

Purchasing Goods From Mail Order Houses Not Economical, Dollar Says

YOU WILL NEVER GET STUNG BY THE HOME MERCHANTS, THEY CAN AFFORD TO DO BUSINESS THAT WAY



"I had a lot of company in the cash drawer last night," said "Bill" Dollar, "and bills from all over the country exchanged experiences regarding their travels."

"We all agreed," continued "Bill," "that a dollar which travels from place to place is sort of a vagrant and the only thing to do is settle in one place and help the city to grow."

Oklahoma "Bill," who arrived in La Grande yesterday, told of an experience that he witnessed in a store in Oklahoma last week. A man went into a hardware store to buy a saw. The kind he wanted cost \$1.65 the dealer said.

"Good gracious," said the man, "I can buy the same thing in Chicago for \$1.35."

"That's less than it cost me," said the dealer, "but I'll sell it on the same terms as the northern house just the same."

"All right," said the customer, "you can send it along and charge it to my account."

"Not on your life," the dealer replied. "No charge accounts. You can't do business with the mail order houses that way. Fork over the cash."

"The customer complied. "Now 2 cents for postage and 5 cents for money order."

"What?" said the customer. "Certainly, you have to send a letter and money order to an out-of-town house, you know."

"The customer," said Oklahoma "Bill," was inwardly raving, but kept his part of the agreement and paid the 7 cents.

"Now 25 cents expressage," said the dealer.

"Well, I'll be blowed," he said, but paid it, saying, "now hand me that saw and I'll take it home myself and stop this foolery."

"Hand it to you? Where do you think you are? You are in Oklahoma and I am in Chicago, and you'll have to wait two weeks for that saw." Whereupon the dealer hung the saw on a peg and put the money in the cash drawer.

"That makes \$1.67," he said, "and it has cost you 2 cents more and taken you two weeks longer to get it than if you had paid my price in the first place."

"Two excuses are usually given by the buyer of mail-order goods," said "Bill" Dollar. "The first is, that the class of goods he desires cannot be bought from the home merchants; the second, that the purchase can be made more economically from a mail-order house. Neither excuse is a valid one."

"There is no article needed, or wanted, by any citizen of this community which cannot be bought from the home merchant, or through him. The stocks of merchandise carried in this city are reasonably complete, and if the article that is needed by the purchaser is not on hand it can be ordered by the local dealer with as much, or more satisfaction, than if

a deal were made by mail from a distant city."

"The fact is," continued "Bill" Dollar, "that some people who complain that the things they want cannot be bought at home, are those who think it gives them the semblance of superiority if they are able to boast that their clothing or their home furnishings were bought in the large cities."

"They usually admit, however, that Union county people are acceptable as associates, and that the home dollars are beautiful to behold and nice to handle."

The other excuse that they "can save money" by buying from the mail-order house of a canvasser at the door, can be readily exploded by any La Grande merchant. Taken from open stocks, any dealer will sell goods at mail-order prices; the customer remembering that he is able to see and examine the article he desires to buy, may carry it home without extra delivery charges, and may also enjoy the privilege of credit accommodation if he is worthy. Scores of stores illustrative of the fallacy of the argument that mail-order buying is economical can be cited by any home merchant from his own experience.

Then why should anyone buy goods outside of our own city? Any thing that may be wanted can be bought right here, and at prices no higher, and in many instances actually lower than mail-order quotations.

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R. O. C. BOWLING UNIT BOOSTS SPORT IN U. S.

NEW HAVEN, Conn., (AP) — The game of bowling has received no small boost through the activities of the Knights of Columbus bowling association, judging from an announcement at national headquarters here.

It shows that 446 five-man teams rolled in the seventh annual tournament held in Chicago recently. The teams represented 45 cities in 12 states.

FINE COURSE OF STUDY TO BE OFFERED

(Continued from Page Nine)

48 weeks. Students who complete this course will be eligible to secure a one-year state certificate valid for teaching only in elementary grades. Such a certificate is once subject to renewal for a period of one year, provided the applicant teaches successfully for six months in Oregon during the life of the one-year certificate.

Courses offered in the Eastern Oregon Normal school follow:

Art
Art fundamentals, design, posters and lettering, industrial art, history and appreciation of art, and principles and technique of public school art.

Economics
Elementary economics, investment, marketing, and money and banking.

Education
Introduction to education, principles of teaching in the primary grades, I and II, principles of teaching in the intermediate grades, I and II, the school and the community, school organization and management, history of education, the platoon school, the use of mental and educational tests, observation and classroom practice, directed teaching, responsible teaching, school administration, organization and supervision of instruction, and the junior high school.

English
English grammar and composition, report writing, narration, description and exposition, short story writing, introduction to English literature, survey of American literature, survey of contemporary literature, English and American poetry, Shakespeare, declamation and speech training, public speaking, and dramatic interpretation.

Geography
Principles of geography, and economic geography.

Health, Physical Education
Personal health and hygiene, public health, health education in the public schools, remedial gymnastics, elementary folk dancing,

festivals, pageants and special programs, sports for women including basketball, tennis and hockey, physical education technique of instruction, primary; physical education technique of instruction, intermediate; playground organization and supervision, elementary gymnastics, sports for men including basketball, football, track, and tennis.

HISTORY
Development of modern world, contemporary civilization, history of Oregon, history of Rome, the development of the Orient, American history, English history, history of Greece, medieval and modern Europe, and history stories for primary grades.

Mathematics
Advanced algebra, trigonometry, and principles and applications of arithmetic.

Music
Music fundamentals, public school music, primary; public school music, intermediate; glee club and orchestra, music appreciation, history of music, and elementary harmony.

Psychology
Elementary psychology, educational psychology, social psychology, psychology of adolescence, and child psychology.

Science
General biology, science and civilization, and nature study.

Sociology
Organization of society, and school and community.

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