

FRANK A. CRAM,

Always Up to Date. The Maker of Low Prices.

One Price to All, and Spot Cash.

Without deviation to rich or poor, old or young. Everything sold with the understanding that **money is refunded** if not in every way as represented. I set my price no higher and no lower; a baby being able to buy as cheaply as a grown person.

A Cash Store has no competition because the cash man can sell 25 per cent less than the credit man. There is no argument against the cash system; there are ten thousand against the credit system. The man that buys on time pays more for his goods because, when he pays his bills, he is also paying the bills of those who, through misfortune or desire, never pay.

A Credit Store must of necessity go to enormous expense in carrying two stocks—one for the shelves and one for the books—to say nothing of extra clerks, book-keepers and collectors, and are exceedingly lucky if they promptly collect one-half of the book accounts. A Cash store has at all times either the goods or their equivalent in cash. If they have the goods they don't need to buy more; if they have the cash, it is easy to buy more, and buy them right. As the same rule applies in buying at wholesale or for personal consumption, the cash man gets the lowest price, and consequently can retail the goods for much less.

My experience, covering several years, teaches me that success is only attained by adhering strictly to a cash system. Nearly two years ago I came to Hood River to do a cash business or no business. Some friends advised me that I could never build up a business in Hood River on these lines. I argued that Hood River people were just as smart and alive to their interests as any people on earth. DRAW YOUR OWN CONCLUSIONS.

My business doubles itself every six months. Old customers bring their friends, and like the small snow ball starting down the mountain side, gathering weight with each revolution, so it is with our cash business. We will always do right and go straight ahead.

Yours Truly, FRANK A. CRAM.

The Davidson Fruit company is employing a small army of people in the cannery, hulling strawberries and assorting them for canning. It is a sight to see the busy workers, ranging in age from little girls of ten years to gray haired women. To borrow from what General Grant said about the armies of the Southern confederacy, the Davidson Fruit company have "robbed the cradle and the grave" to make up their quota of helpers in the cannery. These people, by answering the call of this company for help to care for the berry crop in these busy times, have set an example of industry that might well be followed by all. There is no excuse for any one to be idle in Hood River during the berry harvest. Several young men who came here in the rush of berry pickers, and who found work in the fields too strenuous, called at the cannery and asked about work there. How much could be made at the work. The manager soon sized them up and told them they were not wanted. The young men resumed their occupation of loafing about the streets.

The Glenwood Lumber company at, Oakwood, Klickitat river, Wash., has been incorporated with a \$10,000 capital stock and the following stockholders: E. F. Smith, J. E. Hanna, C. S. Knodle and Frank Zelenka. This mill is cutting 10,000 feet of yellow pine lumber a day and gives employment to 8 men. A box factory attached will be added this summer. Glenwood is a thriving community of dairy and stockmen, and Mr. Hanna, who has just returned from there, says a good deal of building is going on this summer, the settlers having money to put up substantial residences.

Mrs. D. O. Entrican has leased the hotel building on Paradise farm and part of the cultivated grounds, including the cherry orchards. Dr. Adams and family will move into the drug store building on the present and later will go to California for the winter. Paradise farm is the best property in Hood River. The Glenwood hotel, under the management of Mrs. Entrican, has been a popular boarding place, and we predict that a new location will be more popular still.

Judge A. R. Byrket was over from his Binger ranch last Friday. He says the strawberry crop at White Salmon is about harvested and that the yield this year is about one-third less than a full crop, due to the hot weather and a few very cold nights while the plants were in bloom. Judge Byrket has about 7 acres in berries and marketed about 1300 crates, which will return him about \$2.80 a crate. His biggest picking was 130 crates which brought \$3.50 each.

E. J. Ellis is well pleased with his crew of berry pickers. They are all boys and came from near Vancouver. There are ten of them, and they attend strictly to business and do good work. Mr. Ellis gives them all the vegetables they can make use of, gives them milk and treats them to meals. They know how to appreciate the kind treatment they receive.

S. E. Bartness is moving his family and household goods into the dwelling house he purchased of Dr. Shaw, corner State and Irving streets. His former dwelling place will be used for storing his big supply of furniture and other goods, and the lower floor will be used exclusively for the office and for the display of bedroom sets and upholstery.

The Woodmen of the World excursion from Portland to The Dalles, last Sunday, is reported to have been a success. It consisted of 8 coaches, all loaded with picnickers to their utmost capacity. Several went from here, while quite a number from below stopped off here and enjoyed their picnic among the shady groves of Hood River.

Miss Emma Jones returned Saturday, from Sioux Falls, S. D. She is friends in Nebraska and Kansas she passed through the flooded districts and saw some of the horrors of the big floods that devastated that country. Miss Jones was very glad to be back home to Hood River.

L. D. Blount will go to Portland today. He will remain in Portland until after the state encampment of the G. A. R., and later expects to go to the national encampment in San Francisco, where he will go to see Parsons, Kansas, to visit his two daughters.

C. A. Nealeigh has a fine patch of berries. Wednesday last he picked 95 crates of 3 1/2 acres. Next day, the day of the thunderstorm in the afternoon, he picked 100 crates of three acres. His berries are in good shape, picking one of them making as high as \$3.87 in one day.

Lon Stackhouse, a saw man of Stevenson, stopped at Hood River Sunday morning because he had no wind to waft him to The Dalles, where he was taking a load of wood. In the evening he had wind enough to blow him to The Dalles or most any other old place.

C. A. Hickle picked his first half crate Saturday. He has 1 1/2 acres in berries, and judging from the yield of his half acre last year, his crop this year should amount to 200 crates. He will be picking until after the 4th of July.

C. A. Bell returned from a trip to Trout Lake Wednesday. His son Freddie has been out there for the past two or three weeks, stopping at Guler's, and his father says he is getting fat. Trout lake is a great place for health.

George W. Love, recently from Benton Harbor, Mich., has purchased 40 acres from Jack Binnis, above the Crapper settlement. Mr. Love is clearing land in payment for his property, and is glad to come to Oregon.

Miss Agnes Duques, who has been book-keeper and stenographer in the office of Stewart, the house painter, went to Portland during the week to accept a like position in a large plumbing establishment.

Mrs. Milton Odell of the East Side presented the Glacier last Thursday with a handsome bouquet of roses and carnations. The flowers were very pretty and Mrs. Odell has the editor's thanks for the same.

Mr. and Mrs. A. C. Sly of Stevenson visited several days last week among friends in Hood River. They returned home Monday. Mr. Sly is a prominent real estate dealer in Stevenson.

Rawen & Stanton of the Hood River nursery tell fruit growers, in another column, that they will be prepared to supply all demands upon them when tree planting time comes again.

Miss Lizzie Mohr of The Dalles is spending her vacation with her mother, Mrs. John Mohr of the East Side. Little Miss Frieda Hebring accompanies her.

The Wasco baseballists, who defeated Hood River Club May 31, speak in high terms of the hospitality of the Hood River boys on that occasion.

Rev. J. T. Merrill, Rev. and Mrs. Shaffer and Mrs. J. R. Nickelson left for Philomath Tuesday, to attend the annual conference of the United Brethren church.

Jasper Smith of Tillamook is looking over our valley with a view to locating with us. He is the kind we like to see come.

The cherry crop is now ripening and is a fine crop throughout the valley. There were nice accensions in the U. B. church last Sunday evening.

Mr. and Mrs. A. R. Hogan are in the city from Chenoweth.

Hot Weather Specials

Snappy styles in Men's Straw Hats. The latest thing in Men's Dress Shirts. Our midsummer Shoes will help to keep you comfortable because we fit your foot with the proper leather and in the right last. For intelligent service in the shoe line see a shoe specialist.

For Ladies we have

a beautiful line of Corsets in all the latest styles from 50c up. Metallic Taffata Sash Ribbons have to be seen to be appreciated. This is the most popular ribbon in Portland today. We tie all bows free of charge. Our correct line of

Mid-Summer Hats

for out-door occasions, travel and utility will crown your summer wardrobe with success. Cool Underwear for everybody, and the prices are right, too. Satisfaction guaranteed in everything we sell.

THE PEOPLE'S STORE. S. A. KNAPP, Proprietor.

STORE NEWS. SNAP SALE.

As is customary at this season of the year, we find many broken lots and odd pieces of merchandise, and about 1,000 yards of Wash Goods which we desire to move as speedily as possible. The

OFFERINGS THIS WEEK

are along this line, and we can confidentially assure the trade of their extraordinary worth and the necessity for immediate action. These goods are all seasonable. We also include Ladies' Shirt Waists, Skirts, Men's and Boys' clothing.

Here is a saving of 20 to 50 per c't.

SHIRT WAISTS.	MEN'S SUITS.
65c and 75c Waists for.....25c	\$9.50 to \$10, sale price,.....\$ 6 95
85c and \$1 Waists for.....40c	\$11 and \$14, sale price,..... 9 55
\$1.25 Waists for.....60c	\$15 and \$18, sale price,..... 11 95
\$3.50 Waists for.....\$2.50	Boys suits reduced \$1 to \$2 each

Dry Granulated Sugar, \$5.50 a sack or 18 1-2 pounds for \$1; Arbuckles, Lyons and Yosemite Coffee, 12 1-2 cents a package; 7 bars Procter & Gamble Amber Soap, 25c.

J. E. RAND.

Phone 581. Free Delivery

Miss Melba White, who was appointed to position in The Dalles public schools, has declined the position and Miss Catherine Davenport has been elected instead. The directors of the Antelope schools, of which she has been principal for the past two years, voted to raise her salary to such an amount that she could not refuse to accept her old position.

If the person who picked up little Mary Whitman Whitehead's brown silk parasol in the A. O. U. W. hall yard, one week ago last Sunday, will leave it at Whitehead's cigar store they will be suitably rewarded.

Miss Jane Cortes has moved her dress-making parlors to the C. R. Bone house, west of the Glenwood, on Oak street. Percy Adams is home from Corvallis, where he is a student at the agricultural college.

Total Shipments to Date, 67,309 Crates. The total shipment of strawberries up to and including Tuesday night amounts to 67,309 crates; 10,000 crates more than the total shipment for the season of 1902. The rains the fore part of the week lowered the shipments somewhat, but they will begin to increase again tonight and are expected to continue heavy for a week or more before the season begins to near the end.

The season is ended for White Salmon and the lower end of Hood River valley, and the exodus of pickers has begun. In the foothills the season is at its best, and a fine quality of fruit is coming in. The hot weather beginning June 6, and continuing for five days, did more damage, it is feared, than was first estimated. Reports from shipments made in the days after the frosts to have arrived in poor condition, which makes more for a demoralized market than anything else.

The demand continues good for first-class berries, and it is expected that prices will again advance in a few days. The rain Monday damaged some over ripe fruit, but as a whole was a great benefit to late patches.

Following are the daily shipments to date:

May 19	Crates.	June 3	Crates.
20	18	4	3000
21	35	4	2500
22	35	6	2638
23	62	7	2673
24	31	8	4775
25	205	9	5075
26	229	11	4928
27	45	12	5280
28	45	13	5280
29	100	14	1704
30	100	15	6284
June 1	249	16	1975
2	249	17	1975
Total number crates shipped.....	67309		

Old Maid's Convention. A fuller announcement will be made in next week's Glacier of the programme for the Old Maid's Convention. The play which is to be given shortly under auspices of the A. O. U. W. and the Degree of Honor. Don't let other dates interfere with this event.

That Throbbing Headache. Would quickly leave you, if you used Dr. King's New Life Pills. Thousands of sufferers have proved their matchless merit for Sick and Nervous Headaches. They make pure blood and build up your health. Only 25 cents, money back if not cured. Sold by Charles N. Clark, Druggist.

HAZELWOOD Ice Cream Parlor

Is now open in the room formerly occupied by Miss Roe's millinery store. Hazelwood Ice Cream has a reputation second to none. Former patrons will need no introduction to this famous cream. All others are invited to call and try it. MRS. LAURA BALDWIN, Manager.

O. R. & N. TIME TABLE.

East bound—
No. 2, Chicago Special, 11:50 a. m.
No. 4, Spokane Flyer, 8:27 a. m.
No. 6, Mail and Express, 10:45 p. m.
No. 24, Way Freight, 3:45 p. m.
No. 25, Fast Freight, 3:45 a. m.

West bound—
No. 1, Portland Special, 2:35 p. m.
No. 3, Portland Flyer, 4:07 a. m.
No. 5, Mail and Express, 7:40 a. m.
No. 23, Way Freight, 8:15 a. m.
No. 21, Fast Freight, 11:30 p. m.

BRIEF LOCAL MATTERS.

Get Bartness' prices on shingles. Feiler's Union—Wright & Tompkins. No. 1 baled hay for sale at the Transfer & Livery Co. Bottom prices on doors and windows at Bartness'. It will pay you to get Bartness prices on building material. Use Williams' anti-septic hair tonic and keep off gray hair. Dressed chix for your Sunday dinner, at Hood River Commercial Co. Doors and windows—Bartness has the most complete stock in town. Bring your eggs and butter to Hood River Commercial Company. If you need a watch, see F. W. CLARKE, before buying elsewhere. BARNES, the real estate man, collects rent for outside property owners. At present we can use a few nice chickens. Hood River Commercial Co. Fetch Portland quotations on house furnishings to Bartness and save freight. BARNES, the real estate man, has several desirable homeplaces which have not been fitted on. For 30 days, the W. B. Cole residence, lot 100 x 100. A good buy for \$1,600. Prather Investment Co. This is the season when you have to buy a mower—can't be put off—so go to Savage's and they'll do the rest. We will guarantee our creamery butter to give satisfaction or money refunded. Hood River Commercial Co. If you want to file on timber land homesteads, call on George T. Prather, U. S. Commissioner, district of Oregon. Lost—Two brass plumb bobs opposite the Teal residence, Lyman Smith avenue. Finder will receive reward by returning bobs to John Leland Henderson. For Sale—A first-class restaurant, new furniture, a good stock. A few dollars invested will produce a good income. For particulars inquire of Barnes the Real Estate man. I have just received one of the new Geneva Optical Co.'s trial sets for testing the eye, and I am now prepared to fit all eyes with glasses. F. W. CLARKE, the jeweler and optician.

Snow & Upson, general blacksmiths, can replace any part of a vehicle. If you have a job of repairing give them a trial. Two hundred to \$5,000 to loan on real estate. If your security is good your money is ready. Prather Investment Co. For 30 days, Large 2-story house, 7 rooms. Lot, 100 x 100, \$1,600. Easy terms. Prather Investment Co. Take your watch or jewelry to F. W. CLARKE for repairs. All work is guaranteed. Prices satisfactory. Bone & McDonald will deliver powder on Saturday of each week. Place your order with them. For spring wagons, buggies, harrows, cultivators, pumps, etc., go to McDonald & Henrich. Wanted—Position in a store by an experienced lady clerk. Inquire at the Glacier office. Smokers should remember that Wright & Tompkins still handle Feiler's Union cigars. Ladies wanting hair treatment or shampooing should call upon Mrs. Harrell. We carry a full line of groceries, flour and feed. Bone & McDonald. Transfer papers carefully drawn by Barnes, notary public. Write your insurance with BARNES the real estate man. Washington ice cream, made of pure cream, at Coe & Son's. Tin cans and wax strings at Dallas', 80 cents a dozen. McCormack mowers and rakes at Savage's. Mowers and rakes at Savage's. Rambler Bicycles at Knapp's. Charles Tostavin took advantage of the excursion, Sunday, and came up for a short visit to his parents. Harry Sherrill, a nephew of F. C. Sherrill, arrived here Monday from Kellersburg, Pa., on a visit to his uncle. Rev. E. Brayford, recently from the state of Washington, will preach at the United Brethren church next Sunday morning. Miss Maria E. Hill is again visiting with her sister, Mrs. M. M. Hill of the East Side, she having completed her term of school at Lyle. The first house of this high water passed down the river Sunday evening. It looked like quite a building, but was well over on the other side and could not be distinctly seen from here. The Dalles is making great preparations to celebrate the 4th of July. A big subscription has been raised, and nothing will be left undone to make the celebration a success. Hon. T. T. Goer will deliver the oration. Music, parades, baseball games and a free dance at night will be among the amusements.

The patriotic people of Mount Hood settlement will celebrate the 4th of July in grand style. The new hall now in course of construction will be completed by that time. The hall is being built on the county road, about 400 yards north of the post office, on land given by D. R. Cooper. A spring nearby is noted for its cool, sweet waters. This spot is desirable for camping and is a lovely place for holding the celebration. Eminent speakers will be engaged. The Declaration of Independence will be read, and a good, old-fashioned celebration is promised. Everybody is invited to come and enjoy the day at Mount Hood. W. W. Terry, president of the Order of Washington, accompanied by his wife, his daughter and her three children, were present at the meeting of the Hood River Union Saturday evening last. The hall was crowded and a large class was initiated. Mrs. Phillips children sang several pieces and the little whistling wonder whistled one piece which was greatly enjoyed by all. L. H. Roberts has added 60 new members to the order, making a total membership now of over 130. The Order of Washington is very popular. H. T. Marshall and daughter, Miss Louise, left on the 10:45 p. m. train, Monday, for their home in Toledo, Ohio. They will spend a few days at Crystal Lake, Mich., on their way west. Mr. and Miss Marshall were highly enthused over Hood River and were sorry not to be able to make a longer visit here. Wilbur Barnhart and Herbert Eckman who came here earlier in the berry season and picked for William Davidson, are now at work for G. A. McCurdy. The boys do their own cooking and find that money can be made picking strawberries. Both young men are from McMinnville. Barnes the real estate man sold, Tuesday, the house and lot on the hill belonging to Mrs. Dorine St. Benjamin. Mrs. Benjamin came here to pick berries and liked the valley so well decided to buy a home. She moves in immediately. F. W. McReynolds of Ukiah, Umatilla county, brother-in-law of J. H. Shoemaker, arrived here with his family, overland in his own conveyance, last Saturday. The Columbia river at this point during the present flood came within 14 and 5-10 feet of the big flood of 1894, according to Joe Wilson's gauge. Mrs. H. L. Snyder of Robinson, Kan., a sister of Mrs. Truman Butler, arrived in Hood River, Tuesday. Mr. and Mrs. David Parser of Beaverton are visiting Mr. and Mrs. Frank Noble. Troy Shelley is now mail carrier on route No. 1, succeeding Sherman Young.

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Sewing MACHINES.

We are the only authorized agents for the New Home Sewing machine in this territory. Our price on the latest style automatic drop head machine is \$37.50. This is the best high grade machine made.

Musical INSTRUMENTS—If you want a banjo, mandolin, guitar, violin, violoncello, zither, auto-harp or piano organ, come to us; we can suit you in grade, tone and finish, and our prices are way under Portland price.

STORE NEWS.

113th SATURDAY SURPRISE SALE.

LACE SALE—Hundreds of patterns of dainty Valenciennes and Torehon Laces for your selection. 5c values 3c; 8c values 5c; 10c values 7c; 12c values 8c; 15c values 10c; 20c values 15c per yard. An exceptional chance to get pretty laces and insertings at little prices.

Fish rods.....	\$1.25 to \$3.50
Trunk rods.....	3.00
Jointed bamboo rods.....	1.25
Telescoping rods.....	4.50
Hendryx reels.....	35c to 1.50
Cotton fish lines, 5 yds.....	.05
Linen lines.....	10c to 25
Oil silk lines.....	20c to 40
Fly hooks, 7 doz.....	25c to 50
Leaders.....	5c and 10
Spoon hooks, 5, 10, 15 and 20	
Fish baskets.....	1.25 to 2.25
Bait boxes, ventilated.....	25

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THE LITTLE STORE WITH LITTLE PRICES