

Booster Day
SATURDAY
March 19

Bend Booster Special

TAKE ADVANTAGE
OF THE BOOSTER DAY
SPECIAL PRICES

PRICES NEARING LOWEST MARK FOR 1921

Spring Buying Has Begun in Earnest—
Factory Wheels Again Turn,
Shortage Is Forseen

PROSPERITY MUST PREVAIL

Universal Optimistic Spirit Will Aid Nation In Speeding
Climax of Readjustment Period.

Every day has been bargain day in Bend the past few months. From the first whisper of a break in high prices the merchandise prices have continued to tumble. So zealous have the efforts of the merchants been to dispose of their stocks that in many instances they have sold for as much as 25 and 30 per cent below the present replacement cost.

This is not true of Bend alone. Every city and hamlet in the entire nation has experienced the same condition. Readjustment in prices has found its way into every nook and corner and has affected every commodity offered for sale.

Last winter when the threads of high prices first began to snap, a fear crept into the heart of the commercial world. What that fear was no one really knew. Everything slipped along in the same usual way but every one was looking for something unheard of to happen. Prices then started to decline materially, the public refused to buy, feeling everything would soon be much cheaper. This forced the merchants to think a financial crash must come. They in turn refused to buy new stocks for spring, believing that they would have much difficulty in disposing of the merchandise they already had on their shelves.

The merchant's unwillingness to buy caused the manufacturer to slow up production. Help was discharged and factories were closed everywhere throughout the east. To some it looked mighty dark for 1921. Food for the pessimist was soon in abundance. They rallied their forces and worked day and night. No stone was left unturned that would prove the world all wrong. Panics were scheduled to appear that would reap destruction and bring ruination to the entire business world. Had it not been for the real American optimistic spirit which remained in control the vivid picture of the pessimist might have become a reality.

And in the midst of all this the merchants of the nation strove to combat unhealthy propaganda, endeavored to make the best of what seemed might be the worst, and continued to sell.

Every known method of pushing merchandise sales was exercised to the fullest extent. The watch word of the entire nation was "sell" and they did sell. Cost prices were entirely lost sight of, the only idea that remained was "what price could be placed on an article that would move it?" This accounts for the large percentage of merchandise that was disposed of below its real value.

Had it been possible for anyone to have seen into the future and proven beyond question that this crisis was only a gruesome picture painted by the brush of a pessimistic, idle, gossip artist, the profit side of the books of many a business house would look different today.

The curtailing of manufacturing has caused a shortage in merchandise. And a shortage can mean nothing but a raise in price. Of course the raise will be only slight, but it must come. From this it is reasoned that the bottom in prices has been reached or is close at hand, for the time being.

Merchandise has sold so readily and the average merchant has allowed his stock to run so low that this spring's buying by the retailers is far heavier than the wholesaler could have ever dreamed of.

Spring buying is well under way. Orders are pouring into the offices of the manufacturers until they are completely swamped. Throughout the entire east the wave of prosperity is in full swing. Factories are working full shifts and everything is one grand rush.

Everything is again calm on the sea of commerce and the good ship business has weathered the storm with out serious injury.

Right here in Bend some of your merchants are unable to get merchandise. In orders placed for twenty-four or forty-eight garments of ready-to-wear, they are receiving some three or six garments.

It may be said that there is not a merchant in Bend today that is in the same frame of mind regarding his stock as he was some months ago. Not many weeks ago many would have been glad to sell most anything they had on their shelves for anywhere near what they paid for it and think they were mighty lucky to rid themselves of it. Not so today. They have ceased to worry about this rush sale idea and are turning their undivided attention to new spring styles and materials, the fixing up

of their store and display windows and getting ready for a real healthy spring business.

An editorial in a recent issue of an eastern trade paper said: "Nineteen twenty-one will, without doubt, be a record year for business. The man who don't win will be the man who has failed to see optimism soon enough and is not prepared." And this sounds like reason. If you will take close observation of your own local conditions you will see the change yourself.

From The Magazine "It"

Answering complaints made by the New York office, Sol Getz, Yellow Dog studio manager, satisfactorily explains his seeming extravagance in recent productions:

Hollywood, Cal., March, 1921. Yel. Dog Film Corp., N. L.

Gentlemen and Kickers: Such insultin' letter as you send I hain't got since the time I failed to return Able Smeltzer's weddin' shirt and he had to get married on a hot night with his coat buttoned up. I couldn't send it because when I made a speech to the Shirtmakers' union I got raw egg all over the front. The shirt wasn't fit even for Abie's weddin', an he's cheap roughneck. Well, such letters as he sent, you sent and they hurt my feelin's on both sides.

Re. "Davy Crockett." When we took the picture I couldn't get any woves to jump at the door which Davy held bolted by his nude arm, so I hired some Belgian hares for the scene. If they didn't lunge and

bark at the door it was no fault of mine. The door was there all the time. The public don't care should it be woves or rabbits, so for why should that man Simon kick?

You say in "The Passion Play" I should have used only 12 Apostles. I wasn't goin' to spoil a big production by bein' cheap, so that's why I hired 22 Apostles. They were 11 Apostles, too, except Kemp, who wore puttees and smoked a cornob pipe. It don't make no difference anyway. Any picture what's got the word "passion" in the title is bound to get the mazuma like a fire sale.

Next week we start shootin' "The Strange Wife," which will create a big sensation, it's so different. In this story the wife lives with her own husband and both are respectable. If it don't go all right, by a subtitle we can change the husband into somebody else.

My secretary, Miss Hess, has got well by her rheumatism in the knees, and while she is still quite weak, Monday she was able to ask for another raise of salary. A feller in my

position has got to be firm and I told her flat that from this company no more monies would she get. I would have stuck to it, too, if she hadn't tickled me under the chin and said that I looked like Napoleon. We can't afford to lose an employe what's such a keen observer and so well posted in history. It is all right that Miss Hess should get more salary than President Simon, because she's smarter in the brains.

Lawrence Longdraw, the new skenario feller you shipped out, had his room robbed Sunday night and now he's stunk in the middle of a continuity. He says he can't go on until he gets another long-handled pipe

what looks like a fine. He says you should go to 23 Mott street and get him one. Also some Yen She, whatever that is. It comes in cans and stinks.

Hoping this finds you the same, I am

Carnivorously yours,
SOL GETZ,
Studio Manager.

To Wash Gold Chain.

Put chains in a small bottle with warm water, some pulverized chalk and a bit of grated castile soap. Cork the bottle and shake well, then rinse the chain in cold water and wipe on a towel. Gives a brilliant polish.

Booster Day Bargains for Saturday Only

\$3.25, \$3.50, \$3.75 Jersey Sweaters, at.....\$1.95

Men's and Boys' all wool Jerseys, in high or V neck; regular selling prices being \$3.25, \$3.50 and \$3.75; on sale, Booster Day only.....\$1.95

Boys' Caps and Hats; regularly selling at 75c; on sale Saturday only for.....15c

A jumbled lot of Hats and Caps; first come first served; on sale Booster Day at, each.....15c

Don't miss being in Bend next Saturday. Opportunity knocks—Don't hesitate—Come!

CASHMAN BEND'S
CLOEHIER

Home of Hart, Schaffner & Marx

BOOSTER DAY SPECIALS!

200 Lbs. Picnic Hams
23c Per Lb.

200 Lbs. Sugar Cured Hams
33c Per Lb.

Lard, in 5-lb. Pails, \$1.15

Lard, in 10-lb. Pails, \$2.25

O'Donnell Bros.

Klenzo Tooth Paste 39c
New 50c size
BOOSTER SPECIAL

Rexall Orderlies 39c
Regular Price 60c
BOOSTER SPECIAL

Jonteel Talc 19c
Regular Price 25c
BOOSTER SPECIAL

Horton Drug Co.
THE REXALL STORE

BOOSTER DAY SPECIALS!

Saturday, March 19th

Quart Can of Peaches, 25c
Per Dozen, \$2.95

Quart Can of Apricots, 25c
Per Dozen, \$2.95

Now is the time to get your requirements at prices one-half less than last fall. Remember it is always the Union for real bargains.

The Union Grocery Co.

TOILET PAPER

4 Rolls for 30c
7 Ounce Crepe

Magill & Erskine



THE KIDDIES
MUST HAVE
SWEETS

They usually want candy, but too much is dangerous. Give them Cake—it will satisfy and at the same time is in no way harmful to health.

TRY OUR
25c CAKES

They are delicious.

American Bakery