

The Redmond Spokesman

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BIG DUNKARD COLONY MAY LOCATE HOMES IN CENTRAL OREGON

**REDMOND MAN GETS IN TOUCH
WITH MANY DUNKARDS AND
EXPLAINS TO THEM THE BENEFITS
OF THIS SECTION—HE
ALSO PREDICTS NEW R. R.**

Last Sunday's Portland Journal had the following story in regard to I. W. Gray of this city, local agent of the Oregon and Western Colonization Company:

The names of more than 800 families who are interested in Central Oregon and may come there to locate were secured last week at Seattle during the national convention of the Dunkard church by I. W. Gray agent for the Oregon and Western Colonization Co.

Mr. Gray returned from Seattle yesterday, and in Portland on his way home to Redmond he reported that he had achieved great success in his campaign to interest the thrifty and prosperous Dunkards, whose religion does not permit them to take up the bankruptcy law.

Most of the delegates to the convention were middle aged or elderly people and Mr. Gray says it would be a hard thing to induce them to leave their prosperous eastern homes, but he found them anxious to make provision for the rising generation. A number of these people expressed to Mr. Gray their desire to send the young people to the great western country.

To the 800 whose names and ad-

resses were secured, and who are located in nearly every state of the Union, with the middle western states predominating, literature descriptive of the Central Oregon country, and particularly of the military road grant lands that form a narrow belt across the entire state in an easterly and westerly direction, will be sent at once.

Mr. Gray predicts that the first railroad to be completed in Central Oregon in the future will be the new Hill electric line from Redmond up through the Cascades by Sisters and connecting with the railroad at Jefferson on the Willamette Valley side.

"This road will tap the richest yellow pine region in the United States," Mr. Gray asserts. "The right of way has already been secured. Much of it lies across lands of the military road grant, already owned by the Hill interests. As surveyed the road will be about 50 miles long and crosses the mountains through a very low pass.

"The power will be secured from Cline Falls on the Deschutes River west of Redmond. There is a 90-foot fall and the power that will be generated there, engineers estimate, will equal the power at the falls at Spokane."

Mr. Gray left for Redmond last night.

OBITUARY

Alex Brown, who died in Portland last week and was buried here last Thursday, was one of the early pioneers of this section of the county, having resided in the Redmond District for the past seven years. He was 55 years old and had been ailing for some time before his death. He leaves a wife and daughter to mourn his loss.

STAG PARTY

Last Monday evening L. E. Smith entertained the "temporary" widowers and some of his bachelor friends at a stag party at his home. The

evening was spent at cards, interspersed with music, after which a lunch was served and the hours, until after midnight, were spent in conversation among the widowers and words of encouragement to the bachelors. Those present were Messrs. J. W. Moore, C. E. Merrick, M. C. Carolin, Wm. Lewis, L. W. Davis, W. B. Daggett, A. O. Myers, Dr. J. Barr and Mr. McDonald.

CATCH CHICKEN THIEVES

Last Friday four men were arrested here for stealing chickens on complaint of J. H. Vincent. The men were taken before City Recorder Burdick, found guilty and sentenced to work out their fine on the city streets. The result has been that the streets are now in better condition than they have been for a long time.

GOOD BALL GAMES AT PRINEVILLE ON 4th

Prineville Journal: The Knights of Columbus, which play three games here—July 3, 4 and 5—is considered one of the strongest amateur teams around Portland. Ball fans will be treated to some real fast baseball for the first time in two years. The Knights have recently defeated the Albany, Camas, Wash., and The Dalles teams. They are strong batters but Prineville fans feel confident that Tetherow will be able to hold them down in two or three games. It is reported on good authority that Walter McCredie, manager of the Portland Beavers, will be out to this series to look over the local baseball material. The locals are getting their batting eyes on and the visiting pitchers will receive a warm reception from the Prineville gunners. The home team will be strengthened, both in the field and in batting, by Henry McCall, who has returned from the east and is in fine shape to play.

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TELEPHONE SITUATION EXPLAINED IN FULL

Prineville, Ore., May 12, 1914. To the citizens of Crook county in general and to the citizens of Prineville in particular, the undersigned wish to call to your notice the following facts and conditions regarding the telephone situation:

As most people know, there are two telephone companies operating in Prineville and adjacent country. One is the Pioneer Telephone Company and the other is the Pilot Butte and numerous associated companies. The former is the sub-lessee of the Pacific States Telephone Company (so-called)—would be more to the point to say the Bell Company.

In view of the fact that the former is operated with the ultimate aim of paying dividends and the latter with the ultimate aim of establishing a complete mutual system to reach every home in Crook county and give the best service at the least possible cost and a free exchange over the entire county.

The aim of the former is to exact a toll charge at every possible point. Consequently the aims of the two companies being diametrically opposite, nothing is more natural than that there is considerable maneuvering to see who can hold the field.

In view of the fact that there have been a great many rumors circulated around the vicinity of Prineville to the effect that the Mutual or Independent Companies were going to pieces, we feel it our duty to the citizens of Crook county and to our subscribers to inform them as fully as we can that there is not a semblance of truth in the statement. The Mutual or Independent Companies are stronger, closer together and in better financial circumstances, and better prepared to meet the demands of the telephone users of Crook county than ever before. We are improving our service, building more lines, letting you talk to more people for less money than ever before. Mr. C. H. Miller, the manager of the Deschutes Mutual Telephone Company of Redmond, has been employed by the Pilot Butte Telephone Company to manage the Prineville exchange. This will mean improved service in Prineville.

We wish to submit to you for your careful consideration a small amount of recent telephone history, and want you to decide which condition you wish to prevail in Crook county—the system of high tolls often imposed, or a telephone system for service rather than for cash dividends to telephone stockholders.

The following is a clipping from an eastern paper:

The Telephone Trust

A number of small towns in Colorado which are engaged in a struggle with the Bell Telephone Company, realizes the truth of the statement often made that whenever the trust succeeds in killing off competition, up goes the price. It is probable that the Colorado telephone users will form mutual companies, as that is the only way in which they can hope to get satisfaction. Through the newspapers it has been able to control the telephone trust; has for some time been praising itself as a "beneficent monopoly" and endeavoring to make the people believe that it has aided them by stifling competition. If this were true the trust would not have to tell about it. A comparison of the rates the Bell Company charges when it has competition and when it is free to do as it pleases shows the monopoly up in the real light. In Richmond, Va., for instance, the trust was getting \$72 a year for each telephone before it had competition. When an independent company got into the field the rate went down to \$23. After squelching the competition the monopoly went back to the high rate. Similar methods were followed at York, Pa., only the trust went down to \$15 during competition and raised the rates to \$48 afterward. Competition at Iowa City, Iowa, forced the Bell rate from \$42 to \$24 and after the trust won out it put the rate up to \$36.

In 14 towns where the Bell Company made itself a monopoly the rates averaged \$49 before competition, dropped to \$23 during competition and then, after the Bell Company had killed off its rivals, went up to the old \$49 rate again.

In service the same methods have been followed as in rates. The trust has only itself to blame for the fact that it is being fought in all parts of the country.

Very respectfully yours,

PILOT BUTTE TELEPHONE COMPANY.

(Signed) W. P. TRICHEL, Pres.
I. B. MEYERS, Treas.
E. W. NELSON, Mgr.
W. L. HARRIS,
L. W. BENNETT,
(Pd. Adv. 5211) Directors.

NAMES FOR MAILING

The Spokesman has the name of every taxpayer in Crook county, with their postoffice address. Persons desiring names for mailing or other purposes can secure same at this office at a reasonable figure.

Freak laws have had the same effect in Wisconsin as Oregon. In both states taxes have doubled. Wisconsin went up from \$2,566,711 in 1913 to \$7,655,318 in 1914. For many years they had no state levy.

The BANK of PERSONAL SERVICE

THE PROOF OF THE CROP IS IN
THE HARVEST

Our farm lands in this section have proven their most excellent producing value in bringing forth the 1914 crop.

Our farmers are to be congratulated upon their season's work. The harvest this year will result in better prices for land and an influx of buyers.

The Redmond Bank of Commerce is amply able to assist our farmers in marketing their grain and will welcome any opportunity to be of helpful service.

REDMOND BANK OF COMMERCE

INTEREST PAID ON DEPOSITS

WILL TRY FOR ARTESIAN WATER AT PRINEVILLE

Some of the people at Prineville want artesian water and last week's Journal of that city had the following to say about the matter:

Who will donate a lot for the purpose of testing the possibility of getting a strong artesian flow of water in Prineville?

Wagoner & Co., the well known well drillers, will go down 500 feet, if necessary, to establish the fact that a definite artesian basin exists in the valley from Prineville down as far as O'Neil. Messrs. Slayton and Williams have artesian water on their ranches, but the well drillers are of the opinion that much stronger flows could be secured by going deeper. In order to test the matter the well drillers will go down 500 feet, but the owner of the lot must deed them the property if an artesian flow is struck. Any old lot will do for the test.

The Deschutes Power Co., which supplies Prineville with water, as a group of 23 driven wells which were put down in 1899, within a radius of 100 feet. The deepest is 280 feet. The water is slightly alkaline. The material passed through in driving the well is as follows:

Soil 5 feet
Coarse gravel 20 feet
White clay 1 foot
Fine quicksand 2 feet
Gravel 3 to 4 feet
White clay 2 feet
Volcanic dust 210 feet
Water was reached at a depth of 32 feet but the supply continued to increase until a depth of 60 feet was reached. The main supply comes from the so-called quicksand, volcanic dust, found beneath the layer of white clay 32 to 34 feet below the surface. As the wells terminate in the water bearing stratum they do not furnish a complete test of the artesian conditions. The well drillers want to go down to hard rock, and whether or not it can be found in 500 feet is the unknown quantity in the problem. The well drillers will put their work up against the value of the lot in its solution.

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On proper motion the following bills were approved and ordered printed:

CARD OF THANKS

We desire to thank our friends and neighbors who so kindly expressed their sympathy and lent their assistance in our sad bereavement, and especially we desire to extend thanks to Mr. and Mrs. W. H. Hobbs for kindness shown to us.

MRS. ALEX BROWN,
MR. AND MRS. C. A. STAHN,
J. A. BROWN.

TO WRITE UP COUNTRY

Hyman H. Cohen, crop statistician and commercial editor of the Portland Journal, arrived here this week on his annual trip to "write up" the crop outlook in this section. Mr. Cohen says he always has had a warm spot in his heart for the Central Oregon country, and thinks the Redmond district will eventually be the garden spot of the state.

COUNCIL PROCEEDINGS

OFFICIAL REPORT

Regular meeting of the Common Council of the City of Redmond, Oregon, held at the office of the City Recorder on the 23rd day of June, 1914. Present, Councilmen Reedy, Atkinson and DeSousa, and it appearing that a quorum was not present as is required by the city charter for the purpose of conducting city business, it was moved, seconded and passed that the meeting adjourn until Saturday evening, June 27, 1914, at the usual time and place.

H. F. DeSousa,
Acting City Recorder.

Redmond, Oregon,
June 27, 1914.

Regular meeting of the Common Council of the City of Redmond, Oregon, held at the office of the City Recorder on the 27th day of June, 1914. Present, Mayor Hosch, Councilmen Farris, Immele, DeSousa, Phoenix, Atkinson. Meeting called to order by Mayor Hosch. Minutes of last meeting read and approved.

On proper motion the following bills were approved and ordered printed:

C. W. Ehret, \$3.50.
R. C. Immele, \$6.00.
Everett Case, \$2.50.
C. A. Beckwith, \$2.00.
M. E. Roper, \$2.00.
James B. Green, \$19.28.
Tum-A-Lum Lumber Co., \$30.25.
Alfred Munz, \$8.73.
C. A. Adams, \$45.00.
W. G. Phoenix, \$10.00.
M. E. Roper, \$2.50.
W. G. Phoenix, \$4.50.
J. H. Vincent, \$15.50.

Ordinance No. 40, being an ordinance providing for the holding of a special election for the purpose of submitting to the qualified electors of the City of Redmond, Oregon, a certain amendment to the charter of said city, was read the first time.

The resignation of W. G. Phoenix, councilman, was presented to the Council for consideration, to take effect immediately. Moved, seconded and passed that the resignation of W. G. Phoenix be accepted.

The Council proceeded to open and consider the bids for labor and material to be used for repairs on the city reservoir. After all bids were carefully noted and filed it was moved, seconded and passed that the bid of the Tum-A-Lumber Co. agreeing to furnish 1300 sacks of Inland Cement, f. o. b. Redmond, Oregon, for \$2.41 per sack, be accepted.

Moved, seconded and passed that all bids for hauling any of the material from the cars to the reservoir be rejected and returned to the bidders, except the bid of J. O. Hanson agreeing to haul 1300 sacks of cement from the cars to the reservoir for \$46.00, which bid was duly accepted and filed.

Moved, seconded and passed that the bid of D. L. Ladd for tools and labor to be used in constructing the reservoir be laid on the table until the next regular meeting, to enable

Continued on Page 2

HOW TO REDUCE SELLING COST

Every merchant is in business for profit—not gross profit, but net profit. Gross profit is the difference between the purchase price (or producing cost) and the selling price, while net profit is the difference between the purchase price plus selling cost and the selling price.

Every merchant knows that if the selling price does not exceed the purchase price and selling cost combined at the end of the year there is no real profit coming to him out of the business. To remedy this he must do one of three things—reduce purchase price, increase selling price or reduce selling cost. A merchant may reduce the purchase price a little by buying in quantities, or watching the market and always buying safe—but the purchase price is fixed by others and he must pay their price. Of course, if the article is one the merchant produces himself he may reduce the cost of production. The merchant may increase selling price, although the demand and competition have a great deal to do with fixing the selling price. But the selling cost is in the hands of each merchant. It is by manipulating selling cost that each business becomes a success or a failure. Therefore it stands each merchant in hand to reduce his selling cost.

Every merchant could handle more business than he now handles with the same selling force. By increasing the sales with the same selling force the selling cost is reduced. The problem for the merchant is to educate people to want his goods and buy them.

John D. Rockefeller said: "The great cost in business is waste." To do away with this waste or reduce it to the minimum is the purpose of advertising. Judicious advertising will increase sales, thus reducing selling cost and waste.

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