

The Redmond Spokesman

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PATRONIZE HOME INDUSTRIES AND HOME MER-
CHANTS. EVERY DOLLAR SENT AWAY TO MAIL
ORDER HOUSES NEVER COMES BACK AND IS LOST
TO US FOREVER. BE LOYAL TO YOUR COMMUNITY
AND YOUR TOWN BY TRYING TO BUILD IT UP.

WHAT THE PEOPLE HERE WANT

The following article from the Redmond Commercial Club, signed by W. S. Rodman, president, about State Treasurer Kay opposing the state assisting in the completion of the North Canal Unit of the Central Oregon Irrigation Company's project, appeared in the Portland Oregonian of January 25, and as it covers the ground thoroughly The Spokesman reprints it:

"The residents of Redmond and vicinity note with interest the position State Treasurer Kay has taken with reference to the reclaiming of desert lands by the state of Oregon, as published in the Oregonian last Friday.

"The people of Crook county want it distinctly understood that we are not asking for a new appropriation from the state of Oregon for this work. Under Governor West's proposition of reclaiming the lands under the North Canal we need no new appropriation, but only the consent of the Legislature to use again the same \$450,000 which was appropriated two years ago. The Tumalo Project will soon be completed, and we can see no valid reason why the securities on these lands should not be taken up with moneys out of the school land funds of the state.

"Mr. Kay's statement is suggestive that taxes would be much higher than at present in order to undertake the work spoken of. The reverse, however, is the case. At the present time the title to these lands is vested in the United States Government, and of course cannot be taxed; but when reclaimed every acre would be taxable property and a source of great income to the state. It would also mean a great influx of settlers from the east, who would bring thousands of dollars with them with which to improve the lands.

"The Federal Government has practically agreed to invest dollar for dollar with the state in the reclaiming of its desert lands. Let us be progressive and not keep the United States from spending some of this money in Oregon.

Mr. Kay also seems to forget the moral obligation which the state of Oregon and the State Desert Land Board in particular owe to the settlers on the two present incomplete Carey act projects undertaken by the Central Oregon Irrigation Company. We have now hundreds of settlers who have improved their lands under these projects and spent their last dollar and several years' time in the work, and at this late day are still unable to get patents to their lands. This is owing to the inability of the Central Oregon Irrigation Company to complete the projects.

"Under Governor West's plan, the money paid the Central Oregon Irrigation Company for its interests in the North Canal unit would be used to complete and perfect the two units already started by the said company. This would then enable our present settlers to get patents to their lands; it would make these lands taxable lands and would make it possible for our farmers and ranchers to obtain loans on their lands with which to stock up their places.

"The settlers on our Carey lands, almost without exception, took these lands with the idea that the state of Oregon was back of the projects and that the State Desert Land Board would properly safeguard their interests, and now it is up to them to make good.

"The completion of these projects will mean thousands of dollars every year in taxes for the state of Oregon. It can be done without a new appropriation from the state, and our taxes will be lowered instead of raised."

"STOP MY PAPER"

The following from The Dalles Chronicle is applicable to every community where a newspaper is published:

"There are more successful newspaper men in the world than can be found following any other vocation. Not many of them are in the newspaper business, however. In fact, only mighty few of the successful kind are in the business. The others have been too busy in holding up brick buildings or holding down dry goods boxes, or at divers other jobs, to get into the newspaper game. But they all know just how it should be done, and none of those who are doing it ever get it just that way. Therefore, it is never done right.

"No newspaper, according to the fellows who have been too busy to run one themselves, should ever express an opinion in which they as readers, and possibly subscribers, do not concur. That's a breach of newspaper ethics. But the trouble is, there are 5000 readers, with 5000 thinks, each think of a different brand, who know just what the paper ought to say and just what it ought to do, and unfortunately none of them quite agree with the one or two deluded mortals who, probably unable to make a living carrying the hod or breaking rock, or following the other peaceful and respectable paths of duty, are trying to run a paper.

"Did you ever stop to think just how absurd the position of some of these critics is? asks the Rogue River Courier. The newspaper is a quasi-public institution. So also is the grocery store, the pharmacy, the blacksmith shop and the hotel a quasi-public institution. Did you ever try to put the hotel out of business because at one or two or more meals it had something upon its menu that did not appeal to your appetite or agree with your digestion? Probably not. But it was your privilege, and you were within your rights in exercising it if you wished, to quit the hotel and try another, or to go out in the back yard and eat worms. The hotel will continue to run, however, and possibly its patronage may increase on just the culinary policy that you did not like.

"And so with the newspaper. It has to be run for the best interests of its community as its publisher sees that interest. All

of its readers will not agree with it all the time when it has the backbone to support a policy. But the least pebble in the whole community is the dwarfed and shriveled soul who comes running in with a "stop the paper" cry when he fails to agree with some of its utterances."

J. J. Ellinger, formerly in business in this city, but now engaged in farming on a mighty fine farm, takes a fall out of Attorney General Crawford and State Engineer Lewis in a letter written to the former, regarding their attitude in opposing the completion of the North Canal Unit of the Central Oregon Irrigation Company's project. Mr. Ellinger makes some pointed comments on the actions of these two office holders.

There may not be a very large number of voters in this section of Central Oregon, but it is a safe bet that Attorney General Crawford who is seeking the nomination for governor, and State Engineer Lewis who is seeking re-election, will get mighty few votes here because of their attitude in opposing the completion of irrigation projects in this county that would bring relief to the settlers.

The express companies are spending a lot of money advertising their new rates that went into effect the first of the month. The new rates are from one-third to one-half cheaper than the old ones, but still not as low as the parcel post rates. One feature in favor of the express companies, however, is that packages carried by them arrive at their destination in better condition than by parcel post.

Well posted railroad officials state that the grain acreage in Central Oregon will increase 30 per cent this year over 1911, and the splendid condition the soil now is in from plenty of moisture means an immense crop to be shipped out the coming fall.

If you want to take part in the hottest election ever held in the state see that you are registered. As soon as the primaries are over there will be things doing in the political way that will set the mark for the state for some years.

Aside from being a banker and secretary of the Central Oregon Development League, J. W. Brewer is an expert carpenter and cabinet maker, if any one should happen to ask you.

La Pine is surely coming to the front. The latest progressive movement in that town in the -extreme- southern- part- of- the county, is the installation of a moving picture show.

Eleven amendments to the State Constitution are to be submitted to the voters at the coming election, and it is expected several more will go on the ballot by petition.

Get busy, you chicken raisers and egg producers! Eggs are being imported into Portland from China to supply the shortage in the market. Don't let the Chinks beat you.

There are only seven candidates in the field for governor up to date, but there is plenty of time for more men to come out for the office before the primaries May 15.



ADVERTISER SELLS CHEAPER

The far sighted merchant is not so much concerned in getting big profits on individual sales as in getting a big volume of business at a reasonable net profit. He realizes that if he is to reach out and get and hold business he must get the volume of business so he can sell on a smaller margin.

The larger the volume of business the more the selling cost is reduced, because every concern could do far more business than they do with the same selling force. Salesmen's salaries and other expenses do not materially increase as the sales increase. It is really astonishing to know how the selling cost diminishes as the sales increase. One business man who had watched the effect of his advertising upon his business for a number of years said his advertising increased the sales to such an extent his selling cost was reduced to one-fourth of what it was before, and after adding the cost of advertising his selling cost was still less than one-half the previous selling cost. This is the experience of every merchant who has advertised his business as it should be advertised.

The merchant who increases his sales and the volume of his business buys more goods and in bigger quantities than the smaller merchant and thus gets a bigger discount. The producer can manufacture cheaper if he manufactures in bigger quantities. He is thus naturally going to give a better discount to the bigger merchant who buys in bigger quantities, thus enabling the manufacturer to manufacture in bigger quantities.

Now doesn't it stand to reason that the man who through judicious advertising sells more goods, buys his goods at a bigger discount, and reduces his selling cost one-half could sell cheaper than the man who never advertises. He can and he does.

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



R. C. Immele

Dealer in

Building Material

OF ALL KINDS

Lumber Brick
Shingles Lime
Lath Cement

Roofing and Building Paper
Door and Window Screens
Sash, Doors

GIVE US A CALL PRICES RIGHT

Mothers Say That

Snowflake Flour

Is the BEST on the Market

FOR SALE BY ALL GROCERS



A. G. ALLINGHAM

Wines and Liquors
Imported and
Domestic Cigars

Nothing but the BEST is served at our place

Redmond, - Oregon

Eats

When you want the BEST MEAL IN REDMOND for the MONEY, you can get it by calling on W. E. YOUNG, the well known veteran restaurant man at the

Redmond Grill

Open Day and Night

Anderson Bros.' Saw Mill

MANUFACTURERS OF ROUGH AND DRESSED PINE LUMBER. OUR MILL IS THE NEAREST POINT THAT YOU CAN GET HIGH-GRADE LUMBER. OUR PRICES ARE RIGHT.

4 1/2 Miles Southwest of Laidlaw.