

The Redmond Spokesman

Published at the "Hub City" of Central Oregon

VOL. 4. No. 8

REDMOND, CROOK COUNTY, OREGON, THURSDAY, AUGUST 28, 1913

\$1.50 PER YEAR

N. P. IMMIGRATION OFFICIALS IMPRESSED WITH RESOURCES OF THE REDMOND DISTRICT

The following Northern Pacific immigration department representatives arrived here last Friday morning on a tour of inspection of this section of Central Oregon:

L. J. Bricker, general immigration agent, St. Paul.

C. E. Arney, western immigration and industrial agent, Spokane.

Prof. D. E. Willard, development agent, St. Paul.

J. L. Moore, traveling immigration agent, Billings, Mont.

J. L. Daugherty, immigration agt., Chicago.

O. I. Stark, traveling immigration agent, Kansas City, Mo.

S. M. McEwan, traveling immigration agent, Elizabethtown, Tenn.

Geo. A. Jobs, traveling immigration agent, Cincinnati.

L. S. Wood of the immigration department, St. Paul.

Paul E. Schwabe, Oregon immigration agent, Portland.

Accompanying them were J. T. Hardy, traveling freight and passenger agent of the Oregon Trunk railway.

D. C. Freeman, of the publicity department of the Oregon Trunk railway.

E. J. Miller, traveling passenger agent, Vancouver, Wn.

W. H. Ormsby, traveling freight agent, Portland.

A. Pucinski of Chicago, and Albert Nowak of Chicago, the latter two men being on a tour of Central Oregon in order to find locations for colonists they will bring in.

The railroad officials and visitors took breakfast here and were taken in charge by members of the Redmond Commercial Club and shown through the irrigated country surrounding the city. From here the party was taken to Bend where representatives of the Commercial Club met them.

After a luncheon at 1:30 the visitors were taken through the Bend district and shown the timber district adjacent to that city.

All of the immigration officials expressed much surprise at the development of the Redmond District and said they had no idea this part of Central Oregon had so far progressed along the line of agriculture.

In talking about the trip Mr.

Bricker, general immigration agent, said:

"There is no longer any doubt in anybody's mind that the northwest is the logical country for an ideal home. Everything is here, farm, mine, forests, fisheries, shipping—the only problem left is to determine just what class of people should be encouraged to seek this locality or that. We don't want to unload a lot of destitute failures upon any country, and our special aim is to interest people of means in the legitimate claims of the different regions so they will not only find good homes there themselves, but prove of constructive benefit to their new communities.

"The message we expect to take back is one of optimism. We realize what the temporary conditions are here, and all over the country, and so we will use our judgment in telling the people of what they may expect, both favorably and unfavorably.

"We think the people should know before they start exactly what they are likely to find. The northwest has been touted too much as the land of plenty for everybody, regardless of the personal element. The new policy we are working on is to show them where they may go to work and what their work will bring them.

"And so the lessons we are learning on this trip through the northwest will be taught to the people who come to us for help in finding homes.

"And we are going to tell them they could make no mistake in coming west, though they must expect to keep on working when they get out here."

O. L. Stark, traveling immigration agent of Kansas City, Mo., has perhaps the largest territory of any of the members of the party. He covers the whole southwest from the Mississippi to Mexico.

"We are not going to encourage people of no means to rush out here by the wholesale," said Mr. Stark. "When we find a man with money we will advise him where he can invest it. We are working for a heavy colonist movement next spring from the farmers of Kansas and Missouri and Oklahoma who have grown tired

of hot summers and burned crops. But this movement probably will not be heavy much before the end of winter. In the meantime we are looking out for locations in the west."

SERMON GIVEN

At the Presbyterian church last Sunday morning the pastor, Rev. F. Harvey, discoursed on "The Advance of the Church Through the Testimony of the Apostle John, in the Book of the Revelations." The texts were: Rev. 1:19, "Thou Hast Left Thy First Love"; 3:19, "As Many as I Love I Rebuke and Chasten; Repent." The pastor quoted Dr. Ramsey of Edinburgh, Scotland, Book on the Seven Churches of Asia. "While there are seven separate messages, there is only one church"; "that the Greeks and Romans prided themselves on massive architecture, forming a crown to their city, but Apollonius advised them to cultivate a crown of character." The Laodicians were irresolute, half-hearted, and the historian Pliny said "Paganism was tolerated in the days of Constantine, and the sermons of Clement and Ignatius were apologetic, while John used imperatives—repent, etc."

The framework of the sermon was under the following heads:

1. The Crucial Examination of the Church by Christ, the Head.
2. The Communication of Christ's Messages by John to the Church.
3. Struggle for reform.
4. The good results.

The work of John Staupitz, Martin Luther, Melancthon in the translation of the Bible and other literature were cited.

THE CROOKED WAY

District Attorney Whitman of New York, was talking about the sad case of a western banker who had stolen a great sum from the depositors.

"The man," said Mr. Whitman, "lived beyond his means—motor cars, a house with 11 baths, son at college, daughter coming out, wife hungry for diamonds. The inevitable result followed."

Mr. Whitman smiled and added: "The unfortunate fellow got straitened, so he became crooked."

SLAVERY

"Here is a story of a Chicago woman who says that present marriage laws make woman the slave of man" said the square jawed matron as she looked up from the newspaper.

"Why don't they enforce the law then?" meekly asked Mr. Henpeck.

Spokesman Classified ads bring results—try them—don't cost much

Advertising and Salesmanship

A good salesman should know the goods he has to sell, know the objections to them, and know how they compare with competitive goods as to quality and price. He must know the most effective ways to present the goods to the customer, and know how to finally make the sale. Every sale is the product of real salesmanship where the demand is not already created. But if a customer went into a grocery store and said to a clerk, "Give me a dollar's worth of sugar," the customer taking the sugar and the clerk taking the dollar, the clerk here manifested none of the qualities of real salesmanship.

The real salesman is the one who attracts the attention of the customer to goods for sale, creates in the mind of the customer an interest in the goods, then creates in the customer a desire to own the goods, and finally creates in the customer a determination to have the goods—and a sale results. That's salesmanship. Good salesmen are trained salesmen filled with enthusiasm. Every salesman should be a student of human nature, know the customer, know the customer's needs, and be guided accordingly. It is never good salesmanship to sell a customer something he does not want.

The trouble with business is it is overloaded with poor salesmanship. Does someone say there is nothing the matter with business? Let's see. Isn't there something the matter with business when Dun's and Bradstreet's statistics show that 95 per cent of the business men fail? It is very evident there is something the matter with business. In 1907, 84 per cent of failures were among non-advertising merchants.

Advertising, or salesmanship on paper, is the most viciously abused and neglected department of business. There is too much poor advertising. Sales always follow good advertising. Good advertising and good salesmanship go hand in hand and should be guided by the same fundamental principles.

THE SPOKESMAN CAN HELP YOU WITH YOUR ADVERTISING TO GET RESULTS. LET US DEMONSTRATE.

Copyright by Geo. E. Patterson

Real Estate Loans

THE REDMOND BANK OF COMMERCE is prepared to make the best terms on long time REAL ESTATE LOANS that have been made in this territory.

The bank has gone to much expense to interest capital in the Central Oregon District and feel very much gratified at the results obtained.

Through their efforts the rate of interest that formerly maintained here has been materially reduced and the true value of lands made known to those who have money to invest in mortgages.

Before negotiating a loan it would be well to call and talk the matter over with the officers of the bank.

Interest paid on Time Deposits. The best Fire Insurance Companies. Safety Deposit Boxes.

Redmond Bank of Commerce

REDMOND, OREGON

REDMOND GETS SECRETARY OF C. O. D. LEAUGE

J. W. BREWER ELECTED AT THE MEETING HELD AT KLAMATH FALLS—BEND GETS TREASURER AND ALSO NEXT MEETING OF THE CENTRAL OREGON DEVELOPMENT LEAUGE

The Redmond delegates to the Central Oregon Development League meeting at Klamath Falls last week returned home Saturday night. The delegates were J. W. Brewer, M. A. Lynch, F. W. McCaffery, Harvey J. Harris, G. W. Wells and J. P. Johnson.

Redmond captured the secretaryship of the league for the coming year, J. W. Brewer of this city, being elected to the position. Bend retained the treasurer and also was appointed the meeting place for the next meeting.

The new officers are: President, Wm. Hanley; vice-presidents, W. S. Worden, Klamath Falls; W. F. King, of Crook county, and F. P. Cronemiller of Lake county; honorary vice-presidents, J. H. Young of Portland, J. P. Campbell of Eugene, C. C. Chapman of Portland, W. J. Kerr of Corvallis, and J. D. Farrell of Portland; secretary, J. W. Brewer of Redmond.

The meeting throughout was of

interest and many vital points of advantage to Central Oregon were brought up and acted on. Good roads came in for a large share of the talks by different members during the session.

Adolph C. Miller, assistant secretary of the interior, arrived late the last day of the session, coming by way of Crater Lake in an automobile with his party. All the speakers devoted themselves to good roads except Mr. Miller, who spoke on the policies of the interior department in the matter of reclamation, the forest service and conservation.

Resolutions were adopted for a permanent committee on good roads, naming W. S. Worden as chairman, recommending the bonding of counties to build good roads, endorsing the Central Oregon route for the Pacific highway, creating a committee on permanent organization, urging the establishment of demonstration farms, condemning the referendum on appropriation for the University of Oregon, urging good exhibits at the Panama Pacific Exposition and urging the federal reclamation of swamp and arid lands.

SYSTEM

A commercial traveler was bragging about the magnitude of the firm he represented.

"I suppose your house is a pretty big establishment?" said the customer.

"Big? You can't have any idea of its dimensions. Last week we took an inventory of the employes and found out for the first time that three cashiers and four bookkeepers were missing. That will give you some idea of the magnitude of our business."

She—It's pretty expensive to have one's own lawyer.

He—But it doesn't cost anything to keep one's own counsel.

WILL MAKE NEW MAPS OF CROOK COUNTY

Prineville Review: W. F. King, secretary of the Crook County Good Roads Association, interested a number of engineers and citizens of Prineville to the extent that they met Tuesday evening at the Hotel Prineville and after enjoying a good supper, took up the proposition of devising ways and means of preparing a preliminary base road map of Crook county.

At the present time there is no authentic road map of this county from which to work. The plan is to have this map show the location and exact condition of every road in the county. Such a record will be of permanent value to all parts of the county showing where improvements are most needed, and will also save both time and expense in ascertaining the exact location of all places. It is expected to build the map on the scale of one inch to the mile, thus giving a large map about 7x9 1/2 feet.

This county is without the necessary sign boards at the forks of the roads, and the map as outlined will furnish the necessary information for placing all such signs. The engineers present very generously donated their services to this work, and Mr. King was chosen chairman of this committee.

Those present were W. F. King, Engineers Kelley, Geo. Brewster, F. A. Rice, C. D. Rice, D. H. Peoples, C. O. Pollard and J. H. Haner and Oscar Hyde.

"Do you charge for bread and butter in this restaurant?"

"No, sir."

"Then gimme some."