

O. S. E. A. Members May Get Discounts In Buyers' Market

By E. H. CLYMER

Most retail stores allow a discount on purchases to certain groups of buyers. Practically all stores and business establishments allow a discount to large companies, contractors and other dealers. Also many will extend the discount privilege to company, federal, state, county and city employees.

The usual discount will vary from about 5% to 50%, depending upon the class of merchandise and the merchant.

When there is a sellers market, that is, when there is a scarcity of merchandise and buyers will buy what they can get at any price as during the past five years, it is difficult to get a discount. When there is a buyers market, that is, when there is an abundance of merchandise and the buyer can be selective both as to quality and price, it is usually fairly easy to get a discount.

During the past few months, merchandise in certain lines has become plentiful enough so that some merchants are willing to extend discount to the Oregon State Employees Association membership. In order to know which merchants will give discount to OSEA members it will be necessary to call and talk to the managers of the various stores and business establishments in all the cities throughout the state. This can be accomplished if each Chapter will appoint a Committee to contact merchants in their immediate vicinity. The name and address of merchants that will give discounts to OSEA members should be forwarded to the Executive Secretary Forrest Stewart, 311 Oregon Building, Salem, Oregon, so that all members of the Association can be informed.

In Salem a few merchants were contacted with fair results, considering that in many lines we have a sellers market.

The State Tire Service, a state wide organization, will give a discount to OSEA members in any of their stores. Their Salem store and service station is located at the corner of State and Cottage, a convenient location for state employees. A credit card for identification may be obtained through the OSEA executive secretary, Forrest Stewart.

The Pittsburg Plate Glass and Paint Company, 254 North Commercial Street, Salem, will give a 10% discount to OSEA members. A membership card will be sufficient identification.

The work of finding merchants who will give discounts to OSEA members has only started and with sufficient effort and time all classes of merchandise will be purchased at a discount. The effort of every member will be required to meet this goal.

Benjamin Franklin once said, "A dollar saved is a dollar earned." This is as true today as it was one hundred and seventy-five years ago.

Set aside to preserve a Sequoia tree planted by an Oregon pioneer of 1843, William Waldo, the nation's smallest city park is located almost in the middle of North Summer Street, Salem, Ore. The park is barely large enough to protect the base of the tree and may have to be enlarged as the tree grows.

Link river, which joins Upper Klamath lake with Lake Ewauna, is one of the nation's shortest streams. Less than a mile long, it flows entirely within the city limits of Klamath Falls, lumbering and agricultural city of southern Oregon. The nation's shortest river is the D, 400 feet long, flowing from Devils lake into the sea along the Oregon coast.