# A "Positive" Sale

"Where Frankness Reveals Your Opportunity" Some things marked less than cost. Many others at exact cost. On a few items we will make a profit.

# We've Learned a Lesson

It pays to be frank. The first two days of this sale have proved that fact beyond a doubt. People have responded wonderfully. Why? Because we didn't hesitate to tell them the real reason for our sale.

You know what the average sale is--no use to go into details. But this is far above the average. It is based upon an honest desire to move goods.

The public is cashing in on this opportunity to save money on standard lines of merchandise .

Maybe there's something here you need. We advise you to act promptly, for these prices won't keep goods on the shelves long. Each day means a more limited choice.



Did you say you were looking for har-gains in Suits? Here's a real one-Three gray mixtures, sizes 38, 40 and 42, left from a large lot that \$16.85 sold at \$25; take your size at \$16.85

You'll appreciate this bargain too, when you consider our quality stand-ard-Six perfectly good \$15 suits, in sizes 36, 37, 38, 40, 42; \$12 45 \$12.45 we'll let them go at



Here's a bargain-Four young men's neat gray Overcoats with black velvet collar; sizes 34, 35 sold for \$15.00-take sizes 34, 35 and 36, that \$10.00 your size for We want to keep every boy from the ages of 10 to 16 years dry with one of our long tan ruoberized \$1.95 raincoats; were \$3, now A good necktie is worth \$1.00, but

A good necktie is worth here's your chance to buy dollar 65c values in Keiser ties for



Shirts-Maybe one of this lot is what you want. Collar bands 14, 14 1.2, 15, 15 1.2, 16-fine fabrics; fell behind a little because of the various tastes among our patrons. Were \$1.50. Possibly they'll just please you; \$1.15

Gray neck scarfs-You have often wanted a neck scarf-here's your op-portunity to get a good one just when it will come in handy. We have three dozen of our regular 50c ones 25c 25c left. Take your pick at .

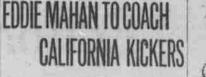
Young men, if you are 10, 12, 13 or 14 years old, you are in Inck. We save six full length box back, military collar overcoats, worth \$8.00 to \$10.00, that we want to sell the first thing, \$3..50 so will let them go at .

The ladies have been surprised to learn they can buy the Dent Gloves for \$1.10. We have about two dozen pair left in sizes 5 3-4, 6, 6 1-4, 6 1-2; were \$1.50-now \$1.10. Double clasp Dent gloves, sizes to 5 3-4, were \$2.00, \$1.30 now



We'll deserve the lasting friendship of the six men who succeed in getting these \$3.00 gray soft \$115 \$1.15 Hats at

Come in and take a look around, there may be a bargain here for you. Just the article you want might have the largest reduction.



News Causes Great Enthusiasm-Tex Rickard Expects Greatest Crowd

Berkelay, Cal., Feb. 14.—Football en-thusiasm sourced on the campus of the University of California today when students read the report that Eddle Ma-han, famous Harvard football star, would coach the Blue and Gold back-field next fall.

There is no confirmation of the re-port, but the students place much store by the statement of Ralph Merritt, con-troller of the university, that he be-lieves the report is correct, John Strond graduate manager of ithlotics, refuses to confirm or deny the report but dis-patches from Cambridge, Massachusetts indicated that Harvard had already accented the report as true. It is said that Mahan has not yet

is an outract because he would lose its aninteur standing should he do so at this time. He is expected to sign a contract immediately after graduation next lose The report is that Mahan would be assistant to Andy Smith, who recently signed as head coach.

Will Stage It Together. San Francisco, Feb. 14.—There will be no scrap between rival promoters over the staging of the Santel-Gotch wreathing bout February 22. Harry Poley and Frank Schuler, both of whom were after the bout, announced today that they had joined forces and would

stage it together. Expect Great Crowd.

Expect Great Crowd. New York, Feb. 14.—Tex Riekard, promoter of the proposed Moran-Wil-lard heavyweight battle declared today that he expected the greatest crowd that had ever witnessed a pugilistic battle in New York's history when Frank Moran and Jess Willard clash-here next month for the heavyweight championship. Moran has established training quar-ters at Saratogn and is already hard at work getting himself into condition. He is doing considerable heavy road work despite the cold weather and is adding to this a great deal of skating. Moran expresses supreme confidence.

If City Donates Park. Great Fulls, Mont., Feb. 14.—If the eity will donate a park on the bank of the Missouri river, Great Falls stands an excellent chance of being represent ed in the Northwestern league this season. Negotiations today were in full wing. season. swing.

## Shut Out As Amateurs.

Shut Out As Amateurs. Portland, Or., Feb. 14.—Replying to the Multuomih club's charges of pro-fessionalism against Frank Glabe, wrestler, the Spokane Athletic club to-day is on record to the effect that John Kelly, wrestler and Ralph Underwood, hoxer, are ineligible for anateur bonts. Kelly is charged with having coached tor wrestling team at the Boston Insti-tute of Technology and Underwood with having appeared in professional bouts having appeared in professional bouts in Butte, Montana.

WANTED-Moderate wages for pron



Yes, this is a

young man's store in many respects. Young men are here to serve you courtecusly and we shall have to plead guilty of having all the new "kinks" in furnish-ing goods and hats that appeal to the young man.

FIVE

However, we never forget the needs of dad and granddad.

HAMMOND-BISHOP CO.

The Toggery 167 Commercial St.

Leading Clothiers

PHONE 937-For wood saw. 11
FOR SALE-Collie pup. Phone 413. Feb14
HARRY-Windowcleaner. Phons 768. Mar3
FOR SALE-Household goods, 597 S. 16th street. Feb14
WANTED - Beef cattle and veal. Phone 1425-M. Feb 20
GIRL — Wishes general housework. Bhone 33F13, Peb15
DRESS MAKING-Mrs. Carrie Rod- gers, 242 S. 19th. MarJ0
OWENS-Tailor and hatter. Phone 872, 495 Court street. Feb15
FOR RENT-Modern furnished flat, plano, etc. Phone 2461. Feb14
OAK, ash, fir and maple cord wood. Phone 53F15. W. F. Proctor. Mar7
FURNISHED APARTMENTS -\$5,00 to \$15.00, 491 North Cottage. #
FOR RENT-Rooms, fornished or un- furnished, close in. Phone 2093M. if
FOR SALE—Fresh Jersey milk cows. D. B. Hummond, Route 5, Box 125. Feb19
ENPERIENCED WOMAN-Wishes po- sition for general housework, 1455 S. Com'l. Feb14
WANTED-To work for board while attending school, young man, age 18, Phone 402, tr
WANTED-\$900, for three years, best of real estate security. See L Bechtel & Co. Feb.10
WANTED-Ten horse power boiler and engine, must be cheap and good Phone 24F13. Feb15
WANTED-By trained nurse, confine- ment cases, or care of invalid. Phone 2153J, 2000 Branks Ave. Pebb
ABSOLUTELY PURE MAPLE SYRUP - From New York, \$1.60 per gallon at Damon's. Fob 22
FOR SALE-15 acres bottom hand, south of Marion. Mrs. E. Thomas Marion, Oregon. Aprill
ROOFS REPAIRED-And guaranteed not to leak. Phone O. L. Donaldson. 644R. Feb14
FOR SALE—Choice cating potatoes 90c per bu., delivered, 1395 N, 14th Phone 2495-M, Feb17

SALEM WOOLEN MILLS **STORE** 

#### ing. L. D. Ratliff, Salem. WANTED-Either day or night nurs-ing, by experienced nurse. Phone FOR SALE-A young fresh cow, sec ond calf, at Center Feed Barn. C Luke. Feb1 288, at Temperance Hall. FRESH JERSEY COW-For sale, now Febl making 1½ pounds butter per day, Boute 6, Box 110. C. Witting. Febl@ FOR SALE—Or reut, a 4 room house and 5 lots, and barn. Call 905 South 21st street. Feb1 FOR SALE-Cycle incubator, disc Sici-lian Buttercup cockrels. Eggs \$1,00 per setting, 542 N. Liberty street. Feb15 NICE SECOND GROWTH-And of growth fir wood for sale. John Scott. Phone 1552. Feb Feh1 FOR RENT-Store, 21x165 feet, elec-tric lights and steam heat. See Watt Shipp Co., 210 North Commercial street. Phone 363. if FOR SALE-Rnode Jsland Red and White Wyandotte cockerels, Elime Roth, Route 6, Box 24. 100 FER MONTH-For man with small capital. Splendid business chance for a hustler. See Mr. Bellows, Wells Firgo Express company, Thur-WANTED-Team and wagon; have \$100 clear city property to exchange Chas, Eppley, 1900 State St. Febli HE CAME BACK-If you have day. old carpets you wish woven into finf-fy rugs notify S. A. Dobner. Phone 1207 M. We wenve Colonial rag rugs New Today Ads work while you sloop-will have results for you in the morning.

Febli

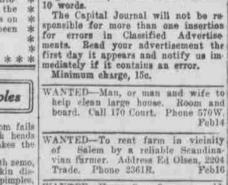
### EMPRESS FEATS THRILL



THE VALUE OF TRUTH
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Solomon Marks, played by Harry Masor

Balancing feats on a bounding wier



NEW TODAY

CLASSIFIED ADVERTISING RATES

Each insertion, per word \_\_\_\_\_\_ le One week (6 insertions), per word \_\_\_\_\_ 5c One month (26 insertions), per word 17c All ads must be ordered for a stated length of time, no ad to count less than

Rate per word-New Today:

WANTED-Horse, 8 or 9 years old, weight 11 or 12 hundred pounds. Jos. Graber, 1203 D street, phone 578. Feb16

BARRED ROCK-Day old checks, \$12 per 100, eggs for hatching \$1.50 and \$2.00 per 15, both matings, order now, R. E. Waldorf, Route 5 Salem. Peb19

**Exide Battery** Gives more .service than any Battery on the market.

Buy a guaranteed Battery. We make replacements on any make of Battery. Complete stock at all times. All kinds of General Repairing and Overhauling. We are installing the latest machinery that will enable us to make quick repairs. Only first class mechanics employed, no apprentices in shop.

Complete line of Supplies for Hudson, Auburn and Reo Cars. Shop open until midnight. 11

Full line of Auto Accessories.

**Great Western Garage** C. C. SIMERAL, sole owner. Opposite Court House