" Mr. Stone: The samples that you have sent The Inland Printer for ve proven so interesting to me that I am anxious to have you tell us ur printing advertising has paid you and how you make it pay; how ir circulars out; how often you send them; and if you write all your self or do you have it done outside. Will you also tell us how you get ess man; by that I mean what special inducements do you present to ade-winning.

I'd like to have your letter for use in my department of the paper for August, so let me have it by June 30th.

I hope trade is good with you, and that I may have the pleasure of hearing from you soon. I am yours,

"Musgrove," of Inland Printer, Chicago. Any questions you'd like to ask, do so; I might help you.

The following is from "The Inland Printer," the leading printers' journal of the country:

"Down in Roanoke, Virginia, there is one of the largest printing establishments in the South, and one of the most progressive and up-to-date in the business anywhere, The Stone Printing and Manufacturing Company. Mr. Edw. L. Stone, the head of the company, and the one from whom emanates the majority of the advertising ideas, writes me as follows about his advertising:

'I believe advertising to be almost as necessary in the conduct of a printing establishment as is the printing press itself. The kind of advertising, or the method employed, is the point that needs the most consideration.

'The writer has always believed in a certain amount of newspaper advertising, and has carried two inches across double, at the top of the column, next to local reading matter, same position, in our morning daily for the past eight years. This is changed regularly, every week-the advertisement being set up in our job department, in nobby style, stereotyped, and the plate sent to the newspaper. We thus attend to our own display, have the use of all the late style type, borders, etc., and find that this method encourages the systematic changing of the advertisement.

Of course, the first thing is to have something to advertise. Advertising will not be beneficial for any length of time if the claims and representations are not as advertised.

' We claim to be the largest and best equipped printing office in the State-with possibly two exceptions; they may be larger, but are really no better equipped. All of our machinery is modern-our appliances labor-saving, etc. We have lots of type and other facilities necessary for quick work-and we tell our friends (and enemies) about them.

'It is, of course, necessary that the quality of our printing be right, and our prices right, and our promises kept.

'We inclose a little advertising slip in each letter we send out and in each package we deliver.

We never mention a price in our newspaper advertising, and seldom in our slip advertising. Our experience is that when a man sees a good job of printing he remembers who did it-he does not ask what it cost. We mean, for example, suppose a handsome programme is gotten out for some public entertainment, and the programme is commented upon. On all sides we will hear: "Stone, that's a nice programme you printed for the Flower Show." When some other entertainment is to be given they remember that we printed the other programme, and come to us Then we take care of the rest.

'We pay especial attention to our proofreading-and it's a winning eard with schools, colleges, universities, lawyers, etc.

'And we tell the people about it.

Our city has a population of about 22,000-we employ about sixty-five people, occupy three floors, 60 by 100 feet, well lighted and heated, fitted with gas and electric light, gas and electric power, and electric bells, dumb waiters and speaking tubes to all departments. Our people have a metropolitan printing office at

'And we tell them about it.

· We recently undertook to complete in two weeks an edition of 10,000 copies of an 180-page catalogue. Our customer doubted our ability to do so. A friend who had seen some of our quick work, in the shape of law briefs, told the customer if we said we would do it, they could count on it being done. We had them begging us for time.

And we told the public about it.

. We endeavor not to promise more than we can perform-but, after we promise it, we leave no stone unturned to keep our promise. We telegraph for paper to come by express; we work at night-all night, may be; put the job on two presses, or six, if

· And then we tell the people about it.

· We keep quite a lot of samples of our printed work, with circular price list, always ready for answering inquiries. We send out a large calendar at first of the year, and calendars on blotters each month.

. We never "let up."

· We make it a rule to answer all letters courteously and fully. If a quotation is asked on one thing, and we can suggest something better, or perhaps more economical, we do so.

'We never "talk about" a competitor. We blow our own

horn, and find it keeps us busy.

'I have tried to answer your questions, and hope I have done so satisfactorily.

· I might add that I have active charge of the business; am a practical printer; write all the advertisements; keep in touch with almost every job, suggesting the change of a line here and there; believe in giving my force good tools to work with; have tried and true lieutenants at the head of the departments, who take pride in the good name of the establishment, etc.

'I believe in paying good wages and exacting good service.

'If I can give you any further information let me know.'

"There are lots of good points in that letter. You will notice Mr. Stone says, 'we never let up.' Much of the success of Mr. Stone's advertising lies in that. There is no 'off season' for Mr. Stone, because he always keeps at his people. Mr. Stone's letter can be read with a great deal of profit. because it is the testimony of a practical advertising business man who has the courage of his convictions and the power to v them out fully and completely."

GOWN GOSSIP.

A dark blue blouse has a margin on the double breasted front at the opening on the side of dark green velvet. It is extremely pretty.

The overlong victorian shoulder seam has failed to find followers, and all bodice seams are now found in their normal position at the top of the arm.

Opera headdresses and theater bonnets made according to the most approved al-truistic methods are bows of velvet secured to the hair in front with a bone hairpin.

Bandanna steeks are attractive if they are worn by the proper persons. The culiar orange red shade or red and oran

cannot be worn next the face by every one. Jeweled and sequined garnitures ad infinitum still hold the place of honor beside elegant laces and chiffon draperies on dress tollets and gowns of ceremony of the sea-

An easy and pretty way to freshen a black, white or colored silk or satin bodice is to cover it with an overdrapery in blouse style of net, lisse or chiffon the shade of the bodice or of a contrasting color.

Handsome silk cord passementeries in French or Russian military designs appear on smart winter coats made by Parisian tailors, and with those are associated dark furs in scal, otter, opossum, fox and astrakhan.

One of the prettiest gowns of the castor shade for the street has at the opening of the Russian blouse in the front a narrow line of burned orange velvet, upon which is a single narrow strip of sable fur, while another edges the plain standing collar of the gown material.

One of the season's novelties in trim-ming cloth gowns is the machine stitching in patterns like the old fashioned quilting. The cloth is padded underneath to give it raised appearance, and the design covers the blouse bodice, decorates the sleeves and usually extends entirely around the skirt.

THE HORSE SHOW.

The big chestnut pacer Dr. Wood, 2:111%, is one of the fastest on the Boston

Dick Havey, the Palo Alto driver who had his leg fractured at Los Angeles, is obliged to still retain his crutches.

Antrim, the last son of Aberdeen to take a standard record, was 11 years old when he paced in 2:24 at Walla Walla, Wash. The dam of Bismarck, 2:13 4, is owned by J. H. Richardson of Boston and is seen

occasionally on the Beacon street boule-

Dr. Wilkes, 2:1914, came out of his plas-ter cast with his "dickey" leg apparently as good as new and will be campaigned

Orris A. Browne of Cape Charles, Va., informs us that the 4-year old mare Lamp Girl, 2:22 \(\frac{1}{4}\), is a trotter and not a pacer. as generally reported.

Dr. Wickersham of New Carlisle, O., has

a yearling colt by Petoskey which, with six weeks' work, paced an eighth as a weanling in 22 seconds. Mambrino Paymaster used to be known as Old Blind in Dutchess county, N. Y., where he was owned by Azariah Arnold, an honest Quaker farmer.

Baltimoreans will never forget that that city was once the home of Flora Temple, 2:19%, and of the white legged paragon of trotters, Dexter, 2:17%.

Azote worked out of his lameness be-hind, it is claimed, late last fall, and it will not do to figure the free for alls this year without taking him into considera-tion.

Harry J. Brooks, the proprietor of Hotel Brooks, Baltimore, band and will.

Brooks, Baltimore, bred and still owns the little trotting stallion Hannis Blossom, 2:2334. He has a number of youngsters by the European champion, Colonel Kuser, 2:1114.—Horseman.

CURIOUS CULLINGS.

The only windows in Korean houses are pieces of glass about the size of a nickel. If an Egyptian dies before noon, the fu-neral must take place that same day. If death occurs after noon, the funeral may not be delayed after the next day.

Human heads formed a collection re-cently sold at public anction in London. There were 12 of them, from Ecuador, New Guinea, New Zealand and other places. A "tattooed Maori head with a curious smell" brought 17 guineas. The City of the Salt Mines, which is

The City of the Salt Mines, which is situated several hundred feet below the surface at Wielieska, thilicia, is a wonderful subterranean city, with a population of over 1,000 men, women and children, secres of whom have never seen the light of the or the carth's surface. of day or the earth's surface.

Irish ex-sergeant in the army who died at Whittington, Ungland, left direc-tions that a bottle of Irish whisky should be buried with him. As the sexton objected, a comrade of te dead man sprin-kled the whisky over the coffin. He was arrested and tried for "indecent behavior," but was acquitted.

POINTED PARAGRAPHS.

There is nothing more uncertain than a

The man who invests in watered stock

is apt to get scaked.

The voice of the average man spoils what

little music he has in his soul. Love draws more plans for air castles than all the other architects combined. The woman who runs after a husband

Thirteen is always an unlucky number to have at the table-when there is dinner for only 12.

until she gets one seldom brags of her

It is useless for a self made man to waste money in taking out a patent on

Dreams are illusions. Therefore when a girl's complexion is a perfect dreamwell, you can draw your own conclusion. Whenever you hear a girl refer to a man as an idiot she is in love with him and he is in love with some other girl.—Chi-

FACTS ABOUT 1898.

tago News.

Labor day will be Sept. 5. Thanksgiving should be Nev. 21

The Jewish year 5659 will begin at sunset of Friday, Sept. 16.

First Sunday in Lent, Feb. 27; Palm Sunday, April 3; Easter Sunday, April 10. On July 4 the one hundred and twenty third year of American independence will

The four seasons will begin on these days in 1808; Spring, March 20; summer, June 21; autumn, Sept. 22; winter, Dec

Lincoln's hirthday will fall on Saturday and Washington's birtiday on Tuesday. Decoration day and Fourth of July on Monday and Christmas on Sunday.

The jungles of Africa are not the only places in the world where a man courts death from an unseen foe. All the savages of all the barbarous nations of history have not slain

unseen foc. All the savages of all the barbarous natice tions of history have not slain one tithe of the men that have been killed by that dread assassin—consumption. One-sixth of all the deaths in the world are due to it.

Dr. Pierce's Golden Medical Discovery cures 98 per cent. of all cases of consumption. It cures by going to the very root of the evil—imperfect and improper nutrition. It corrects all disorders of the digestion, makes the appetite keen and assimilation perfect. It drives out the impurities from the blood and fills it with the life-giving elements that build up the body. It is the greatest blood-maker and purifier. When you pump rich, red, healthy blood into an organ it cannot long remain diseased. This is true of the lungs. New healthy tissue is built up in them and the germs of consumption are driven out. Thousands have testified to their cure by this great remedy. Druggists sell it.

Ralph Green, Esq., of Williamsburg, Callaway Co., Mo., writes; "Before I commenced your

this great remedy. Druggists sell it.

Ralph Green, Esq., of Williamsburg, Callaway
Co., Mo., writes: "Before I commenced your
treatment I could not take a drink of water without great suffering in my stomach. I could not
eat. I was fast sinking and did not weigh more
than 135 pounds. To-day I weigh 157. I had
five different doctors examine me, and each one
treated me without doing me any good. At last
I took four of five bottles of gour 'Golden Medical
Discovery,' and to-day am in better health than I
have been for five years. Whenever I see any of
my friends suffering I tell them of your medicine
and advise them to write to you."

It is better to do

Dr. Pierce's It is better to do mending while the damage is slight, than wait until the whole structure is ready to fall. Constipation is the one, all-embracing disorder that is responsible for many other distore Pleasant Pleasant Pleasant Pleasant Pleasant Pleasant Pleasant It. Druggists sell them. They never gripe. One little "Pellet" is a gentle laxative, and two a mild cathartic. They are tiny, sugar-coated granules. Nothing clse is "just as Pellets.

JESTS OF THE JOKERS.

He was a mere stripling of a lad. He might have been 7 years of age, or he might have been 9. Nobody could tell by looking at his face. The only mark of certainty about the youthful countenance was the sure sign that some of his ancestors had come from old Ireland. The little fellow walked hastily into the office of the warrant clerk o Recorder Finnegan's court, pushed through the crowd and caught the attention of the clerk with this odd demand

"I want to make an affidavit against my pa!" And he pushed his little red head around the side of the desk.

"You want what?" queried the clerk. "I want to swear against pa," said the boy again. "He has just been in a prizefight with ma."

"Well, why don't your ma swear out the warrant against pa? My boy, you are too young. You won't fill the bill." "My ma can't come, and she wanted me to fix it up for her."

"Why could she not come?" asked the clerk, getting interested in the youngster's story. He could not imagine why the wife would not be only too willing to swear out the warrant.

"My pa and ma, they got in the fight in the kitchen. That is how it happened. My pa made a drive for her, but didn't land, and then my ma she grabbed up the rollin pin and floored the old man. She is now sittin on him, holdin him down, and that is why she couldn't come to swear against him. She sent me. "-New Orleans Times-Demo-

A Flag of Warning.

Beware of the dry, tickling, backing, morning cough, for it warns you that consumption lurks near. The famous Dr. Ball's Cough Syrup will cure it. "I had a very bad cough. One doctor pronounced it consumption. I used Dr. Bull's Cough Syrup and was completely cured; the cough left me and has never come back. Simon Smasal, 375 31st Street, Chicago, Ills." Dr. Bull's Cough Syrup costs but 25 cents. Ask for Bull's, take only Bull's.

FEBRUARY BARGAINS.

The best things on the market. property that cost \$2,200, now resiting for \$12 per month. Price, \$1,100; \$100 cash, balance \$10 per month. Apply at once.
One of the most attractive properties in the West End; 8-room dwelling, bath, corner lot, stable. Price \$2,350.

A very next 4 room cottage on lot 50x 150, in most desirable location. Price \$1,000; \$100 cash, balance \$12 per month. Three nice 6-room houses in the southeast part of the town. Price \$750 each:

\$25 cash, balance \$5 per month.

A large 8 room dwelling with stable on lot in 2 blocks of the N. & W. offices.

FARMS.

One of the most desirable farms in Augusta county, 400 yards from the N. & W. station, 315 acres, 265 in cultivation, machinery can be used all over the place. 11-room dwelling and all necessary out-buildings This is a very fine property. Price \$8,000.

Price \$3,000.

A farm of 130 acres 7 miles from Roa-noke and one mile from Hollins, well worth the money asked for it. Price \$1,500: \$200 cash, balance \$200 per year.

LOTS.

One good lot on Shenandoah avenue n. he best lot in the Lewis addition 50x

130 feet, \$175.
Two of the best lots on Dale avenue s.
e. Price \$150.

A SNAP.

The best bargain that has been offered in inside property for \$1,500. There is a sure profit in this.

OSWALDS. HAWKINS

Real Estate Agent,

No 416 Terry Building.

Big Bargains in Heal Estate.

\$2,600 buys a desirably located 10-room residence on Terry's Hill, which cost \$6,000; can be exchanged for cheaper property in part payment; balance on long time at 6 per cent. Interest.
\$1,500 will buy 8-room residence, large lot, near center of city \$150 cash \$15 per month.
\$962.50 will buy a nict 5-room tottage, large lot and stable near in, \$100 cash and \$10 per month.
\$1,500; \$15 cash and \$15 per month will get a nice 7-room house in southwest.
\$1,450, on easy payment, will take in a lovely new 7-room house in southwest, very desirably located, with modern improvements and nice shade.

Splendid brick business priperty now renting for over 10 per cent. Aler paying taxes, insurance and water reit.
\$800 for a 6-room house in lorthwest, \$100 cash and \$10 per month.

Two lovely new homes in southwest with every convenience, in one of the best neighborhoods in the city, one of 8 and the other of 9 rooms, large lots and beantiful shade.

Price, \$2,200 and \$3,000; terms easy.

Farms.

500 acres farm near Roanoke on rail-road, first-class improvements, fits or-chard, plenty of timber; terms easy this

chard, plenty of timber; terms easy this is a genuine bargain at \$10 per acre.

Magnificent James river farm, 12 hiles from Norfolk, dwelling that cost \$1000 to build, beautiful location, all necessary buildings, besides 6 tenement houses, 25 acres in fruit, large quantity of wood and good timber, containing 700 acres at the low price of \$10 per acre.

110 acres of Back Creek pippin aple land, in good state of cultivation, 90 young bearing pippin apple trees, at \$0 per acre. This is a choice investment.

Two other small pippin apple farms \$75 and 50 acres, with good orchards a \$10 and \$12 per acre.

133 acres of first-class land on the Shen andoah Valley railroad, one mile from

133 acres of first-class land on the Shen andoah Valley railroad, one mile from depot, in high state of cultivation, about 100 miles from Roanoke, good improvements, fine orchard, plenty of good timber, well watered and fenced. At \$30 per acre. This land is equal to land sold in Roanoke at \$50 and \$60 per acre; can be sold on any time from one to seven years; can be exchanged for Roanoke city real estate.

About 300 acres pn Norfolk and Western railroad, 45 acres of fine bottom land, 55 acres of which has yielded 64 1.2 of corn to the acre, is also good for wheat corn to the acre, is also good for wheat and grass; S-room house, good young orchard, has about 50 acres of as fine peach tree land as can be found in the State; can be bought for \$5,500 or exchange in part for Roanoke city property.

This is only a partial list of the property we have for sale, any of which we will show at any time; correspondence solicited.

T. W. SPINDLE & CO.,

Real Estate Rental and Insurance Agents.

No. 8 Campbell Avenue S. W. ROANOKE, VA.

REAL ESTATE FOR FEBRUARY.

10-room house with all conveniences, stable and carriage house: nice shade and select shrubbery in the yard: five min-ntes walk from depot. This is a bargain at the price, \$3,250. S.r.all cash payment, balance long time. 10-room dwelling, Salem avanue

large lot and beautiful yard, \$3,500.
6-room dwelling near West End Round House, very thing for railroad man. Price \$600; good terms. 6-room dwelling, cellar and bath room,

southeast, near the shops, \$1,800. 7-room dwelling, southwest. \$800; cash \$100; monthly \$10. 7-room dwelling near Belmont school, good drive for a shop man, \$800. Easy

7-room dwelling Tazewell avenue s.

7-room dwelling Tazewell avenue s. e., near shops and school, only \$850; small cash payment, balance monthly.

4 room cottage southwest, sewer connection. Very thing for railroad man. ririce \$500; cash \$50; monthly \$7.

Two well built 6-room 2-story dwelling, nicely paperal. Frice \$400 each; 1-15

ings, nic-ly papered. Price \$400 each; 1-3 each, balance 6, 12 and 18 months.

5-room cottage, northeast, near the shops, nice lot. Price \$700; cash \$25; monthly \$8.

6-room dwelling Park street, great bargain for residence or business property. Price \$550; cash \$100; monthly \$10.

Nice cottage, Rorer avenue southwest, arge lot, \$550; cash \$50; balance 6-room dwelling large barn, 2 acres fine

broom dwelling large barn, 2 acres fine land in Vinton, near car line. Price \$600; small cash payment, balance monthly.

35 acres best land in Southwest Virginia, all tilable, well set in clover, one

mile from city limits Price \$60 per acre; 1.2 cash, balance 1 and 2 years.
Fifty elegant building lots in Belmont.
Price \$4) to \$150, according to location.
All on installment plan. acres garden farm, 2-story frame

dwelling, nice cak grove, plenty of fruit, 3 miles from city. Price \$900; 1-3 cash, balance on good time. 10-room brick dwelling near Times building, all in fine condition. Will ex-

change for a good farm.

200 acre farm, 8-room dwelling, good orchard. Would -xchange for residence in Roanske, or sell for \$1,250; 1-3 cash, balance I and 2 years.

If you wish to buy, sell or exchange your property call to see us or write. We have all kinds of property for sale or exchange. We solicit your property for sen!

PACE & BOBBITT. Real Estate and Rental Agents,

10 Jefferson St.

CATARRH Disease A Climatic CREAM BALM COMPANIES COLD HAYFEVER DE HEAD Affection Nothing but a loca remedy or change of climate will cure it. Get a well known pharmaceutical rem-edy,

Rly's Cream Balm

A LOCAL

It is quickly Abserbed Gives Relief at once Ocens and cleanses the Nasal Pas-Allays Inflammation. Heals and Protects the Membrane. Pestores the Senses of Taste and Smell. Full Size 50c; Trial Size 10c at Druggiste or by mail. ELY BROTHERS, 56 Warren Street, New York.

FOR RENT.

6-room cottage, Roanoke street, near in, \$9.00.
8-room house with modern conveniences on Patterson avenue; stable, etc., \$16.00.
10-room_house_with modern conveniences on Patterson avenue, near in, \$15.00.

8 room house on Shenandoch avenue

n. w., \$7.00. Small office room near Watt, Rettew &

Small office room near Watt, Rettew & Clay's, \$6.00.

Two store rooms with dwelling rooms above, corner Park street and Loudon avenue n. w. Will rent separately. Second floor arranged for boarding house purposes. Rent moderate.

T. E. B. HARTSOOK & CO., THE RENTERS, Market Square.

FOR RENT AND FOR SALE.

T. W. Goodwin, Ag't. Office: Room No. 205 Terry Building.

February 1, 1898.

٥.	317 Tenth avenue	19 00
3.	1236 Chapman avenue s. w \$	10.00
38	roo re-	18.00
	522 First avenue s. w	13 00
3.	1724 Boulevard	10.00
33	1009 Emple 1	10.00
	1002 Franklin Road	30.00
٠.	1921 Boulevard	OR OF
•	1726 Boulevard	20 (1)
•	FOR BOULEVARD	10.00
	ooo Seventh avenna	71 00
2	426 Spotterroad assess	11.00
4.0	426 Spottswood avenue	10.00
	Northeast.	
0.	335 Ninth avenue	4.00

Northwest.

Business Property. No. 414 First street s. w. 15.06 No. 711 Third avenue s. w 7.00 to. 304 Commonwealth ave. n. e. . 10.00

Call and examine my list. T. W. GOODWIN, Agent.

RESIDENCE PROPERTY

DESITABLE FOR HOMES OR SPECU-LATIVE INVESTMENT. ZERMS EASY.

10-room dwelling, 118 Eighth avenue s. w., lath room, hot and cold water at-tachment, lot 50x100 feet. Originally worth \$7,500; present price \$4,000. Comfortable dwelling No. 712 Campbell avenue s. w.; lot 91x275 feet to an alley, 10 rooms, bath room and stable. Originally sold for \$10,000; present price \$4.000.

street s. w., 10 rooms, good stable, necessary outside buildings, lot 50x150; \$3,000. Nice 6-room cottage No. 3 Trout avenue s. w., lot 50x150, \$1,500.

Three story brick building on Shenan-doah avenue, near freight depot, now used, first floor as a bottling works, and second and third as shop and dwelling,

6-room dwelling, No. 517 Fourth street

n. e., very cheap and convenient to Ros noke Machine Works, \$700.

S-room dwelling, 14 1-2 Lee street n.e., lot 50x200 fee^{*}, \$1,500.

8 room dwelling, 509 Luck avenue, lot 34x90 feet, very cheap, \$2,000.

6-room dwelling, 427 Elmwood street s. e., lot 40x130, a bargain, \$650. 8-room dwellings, 924, 930 and 932

ible located and very cheap, \$1,100. 6-room dwelling, 711 Gilmer street 'n

Vacant lot on Jefferson street, 25x170

Peck Hotel, on Salem avenue, near Academy of Music, 24 rooms, a bargain, price \$3,500.

price \$3,000.

House and lot, 8 rooms, north side Melose avenue n. w., lot 75x210 feet, a most

Two-story frame building, 612 Sixth avenue n. w., very nicely located, 6-room house, price \$1,200.

12-room two story dwelling, 379 Elev-

10-room two story dwelling, 377 Eleventh avenue s. w., one of the cheapest houses in the city, lot 50x130, \$3,000.

Two cottages on Shenandoah avenue, Nos. 1021 and 1023, 6 rooms, each \$80.). 18 room dwelling, 31 Seventh avenue s. w., worth \$7,000, price \$5,500.

15 room dwelling, No. 364 Campbell avenue s. w. The cheapest property now on the market; just elegant, \$5,500.

For the National Mutual Building and Loan Association of New York, Masonic Temple, Room No. 2.

	Southwest.	
o.	317 Tenth avenue	19.0
10.	1200 Unanman avenue e te e	10 /
lo.	522 First avenue s. w	13.0
O.	1002 Franklin Road	90 6
10.	1921 Boulevard	Ot /
10.	1720 Boulevard	10 /
	509 Seventh avenue	11.0

No. 529 Seventh avenue No. 533 Seventh avenue No. 428 Sixth avenue

 No. 618 First avenue.
 9.00

 No. 115 Twelfth street
 8.50

 No. 923 Second avenue
 15 00

 No. 622 First avenue
 9.00

I also have in my charge properties in al sections of the city that can be bought at great bargains, either for cash or on the instalment plan.

FOR SALE AT REDUCED PRICES.

\$1,000. Very desirable dwelling No. 316 John

Dwelling No. 366 Eighth avenue s. w. lot 50x150, \$1,500.

8 room dwelling, n. s. Belmont avenue s. e., lot 93x130 feet; beautiful location, \$2,000.

6-room dwelling, 927 Shenandoah avenue n. w., lot 25x130, \$800.

20x130, all three desir-

w., lot 40x130, nice location; a bargain, \$1,100.

feet, near marble yard, formally worth \$6,000; price \$2,500.

Two story frame building, 8 rooms, 450 feet east of F street, fronting on Campbell avenue s. w., lot 50x233 feet. This is a very cheap and desirable property.

A very desirable 8-room dwelling, 801 Rounoke street s. w., good outside building, hot and cold water, bath, etc., lot 50x150, a bargain, \$2,500. desirable home, price \$1,800.

10-room dwelling, 315 Randolph street, near Roanoke and Southern depot, formerly sold for \$2,000, price \$1,150.

10 room two story dwelling, No. 375 Eleventh avenue s. w., an elegant property, none better, lot 50x130, \$3,500. enth avenue s. w., new house worth \$4,500, lot 50x130, price, \$3,500.

Two-story frame building on Washington street, east of G, a beauty, all modern improvements, 7 rooms, very cheap, \$2,700.

Two-story frame dwelling, 1116 South Jefferson street, worth \$3,500, price \$2,-

JUNIUS McGEHEE, Agent