

# HOTEL OREGON

F. T. Redmond, Proprietor



WE MAKE A SPECIAL EFFORT TO CARE FOR THE NEEDS OF HOME SEEKERS AND OTHERS COMING TO REDMOND AND THE CENTRAL OREGON COUNTRY.

OUR FACILITIES ARE AMPLE TO ACCOMMODATE THE TRAVELING PUBLIC SATISFACTORILY.

OUR RATES WILL APPEAL TO YOU FIRST CLASS CAFE IN CONNECTION

## EGGS

I HAVE FULL BLOODED RHODE ISLAND RED EGGS FOR SALE AT \$2.00 PER SETTING OF 15.

C. H. BAGGOTT, REDMOND, ORE.

## S. D. FOX & CO.

Fine Wines, Liquors and Cigars

Hotel Redmond Bar

## Furniture Made to Order

With the installation of my new wood working machinery I now have complete facilities for MAKING ALL KINDS OF FURNITURE TO ORDER ON SHORT NOTICE AND AT A REASONABLE PRICE. If you want anything in this line call and let us talk it over. I do all kinds of IRON WORK and BLACKSMITHING also at my factory on the corner of 8th and E streets.

G. W. DAVIES

The Old Pioneer Blacksmith of Redmond

## Buckley Express Co

Phone No. 906

DRAYING AND HEAVY HAULING

City Express Called for and Delivered

## "YOUR PRICE IS TOO HIGH"

PEOPLE WHO SAY THIS SHOULD STOP AND CONSIDER THE CIRCUMSTANCES

The following is taken from "Pulling Power," House organ of the Falcomer Co., Baltimore, Md., and is applicable in Redmond as well as elsewhere:

Gentle reader, try to remember these five words, "Your Price is Too High," for they are the text of my sermon. You will not find those words in the Bible, but you will find them on the lips of probably every citizen of this country some time or other.

Let us examine into the truth of the expression. We have heard it spoken so often that it has become a sort of proverb—and there is another proverb, you know, that tells us not to believe everything we hear. Does that one apply to this?

I happened to know our would-be customer pretty well, so I proposed that we talk it over.

"How do you know that my price is too high?" I asked for a starter. "Do you know what the job will cost us to produce? Do you know what is a fair profit in our line of business? If I showed you my estimating figures in detail, could you catch any errors? Could you show me how to lower the cost in any way? In short, do you really know anything at all about it?"

Then he admitted what I knew all along—that he meant he could get the job done cheaper somewhere else and had three or four other prices, and mine was not the lowest.

He caught the thought in my mind and answered my next question before I asked it. "You needn't tell me that the lowest man will give me a bum job. Everybody's bidding on the same thing; I always look out for that. The specifications are exactly the same."

"If you really believe that," I rejoined, "there is only one thing to be said: you are sadly mistaken. In the vernacular, you are kidding yourself."

"I don't see how," he replied. "If the job isn't exactly according to specifications, I don't pay for it."

"Look here," I said; "I believe you're open to reason, otherwise I wouldn't argue with you. I tell you specifications don't protect you now and never will, not even if you furnished the ink and paper yourself, and I'm going to prove it to you."

"Walk up Baltimore street from Gay to Calvert, go into every restaurant you pass, and get prices on, say, ham and eggs. You'll find a considerable difference between the Emerson and the slap-dash lunch room. If you place an order, you'll likewise find a difference in the ham and eggs—even if you supply the raw material yourself. And you'll find the very same difference in printing."

"The cheap restaurant can't produce a dish of ham and eggs equal to those at the Emerson, even if you paid the Emerson's price. It isn't equipped to do that class of work. Each charges what its own product is worth. Do you get me?"

The would-be customer saw the truth of the above and acknowledged that the printing offices making the cheap prices would turn out a cheap class of work.

And right here The Spokesman desires to state that when it gives a price for a job of printing and a "cheap" printing office makes a lower price for the same job, the customer will be sure to get a cheap, bum job, for the "cheap" office has not the same equipment or facilities as The Spokesman has for turning out first-class printing.

## GIRL'S HOME IS TO BE MODEL INSTITUTION

WITH \$50,000 THE NEW INDUSTRIAL FARM IS TO HAVE A GOOD START

Salem, Ore.—Merely tentative discussions, heard among some of the members of the State Board, may mean that the new Industrial Home for Girls will have one of the most attractive and convenient sites of any state institution in or around Salem.

This will be at 24th street and Asylum avenue, about two blocks from the Oregon State Insane Asylum on a tract now belonging to the asylum lands and located within the city limits, but in the suburbs.

The tract includes about 15 acres of land, furnishing an excellent field for developing the cottage plan of caring for the girls to be sent to the institution. The law provides that the cottage plan shall be used in this respect, it being admitted that the system used at the Oregon State Training School for Boys has not been the ideal system.

The Industrial Home for Girls will have \$50,000 to start on during the next two years. Eliminating the large item of the purchase of land, and the necessity for establishing a farm in connection with the school it is believed that an excellent start may be made on this money during that time.

The brutal truth finally gets along better than the pleasant fib which starts people in the wrong direction.

## Newcomers or Others Coming Into Central Oregon or the Redmond District

SHOULD SEE

# Alfred Munz

### The Hardware and Implement Man at REDMOND

SCREEN DOORS AND WINDOWS



We have a full line of the above in all the different measurements and can suit your wants in this particular.

HERE IS WHERE YOU WILL FIND THE MOST COMPLETE STOCK OF GENERAL HARDWARE, BUILDING MATERIAL, IRON AND STEEL, BLACKSMITH SUPPLIES, WOOD STOCK, IMPLEMENTS, WAGONS AND BUGGIES OF ALL DESCRIPTIONS, DEERING HARVESTING MACHINERY, HARNESS, PAINTS, PUMPS. WE CAN SUPPLY YOU IN EVERY DETAIL. BEST AND MOST COMPREHENSIVELY SELECTED STOCK TO BE FOUND IN CENTRAL OREGON, AT MOST REASONABLE PRICES.

Just received a large car of FENCE WIRE, HOG AND CATTLE FENCING, and NAILS direct from manufacturers in the east, that we are making attractive prices on.

## JACK PINE GOOD FOR MAKING PAPER PULP

DISCOVERY IS ANNOUNCED BY TIMBER MAN AT BEND AND CAUSES JUBILATION

Portland Telegram: Residents of the Deschutes Valley and the whole country tributary to the eastern slopes of the Cascades, the Paulina and Blue mountain ranges are jubilant over a report that the jack pine abounding in that region, and heretofore thought useless for any commercial purpose, is good for making paper pulp.

A Bend timber operator sent two carloads of the little pine to the La Camas paper mills some time ago to have it tested. Now he informs the people of Bend and adjacent country that the tests have been a success, and that the paper manufacturers declare the product splendid for paper.

There are thousands of acres of this pine along the lower slopes of the Cascades on the east. The tree does not grow large, and has not the fiber of the average western pine. In the upper reaches of the Deschutes Valley adjacent to Bend and LaPine, the growth spreads as far as the eye can reach from the highway. There are also very extensive forests of the same wood along the borders of the Paulina mountains, the Strawberry range, and both slopes of the Blue mountains. In past years it has been a problem to know what use could be made of this tree. If the La Camas experiments are a safe index of future operations, extensive operations in the jack pine belts are expected to result, especially where near transportation.

MODERN  
"His wife is a business woman, all right."  
"What makes you say that?"  
"She installed a time clock in the hall, and he has to punch it when he goes out at nights and when he gets back."

"Don't you ever find it hard to be a freak?" asked the stoutish, tightly laced woman who had stopped to converse with the fat lady.  
"No, not a bit," was the reply. "I often feel sorry for some of you people who seem to find it so hard not to be freaks."

The Spokesman for good printing

## 2000 RABBITS KILLED BY MADRAS SPORTS

KILLING WAS MADE NEAR HAYCREEK—HUNTERS RUN OUT OF AMMUNITION

Madras Pioneer: The largest number of rabbits yet killed on the drives that have been made during the past few weeks, was killed Sunday last.

The local sports and their friends from the section between here and Haycreek, gathered at the old Ed. Katcher place and the drive was held from there, principally to the north of that place. There certainly was plenty of shooting for those who participated in the shoot.

During the forenoon nearly all of the largest scores were run, and many could have done more only they run out of ammunition, not realizing when they started out in the morning that the rabbits were so thick. In all there were approximately 2000 rabbits killed, on an average of 50 rabbits to a man.

## NEW FEATURES FOR STATE FAIR IN 1913

RELAY AND WILD HORSE RACES ARE SCHEDULED BY BOARD OF AGRICULTURE

Two new and distinct features will be added to the State Fair this fall, for the Fair Board at a recent meeting at Salem, in addition to deciding to retain all features of the last fair, decided to make provision for a relay horse race and a race of wild horses. The last will be the most exciting and thrilling of the whole fair it is claimed. According to the plan the horses are to be gathered in off the range, and just before the event driven on the grounds. Each cowboy is then to rope, saddle and mount his horse, and the first to put his animal under the wire in a mile race is to be the winner.

It is expected that this feature of the fair will be the means of attracting a large attendance.

Read about Redmond and the Redmond District on page 3.



DEAR FRIEND:  
Do you like cheese? I like it when it is good cheese. I tell you how I like cheese. I like it of cheese with a piece of pie that get nearly through. Papa and I cheese makes his coffee taste better and his cigar when he smokes it. I went to the grocery store and I know how good cheese they had. I cheese we now get is of the kind, and you'll like it.

Your friend  
JACOB

P. S. When you want cheese  
**Hobb's**  
Cash Bakery and Grocery

**Harness**  
Cleaning and Repairing  
—BY THE—  
Shoe Doctor.  
W. M. CASE, REDMOND