

# Personal Mention

Mr. and Mrs. P. H. Parham of a short time before returning to Baker, were among the Baker guests at the Savoy Saturday.

Earl Reynolds has returned to La Grande after spending the past week at the Salem fair.

Will Erickson and Mrs. W. H. Erickson of Idaho, are visiting in La Grande for a few days.

H. C. Smith and family of Ontario, stopped in this city yesterday afternoon on their way to the coast.

Mr. and Mrs. H. C. Gray of Hilliard, were registered at the Savoy last evening.

Wallace was represented among the guests at the Policy Saturday by William Robbs.

J. E. W. Galloway of Epain, was registered among the guests at the Savoy last evening.

Mrs. Robert Welch was among the Joseph guests at the Savoy Saturday evening.

Walla Walla was represented at the Policy last evening by H. C. Hendon.

Mr. and Mrs. Robert Blumenthal were in from Elgin Saturday shopping and visiting. They were registered at the Savoy.

Arcelle Brehfeld and Calvin Mahoney were among the Enterprise guests who were registered at the Policy last evening.

Mrs. Mary Shannon returned to her home at Island City this morning after spending a short time in this city shopping.

Mrs. J. M. Johnson, Mrs. James Hunt and Miss Helma G. Fossum were Baker guests in this city Saturday. They were registered at the Policy.

Mr. and Mrs. P. H. Peck, who make their home in Walla Walla, were in the city Saturday on business. They stopped as guests at the Policy.

Mrs. Ina Geier left this morning for her home at Walla Walla after stopping in this city last evening on her return from a short business and pleasure trip to Yachton.

Mr. and Mrs. Ernest Cozier were among the Union shoppers in this city Saturday. They stopped at the Savoy.

Mr. and Mrs. J. J. Campbell of Joseph, were work-and-visit in this city. They were guests at the Savoy.

Mrs. Mary Rippey left this morning for her home in Portland after visiting here as the guest of her daughter, Frank C. B. Johnson.

Mrs. Frank Wade passed through La Grande this morning en route for her home in Elgin after visiting in Portland for a short time.

Mr. and Mrs. S. J. Ownby of Oregon City, left this morning for Enterprise, where they will visit relatives.

Mrs. M. A. Zollinger of Portland, and Mrs. L. C. Cant of Corvallis, were among the tourists who stopped at the Savoy Saturday evening.

Mr. and Mrs. F. H. Gault of Joseph, were in this city yesterday visiting friends and stopped as guests at the Savoy.

J. J. Smith, James P. Smith and M. C. Gordon of Caldwell, Idaho, stopped as guests at the Savoy last evening. They are touring west to coast points.

Mr. and Mrs. H. I. Gilmore and Mrs. Nellie Spencer and daughter, Irene, spent yesterday in Baker as guests of Mr. and Mrs. Jay Spencer.

Misses Thelma and Iona Gray were stopping and visiting in this city Saturday. While here they stopped at the Policy.

Mrs. L. A. Wostenakow was in from Imbler Saturday attending to business matters. She stopped as a guest at the Savoy.

Ed. Meyerdek and Alina Meyerdek left this morning for Portland and Seattle, where they will spend

# Deflation Has Taught Much To The Farmer

ATLANTIC CITY, N. J. (Special)—The present era of deflation in the agricultural districts will be the salvation of the American farmer, says a speaker at the annual convention of the American Cotton Growers' Exchange, held in the State Bank Division of the American Bankers Association, in Atlantic City, N. J., today.

"The farmer has realized," Mr. Williams added, "that there can be no political remedy for an economic evil and that they themselves are responsible for their own destiny and that the reason they have failed to become prosperous is because they have failed to recognize the economic principles of any business in their own marketing operations."

"The farmer had assumed that because production is an individual problem marketing must also be. He now has learned, however, that the group principle may be applied to the marketing of farm crops just as readily as it is to the marketing of shoes or steel rails. He has learned that there are two factors in supply and demand. One is time and the other is place. The actual price of the product depends in a large degree on its time of sale and on whether the sale is at the point of production or at the point of consumption."

"With this fundamental understanding the farmer began to see how to solve his own problem. Out of that new knowledge has come a movement that already has become the most important development in the agricultural history of this country, and so far-reaching in its effects that it touches directly or indirectly the pocketbooks of the entire nation. It is a movement which today engages the attention of one-sixth of the farmers of the United States and through which more than one-tenth of all the crops—as measured by dollar value—are marketed."

"More than ninety per cent of the dried fruits, 75 per cent of the citrus fruits, 70 per cent of the tobacco, 65 per cent of the nuts, 25 per cent of the milk and milk products and 20 per cent of the cotton grown in the United States are being marketed today by co-operative associations of one standard type, by a standard method and for a standard purpose. There are 1,200,000 farmers who belong to these co-operative organizations. They have learned that their success lies thru the substitution of the principle of merchandising for that of dumping."

"The world's consumption of American crops is approximately in even ratio month by month. The monthly usage of cotton, for example, varies from 75 per cent in November to 85 per cent in March, consumption of every other month being between those two figures. Yet 70 per cent of the crop is dumped by farmers during the months of September, October, November and December. About 65 per cent of the wheat is marketed in August, September, October and November. This dumping process floods the market with an excess supply and leads to speculation and manipulation. It results in a situation wherein every farmer competes with every other farmer to sell and where, under the pressure of debts at the bank and the need for food for the family and seed for the farms, the necessities of the weakest make the price for all."

"No individual farmer can remedy this situation. Collectively, farmers have learned that their power to avoid the evils of dumping is limitless and that their ability intelligently to merchandise their crops is just as great as the ability of any city group to merchandise its products. Co-operative farmers have substituted merchandising for dumping. Which means simply that they control the movement of farm crops so that the crops go into the markets of the world at such times and in such quantities that they are fully absorbed at prices that are fair under given commercial conditions."

"This is the one fundamental aim of the modern co-operative marketing association. The aim is not arbitrary fixation of prices on an artificial basis. The aim is purely to supply to the great industry of agriculture those principles of business which have been approved in every other type of manufacturing, production and distribution and which are in universal use in the best and largest corporations of practically every country."

"We found that in order intelligently to merchandise a product, we must organize on the basis of the commodity itself. No man can intelligently sell his product unless he knows how much there is of that product, where the buyers are and what the approximate demand is. Neither can any co-operative marketing association compete with private individuals in the same line unless it has control of sufficient volume of the total product to insure its ability to sell in any quantity, to standardize its product, to reach any market in the world and to hire the same type of business intelligence which prevails in ordinary industrial corporations without the creation of an excess overhead against the products itself."

"Expert management is vital to their success. These modern co-operative organizations have found that they can go into the open markets and hire experts to work for them instead of against them, paying the experts just as high salaries as they get in private business and considering that the money so paid is the best investment ever made by the farmers."

"These two principles—that of organizing by commodity and the employment of experts—are the two fundamentals on which modern commodity marketing stands. The other three are: Growers only as members, so that there will be no divided interest; an iron-clad contract under which members must deliver all their product for a term of years, so the association may have

associations on the general market, provide the fact that in the sum total of raw and finished products labor turning approximately 50 per cent of the total cost, and who are evident difficulties in the way of reducing the price of labor, are a unit in the belief that the solution of this phase of the agricultural problem depends upon raising the farm price level to the commodity level."

Peaceful, tending to promote peace. Anthony, Municipal

## Culinary Creations

Children Need Energy Food Such as Bread

### BREAD & NUT CAKES

2 cups stale bread crumbs  
2 eggs  
1 tbsp. melted butter  
1 cup chopped nuts  
1/2 tsp. celery salt  
1/2 tsp. powdered sugar  
Pepper to taste



Beat the eggs, add bread crumbs, nuts, butter and seasoning. Make into small cakes and bake for 20 minutes in a moderate oven.

# Macpherson's Bakery

La Grande, Oregon

## LA GRANDE IRON WORKS

MACHINE SHOP AND FOUNDRY  
All Kinds of Machinery, Automobiles and Tractors Repaired, Overhauled and Rebuilt.  
Acetylene Welding of All Kinds  
Cylinder Boring and Oversize Pistons  
Crankschafts, Pistons and Piston Pins Reground  
Give Us a Trial

D. FITZGERALD Prop.

## The Grande Ronde Meat Co.

Patronize  
All the Time  
FOR THE BEST MEATS


## Power

The three most vital units in the economical and satisfactory operation of motors are the Piston Rings, Pistons and Piston Pins, all of which we carry in stock, and with our cylinder grinding equipment we are able to give you a very complete piston assembling service.

Leighton's Welding & Machine Works

## Plenty Of High Shoes Here

Plenty of Oxfords, Too



The man who prefers high shoes for colder weather can pick from a good variety here—conservative or novelty styles. In all of them the quality that saves money for you.

Priced high enough to give guaranteed quality; low enough to give guaranteed value. And fitted to give real comfort right from the start.

\$6.50 - \$7.00 - \$7.50

## The Bootery Inc.

A Paradise for Tired Feet  
Home of the Arch Aid Shoe  
GROVER SMITH, Mgr.

206 Depot Street Phone Main 118

## HAVE DARK HAIR AND LOOK YOUNG

Nobody Can Tell When You Darken Gray, Faded Hair With Sage Tea

Grandmother kept her hair beautifully darkened, glossy and attractive with a brew of Sage Tea and Sulphur. Whenever her hair took on that dull, faded or streaked appearance, this simple mixture was applied with wonderful effect. By asking at any drug store for "Weyth's Sage and Sulphur Compound," you will get a large bottle of this old-time recipe, improved by the addition of other ingredients, all ready to use, at very little cost. This simple mixture can be depended upon to restore natural color and beauty to the hair.

Well-known druggists say everybody uses Weyth's Sage and Sulphur Compound now because it darkens so naturally and evenly that nobody can tell it has been applied—it's so easy to use. You simply dampen a comb or soft brush and draw it through your hair, taking one strand at a time. By morning the gray hair disappears; after another application or two, it is restored to its natural color and looks glossy, soft and beautiful.

La Grande Investment Company  
Reliable Agents for Reliable Insurance Companies.  
Adams Ave. Phone Main 752

## We Offer

6 lots, all best of garden soil, 22 good fruit trees, fine shade trees also, good 4-room house, stone foundation, new garage, new modern, large hen house, small barn, water for irrigation from ditch—a splendid home for some one. Terms \$100 cash, balance \$25.00 per month.

2 lots on Y avenue, good 5-room house, good garage, one lawn tree and shrubbery. House is modern, location good. Price is right, \$600 cash, balance monthly.

We have vacant lots in most any part of city. Let us show you and see you prices.

We have three properties that can be handled with \$100, \$200 and \$250 cash, terms on balance.

# HEATERS

## Coal - Wood - Oil - Electric

NEW OR USED

### Humidor Pipeless Furnaces

Humidity for Health

Ask the hundreds of people that are now using our Furnaces and Heaters what they think of them, and on the strength of their recommendation you will buy.

# Furniture Exchange

Phone 474-J. Fix and Jefferson  
Best Prices paid for Used Furniture—or will exchange for New.

## Small Wears Department

When you need anything in the Small Wears line—We Have It.

Also good prices on Tales, Tooth Paste, Shaving Cream, Face Powder, Peroxide, Perfumes, Box Stationery and dozens of other articles used daily.

GIVE US A CALL

## ANDREW'S VARIETY STORE