

# Portland to Seaside TOURIST GUIDE

Leaving Portland get an early morning start.

## BURLINGTON

First stop at Burlington, H. E. Hadley's Store, where can be secured a new supply of gas and oils for the car. Also while waiting, the other members of the auto party can get soft drinks, cookies and other supplies for lunch.

## SCAPPOSE

Next town Scappoose. Information from here later.)

## ST. HELENS

Next is St. Helens. Just a turn off the Highway to the right toward the townsite and you will find E. H. Flagg, editor, who can give any information desired.

## DEER ISLAND

Next is Deer Island. (Information later.)

## GOBLE

Next is Goble, approaching which you will first come to a garage where any service desired may be secured.

## RAINIER

Next is Rainier, where the first garage you come to is ready to serve.

This is an ideal place for lunch. This is also the crossing place by ferry to Kelso. Barber shop service while waiting. Inquire for R. H. Toizer's place.

On leaving Rainier out on the Highway on your right is a confectionery store to get supplies for your needs. Eighteen miles to next town.

## HALFWAY

Nearly halfway between Rainier and Clatskanie you will find a store on your right that is all right. If you have time for the kiddies to exercise a little while, here is the place to stop. You can entertain yourself with small purchases while waiting for a fresh start.

## CLATSKANIE

If evening catches you here, be sure and call in at the Peoples Theatre.

## WESTPORT (10 Miles)

Westport is next, the mill town of the Westport Lumber Co. Watch to see if a ball game is in progress. It would be worth watching.

## WAUNA (3 Miles)

Wauna, one mile off the Highway.

## KNAPPA

Knappa is a mile from the Highway, but as you near the cross roads you will come to the Columbia Pavilion, where refreshments and telephone service, local or long distance, may be secured.

## SVENSEN

Svensen is a half mile off the Highway, but at the intersection of the County and State Highways is a store.

## ASTORIA (12 Miles)

Follow the trail. You cannot go wrong since the fire. Stop at Thiel Brothers at 525 Exchange for any information desired. If one of Thiel Brothers cannot tell you, then no one can.

## WARRENTON (8 Miles)

Stop at Barnett's opposite the Depot. (Other places to be listed later.)

## SEASIDE (12 Miles)

After a look at the ocean call in and rest yourself while watching a picture at the Peoples Theatre, where you will be met by George Caldwell, the genial proprietor.

# AN INDUSTRIAL MIRACLE AND HOW IT HAPPENED

Acting in Harmony with God's Law Always Produces Miracles, and Here's Proof of It, for the Especial Benefit of Hard-Headed Business Men and All Working People.

(Continued from last week) We at that time occupied a half floor in what is known as the Power Building in Cincinnati, a building largely occupied by clothing manufacturers. From the day that we decided on this policy both our production and volume of business began to increase. One block from us was located a large wholesale whiskey and distilling company, occupying a building of six stories and a basement. On account of conditions that you will all understand, they were anxious to dispose of their lease and give possession July 1, 1919. We went to our bankers and gave them an outline of our condition, and of the opportunity we had to get this building, estimating that it would necessitate a loan of \$50,000 to make the move and equip the new building to take care of our business. The bankers agreed to give us the credit and we took on the new proposition.

**Big Strike Is On** At the time we made this deal the big strike of clothing workers of Cincinnati was going on. As there were many other clothing factories in the same building with us, the entire building was surrounded by pickets during this period. The first week of the strike our help were literally forced to fight their way through the picket lines; after the first week, for some reason not explained to us, our help were practically unmolested and were even treated with courtesy by the pickets.

The first of July, 1919, we moved into our new quarters, which contained about seven times the floor space that we had occupied in the Power Building. The strike in the market had not been officially declared off. We called our little group of workers together and talked over with them the condition of hate and strife in the market and told them that we had borrowed \$50,000 to make this move, had gone so on account of our confidence in them, and that on account of conditions in the market we did not want to run general advertisements for help to fill our new factory. We asked them to bring in their friends and train them to do the same work that they were doing, and in increasing our working force 600 per cent and our production over 1000 per cent we never had a single advertisement.

**Proclaim Golden Rule** When we first called our people together and talked over the condition in the industry and proclaimed the Golden Rule as our governing law, we had a picture of a profit-sharing system that little group. Their confidence in the management was such that they said they did not want that system, as they would rather have their pay each week, and were willing to leave it to the management to figure out what could be paid in a weekly wage. During the increase of production and on account of the wonderful loyalty shown by our workers we made several increases in wages during 1919. Each increase was based on a certain increase in production which had been previously announced to them.

**Marvellous Net Profit** When we took our inventory at the end of 1919 we found that in spite of these increases in wages and the enormous expense of moving and setting up our entire plant, we had made a net profit of \$42,000 on an investment of \$60,000. The actual condition at that time was that we were paying bigger wages, selling our product for less money and making a greater profit than any of our associates in business.

As soon as our inventory was completed and the figures verified we immediately went before our workers with them. We felt greatly chagrined, because it is our belief that this is an unjustifiable profit to make from the labor of others; we frankly told our workers so; that this statement must go to the government and a large share of this money be paid in income and excess profit tax, and we immediately put into effect another increase in wages in our factory. This increase ranged from 10 to 20 per cent.

**Confer With Workers** Now, consider this fact: at the end of February, 1920, we again went into our cost of manufacturing for the months of January and February and found it had not cost us quite as much per unit to manufacture during those two months with this new increase in

effect as it had during November and December before we made it. We immediately called our working force together again. This time we told them that when we presented the profit-sharing proposition there was only a little handful of them, and it was possible for us to figure approximately what each one was producing each week, but that since our working force had increased to over 400, and we were producing a little better than a suit of clothes every two minutes, and especially on account of the unsettled condition of the woolen and textile markets, at that time, it was not possible for us to tell with any degree of accuracy what each one was producing each week, or what the cost of a garment would be before it was made. We again laid before them the profit-sharing basis of arriving at a just wage, and told them that we knew of no other way to solve the problem. This time they voted unanimously to adopt this system.

**How Dividend Is Made** By the plan presented to them the profits were to be divided among them on the basis of salaries earned, twice each year. I did not know, nor had I thought, of any other basis of division, and I think probably no other basis had occurred to the employees when they accepted this one. But when they got back out into the work-rooms, the Golden Rule began to work in their minds. Imagine my feelings when a few days later the following petition was laid in my desk:

Realizing that The A. Nash Company is using every effort to be truly just and democratic, and realizing that in making the final adjustment of wages on the profit-sharing basis a very large share of this final payment, as at present intended, would go to those making big wages, and heartily agreeing with the management that it is not just that the lion's share of the profits should go to any individual or small group of individuals, we, the undersigned, all of whom are the workers of the A. Nash Company, do hereby petition the management of The A. Nash Company to distribute the working share of profits, which is to be distributed July 1, 1920, on the basis of time worked instead of on the basis of wages drawn.

**What Petition Meant** Let me impress on your minds just what that petition meant in our factory. The skilled labor, like the cutters and dressers who were making from \$75.00 to \$90.00 per week, signed a petition that their poorest paid fellow-worker should receive the same dividend that they did. In our place we have some old ladies who are past the age of learning to run machines or doing skilled operations, whom we keep to help them feel that they have some degree of independence in life. Besides these there are the beginners who on account of their lack of experience are not drawing large wages. If the dividend had been made as originally intended the highly paid workers would have gotten six or seven times as much as these old ladies and the beginners who really needed it. When the dividend was made in accordance with this petition every one who put in the full six months received \$91.80 as his share of the dividend, or a little over \$3.50 for each week's work. If you could have seen the faces of the old ladies and beginners when they received this amount, perhaps more money than some of them ever had in their life, you would have known that the highly paid members of the group were duly rewarded for their Christian act.

**How Golden Rule Works** Now let us study for a moment the question of the increasing volume of business during this period of stagnation and price cutting. When we decided to make the Golden Rule our governing law it was impressed upon every mind that doing to others as we would be done by, did not simply mean employer and employee, but meant each customer on our books as well; it meant that every garment we sold must be of a standard that we would be willing to accept, and sold at a price that we would be willing to pay if we were in the customer's place; it meant that we all saw behind each order a fellow human being whom we wanted to deal with as we would want to be dealt with. It was an honest effort at applying the Golden Rule that fixed our prices during the 1919 and early 1920 orgy of high prices and profiteering. The long suffering public was conscious of these facts, and while others were losing the confidence of the public we were gaining it, so that when the time came that the public went on a non-buying strike we were no more

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affected by that strike than we were when the laborers went on a non-productive strike, because in applying the Golden Rule, dealing justly with the public, we had won their confidence in the same way we had won the confidence of our employees.  
(To Be Continued Next Issue)

**The Fiery Cross**  
(Dedicated to my Beloved Grandson, David Eugene Locke)  
By C. L. LOCKE  
Grandad: tell me what's that light shining so bright on yonder hill, scattering the gloom of night, far-reaching, flashing, never still!

That, my son, is the FIERY CROSS, Fair emblem of the KU KLUX KLAN, Its flames must purge the papal dross From every hamlet in our land.  
Grandad, tell me: what is this dross, Which loyal men are out to fight? Is it anything like "heathen" Joss The Chinese burn when in a fright?

No, my son, papal dross is worse Than aught the Chinese ever knew. For years it was our nation's curse; It sears and blights the whole world through.  
But since the Fiery Cross was raised, Flashing its light throughout the land, We've got the papal agents crazed, For light of truth they cannot stand.  
Grandad, when I'm a grown up man, I'll have and save to get the "tin." So you can join the Ku Klux Klan. Then I know they'll let ME in.  
All right, my son, we'll shake on that, Tho' years must pass before you can As a grown up man, go to the bat And knock a homer for the Klan.  
Still, I may live to see the day, When you, my boy, will be a man; And if I do, I'll surely pray That we can join the Ku Klux Klan.  
Kokomo Klan, Realm of Indiana, Is actively aiding a drive for the purpose of securing a fund of \$250,000 for the erection of a Protestant hospital in that city.

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