this will interest you, \$4500.

### Farms and Acreage

- 120 acres, near good town, 10 miles north of Salem; 90 acres in cultivation, balance timber, 6-room house and barn, \$6000.
- 100 acres, all in cultivation, new house and barn, one-half mile to school and three miles to good railroad town, \$6100.
- 30 acres, all in cultivation; well improved place; two miles from Salem, \$275 per acre.
- 25 acres rich black soil, three miles from Salem; 20 acres just set to apples, \$5000.
- 21 acres, seven miles from Salem, in Howell Prairie; house, barn and hop house; 14 acres in good hop yard, \$3650.
- 20 acres, house and barn, one mile from steel bridge, in Polk county, \$5000.

If what you want is not set forth in this advertisement, call at our office for large printed list of property for sale. Our booklet contains, not only a description, but also the prices of property for sale in all sections, both city and country, and will prove a valuable guide to the buyer.

# H. A. JOHNSON & CO.

388 State Street, Salem, Oregon, Ground Floor

### DO YOU WANT A HOME? WE HAVE THEM.

106 acres, 70 in cultivation, balance good timber. All fenced and good land, on splendid road in 7 miles of Salem. Only \$50 per acre. A snap.

575 acres, 5-room house, 2 barns, goat house and orchard; 200 acres in cultivation and crop; 200 acres open pasture, good; balance timber; well watered; all stock and machinery goes; only \$20,000. See this before you buy.

18 acres new 4-room house, barn, orchard, fine well, 10 acres in cultivation; three acres of fine timber; balance pasture; all fenced, on good road. For a few days only \$2700.

We have houses in all parts of city, from \$800 to \$7500. See us, we can suit you.

Some fine lots close in cheap. We have some choice acreage in small tracts. House to rent, etc. If you want to buy, see us. We sell them.

A. C. SMITH & CO. Phone 1507 544 State St.

### SOMETHING NEW

Good 6 room house, barn, well, fruit trees, 2 fine lots for only \$800. Terms easy.

A good 4 room house, barn, fruit, etc. Lot 100x185 ft., 2 blocks from car. \$1400.

A fine 20-acre tract 5 miles out, running water; good well; 2 barns; orchard; 3 acres timber and pasture; 3 cows; 1 heifer; 2 calves; 2 horses; wagon, buggy, hack harness; all tools; 50 chickens; 100 bus. potatoes and corn. A snap at \$4000, terms.

A beautiful 20-acre home; good 9-room house; 2 barns, orchard. All kinds fruits and flowers. This is a dandy, close in. Terms, see it.

12 acres, close, fine improvements. Lots of fruit. Just outside of city, cheap. \$2700.

40 acres 5 miles out. Good improvements, fruit etc.; no better land, fine location. This is worth seeing; only \$7500.

5 acres of splendid orchard, 6 miles out; mostly winter apples; no buildings. \$1500.

Two nice lots on State St., \$400 each.

Good new house and lot, north front, \$1,000. Easy terms, small payments.

5 room house, north Commercial St., \$1,000.

Houses in all parts of city for sale and rent. Fruit tract orchards, small and large farms. For bargains of all kinds see me. Also employment for both men and women, all lines of work. Notary work and insurance.

For the best opening, in a fine, new progressive town on the Chicago, Milwaukee & St. Paul R. R. at Othello, Washington. Lots from \$75 to \$500, easy payments. Guarantee steady work, at good wages and if property is not as represented your money back with expenses.

### SEE R. E. RYAN FOR RESULTS Cor. Commercial and Center Sts.

### FARM BARGAINS

205 acres 4 miles from Dallas; 190 in cultivation. Good house and two barns. Price \$14,000. Terms, \$1500 down, \$50 cleared. New house and two barns; 4 miles from Dallas. A snap. Price \$25 per acre.

58 acres all cleared. 15 acres hops, two acres of orchard. Good house and barn. Mineral springs on place. Price \$150 per acre.

40 acres near Shaw 11 acres in fruit. Horse, cow, 100 chickens, wagon, buggy, harness and all tools go with place. Also some oats and wheat. Price \$5,000.

HUGHES & PARKER, Salem, or HUGHES & BIRD, Dallas.

## NOT DIVERSION BUT GROWTH OF COUNTRY

### Striking Evidences Seen in Recent Activities on Texas Gulf Coast---Galveston Lays Foundations---Millions Expended as Bases for Great Port, City and Pleasure Resort---Garland of Orange Blossoms.

Perhaps the most striking evidence of the growth of this country in general is to be seen in the trend of commerce and immigration in recent years, and particularly in the movements now in progress, commercially, industrially and agriculturally, along the gulf front of the state of Texas.

When the improvement of Galveston harbor was undertaken in 1890, Galveston folks figured that a large volume of business would shift from the Atlantic ports to the new gulf outlet as soon as the big ships could come up to the wharves, as Galveston would furnish "the line of least resistance." But in this they were disappointed for a time. Water can't be made to run up hill. Railroads leading from the "granary of the nation" continued to take products for export to the Atlantic ports, albeit rates slumped. The dream of diverting commerce was not realized.

Within the last few years the commerce of the port of Galveston has grown enormously. It is now \$82 per cent greater than in 1890. Growth of the west and southwest, in general, is the cause. Atlantic ports are still doing business at the old stand. But they have become crowded. To expand their terminal facilities and to build to them new lines of railroad would involve enormous expenditures. It is cheaper to build to the gulf, and the great railroads of the west have been putting out lines to that body of water, as the cotton plant sends its roots to moist soil in a dry season. Upon the surplus commerce Galveston is growing. The Atlantic reservoir is full; Galveston and her sister ports of the gulf have become

the spillway for the nation's foreign commerce.

**Influence of the Big Ditch.** Some diversion will in all likelihood come with the completion and utilization of the Panama canal—not because of the gulf ports are so much nearer the Atlantic portal of the canal than are our Atlantic ports but because the gulf ports will then be as favorably situated as are those of the Atlantic seaboard in respect to Oriental and other Pacific coast commerce. At the present time they are the least favorably situated of all American ports in that regard, in consequence of which Oriental business moves by rail to Pacific and Atlantic ports even out to Texas.

**Finding Room in Coast Country.** Likewise the Texas coast country, the great coastal plain, is being rapidly populated, developed and utilized, not through a process of diversion, but because the surplus of inhabitants from older sections is here finding elbow room. No part of our country is yet crowded as is Europe and Asia, but Americans have been accustomed to plenty of breathing space and demand it. The pioneer spirit yet lives. Whenever a section becomes moderately thick in settlement, the nomadic impulse asserts itself. Thus, the new sections get settlers, not so much because of superior advantages in soil and climate as because they have breathing space; and they do not get settlers in considerable numbers until that space is needed.

Transportation facilities, of course, have much to do in determining the choice of the homeseeker. Transcontinental railroads, ocean to ocean lines, which were stretched across the country in the '60's and '70's, afforded access to sufficient new country to last for many years. In consequence the triangle of Texas, which lies below the southernmost of these transcontinental lines, was practically neglected until recent years. Hither, curiously, it was early the subject of colonial effort, for in 1685 the Chevalier LaSalle planted the ill-fated colony, St. Louis, midway the Texas coast. Not until the latter half of the nineteenth century, however, was much progress made in the settlement of Texas, and then the building of transcontinental railroads to the north left the lower triangle of the state to one side, and only within the last twenty years have the ports been sufficiently developed to make its seaboard important.

**Taken Out of the Back Yard.** But this strip of country has been taken out of the backyard. A railroad traverses the coast country from end to end, following the trail which General Taylor made on his march to Mexico. This road was built five years ago, partly to open this country to settlement, partly to establish a new short line to the City of Mexico. Benjamin F. Yoakum, the railroad magnate, projected it. He is a Texas product; grew up as a farmer boy, raised and sold fruit trees, and knows a lot about agriculture and horticulture. When in training for his big work he learned that some of the pioneers of the coast country were successfully growing oranges upon a small scale. He stored this information away, and, when he got out upon

the proposed site of the hotel is on the gulf front, across the island from the scenes of shipping and trade, "far from the madding throng's ignoble strife." Bases for the expectation that a high-class resort will be developed are salubrious climate, an incomparable beach—long and shelving, splendid for sunbathing and affording thirty-two miles of fine driveway; the matchless Seawall boulevard, three miles in length, connecting at one end with the beach and at the other with oleander and palm-lined Broadway; and through it with the Causeway and the shell road to Houston, fifty miles north, the whole affording opportunity for the most lordly automobilism on the continent. Also there are aquatic sports, fishing and hunting, from the tamest to the gamest, and a city of quaint charm.

All of which development and projected development, as was said at the outset, is evidence, not of diversion, but of the tremendous, restlessness growth of our common country.

**The Sound Sleep of Good Health.** The restorative power of sound sleep can not be over estimated and ailment that prevents it is a menace to health. J. L. Southern, Esq. of Dallas, Wis., says: "For a long time I have been unable to sleep soundly nights, because of pains across my back and soreness of my kidneys. My appetite was very poor and my general condition was very much run down. I have been taking Foley's Kidney Pills but a short time and now sleep as sound as a rock. I can enjoy my meals and my general condition is greatly improved. I can honestly recommend Foley's Kidney Pills as I know they have cured me." J. C. Perry.

**SEE SAVAGE & PRUNK For Farms and City Property 195 S. COMMERCIAL ST.**

## NOTICE TO OWNERS OF PROPERTY

### Owners of Farms Large and Small, Improved or Unimproved

On the 10th day of April the wholesale real estate firm of P. C. Lavey & Company will begin, at its offices in the cities of Salem and Portland, Oregon, the listing of every available farm that is for sale in the Willamette Valley. We will not list farms for sale on commission, as this firm does not sell on commissions.

### We Want to Buy your Farm Outright.

Here is a form for you to Fill Out and Send in to Us.

Owner			
Address			
Price	Cash	Mortgage	
\$	\$	\$	at per cent
Section	Township	Range	
Terms			
State	County		
No. Acres	Cleared	Slashed	
Pasture.	Timber	Kind	
Fruit	Kind	Age	Condition
Soil Character of Land			
House			Cost \$
Barn Other Buildings			
Mortgage	Rate	Due	Taxes
Fences		Miles from	
Water	Insurance	Windmill	
Distance from School		Exclusive Agency	
Remarks:			

Address all Mail Regarding this Advertisement to **P. C. LAVEY COMPANY** WHOLESALE REAL ESTATE. U. S. National Bank Building Saem, Oregon.