

KNOWLEDGE COMPETITION

(Continued from page three.)

lovers of amusement, fills the whole city with pride. The best talent on the stage is being called into play to make the films which are shown on the canvas for the entertainment of the multitude. They make up a whole theatrical show of a high class. This theater differs from others here in its excellent vaudeville programs. Pictures are changed two times a week, and vaudeville attractions twice a week. Give the name and location of this popular theater.

NUMBER 50— A millinery store on the ground floor, conducted by three ladies who are bound together by the ties of consanguinity, is one of the most modern institutions of that kind in the state. It is one of those exclusive places where the latest creations from the great fashion centers of the world are assembled, and sold at more reasonable prices than are ordinarily encountered in shops that make a specialty of the latest designs for my lady's head. This place has done much toward supplying the styles that make the ladies of the Capital city and surrounding country look so pretty and handsomely dressed. They are getting ready for the fall opening soon. Give name and location.

NUMBER 51— Who are the "sparkers" who are authority on all matters electrical around Salem and where is their place of business? Here will be found a most elegant line of electrical fixtures and electrical appliances of all kinds. This company has been doing business here several years doing both a wholesale and retail business. They also do manufacturing. Any design you may have in mind they will assist you in completing the details and will manufacture same to order. They do all kinds of electrical contract work. So many new things are constantly coming out in "electricity" that it will pay you to call at this store occasionally just to see how far behind the times you have lapsed. Give name and location of this enterprising company.

NUMBER 52— The all-important problem with most people is not so much where they will spend eternity as where they can find the best to eat. The writer made the discovery recently to his own satisfaction. We don't mind giving you a hint. It is very close to the electric trains. It has a name like something good to eat. And it has all home cooking, every thing the very best and served in good style. They serve short orders at all hours and a splendid 25-cent dinner. If you get a seat at noon you should not loiter on the way. It is worth walking several blocks to get to eat at this dining room. What is the name and location?

NUMBER 53— This is a sheet metal works. It had its beginning away back 23 years ago. They make everything in tin, copper, brass, zinc and sheet iron. If you wish it made out of metal this is distinctly the place to get it. The men behind the shears here know the business from "A to Z," and you can wager your last dollar that when the job is finished, it will be done right. They make a specialty of hot air heating and furnace work. This work is not in the experimental stage with them. They have become experts, performing every job on a scientific plan that is bound to bring perfect satisfaction to their patrons. This place has just changed hands and will be found on a street that wears a Philadelphia name. What is the name and location?

NUMBER 54— In what drug store in Salem do you find the "Rexall" Remedies? Where is this drug store located? This is not all you will find here, but it is one of the things that you will not be able to find elsewhere. These remedies are put up to meet the requirements of nearly every ailment, and they are put up most scientifically by one of the largest chemical companies in the United States. At this store will be found a very large stock of pure drugs and chemicals of all kinds, perfumeries, cosmetics, soaps, brushes, combs, and a large assortment of sundries. They are known for accuracy in filling prescriptions.

NUMBER 55— The man (or men) who writes the signs of a town is almost as important a personage as the man who writes the signs of the times. The old-fashioned sign with a period or a comma between each word has gone out of business. The signs of this city are a credit to the city and to the firm who writes most of them. You will see the name right on the bottom of the signs. Have headquarters close to the business center. Does card and cloth signs and all kinds of sign work. Also commercial drawing and lettering. What is name and location? Have been in business here only four months, but they are getting the business. Their street number is three figures all alike.

NUMBER 56— When you want something which for the moment puzzles you to know just where to go to find it, what store immediately comes into your mind as the proper place to go? This is the store where there is always something doing—never a dull minute. It was started seven years ago. What do they know? It would be easier to take the catalogue of human wants and check off the little articles they have not in stock. It is the place where you can bunch all those little things you want and after paying for them have more money left than if you had gone the rounds of the city. One of their rules here is never buy anything that is not a big bargain. Anybody can buy goods regular. This store buys them irregular, at odd times, odd places, job lots, under the hammer, any old way so they are bargains. They are constantly laying for bargains, and when they have produced them they "cockle" and tell the people all about them. Nothing over 15c. Give the name and location.

NUMBER 57— Mention hardware and farm machinery in the presence of twelve men in Salem and eleven of them will straightway give the name of this house. The terms are almost synonymous. If you have ever had any correspondence with them you

will have noticed on one corner of their letter head "Established 1865." That tells the story—and it is an old one. Some of their exclusive specialties are mentioned here and when you have found these you will have found the answer to this number. Oliver Chilled and Steel Blows, Rushford wagons, Clark and Michigan buggies, Deering harvesting machinery, Monarch, Majestic, Round Oak and Universal stoves and ranges. Full line of hardware in all lines, and every piece of merchandise that goes out from this house will be found reliable. Give name and location.

NUMBER 58— This is the shoe store on Commercial street which carries the biggest line of loggers' and drivers' shoes in the city. The same store has a general line of footwear for every member of the family, from baby to grandma. The same store has a fine repair department. The same store has been doing business in this city for ten years and their word on the quality of this or that shoe has been found to be good. The said store has a big stock of the Oregon City Capen shoe, a product that has merit for the price asked. This same store has a big stock and a big trade. The proprietor's name has only four letters in it, and he considers this enough name for any store. Give name and location.

NUMBER 59— From the name of the institution, you would think its business was to sell teas and coffees; and they do sell them, and lots of them, their own special blends that have found a large line in the homes of the people of Salem and all the surrounding country. But they have ten times as much value in beautiful crockery, cut glass, silverware, etc. On these they have a large trade. A peep into their little cut glass palace in the rear will fill you with admiration if you are a lover of the beautiful. They have a large store, 30x100 and it is filled with a beautiful array of these articles, kitchen and dining room supplies of all kinds. They sell them very cheap and give tickets with sales of coffee, tea, extracts, spices, etc. What is the name and location of this enterprising store?

NUMBER 60— Any sort of a portrayal of the business interests of Salem without mention of this institution would be incomplete. It was established a good many years ago and has been under its present excellent management for years. It gives constant employment to fifty people. The "know how" is everything in this business—as much or more so than in any other line. All you have to do is to "put your duds in our side" and they come out white and clean. Have your money ready in about three days and the transaction is complete. It will be strange indeed if you can not give the name and location of this institution.

NUMBER 61— You are asked to name and locate a leading jeweler of Salem, and there may be larger jewelry stores in Oregon but none more tastefully fitted. It has beautiful tile floor, lovely fixtures and an elegant stock of diamonds, watches, silverware, cut glass, and a varied assortment of jewelry and precious stones of all kinds. They are also opticians here, thoroughly certificated and competent to fit lenses to the eye scientifically. The owner of this store also owns the building. His name is found in bold relief in the tile entrance. He has been doing business in Salem twenty years. He has been twelve years in this building. Was formerly on Commercial street in a building which he still owns. The purchaser of goods in this line is almost dependent upon the reputation of the dealer, therefore it is worth something to have these years of experience behind the goods one buys.

NUMBER 62— Twenty-one years in the real estate business in Salem. That is the record of the senior in this firm. In that time he has put many a man in the way of getting rich from the rich lands of the Willamette valley. There are still opportunities open, just as good as have ever existed. In this firm there are three men—all wearing the same name. There is no real estate firm in the city which has a better general and specific knowledge of the character and resources of the valley, its adaptability for varied cultivation, and its land value. Homeowners can get reliable information here. They have a "Cherry Orchard" tract west of the river which they are selling on easy terms. Also write fire insurance. Local agents for the Oregon Fire Relief Association of McMinnville, also for the Bankers and Merchants' Mutual Fire Relief. Give name and location of this firm.

NUMBER 63— Where is located and what is the name of the big cash store where you get the Brown Shoe Co.'s White House shoes for men and women? This is only one of their many specialties. They make a specialty of men's wear of all kinds—clothing and furnishing goods of all kinds. And on the other side they outfit the women. They are outfitters for the whole family. It matters not what size the man, the boy, the woman or the girl, they will fit you handsomely and very cheap indeed for the cash—cash—cash—that one little article which makes the whole world go round. This store is on a corner which once fronted a bank.

NUMBER 64— A general smith shop we are praising before you now has been on this corner so long that were it to move the spooks would still hammer away. We are not going to tell you how long it has been here, but one of this firm has been pounding away here for eight years, the other only one year. The shop is always crowded with work, which is a sure sign that people like their "style." They do general blacksmithing and wood work, horseshoeing in the most approved fashion. They are on Commercial street. Give the firm name and number.

NUMBER 65— A new jewelry store and optical parlor forms the subject of this number. The new goods are just arriving. In the front is a good stock of jewelry, watches, clocks, etc., and in the rear is an optical parlor of excellent appointments. He is a thorough optician and a first-class watchmaker and jeweler. He is a graduate of the Peoria Watchmaker's school and also of the Northern Illinois Optical college. He has had

experience in every detail and offers to the public the very best service. Repair work left with him will receive the attention of the highest skill. He has the exclusive handling in this city of Fry's cut glass, a product that has many points of excellence. Other Chilled and Steel Blows. You are invited to see his selection. Give the name and location.

NUMBER 66— Talk about automobiles and garages, who was the first man to own an automobile in Salem? It was one of the owners of this garage—and the machine was an Oldsmobile, a merry one. He has been following up the business ever since. Around this garage there is always something doing, so much so they have been almost crowded out of house and home. But they will soon be fixed. Their new garage will be ready for them in about one month. It will be 8x1100, solid cement and fire proof. The automobile business is the coming business and they are the coming men in it in these parts. They are agents for the Buick and other standard machines, and they are selling them rapidly. Better get your order in quick. Give the name of this firm, present location, and location of new garage.

NUMBER 67— This is one of the large and enterprising clothing houses in the capital city, which has been doing business here six years. Its slogan in business is "If it's correct the ——— has it; if the ——— has it, it's correct." The David Adler tailor made garments are found here, and no where else in the city. Also the Ed. V. Price merchant tailor goods—a large line to select from; also the Men's Everwear Guaranteed hosiery, the Knox hats, the Kelsner neckwear, the Florsheim shoe, "for men who care." They have many exclusive features for smart dressers. It is a modern clothing and gent's furnishing goods store. It is the store that requires the double "r" right in the middle of the name. Give its name and location.

NUMBER 68— This is one of Salem's busiest shoe stores. It is on Commercial street, and it has been running one year. At this store doing business is the exclusive sale of the Gotzian shoe, one of the best that is made. He carries an excellent line in all grades and sizes for men, women and children. He can fit every member of the family at a little expense as any dealer on the coast. This store has a name, which you are to give, and also give the name of the proprietor and the location. In giving the latter name you spell two letters of the name, then rest, and begin again with a capital letter.

NUMBER 69— This number represents a woman's store. Of course there are some men who have some style about them, but they are so few that they are almost out of the equation. This store bears a business after the new year. They have toilet goods, millinery, hair goods, suits and cloaks, ladies' tailoring, suits, waists, skirts, etc., made to measure. They have every thing for the lady who wishes to keep up with the fashions. It is fast becoming a meeting place for the ladies of class. They are preparing for a large business for the season we are just about to enter. What is the suggestive name, and location of this up-to-date store?

NUMBER 70— This store could not be classed as a furniture store nor a hardware store, yet it has some of both. House furnishings about hits the mark. It has been a going institution here since 1903. He carries a full line of builders' hardware, including nails. It is the store where you get the Great Western and Charter Oak stoves and ranges, and it is the only store in town that keeps these. He has the local agency. When it comes to stoves and ranges there are none better. He makes very close prices. You are to give his name and location.

NUMBER 71— What lumber company is it which gives you always that prompt delivery when it is so much desired? They have been associated with the up-building of this city for years. They are manufacturers of lumber in all dimensions, having extensive mills at a point which to give the name would disclose the identity. They are also dealers in shingles, doors, windows, and mouldings—everything in wood, and then some—ruberooid roofing, cement, wood, coal, etc. They have every facility for bringing lumber to the consumer at the lowest possible cost. Give the name of this company, and the location of their city yards.

NUMBER 72— What is the name and location of the candy store and ice cream parlor which has the shortest name and has been a going institution under the same management for the longest period of time, in Salem? They manufacture all their own candies and their own ice cream. They have been doing this same thing for twenty years. Every day they come up with fresh goods, the most delicious that it is possible to produce. This is the sweetest story ever told. They are right in the center of the city. They have a beautiful soda fountain and splendid modern fixtures throughout. Candy factory in the rear, ice cream parlor with electric piano, etc. They wholesale their excellent ice cream to families, to committees and to others. It is in great demand.

NUMBER 73— A general store is the one that is before you now for identification. A great many people are discovering that it is not necessary to gravitate to the business center to get their supplies. As a matter of fact many have discovered that they can save money by avoiding the high rents of the congested districts of the city. This store carries everything just as good—and sometimes a little better—

than the downtown stores, and still its place of business is considerably east of the business center. They have been selling goods here for several years and they have a large trade. They also operate a feed store, where can be purchased grain, hay, mill feed and grass seeds at the lowest prices. Delivery to all parts of the city. What is the name and location of this firm?

NUMBER 74— This number represents one of the industries of Salem about which there has not been much said but which puts out about 2,500 to 3,000 fine angora rugs each year, and these are scattered all over the country. They do a wholesale business. They have been running this industry six years. They also tan fancy furs, wool rugs and leathers. Also deal in hides, pelts, fashions, and all soda, and manufacture soap. Their brands of soap are Savon, Jumbo and Pride of Oregon. Their Angora rugs is the largest item of their business and they are as pretty as one of Barnum's zebras. Give the name and location of this firm.

NUMBER 75— This number is to represent an architect who has made the Capital City his home since 1908. He is thoroughly modern in his ideas, and his competence is attested by the fact that he has made the plans for eleven different sized buildings. He is the architect of the Hotel Marion, which will speak for itself and the Capital City when it is opened, which is now not very far in the future. He made the plans for the Tuberculosis building for the state, soon to be occupied. The Eckstein building on Liberty street, and the Callin Lind building on State street are his production. Give the name and office location.

NUMBER 76— This is one of Salem's growing manufacturing institutions which had its birth five years ago. It is located at the point where "church" and "commerce" come together. They manufacture flour and mill feed, a splendid breakfast cereal and Graham flour. This mill has a capacity of eighty barrels of flour daily. It is nicely equipped, kept strictly clean and in good condition. The men behind the rollers are both good millers, and they are always on the job. They ship to all surrounding points and have a large trade locally. The name of these mills is what it might be expected to be, being located in Salem. You are to give the name of the mill, the name of the firm, and the name of the excellent brand of flour they produce, also the name of their breakfast cereal.

NUMBER 77— You surely must know of this excellent beer, brewed in this city and marketed all over the business district generally said, for purity, age and a very good head. The doctors say: "For an appetizer, drink this beer; you can do no wiser. Therein the extract of malt you will find, which is food for the body and good for the mind. Of alcohol, which is the cause of death, which as you know, further adds to its worth." Therefore, my friends, if you suffer with thirst, think of this firm on Commercial first.

NUMBER 78— A new cleaning and dyeing works have just opened for business. You know where they are, and can you give the name under which they operate? Also give the name of the firm. This institution is equipped with the most modern and up-to-date machinery. They clean and dye everything. They send nothing away. It is an industry that all should patronize. In addition to cleaning and dyeing men's and women's garments of all kinds they do lace curtains, portiers, couch covers, piano covers, blankets, furs, plumes, gloves, etc. They guarantee their work, and no one need be afraid to give them a chance at it, for they have both the experience and equipment to do the work right.

NUMBER 79— Do you smoke? If you do you undoubtedly will know the names of the three leading cigars manufactured by the home cigar factory. They are good sellers respectively at 12 1/2c, 15c and 20c each. They are made in a cigar factory which has commodious rooms in the heart of the city, on the second floor. Five men are employed here. This factory has been a part of the business life of Salem for 21 years. The market for these cigars is largely at home and you will find them in all live, wide-awake cigar stands. They are the best for the money that can be manufactured. You are to give the names of these cigars, the name of the factory, the name of the proprietor, and the location. Now get busy.

NUMBER 80— Here lives a man who don't refuse to make or mend your boots and shoes, whose leather is good, whose work is quick, and he gives no tick, and when he dies he fears no coals for he has saved so many soles. Besides, your feet he will relieve from corns and bunions—without scars or blisters; thirty years experience he has had; he'll keep your feet from going to the bad. Not far from Commercial he will be found, if your feet or footwear trouble, just look around. Give his name and location. A trial of his instep supports will convince the most skeptical.

NUMBER 81— There is a live grocery firm on the south side which is doing a thriving business. They started in business a year ago last May, and they have been gathering force ever since, until now their trade is very prosperous. They are out of the best sort of high rents and are able to sell on very close margins. They have a large trade with the farmers as well as with the people of that section of the city. Their Magnolia Blend of coffee at 25 cents is said to be the equal of many blends that sell at 35c. Their

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We have fitted up a large bargain department in the rear of our store, which we have stocked with short lines of all kinds of shoes for Men, Women and Children. Some of the season's best shoes and leathers will be found there, because the lines have been broken.

These shoes are priced so that you will want to carry them off whether you need shoes or not. This will be a permanent feature of this store hereafter and the prices will be the shoe sensation of Salem. Cost cuts no figure in this bargain store, we would rather have a little cash than to carry shoes over into another season. Bargains every day in the year. New shoes added to the counters daily. Be sure and see this bargain department before you pay good money for shoes.

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REGISTER REGISTER

The books close for registration for the primaries September 13, 11 days before the primary election. If you register otherwise, than as a Republican or Democrat, you lose your vote, as there are no candidates at the primaries other than Republicans and Democrats and a

man registered Independent cannot vote at the primaries. At the general election however, you can vote if you please, but the big battle will be fought at the primaries, so get out and register. Do not delay, as the last day for registration before the primaries is September 13.