

LaGrande Evening Observer

(Incorporated)

An Independent Newspaper

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THE FAVOR OF GOD IS LIFE—"And Joseph's master took him, and put him into the prison." But the Lord was with Joseph, and showed him mercy, and gave him favor in the sight of the keeper of the prison.—Gen. 37:24-25.

Spring has arrived. A marble game in Island City—rope jumping up in Old Town—violets near Alice—a meadow lark out in the valley. Such signs are unfailing. Spring has arrived.

DIFFICULT FOR THE PEDDLER

The peddler is a likeable fellow. He has to be, because his personality is half of the battle in house-to-house selling. He is sincere in his belief that he gives unusual values and "merchandise that your local stores cannot handle." If he weren't sincere, he couldn't sell. But he is usually ignorant, also, in merchandising. He does not know that business methods have changed radically in the last generation. He does not know that margins of profit have decreased, that buying systems have been revolutionized, that manufacturer-to-retailer routes have practically eliminated the old wholesaler-jobber-retailer method of distribution. He does not know—because he has seldom had retail ownership experience—that the retail store is the most economical method of merchandising in existence.

The peddler doesn't realize that his operations tend to tear down a community rather than build it up—or he doesn't care. He thinks that he is entitled to the privilege of doing business from house-to-house as much as the merchant is entitled to do business in his store or shop. The peddler doesn't stop to think that the reason a great many of those houses exist is due to the merchant being in business in the community, due to his spending money in the community, due to his paying taxes for schools and city government and improvements and building, due to his contributions to church and charity and civic welfare. The peddler doesn't realize that the only reason a community becomes available for his house-to-house selling is because money is constantly passing from one hand to another in the continuous round of business life.

The peddler's way is becoming more and more difficult in spite of his pleasing manner and his high-pressure selling talk. While the peddler may remain ignorant of the inefficiency of his merchandising method, his prospective customer—the housewife—is becoming rapidly educated. She knows that all is not gold that glitters. She is skeptical of samples after having paid C. O. D. for something inferior. She knows that the peddler has to get a tremendous profit in order to do business, that he must have a profit just as the retail store must have a profit, that his selling talk about elimination of the middleman, "producer-to-consumer," etc., is nothing but sales bunk. And she is becoming more loyal to her community. She realizes that it is a desirable community only in proportion to the degree to which it prospers. She prefers to buy where she can return for an adjustment if anything goes wrong. She is becoming a canny buyer. So the way of the peddler is increasingly hard.

OUT OUR WAY



THE GREAT SILENT SPACES.

By WILLIAMS

THE OPEN COURT

CORRESPONDENTS MUST SUBMIT THEIR NAMES TO THE EDITOR IF THEIR DESIRES LETTERS PRINTED.

The Volstead Law

There was probably never a time in the history of our country when the newspapers were so filled with amounts of outlaws as the present. In the onward march of progress it becomes necessary sometimes to enact laws for the protection of life and property that were not so badly needed a decade or two ago. In those days of rapid transit it became dangerous for people who were not duly sober to engage in directing travel on the highways hence the Volstead act or some other restraining the people from the use of intoxicants became a prime necessity for public safety.

But we hear it on every side "There is more whiskey drunk now than there was when we had saloons." This has been the cry of ex-saloon keepers and fopers ever since the Volstead law was enacted, but is it true? They say if the present law was repealed there would be less intoxicants used than at present, or to make it plain, if the law allowed the people to get and keep all the whiskey they wanted to use they would quit using as much as they do now and the bootleggers and moonshiners would disappear and so would drunkenness.

The first intoxication we have of Old Satan he was caught in a lie and through his followers has kept up the evil practice ever since, but the worst feature in the case is to hear people who are for square sobriety and upright living allow themselves to become tainted by this evil propaganda and thoughtlessly helping to discourage the labors of those who work for the best interests of all.

Some say that instead of the present law we should have government control of intoxicants al-

lowing each person a necessary supply for one month at a time and that would have stopped the moonshine and bootleg business "Government Control," did you ever hear of such a thing as controlling the devil. Our government tried it for about 60 years and found out the impossibility of it and as a last resort made an effort to kick him out and would have succeeded if the friends of law and order had not been deceived by the falsehoods invented by his followers.

If all lovers of our government would advocate the good and helpful and indignantly discourage the outlaws in their nefarious work the victory that would be a blessing to both good and bad would soon appear.

J. J. Bunting

Salary Question Up

SALEM, Ore. — Whether the teachers employed by the Salem school district are to receive increased compensation is the ques-

Owning Your Own Home

Are you getting away from the landlord? Are you getting any closer to that home which you have talked about. The one built and planned according to your taste.

A bank account built up by weekly deposits will bring you to your goal in a surprisingly short time.

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All New Spring Merchandise

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tion that will be referred to the voters here at a special election to be held probably in March. The special election is necessary, it was said for the reason that the budget of proposed expenditures of the school district for the years 1926 and 1927 made no provision for increases in salaries.

MORONI OLSEN PLAYS

"FRIEND HANNAH"

By Paul Koester

Arcade Theater Tuesday, Feb. 23, 8:30

Prices: \$1.95, \$1.10 and 85c Seats on Sale Glass Drug Co. Saturday, Feb. 20



OFFICE CAT TRADE MARK REG. By Junius

It is pretty hard to tell where this bare-knee fad will end.

No Need for Argument—Four bullet wounds were in the dead man's body and it was evident that he had been killed. —From Exchange.

"Class," said the young teacher, "I want you all to be as quiet as you can; so quiet that you can hear a pin drop."

Silence was golden.

Small bass voice in the rear of the room: "Let 'er drop."

Besides the comfort, convenience and becomingness of lobbed hair, there are several other arguments for the style. No husband or lover should disapprove of the fashion after reading old Booth's warning:

Beware of her fair hair for she excels And when women in the magic of her locks; And when she winds them round a young man's neck She will not ever set him free again.

And in self defense, women will bob their hair if they read "Physic's Taxer" by Browning:

The moment she was mine, mine hair, Perfectly pure and good; I found A thing to do, and all her hair In one long, yellow string I wound Three times her little throat around, And strangled her.

Benny (having difficulty in teaching little sister to whistle): "Aw, just make a hole in your

face and push."

Many soda fountains have been set up where bars used to be, but we never hear of anybody who wants to kiss the soda fountain attendant good night.

A woman will spend half her days trying to find out something the discovery of which will make her unhappy for the rest of her life.

A Chicago banker was dictating a letter to his stenographer. "Tell Mr. So-and-So," he ordered, "that I will meet him in Schenectady."

"How do you spell Schenectady?" asked the stenographer. "S-c-h-e-n-e-t-a-d-y," he told him. "I'll meet him in Albany."

Tourist—"How far is it to Pleasant View?"

Native—"One thousand three hundred and forty-six signboards."

A La Grande man uses the spring on his couch for an indoor aerial. Probably wants to be sure that he won't miss any of those "bedtime" stories.

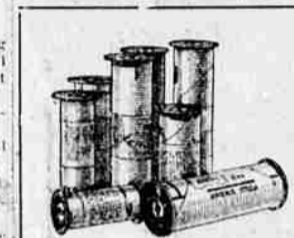
A bird in hand, said grandma, counts more than two on wings; A hair on his hind spot is worth two in the soup that sings.

"Betty," said the office manager to the new stenographer, "I don't wanna be harsh. Not a bit. Really, I don't."

"Well, let's have the news," said

the dame's nonchalantly. "What's gone wrong now?"

"Oh! I just wanna ask you not to write your young man during business hours. Letters are apt to get mixed. Reilly & O'Neill report we have sent 'em a shipment of love and kisses instead of the axle grease they ordered."



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Buy Wearables that are fast color. Get the right weight and sizes.

Don't buy cheap junk -- it doesn't pay. We will sell you good merchandise at lowest prices.

Norton's Kiddy Shop



Save big money and make it snappy. About 200 gallons of the Acme quality paint is left. There is auto paint, house paint, varnish and oil stain at \$1.95 per gallon. Better hurry—it will be picked up pretty fast. O. G. pockets that make fine yard fencing either for the lawn or for a chicken park. You can get enough pickets 1 foot high for \$6.00 to make a fence 100 feet long. I call that down-right cheap. No 2 shingles \$1.95 per M. We are able to furnish you with any and all of your requirements, from a pine bath to a veranda of cedar posts.

Help clean up on the last car of Big Lump Coal at \$11.95 per ton. The regular price is \$12.50 but we are going to be big boys in the building material line to foot with the coal. Farmers, land your own for \$10.95.

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1925 TOURING—Balloon tires	\$350.00
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1925 COUPE—Balloons; lots of extras; guaranteed	\$450.00
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1923 TOURING—Five good tires; ready to go	\$200.00
1924 TOURING—Excellent condition; Hasslers; guaranteed	\$250.00
1924 DELIVERY—Hercules body; guaranteed	\$325.00
1923 DELIVERY; good tires	\$165.00
1919 TOURING—Good shape	\$ 70.00
1917 TOURING	\$ 50.00
1921 STUDEBAKER SPECIAL	\$250.00
1920 DODGE—Very good condition; good tires	\$250.00
CHEVROLET DELIVERY	\$ 75.00
FORD CHASSIS	\$ 20.00

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Travel by Motor Stage—Safety—Comfortably. MOTOR TRANSIT COMPANY. The Grey Stages. Come to our stage Depot at 1111 Jefferson Ave. All Modern and Heated Stages. LEAVE LA GRANDE FOR Joseph—9 A. M. - 1 P. M. - 4 P. M. Sunday, 9 A. M. - 4 P. M. Penitentiary—11 A. M. - 4 P. M. Daily. Connects to Walla Walla

Cheap Rates On Social Trips

NOTICE

Change of Time Leaving Joseph

	Trip No. 2	Trip No. 4	Trip No. 6
	A. M.	A. M.	P. M.
Leave Joseph	7:30	11:00	2:00
Enterprise	7:50	11:20	2:20
Lostine	8:10	11:35	2:35
Arrive Wallawa	8:25	11:55	2:55
Leave Wallawa	8:30	12:00	3:00
Minam	9:10	12:40	3:40
Elgin	10:00	1:30	4:30
Timber	10:20	1:50	4:50
La Grande	10:50	2:20	5:20

Trip No. 4 Off on Sunday.
 Effective Sunday, January 17, 1926.