

WHAT IS A FAIR DEAL IN BUSINESS?

**SOME DEALERS THINK ONLY OF
PROFIT FOR SELVES WHILE
OTHERS PROTECT
PATRONS**

There are two methods of doing business in general use among retail merchants. One scheme is for the dealer to buy when prices are cheap, and then when prices are high to add on every cent of profit the market and a case-hardened conscience will permit. This method marks the trail of the profiteer, and is pursued without any thought of justice to the consumer. The other proposition is for the merchant to buy whenever and wherever he can, to best advantage, and, after carefully estimating his operating expenses, putting a price on his goods such as will yield only a fair return for the service rendered his patrons. This is a fine, fair and square, straightforward method of business, in which the merchant continually looks out for and protects the best interests of those who deal with him; but it is a scheme which can only succeed where the patrons of a store are all fine, fair and square, straightforward, honest people.

Glance over the following list of expense items which enters into every retail grocer's estimate of operating costs: Rent, clerk hire, delivery, interest on money invested, depreciation, insurance, taxes, telephone, lights, wood, water, etc., supplies and incidentals, bookkeeping, etc. These items furnish the storekeeper a basis for estimating profit and loss and, being added to the balance, but if this is true, there are no items in the list which are unfair and unjust; for all patrons do not benefit from them equally; they are—**delivery and bookkeeping.** Those who carry away their own purchases do not benefit by the delivery system and those who pay cash do not cause any bookkeeping expenses.

On account of increased delivery rates it now actually costs us from 6 to 10 cents for each delivery made. It has been exasperating to find that often the expense of making a delivery not only more than covered the profit on the sale, but even exceeded the value of the goods sent.

Here was a pretty kettle of fish; and in justice both to ourselves and to our trade we now propose to eliminate from our expense bill the two objectionable items of delivery and bookkeeping in this way: Hereafter those who pay spot cash will be given a special discount equal to the estimated cost of bookkeeping, while those who use and benefit by the delivery will be charged, in addition to the price of their purchases, a small sum to cover the actual cost of this service. This will be fair and just to all.

We shall try out this new system for a month or more to see if the people really appreciate a fair deal and wish to pay only for the service they actually get, or if they prefer to stick to the old system and continue "carrying the hod" for someone else.

CASH PRICE LIST

Drifted Snow flour, sack.....	\$3.25
White Mountain flour, sack.....	\$3.25
Royal, best patent.....	\$3.15
White Loaf, family patent.....	\$3.10
Onion sets, per lb.....	15c
35c Van Camp's tomato catsup.....	28c
75c tin Snowdrift shortening.....	65c
25c mince meat (bulk).....	18c
25c pkg. Premium chocolate.....	20c
40c tin orange marmalade.....	28c
35c bottles lemon juice each.....	28c
35c bottle pepper sauce (H. P.).....	28c
Corn sugar for syrup, etc., per lb.....	9c
No. 1 cans peaches and apricots.....	15c
20c can Hemet ripe olives.....	15c
8c box Medley matches.....	4 for 25c
15c tins Piper Heidsieck.....	2 for 25c
15c tins Gold Bond tobacco.....	2 for 25c
8c tins City Club tobacco each.....	5c
\$1.30 sk. pure buckwheat flour.....	\$1.19
12½c rice flour per lb.....	9c
\$1.00 cans Banquet syrup.....	90c
8c white corn flour per lb.....	5c
10c oat flour per lb.....	6c
15c potato flour per lb.....	8c
8c pkg. block matches each.....	5c
Elk Savon laundry soap, bar.....	5c
Cream Oil toilet soap.....	3 bars 25c
Lux, wash powder per box.....	15c
3-gal. stone churn complete.....	\$1.00
65c aluminum wash board each.....	50c
15c large tin 3-B shoe blacking.....	8c
All 35c pocket knives each.....	25c

**A bargain for someone in a 150-egg
Cypheer Incubator
WE PAY CASH FOR EGGS
AND BUTTER**

Des Larzes Bros.

January Weather.
Following is the weather report for the month of January, from the records of Miss Ruth Stewart, co-operative observer:
Maximum temperature, 64, on the 22nd; minimum temperature, 15, plus, on the first; precipitation, 10.47 inches; greatest precipitation in 24 hours, 1.77 inches on the 17th; clear days, 8; partly cloudy, 11. Precipitation for the same period last year, 22.46 inches. Total precipitation since October 1, 1915, 22.34 inches.

SOCIETY.

Mrs. Karl K. Mills was hostess to the M. P. G. club at her home Tuesday afternoon. The rooms were suggestive of spring with decorations of pussy willows. The usual club social time was enjoyed and light refreshments were served. Guests of the club were Mrs. H. W. Titus, and Mrs. Wm. Barker, a house guest of Mrs. Mills, from Point Roberts, Wash. The husbands of some of the club members came in later and joined them at supper.

The most enjoyable meeting of the season was held by the Rebekah lodge at I. O. O. F. hall Friday evening. After an interesting business session, which included the initiation of a new member, a social hour was spent. The members, numbering about fifty, were then invited to the banquet room, where the 25 club (the degree staff) served delicious refreshments. The merriment and good cheer of this half hour is characteristic of the Rebekah lodge.

Boyd (Wis.) Times-Herald: Mrs. J. W. Grant was the guest of honor at a farewell party given in the local Red Cross rooms Tuesday afternoon, when she was presented with a cut glass dish as a token of esteem from her sister Red Cross workers. Mrs. Grant expects to leave for Stanley soon. She was prominently identified with the Red Cross, being one of its most ardent supporters and secretary. A delicious luncheon was served.

The Grants are well known here. Mr. Grant was part owner of The Sentinel for several years, and Mrs. Grant is a sister, Mrs. Elbert Smith.

The Epworth league of the Methodist church held its regular monthly business and social meeting at the home of Mr. and Mrs. Jackson Godard Monday evening. Following the business session, at which a number of new members were elected, games were enjoyed and light refreshments were served. About 45 guests were present.

Miss Grace Harding entertained a few friends Wednesday evening in honor of Miss Ivy Spencer, of Portland, who is visiting friends here at the W. L. Hubbell home. Games and cards were enjoyed and light refreshments were served.

Mr. Karl K. Mills returned Friday from Brownsville, where she attended the funeral of her cousin, Adrian Howe, a mustered-out soldier, who died of spinal meningitis. He was wounded in France, after several months of active service.

Mrs. George Atkinson and Mrs. E. A. Gleason were Constellation club hostesses yesterday afternoon at the Masonic club rooms. Following the usual social amenities, refreshments were served. Mrs. J. W. Kennedy was a guest.

Mr. and Mrs. Roy W. Glass entertained a few friends at a six o'clock dinner Friday evening, followed by a musical and social evening. Guests were Mr. and Mrs. Worth Harvey, Mrs. Ilma Benger and H. J. Shinn.

Mr. and Mrs. H. A. Miller entertained the Joker club at their home Tuesday evening. Progressive five hundred was enjoyed and was followed by a three-course luncheon served at tables.

Dr. and Mrs. A. W. Kime entertained at dinner Sunday evening in honor of their daughter, Mrs. Roy Romaine, of Portland. Guests were Mr. and Mrs. George Hall and Mr. and Mrs. Will Hall.

Mrs. F. A. Garetson, Jr., entertained the Aid society of the Baptist church at her home Wednesday afternoon. A social time was enjoyed and refreshments were served.

Mary Lucile Jordan Dies at Corvallis. Mary Lucile Jordan, 11-year-old daughter of Mr. and Mrs. Frank Jordan, died at Corvallis January 29 and was buried at Crystal Lake cemetery January 31.

Death resulted from influenza. The little girl is survived by her parents, two brothers, Marvin, now in France, and Melvin, of Idaho, and three sisters at home.

Other members of the family are also ill. Mrs. Jordan's condition being so serious that she has not yet been informed of her little daughter's death.

The Jordan family formerly resided here. They removed to Corvallis several years ago. Mr. Jordan had mining interests in the Bohemia district and was manager of the Postal telegraph company's office here. Mrs. Jordan is a cousin of Mrs. Worth Harvey and Mrs. Ernest Wyatt.

AMONG THE CHURCHES

Methodist Church—Rev. Joseph Knotts, pastor. Sunday school at 10 a. m. Regular preaching services at 11 a. m. and 7:30 p. m. Epworth league at 6:30 p. m. Mid-week prayer meeting Thursday evenings at 7:30 o'clock.
Morning sermon, "Life's Service." Evening, "Christian Democracy for Latin America."

Christian Church—Walter Callison, minister. Bible school 9:45 a. m. Y. P. S. C. E. 6:30 p. m. Preaching services at 11:00 a. m. and 7:30 p. m.

Baptist Church—E. G. O. Grant, pastor emeritus. Sunday school at 10:00 a. m. Preaching at 11:00 a. m. Prayer meeting Thursday evening, 7:30 o'clock.

Christian Science Church—Services in chapel at 242 Second street each Sunday at 11:20 a. m. Regular testimonial meeting Wednesday evening at 7:30 o'clock. The building is open for the use of the circulating library each Wednesday afternoon from 1:30 to 4:30 o'clock. All are cordially invited to the services as well as to make use of the literature.

Goepel Mission—W. B. Finney and wife leaders. Second door south of creamery. Services Tuesday and Friday at 7:30 p. m. Sunday services at 2:30 and 7:30 p. m.

A want ad costs little and often brings big returns. Nothing too big or too little to be sold by a want ad.

NOTICE FOR PUBLICATION.

Department of the Interior, U. S. Land Office at Roseburg, Oregon, February 5, 1919.

Notice is hereby given that Arie D. Bulk, of Oakridge, Oregon, who on March 25, 1912, made Homestead Entry, Serial No. 07924, for a tract of 19.92 acres in Sec. 27, Tp. 20 S., R. 3 E., W. M., described by metes and bounds as follows: Beginning at Corner No. 1, identical with corner of Secs. 26, 27, 34 and 35, said township; thence N. 0° 03' E., 10 chs.; thence S. 75° W., 41.26 chs.; thence N. 89° 01' E., 39.85 chs. to place of beginning, has filed notice of intention to make final five-year proof to establish claim to the land above described, before E. O. Immel, U. S. Commissioner, at his office at Eugene, Oregon, on the 18th day of March, 1919.

Claimant names as witnesses: James C. Hebert, of Oakridge, Oregon; Louis Flock, of Oakridge, Oregon; Charles E. McClane, of Oakridge, Oregon; Isaac J. Wiley, of Oakridge, Oregon.
W. H. CANON,
Register.

NOTICE FOR PUBLICATION.

Department of the Interior, U. S. Land Office at Roseburg, Oregon, February 5, 1919.

Notice is hereby given that James C. Hebert, of Oakridge, Oregon, who on April 3, 1912, made Homestead Entry, Serial No. 07938, for a tract of 159.98 acres of land in Sec. 26 (unsurveyed) Tp. 20 S., R. 3 E., W. M., described by metes and bounds as follows: Beginning at Corner No. 1, identical with quarter-section corner between Sections 26 and 27 of said township; thence S. 0° 03' W., 20 chs.; thence S. 89° 56' E., 80 chs.; thence N. 20 chs.; thence N. 89° 58' W., 72.98 chs. to place of beginning, has filed notice of intention to make final five-year proof to establish claim to the land above described, before E. O. Immel, U. S. Commissioner, at his office at Eugene, Oregon, on the 18th day of March, 1919.

Claimant names as witnesses: Louis Flock, of Oakridge, Oregon; S. E. Walker, of Oakridge, Oregon; Arie D. Bulk, of Oakridge, Oregon; Charles E. McClane, of Oakridge, Oregon.
W. H. CANON,
Register.

NOTICE FOR PUBLICATION.

Department of the Interior, U. S. Land Office at Roseburg, Oregon, February 5, 1919.

Notice is hereby given that Louis Flock, of Oakridge, Oregon, who on April 3, 1912, made Homestead Entry, Serial No. 07939, for a tract of 35.56 acres of land in Sec. 18, Tp. 21 S., R. 3 E., W. M., described by metes and bounds as follows: Beginning at Corner No. 1, identical with the quarter-section corner between Secs. 17 and 18, said township; thence N. 20.06 chs.; thence N. 89° 50' W., 15.50 chs.; thence S. 2° 53' E., 16.68 chs.; thence meander along the right bank of Middle Fork of Willamette river as follows: S. 56° 12' E., 3.22 chs.; thence S. 37° 04' E., 9.46 chs.; thence S. 43° 45' E., 9.20 chs., to Corner No. 5; thence N. 12.50 chs., to place of beginning, has filed notice of intention to make final five-year proof to establish claim to the land above described, before E. O. Immel, U. S. Commissioner, at his office at Eugene, Oregon, on the 18th day of March, 1919.

Claimant names as witnesses: Arie D. Bulk, of Oakridge, Oregon; James C. Hebert, of Oakridge, Oregon; S. E. Walker, of Oakridge, Oregon; Charles E. McClane, of Oakridge, Oregon.
W. H. CANON,
Register.

NOTICE OF FINAL SETTLEMENT.

Notice is hereby given that the undersigned administratrix of the estate of Thomas W. DeLong, deceased, has filed in the County Court of Lane County, Oregon, her final account as such administratrix and that Friday, the 21st day of February, 1919, at the hour of 10 o'clock in the forenoon of said day, at the court room of said court in the court house in Eugene, Lane County, Oregon, has been fixed as the time and place for hearing any objections to said report and the settlement thereof.
HELEN M. DE LONG,
Administratrix.
Alta King, Attorney for Estate. j17f10

NOTICE TO CREDITORS.

In the matter of the estate of George F. Hawley, deceased.
Notice is hereby given that Mary C. Hambrick has been by the County Court of the State of Oregon in Lane county appointed executrix of the estate of George F. Hawley, deceased.

All persons having claims against the estate of the said deceased are hereby required to present the same, duly verified as the law requires, at the office of H. J. Shinn in Cottage Grove, Oregon, to the said executrix within six months from the 31st day of January, 1919.
MARY C. HAMBRICK,
Executrix of the Estate of George F. Hawley, Deceased.
H. J. SHINN,
Attorney for Executrix. j31-f28

NOTICE TO CREDITORS.

In the matter of the estate of Myrl E. Parker, deceased.

Notice is hereby given that Mabel E. Parker has been by the County Court of the State of Oregon in and for Lane County appointed administratrix of the estate of Myrl E. Parker, deceased.
All persons having claims against the estate of the said deceased are hereby notified to present the same, duly verified, to the said administratrix, at the law office of H. J. Shinn within six months from the 31st day of January, A. D. 1919.

MARY E. PARKER,
Administratrix of the Estate of Myrl E. Parker, Deceased.
H. J. SHINN,
Attorney for Administratrix. j31-f28

NOTICE FOR PUBLICATION.

Department of the Interior, U. S. Land Office at Roseburg, Oregon, January 27, 1919.

Notice is hereby given that Gertie G. Fitch, widow of Roy Fitch, deceased, of Veneta, Oregon, who on January 5, 1914, made homestead entry, serial No. 09240 for the SE¼ of NE¼ of Section 4, Township 20 S., Range 6 W., Willamette Meridian, has filed notice of intention to make final three-year proof to establish claim to the land above described, before E. O. Immel, U. S. Commissioner, at his office at Eugene, Oregon, on the 19th day of March, 1919.

Claimant names as witnesses: Burr E. Fitch, of Eugene, Oregon; H. C. Owen, of Lorane, Oregon; Roland Vaughn, of Noti, Oregon; Douglas Rankin, of Veneta, Oregon.
W. H. CANON,
Register.

NOTICE OF SHERIFF'S SALE ON EXECUTION.

Notice is hereby given that by virtue of an execution and order of sale issued out of the Circuit Court of Multnomah County, Oregon, on the 15th day of January, 1919, in an action wherein on the 9th day of January, 1919, in the above entitled court, Eugene Clem, plaintiff, recovered judgment against the defendant, Mrs. Jennie Mitchell, for the sum of \$50.00, and the further sum of \$25.00, and the further sum of \$10.00, and the further sum of \$48.75 costs and disbursements, which judgment was enrolled and docketed in the clerk's office of said court in said county on the 9th day of January, 1919, and said execution and order of sale to me directed commanding me in the name of the State of Oregon, in order to satisfy said judgment of \$50.00, with interest thereon at the rate of eight per cent per annum from January 24th, 1916, and the further sum of \$25.00, with interest thereon at the rate of eight per cent per annum from January 24th, 1916, and the further sum of \$10.00, with interest thereon at the rate of six per cent per annum from January 9th, 1919, and the further sum of \$48.75 costs and disbursements, and the costs of and upon this writ to sell the following described real property, to-wit:

Beginning at a point 52.75 chains North of the Southeast corner of Section 14, Township 15, South of Range 5 West, W. M. and running thence West 80 chains; thence North 3.50 chains; thence East 80 chains; and thence South 3.50 chains to the place of beginning, containing 28 acres of land, more or less, all in Lane County, Oregon.

Now, therefore, in the name of the State of Oregon, and in compliance with said execution and order of sale, and in order to satisfy said judgment, interest, costs and disbursements, and the costs of and upon this writ, I will on Saturday, the 1st day of March, 1919, at the hour of one o'clock in the afternoon of said day at the Southwest door of the County Court House in Eugene, Lane County, Oregon, offer for sale and sell for cash, at public auction, subject to redemption as provided by law, all of the right, title and interest of said defendant, Mrs. Jennie Mitchell, or any other person or persons claiming by, through or under her in and to said attached property.

FRED G. STICKELS,
J24f21 Sheriff of Lane County, Oregon.

SUMMONS.

In the Circuit Court of the State of Oregon for Lane County.

George M. Cooper, plaintiff, vs. Liela Cooper, defendant.

To the Defendant: In the name of the State of Oregon, you are hereby required to appear and answer the complaint filed against you in the above entitled suit, within six weeks of the date of the first publication of this summons, which date is the 24th day of January, 1919, and if you fail to so appear and answer, for want thereof, the plaintiff will ask the Court for the relief prayed for in plaintiff's complaint, viz.: for a decree dissolving the marriage contract existing between you and the plaintiff, on the grounds of cruel and inhuman treatment.

This summons is served by publication in the Cottage Grove Sentinel, a weekly newspaper, published and of general circulation in Lane county, Oregon, by order of the Hon G. F. Skipworth, Judge of the above entitled Court, dated January 20th, 1919, and the date of the last publication will be February 28th, 1919.
D. N. McINTURFF,
Attorney for Plaintiff.
Postoffice address, Cottage Grove, Ore.

NOTICE OF FINAL SETTLEMENT.

Notice is hereby given that the undersigned administratrix of the estate of Martha J. Thornton, deceased, has filed in the County Court of Lane County, Oregon, her final account as such administratrix, and that Monday, the 3rd day of March, 1919, at the hour of 10 o'clock in the forenoon of said day, at the court room of said court in the court house in Eugene, Lane County, Oregon, has been fixed as the time and place for hearing any objections to said report and the settlement thereof.

MINNIE B. PLASTER,
Administratrix.
Alta King, Attorney for Estate. j31-f28



**DOES YOUR HORSE
KICK ON HIS
FEED?**

A POORLY FED HORSE
reflects discredit on its owner, but the owner gets the worst of the deal because economy in feeding the horse affects its working capacity as well as its appearance. If your horse kicks on his feed you can correct it by buying your feed here, as you get the best quality for the least outlay. Farmers, contractors and horse owners generally know that our feed is always up to the standard.

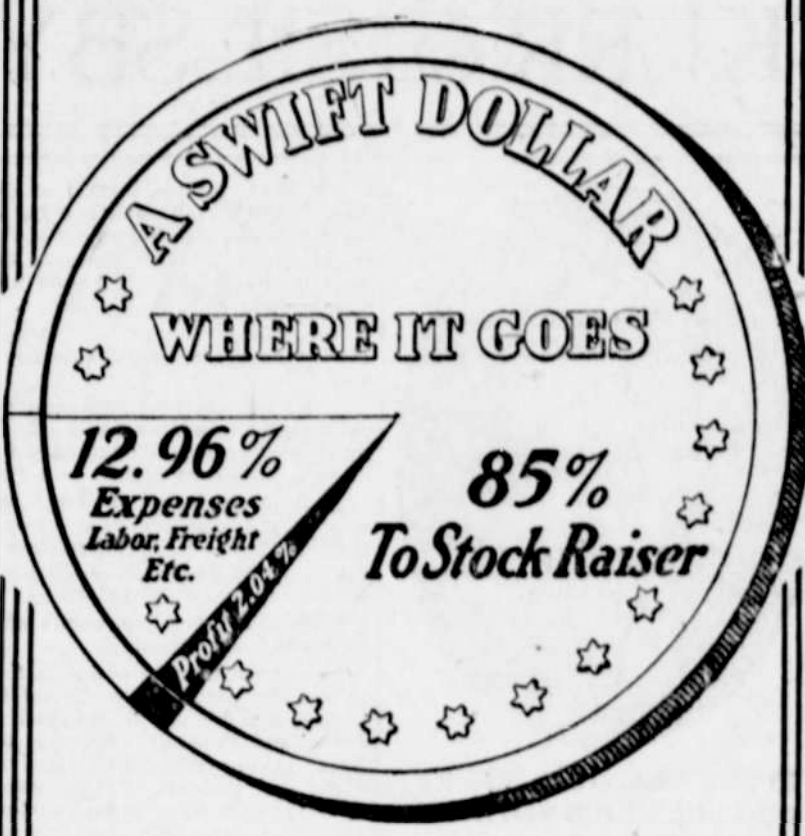
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THE CITY TRANSFER

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DONE ON SHORT NOTICE

PIANO MOVING A SPECIALTY
Office at Bon Ton Confectionery PHONE 55

The Swift Dollar for 1918



The above diagram shows the distribution of the average Swift dollar received from sales of beef, pork and mutton, and their by-products, during 1918.

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says Mike,
the Contractor*



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