

# WHAT DO YOU KNOW VALUES?

**KNOWLEDGE COMPETITION.**

The CAPITAL JOURNAL today announces a novel and interesting competition, the basis of which is familiar to all. It is a commercial life and practical acquaintance with her various firms and business houses.

A number of questions are asked. Who will answer them? As will be noted, several attractive prizes are offered as a stimulus to competition.

Answers, to be correct, must have firm names correctly spelled and in the usual style of the firm name. By this is meant that it will not be sufficient to merely say "Smith's" or "Smith's Grocery," when the firm's name and style is "John D. Smith & Bro." Where the location or street number is asked for it must not be omitted. For "location" give the street number or numbers, where possible.

The correct answers to the various questions are already on file at this office, and in each instance have been furnished by the firms themselves. There will be no chance for dispute.

Competition closes Thursday, September 8. Answers will be numbered consecutively as they arrive, and the first prize will be awarded to the first correct answer. The first prize will be \$15.00, and so on. Legibility and neatness will also be figured in the contest.

This will be replenished next week with the correct answers, together with the list of prize winners. Every man, woman and child who reads this is welcome to enter the competition, except employes of the CAPITAL JOURNAL and their families. All answers must be sealed and signed with full name and address.

Address all answers to: KNOWLEDGE CONTEST, CARE OF THE CAPITAL JOURNAL.

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**NUMBER 1**

What big furniture store in this city do you go to buy Globe-Wernicke office furniture, Vudor veranda furniture, South Bend Malleable ranges, Caloric Cookers, Kaiser's Western views, and many other specialties that can not be found elsewhere in this city? This store is furnishing the new Hotel Marion from top to bottom. This store has been handing out the bargains to the Newly Weds, the New Comers, and to each and all who had need for them for fifteen years past. It fills three floors, 80x100 feet. They have everything to furnish the home. It is different and larger than all the other furniture stores. They have excellent show rooms and they delight to show people just to look at. You are to give the name and street number of this big and enterprising establishment.

**NUMBER 2**

What is the name of the bakery that has been doing business at the old stand for a quarter of a century? The output of this bakery is larger than that of any other in the city, and the quality the very high. All bread is baked out of flour, but the fact that some of it is superior to others is proof that the baking has much to do with the quality. The well known brand of this bakery, the "Butter Nut," has the seal of quality on every loaf—and none is genuine without the seal. This bakery runs two wagons daily to all parts of the city, and they ship by express to surrounding towns. They are "way-up" on cakes and pastry, too. Give name of bakery and location.

**NUMBER 3**

Any sort of review of Salem's industrial and commercial institutions would be incomplete without mention of this great lumber concern, although its identity cannot be disguised. It was established here in 1905. It gives employment to 123 men. It manufactures and supplies Oregon fir lumber in every dimension. Also lath, shingles, doors, windows, mouldings, building and roofing materials, wall plaster, lime, sand, gravel, cedar posts, face brick, fire brick, fire clay, tile, etc. They have mills in this city and at Newburg; sash and door factory at McMinnville, and lumber yards at Independence and Albany. It will be necessary to emphasize the fact that they are in position to furnish building materials direct from producer to consumer. Give the name of this company.

**NUMBER 4**

What is the name and where is located the newest and most modern garage in the city? There is every facility for the proper repairing and taking care of automobiles. This garage was only completed this year. They occupied a part of it last year, but now it is completely done and ready for business. At this garage they sell the world's champion long distance car. Do you know what car that is? It made a 10,600 mile non-stop run—Maxwell. The engine ran continuously for over 24 hours. A car that will do that is a good one to tie to. Also handle the Columbia, gas and electric, and can furnish a car from \$700 to \$3,800. If you are desirous to buy a car they will be glad to have you call at the garage and let them demonstrate for you. They have the cars and can deliver them. A 1911 model now on exhibition. Give the name of the manager here.

**NUMBER 5**

What institution in Salem comes into the mind very readily when there is a fence to build, a gate to swing, or something of that sort? They manufacture fencing to order, or sell the American or the Elmwood fence, for farm, field and ornamental purposes. Any kind of a fence you want you will find it here and at the lowest price. They also manufacture and sell farm and yard gates, and deal in poultry netting, shingles and roofing. The latest and most approved and durable hen baskets are also manufactured in this establishment. It is one of the five industries of the capital city, and is under vigorous management,

which is reaching out for trade in all directions. Give name of works, name of proprietor, and location.

**NUMBER 6**

What is the name of the oldest and largest bank in Salem? This bank has been a bulwark in the financial history of the Willamette valley since the early days. The date of its original entry into business life was about 1860. When Gen. Grant was running for president the first time. The last official report of this bank shows total resources aggregating \$2,450,193.15. Its capital stock is \$500,000. Notwithstanding they pay no interest on deposits and carry no city, county or state deposits, they have amounted to \$1,940,603.45. The statement showed that they had at that time \$521,816.18 in actual cash in their vaults, and almost an equal amount due from banks, brokers and other institutions. This undoubtedly the kind of a bank the cautious depositor is in search of.

**NUMBER 7**

This paragraph represents the leading implement house of the capital city. We will name some of the goods they keep and then you are to give its name and location: John Deere and Moline vehicles and wagons, McCormick harvesting machinery, Aultman & Taylor engines and separators and clover hullers, Kenyon drills and seeders, International gasoline engines, John Deere and Benicia Hancock disc plows, John Deere and Syracuse plows, New Home and Wheeler & Wilson sewing machines and needles, and parts for all machines. This big house has been doing business here eight years. One partner has retired. They aim to have everything in the way of tools for the farmer, and they make the price right. What is the name and location?

**NUMBER 8**

Where is the meat market that has the metal lining on the sides and roof? No microbes there. Also give the name of the proprietor. It has been under its present management since the first of June this year. Handles all kinds of fresh and cured meats, sausages, lard, etc., and has a big trade. It is the little market with the big business. You don't have to go galavanting out to the city to buy meat; it is right in the city to the business center. When you go in you will find yourself looking into some fine plate glass show cases dominated by cold storage. It is one of the best places in the city to get good meats.

**NUMBER 9**

Where locate the plumber who has been doing business in Salem for nineteen years, and who is the manufacturer of "Economy Boiler," which has a reputation of being the best heater for any kind of a building. He has put in hundreds of them in this city, and they all give perfect satisfaction. He does all kinds of plumbing and tinning, employs a number of men, and is "on the job" all the time himself. His masterful eye catches the even man who does not right. He will give employment to no other kind. It will be wisdom for you to let this man figure on your job. Nothing adds to the comforts of a house more than good plumbing, and from him you will be able to get it.

**NUMBER 10**

The industry of cleaning and renovating clothing has grown to large proportions in every city. Clothing is made to look like new and double the wear is obtained thereby, without violence to the personal appearance. The house under discussion is one that does it right. They also do dyeing, altering and repairing of all kinds, for both ladies and gentlemen, and guarantee their work to give perfect satisfaction. A tailor house has a familiar name which you are to give, also the name of the proprietor and the location. In writing the name of this institution you will give Salem's relation to the world, and in finding the location you will strike a live wire crossing the railroad.

**NUMBER 11**

What is the name and location of the large new music house? The company is an incorporated one, with ample capital to handle the business to the greatest advantage. They have a very large line of pianos, organs, talking machines, records, and musical merchandise of all kinds. They also have the Singer sewing machine agency for Salem, and are going to make things interesting all along the line. They have a splendid new store and every facility to do business in the most satisfactory manner. The store room is 24x36, nicely fitted throughout. You are invited to search them out and have a "look in." They sell the Baldwin line of pianos, splendid instruments, all prices, on easy payments.

**NUMBER 12**

Where is the place in Salem to get all kinds of building materials—cement, lime, plaster, sand, gravel, all kinds of brick, chimney and roof tile, etc.? The same company are hustlers in the transfer business, hauling everything from a trunk to a load of cement. This institution has been a going one for many years but there has been a slight change in name. They occupy a large warehouse in the nearby manufacturing district of the city, having an office in one corner. They will give very low prices on any kind of building material or transfer work. Give the name of company and location.

**NUMBER 13**

What is the name and location of a well known machine shop which takes its name from the street on which it is located? This works has been a going institution here for eighteen years. Eleven years ago it commenced in its present stand. Prior to this time it was located down near the S. P. station where fine made shop work of the plant. At this shop they are prepared to do all kinds of machine work, making a specialty of threshing engines and farm machinery. They also do repairs on automobiles and marine engines. The equipment is of a high class and the workmanship is of the highest skill. You will also give the name of the manager.

## THE PRIZES

Cash	.....	\$15.00
One Month's Scholarship,	Capital Business College	.....
One Doz. Photographs,	Trover's Studio	.....
Millinery order	McNeel Sisters	.....
Trade order J. A. Patterson's Store	.....	\$ 3.20

the lowest market price. Give the name and location.

**NUMBER 20**

What is the name and location of the veterinary surgeon who has been practicing the profession here for eighteen years? He is a graduate of the Royal College of London, England. He treats all domestic animals, horses, cattle, dogs, cats, chickens—anything that has a tail to wag. He is doubly reinforced by his years of practice, added to his scientific education in one of the best institutions in the world. He enjoys a clientele which keeps him very busy. If you are the owner of animals of any kind it will pay you to make a note of his name and address in your address book. The name is not "short" at all.

**NUMBER 21**

There is a home manufactured brand of paints in Salem. What is its name and where are the works located? They manufacture paints, stains, fillers, shellacs and wall tints, and are wholesale and retail dealers in varnishes and painters' supplies of all kinds. They have been manufacturing for two years past. The word in the name of the company which you will not comprehend its meaning is simply the name of a city in Italy from which the mineral substance that makes for such excellence in the durability of paints is imported. By patronizing this institution you get the best and most durable product and give aid to the up-building of a home institution.

**NUMBER 22**

What do you know about Chiropractic for the cure of all kinds of diseases? It is a form of healing that is making rapid strides, and it stands every one in hand to familiarize himself with its tenets. It is in line with advanced thought and many patients are being benefited daily by its application. Salem has an able representative of the theory and practice and you are to give his name and location. Chiropractic is based on a correct knowledge of the nerves. It adjusts all displacements and allows the nature to heal. It constructs the broken down tissue. No drugs or knives are used in Chiropractic treatment. Consultation and examination are free.

**NUMBER 23**

What is the name of the modern building erected by a reliable contractor, will be found this modern institution, conducted by two young ladies recently from the east. They cater to the improvement of the personal and physical appearance of the young of both sexes. They have two departments—one of chiropody, manicuring, scalp treatment, shampooing, hair dressing and facial treatment of all kinds, permanently removing superfluous hair, birthmarks, warts and moles. The other is the giving of Bore Oven hair, salt glows, French oils and electric rubs, mighty good for rheumatism, poor circulation and nervous troubles. In the east many people are giving more attention to this sort of treatment rather than any other. They have a big stock of furniture, carpets, rugs, wall paper, stoves, ranges, crockery, etc. The man who loves his home is the man who loves to buy furniture but the stock and prices at this store are a temptation even to the older fellow. If we told you whether this house was located on a corner or in the middle of the block you would be able to pick it out at once. Give name and location.

**NUMBER 24**

What large furniture establishment in the Cherry City carries the Arcadian Malleable Real Oak tables and ranges? This furniture house has been a going institution here for over six years and has recently taken in a new partner. They are complete house furnishers. Their slogan is "Better goods, less money." They have a big stock of furniture, carpets, rugs, wall paper, stoves, ranges, crockery, etc. The man who loves his home is the man who loves to buy furniture but the stock and prices at this store are a temptation even to the older fellow. If we told you whether this house was located on a corner or in the middle of the block you would be able to pick it out at once. Give name and location.

**NUMBER 25**

What is the name of the brand of butter that gives such universal satisfaction in the Capital City? Also give the name and location of the creamery that produces it. This model institution has been running here three years. They run two wagons supplying regularly to large number of the best families in the city their supply of pure milk, cream and butter. At the creamery everything is perfectly sanitary. There is no institution in existence that takes greater care for cleanliness and sanitation. This is two-thirds of the battle in making good butter. Two energetic young men are at the head of this enterprise. Give their names.

**NUMBER 26**

What is an undertaking establishment which has been taking care of the departed for a good many years. It has been within the past year that a partner has been taken into the business, and the institution is just now going through a renovation by the painters and decorators. It is being made over into a more attractive place. They have funeral supplies of all kinds, have two fine hearses. One of the firm is a graduate embalmer. They are modern in their ideas of undertaking and know how to conduct every phase of the business with order and decorum. They have elegant chapel and rooms. They are always the first

office to be notified when death comes without doctor's attendance. What is the firm name and location?

**NUMBER 27**

This number represents two live wires in the real estate business on Court street. They have been in business three years, handling all kinds of property, farm and fruit lands, timber lands and improved and unimproved city property. They have done their share of boosting for Salem and the Willamette valley, and have been instrumental in locating many people in new homes and providing others with profitable investments. They are just now placing on the market the Conforth tract, just south of the city. It is to be sold in small acreage tracts on easy terms. It is very choice property. They also handle loans and insurance, conduct an employment bureau, have a notary public, do conveying, and are agents for Trans-Atlantic Steamship lines. Give the name of the firm and their location.

**NUMBER 28**

Insurance that insures, that is the business of this firm. They represent companies that head the lists in their respective lines. They write fire, marine, accident, and automobile insurance. They also represent the United States Fidelity and Guaranty Co. furnish fidelity and surety bonds. Some of their fire companies are the Home of New York London and Lancashire, Westchester, Springfield, Michigan, Hartford, Niagara, Queen and Sun—all gilt-edge, dollar for dollar companies, of ample assets and reliability. The insurance business is a business. No man can conduct it intelligently, looking safely after his clients' interests without making it a close and separate study. Anybody can write insurance but when the time of trouble comes will it be what you ought to have? This firm has been devoting their entire time to the business since 1906. What is their name and location?

**NUMBER 29**

This paragraph represents an experienced veterinarian whose name and location you are to give. His alma mater is the well known Mc-Killip veterinary school in Chicago, and to that has been added about twelve years of actual practice, principally in the state of Michigan. His first visit to Salem was in April, attracted by our fine climate and opportunity for growth and development. He has established himself in connection with a large feed stable and his services have been in demand from the poultry raisers, owners of game fowls, lameness, dentistry, and diseases of the foot. Treats all domestic animals.

**NUMBER 30**

Where in Salem do you get the wet goods that go right to the spot if you know where that is? This is a large wholesale and retail establishment which has been a going institution for fifteen years. Occupies two large rooms. Makes a specialty of family trade, delivering to all parts of the city in large or small quantities at wholesale prices. The carter in the window are of interest alike to old and new settlers. At this store they can meet the taste of the most critical epicure. Everything guaranteed under the government pure wool label. The goods are guaranteed to last. They also spend many millions of dollars to protect you but it is wasted unless you do your part. Give name and location.

**NUMBER 31**

What brand of flour is it that appeals to the people of the Willamette valley? It will not be much of a task for you to figure this out but we interpolate the important point here just by way of impressing it on your mind. You are also to give the name of the milling company which produces it. It is the only large mill in Oregon run by water power. It has been one of the institutions of Salem for thirty-five years. It has been tried by fire and came through brighter and better than ever. There is no better flour made in the state and it is a satisfaction that people of the Willamette valley realize it. More and more it is becoming the universal custom to demand from the grocer this brand. Its excellence is penetrating the whole state, and its market is reaching out in all directions.

**NUMBER 32**

Who is the plumber in Salem who makes a specialty of windmills, pumps and tanks? This house in times past has probably erected in the county as many as five hundred windmills. Takes a whole lot of wind to run that many windmills, but think of the power they develop. The Aermotor is the leader and requires less wind than any other. They have a big stock of hardware, stoves, ranges, crockery, etc. The man who loves his home is the man who loves to buy furniture but the stock and prices at this store are a temptation even to the older fellow. If we told you whether this house was located on a corner or in the middle of the block you would be able to pick it out at once. Give name and location.

**NUMBER 33**

Who are the live wires who do a large portion of the contract work in "electricity" all around the city? And where is their place of business? Here will be found a line of electrical fixtures, electric irons and all kinds of electrical supplies. They are young men and they have been doing business here about two years. They take all kinds of electrical contracts for house wiring, installing motors and electric fixtures of all kinds, doing the work on the big hotel. Tell them your "troubles" over the phone and they will rush to your relief. To spell the firm name you are forced to make the capital "H" work overtime.

**NUMBER 34**

To whom do you go for cleaning and pressing when you have some delicate fabric which you are not willing to entrust to the ordinary establishment? The dry or French cleaning process is one of the important textile discoveries of recent years. But the process is also somewhat complex and difficult. This is where the many years' experience and complete equipment of this well known institution comes in. They clean everything, both ladies and gentlemen, and they do it right. They also do all kinds of renovating, rolling, etc. They also

so do merchant tailoring, making high-class home tailored suits at \$25 and up. Nice display of new Fall suitings. Give name and location.

**NUMBER 35**

Where in Salem is the place to get everything that swims and a good many things that fly—and then some? This market has been doing business here for nine years. Fresh fish, poultry and game, and fresh eggs, he always has the best and at the lowest price. You can get clams, crabs, oysters, any kind of ocean foods that are in market will be found here. Fresh consignments are received from Portland and elsewhere daily. If you are fond of a good dinner you can have one fit for a king by patronizing this shop. Give its name and location.

**NUMBER 36**

If you have beauty, come, I'll take it, if you have none, come, I'll carry it. This is the incentive offered by a certain leading photo studio in this city. And it goes without saying that its threshold is crossed by hundreds of the smart set and other sets as the days go by. This studio is conducted by an individual who has had years of experience. The class of work turned out is of a very high grade. Portraits are the specialty and they are produced in the highest style known to the art. All styles and sizes. Also does enlarging, outside drawing, developing and printing for amateurs, and in fact all branches of photography. You are to give the name and location. This studio was established in Salem in 1892. It has been in its present location but two years. It is very central on State street.

**NUMBER 37**

In giving any sort of a résumé of the various business institutions of the capital city, it will not be amiss to refer briefly to one of her oldest and most prominent. It has been doing business here for the last twenty years. It will occupy within a few days a new and modern building, erected to meet the ideas and needs of this institution. Nothing has been overlooked toward making this the most up-to-date and complete undertaking establishment in the west. There will be a beautiful chapel, comfortable resting rooms, and a comfortable home-like place throughout. This house carries everything in funeral goods, from very moderate cost to very expensive. They excel in every branch of undertaking. You are to give the name and the new location.

**NUMBER 38**

What is the name of the bank in Salem which is the most expressive in its scope, and which, though it commenced business but six years ago, has total resources amounting to nearly one million dollars. An infallible indication of its progress is found in the statements which it has made at each official report to the Comptroller of the Currency on June 30, each year:

June 30, 1905	.....	\$ 88,993.11
June 30, 1906	.....	194,806.37
June 30, 1907	.....	263,775.83
June 30, 1908	.....	428,152.39
June 30, 1909	.....	482,152.39
June 30, 1910	.....	750,082.95

The five 5-story steel building erected and occupied by this bank is not only a profitable source of income but a great credit to the city. The growth of this bank has been steady, due largely to its reputation for strength, solidity and conservatism, and the fact that its personal interest in the welfare of its depositors and its disposition to extend to them the all the facilities of modern banking accommodation, has made of them loyal friends as well as clients.

**NUMBER 39**

Those who have a sweet tooth can get it cured in this popular candy palace and ice cream parlor. But it is not guaranteed to last. Cakes, The best home-made candies are found here fresh every day. Passing back to the pleasant parlor you seat yourself at a table and place your order for the best ice cream and frozen dainties in town. They also do a wholesale business supplying stores, families and committees throughout the valley. The goods from this institution stand in a class by themselves—superior in every respect. If you have not tried them you should not allow yourself to be deceived without doing so. Give the name of this institution, and location. It is on State street, but they serve no more breakfast lunches.

**NUMBER 40**

Among the several institutions of learning in Salem there is one which is growing more popular every day, because it teaches the young people how "to do things," prepares them to earn good salaries, and secures positions for them. Life is a practical business college of itself, but the trouble is that the school of experience is a good deal like locking the barn door after the horse has been stolen. The business school prevents many, and softens the remainder of the bumps that are invariably and successfully encountered in the bitter "school of experience." This well known school starts a student in as a bookkeeper, advances him (or her) to become principal, and by means of practical business methods, basing everything on the daily markets, puts them on their own resources, and educates their business judgment. This school was the first in the West to organize co-operative business houses in the several colleges by which actual business, with its volume of correspondence is carried on for profit of the students. This school is open the year round, and the terms are very reasonable. Facilities the very best. Give the name and location of this institution.

**NUMBER 41**

In what large grocery house in Salem can be purchased "Davis Best" flour? It is the acme of perfection made from hard wheat and there is only one grocery store in the city where it can be purchased. This store carries a complete line of grocery and staple groceries and provisions, and they have a reputation for low prices. They have a special blend of coffee put up under their own label and it is having a big sale at only 25 cents a pound. The name of the coffee corresponds to that of the store. This name is significant

of the Pacific Coast, and is applied to many lines of industry all the way from Seattle to San Diego. Give the name and street number.

**NUMBER 42**

A prominent undertaking institution has such appropriate accommodations for taking care of the departed that a small reference to them here will be of interest. This elaborate institution was fitted especially for the purpose. It affords an entrance from a residence street and luxurious resting rooms for those who mourn. No charge for embalming. A full line of funeral supplies is carried, an excellent equipment, the finest hearse and casket wagon in the county, and other accessories necessary for the decorous laying away of the loved ones who pass on. A lady attendant for women and children. Give the name and location.

**NUMBER 43**

Do you know who sells the Barrington Hall coffee and Dr. Shoop's Health coffee in Salem? This store has been a going institution in Salem for a period of nineteen years. The last six years it has been in its present stand on State street. There is just one man at the head of it now, although in times past there have been two. The name of the present proprietor is synonymous with groceries and provisions. It has become a fixed and certain quantity in the grocery trade of the capital city. When you have found the two articles mentioned at the introduction of this paragraph you will have discovered the answer to this number, and you will likewise have discovered one of the most complete grocery stores in the city. Give name and location.

**NUMBER 44**

What is the name of the wagon that is 74 years old? When you have discovered this you have discovered the name of this vehicle and implement agency, but you must be careful to add the name of the company underneath. This wagon has stood the test of time and is the sine qua non of excellence in the wagon line. This house carries a general line of farming implements—everything for the farmer—and it would be impossible to begin to mention them in this short paragraph. They are a branch of a big Portland house and they have been doing business here for fourteen years. On farming implements of all kinds they are prepared to give you the best and to save you money. Give name and location.

**NUMBER 45**

What is the new name of a shoe store which has been established here fifteen years, but which only last month came under new ownership and management? Also give its location. Three experienced shoe men are concerned in its management and the business is incorporated. In men's shoes they have the Howard & Foster, Johnson & Murphy, Stonefield-Evans and Dr. A. Reed's Cushion shoe—shoes that have low price, considering the quality. For the ladies they have the C. P. Ford, Harney Bros. and Green-Wheeler—excellent in style and finish. Their slogan is "The sign of better shoes." They also have a modern shoe repairing department, where work is carried out with the most approved style of workmanship. This has become the popular shoe store of the city. It is right in the center of the shopping district.

**NUMBER 46**

What is the name of "the only complete family table supply house in Salem?" The bill of fare is groceries fresh and cured meats, fish, poultry, and delicacies of all kinds. This store was further down on State street up to four years ago and until it was moved to its present stand it was simply meat market. But now you can purchase almost anything here that is good to eat. He appeals to the trade of all classes but makes a specialty of figuring on "quantity orders." This brings him from the foreign country trade to a modern market where one's purchases for the table can be "bunched" to save time and money. Give the name and location.

**NUMBER 47**

There are probably more grocery stores in this block than in any other city block in Salem, but this one can be picked out from all the others because it is different. They do not make a specialty of things "in season." It is their specialty to have things out of season. They make an effort to have many things not found in the ordinary grocery. Here are a few of their many exclusive specialties: Chase & Sabourin's coffees and teas that have a reputation for excellence on two continents; Folgers' Golden Gate coffees; Glicolet Club Beverages; Frou-Frou Wafers; Educator Crackers; the Beachnut goods in glass cans; S. & W. canned goods; Antonini's Olive Oil; Royal Bakery bread, etc. You can not find these goods elsewhere in Salem, when you find them you find this store. They also have a most excellent delicatessen and bakery in connection, where fresh cakes, cookies, pies, doughnuts, salads, etc., find many satisfied buyers. You are to give the name and location of this modern store.

**NUMBER 48**

Who is the live realty firm that is pushing the sale of the Laurel Springs Fruit tract, one of the choicest of all the many suburban tracts around the city? This firm has recently taken in a new member into the firm making three live boosters that will help put Salem up to the 75,000 mark. They do a general real estate business, having farm and city property of all kinds for sale, and they are always ready to offer. They keep an automobile and other vehicles to convey their respective patrons to the Laurel Springs tract and other points in which they may show an interest. It will pay you to get in touch, and keep in touch with this firm, for they are the men who have the bargains.

**NUMBER 49**

Will it be difficult for you to locate the leading vaudeville and picnic venue of the city? The standing of this theater as a resort for

(Continued on page four.)