

# Starting in Business

An eminently successful man gives as a basis of modern big business success three words: "Organize, Deputize, Systematize." There is no question but that success could be thus attained in any line of business.

When a man has determined to embark in a retail business he will know several things if he is wise. He will know how much he intends to invest in business, what his expenses will be, what his margin of profit will be, and the amount of business he may reasonably expect to do. The better he knows each of these the stronger will be his organization, the surer and more certain will be his success.

After he has acquired a knowledge of his business and is open for business, the first great problem that confronts him is how to get business—in fact the problem of getting and holding business is the greatest problem in the retail world today.

The problem of getting business looks easy to the inexperienced, but is in fact most difficult. A merchant may start out personally to drum up business, but he soon finds this very expensive. The enterprising merchant will soon learn it is far cheaper and more feasible to deputize someone or force to assist, under his careful supervision, in the task of getting business.

What medium to use is a matter for each merchant to settle for himself, but if we are to judge future success by past success there is no question that the local newspaper is the cheapest and best medium to use in getting and holding business, all things considered.

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

## LOOKING BACK FOUR YEARS AGO IN REDMOND

**IT WAS TIME OF RAILROAD CONSTRUCTION HERE**

Some Items That Will Bring Recollections Back to Those Booming Times

- The Spokesman, Aug. 4, 1910
- The Snider building on 7th street nearing completion.
- R. C. Immele is baling hay on the Covert ranch this week.
- Ehret Bros. are having plans out for the erection of a 2-story brick store.
- W. W. Caughey is putting up a residence in the southern part of the city.
- The Council limited the number of beer places in the city to five, a number that is in operation here now.
- The Redmond State Bank contemplates building a brick on the corner across 6th street from their present location.
- The marshal was ordered to enforce strictly the 11 o'clock closing provision of the ordinance regulating near beer places.
- The trustees of the M. E. church have nearly all the material on the road for their new church, and are ready to begin building operations next week.
- The first load of brick from the brick yard near the city was brought to Redmond last Saturday forenoon. The first kiln contained, 150,000 brick of superior quality.
- I. L. Osborne has begun the manufacture of kitchen cabinets at his wood working plant. The demand for the above article is greater than for Osborne at present can supply.

It is understood that Webber & Williams of this city, think of putting in a moving picture show here three nights in the week, to work in

conjunction with the Bend, Madras and Shaniko circuit.

One of the best paying propositions that could be instituted right now in this section is the establishing of small dairy and chicken ranches. There is a woeful scarcity of butter and eggs in this section. The Pioneer Creamery at Prineville is supplying most of the butter sold here, and even then there is a call for more.

All kinds of crops in the Redmond District will yield a bountiful crop this season, and the prices for same promises to go far ahead of former years. The hay crop that is being gathered now is the largest ever harvested in this section. Some of the ranchers will cut three crops. The potato crop is another source of revenue this year that will help put the farmers on Easy street.

### Armies and Navies of Europe Shown at Glance

TRIPLE ALLIANCE	
<b>Austria</b>	
Army on peace footing.....	424,258
Army on war footing.....	820,000
Number of naval boats.....	119
<b>Germany</b>	
Army on peace footing.....	791,002
Army on war footing.....	4,350,000
Number of naval boats.....	308
<b>Italy</b>	
Army on peace footing.....	304,610
Army on war footing.....	3,433,150
Number of naval boats.....	185
Total on peace footing.....	1,519,870
Total on war footing.....	8,693,150
Total naval boats.....	612

TRIPLE ENTENTE	
<b>Russia</b>	
Army on peace footing.....	1,384,000
Army on war footing.....	5,400,000
Number of naval boats.....	195
<b>France</b>	
Army on peace footing.....	645,328
Army on war footing.....	2,500,000
Number of naval boats.....	552
<b>Great Britain</b>	
Army on peace footing.....	430,806
Army on war footing.....	1,972,615
Number of naval boats.....	593
Total on peace footing.....	2,460,134
Total on war footing.....	8,972,615
Total number naval boats	1,340

Servia	
Army on peace footing.....	361,747
Army on war footing.....	401,000

If any faith can be placed in the figures above, computed according to the latest statistics available, the Triple Entente can muster a larger

body of troops than the Triple Alliance—8,972,615 against 8,693,150. It will be remembered however that Italy's army is problematical, while the figures given for Russia include her large Asiatic army, which could not at once be placed in a European conflict.

The naval figures do not include scout cruisers or the lesser miscellaneous ships of the several fleets. Austria has six monitors in its flotilla on the Danube and two more building for the same service. The naval figures are for May 1, 1913.

## A Woman's Name

Upon it hinges the political existence of a popular reformer, the fate of the "boss" of a powerful machine, the future of his own son-in-law and the reputation of his daughter.

## A TELEPHONE OPERATOR

is the possessor of the secret. How hard she tries to be loyal, how desperately she fights and how she is rewarded is most interestingly told in our new serial —

### The Woman

A story founded on Wm. C. de Mille's famous play of that name by Albert Payson Terhune.

A tale of tense, dramatic situations from beginning to end.

Don't Miss the First Instalment!

## Hollow of Her Hand

Continued from page 6

own. Is it right for me to bring you—  
"And I am thinking only of your future," he said gravely. "The future that shall be mine to shape and to make glad with the fulfillment of every promise that love has in store for both of us. Put away the doubts, drive out the shadows, dearest. Live in the light for ever. Love is light."  
"If I were only sure that my shadows would not descend upon you, I—"  
He drew her close and kissed her again.  
"I am not afraid of your shadows. God be my witness, Hetty, I glory in them. They do not reflect weakness, but strength and nobility. They make you all the more worth having. I thank God that you are what you are, dear Hetty."  
"Give me a few days longer, Brandon," she pleaded. "Let me conquer this strange thing that lies here in my brain. My heart is yours, my soul is yours. But the brain is a rebel. I



Booth Kissed the Hand She Lifted to Him.

must triumph over it, or it will always lie in wait for a chance to overthrow this little kingdom of ours. Today I have been terrified. I am disturbed. Give me a few days longer."

"I would not grant you the respite, were I not so sure of the outcome," he said gently, but there was a thrill of triumph in the tones. Her eyes grew very dark and soft and her lips trembled with the tide of love that surged through her body. "Oh, how adorable you are!" he cried, straining her close in a sudden ecstasy of passion.

The doorbell rang. They drew apart, breathing rapidly, their blood leaping with the contact of opposing passions, their flesh quivering. With a shy, sweet glance at him, she turned toward the door to await the appearance of Watson. He could still feel her in his arms.

A drawing voice came to them from the vestibule, and a moment later Leslie Wrاندall entered the library, pulling off his gloves as he came.

"Hello," he said glibly. "I told that fellow downstairs it wasn't necessary to announce me by telephone. Silly arrangement, I say. Why the devil should they think everybody's a thief or a book agent or a constable with a subpoena? He knows I'm one of the family. I'm likely to run in any time. I told him, and— Oh, I say, I'm not butting in, am I, Miss Castleton?"

He shook hands with both of them, and then offered his cigarette case to Booth, first selecting one for himself. Hetty assured him that he was not de trop, sheer profligacy on her part in view of his readiness to concede the point without a word from her.

"Nipping wind," he said, taking his stand before the fireplace. "Where is Sara? Never mind, don't bother her. I've got all the time in the world. By the way, Miss Castleton, what is the latest news from your father?"

"I dare say you have later news than I," she said, a trace of annoyance in her manner.

"I thought perhaps he had written you about his plans."

"My father does not know that I have returned to New York."  
"Oh, I see. Of course. Um—um! By the way, I think the colonel is a corker. One of the most amiable thorough-breds I've ever come across. Ripping. He's never said anything to me about your antipathy toward him, but I can see with half an eye that he is terribly depressed about it. Can't you get together some way on—"

"Really, Mr. Wrاندall, you are encouraging your imagination to a point where words ultimately must fall you," she said very positively. Booth could hardly repress a chuckle.

"It's not imagination on my part," said Leslie with conviction, failing utterly to recognize the obvious. "I suppose you know that he is coming over to visit me for six weeks or so. We became rattling good friends before we parted. My Jove, you should hear him on old Lord Murgatroyd's will! The quintessence of wit! I couldn't take it as he does. Expectations and all that sort of thing, you know, going up like a hot air balloon and bursting in plain view. But he never squeaked. Laughed it off. A British attribute, I dare say. I suppose you know that he is obliged to sell his estate in Ireland?"

Hetty started. She could not conceal the look of shame that leaped into her eyes.

"I—I did not know," she murmured. "Must be quite a shock to you. Sit down, Brandy. You look very picturesque standing, but chairs were made to sit upon—or in, whichever is proper. Booth shrugged his shoulders.

"I think I'll stand, if you don't mind, Les."

"I merely suggested it, old chap, fearing you might have overlooked the possibilities. Yes, Miss Castleton, he left us in London to go up to Belfast on this dismal business." There was

something in the back of his mind that he was trying to get at in a tactful manner. "By the way, is this property entailed?"

"I know nothing at all about it, Mr. Wrاندall," said she, with a pleading glance at her lover, as if to inquire what stand she should take in this distressing situation.

"If it is entailed he can't sell it," said Booth quietly.

"That's true," said Leslie, somewhat dubiously. Then, with a magnanimity that covered a multitude of doubts he added: "Of course, I am only interested in seeing that you are properly protected, Miss Castleton. I've no doubt you hold an interest in the estates."

"I can't very well discuss a thing I know absolutely nothing about," she said succinctly.

"Most of it is in building lots and factories in Belfast, of course. It was more in the nature of a question than a declaration. "The old family castle isn't very much of an asset, I take it."

"I fancy you can trust Colonel Castleton to make the best possible deal in the premises," said Booth drily.

"I suppose so," said the other resignedly. "He is a shrewd beggar, I'm convinced of that. Strange, however, that I haven't heard a word from him since he left us in London. I've been expecting a cablegram from him every day for nearly a fortnight, letting me know when to expect him."

"Are you going to California this winter for the flying?" asked Hetty.

Sara entered at that juncture, and they all sat down to listen for half an hour to Leslie's harangue on the way the California meet was being managed, at the end of which he departed.

He took Booth away with him, much to that young man's disgust.

"Do you know, Brandy, old fellow," said he as they walked down Fifth avenue in the gathering dusk of the early winter evening, "ever since I've begun to suspect that damned old humbug of a father of hers, I've been congratulating myself that there isn't the remotest chance of his ever becoming my father-in-law. And, by George, you'll never know how near I was to leaping blindly into the brambles. What a close call I had!"

Booth's sarcastic smile was hidden by the dusk. He made no pretense of openly resenting the meanness of spirit that moved Leslie to these cad-dish remarks. He merely announced in a dry, cutting voice:

"I think Miss Castleton is to be congratulated that her injury is no greater than nature made it in the beginning."

"What do you mean by 'nature'?"  
"Nature gave her a father, didn't it?"

"Obviously."  
"Well, why add insult to injury?"  
"By Jove! Oh, I say, old man!"

They parted at the next corner. As Booth started to cross over to the Plaza, Leslie called out after him:

"I say, Brandy, just a second, please. Are you going to marry Miss Castleton?"

"I am."  
"Then, I retract the scurvy things I said back there. I asked her to marry me three times and she refused me three times. What I said about the brambles was rotten. I'd ask her again if I thought she's have me. There you are, old fellow. I'm a rotten cad, but I apologize to you just the same."  
"You're learning, Leslie," said Booth, taking the hand the other held out to him.

While the painter was dining at his club later on in the evening, he was called to the telephone. Watson was on the wire. He said that Mrs. Wrاندall would like to know if Mr. Booth could drop in on her for a few minutes after dinner, "to discuss a very important matter, if you please, sir." At nine o'clock, Booth was in Sara's library, trying to grasp a new and remarkable phase in the character of that amazing woman.

He found Hetty waiting for him when he arrived.

"I don't know what it all means, Brandon," she said hurriedly, looking over her shoulder as she spoke. "Sara says that she has come to a decision of some sort. She wants us to hear her plan before making it final. I—I don't understand her at all tonight."

"It can't be anything serious, dearest," he said, but something cold and nameless oppressed him just the same.

"She asked me if I had finally decided to—be your wife, Brandon. I said I had asked you for two or three days more in which to decide. It seemed to depress her. She said she didn't see how she could give me up, even to you. She wants to be near me always. It is—it is really tragic, Brandon."

He took her hands in his.

"We can fix that," said he confidently. "Sara can live with us if she feels that way about it. Our home shall be hers when she likes, and as long as she chooses. It will be open to her all the time, to come and go or to stay, just as she elects. Isn't that the way to put it?"

"I suggested something of the sort, but she wasn't very much impressed. Indeed, she appeared to be somewhat—yes, I could not have been mistaken—somewhat harsh and terrified when I spoke of it. Afterwards she was more reasonable. She thanked me and—there were tears in her eyes at the time—and said she would think it over. All she asks is that I may be happy and free and untroubled all the rest of my life. This was before dinner. At dinner she appeared to be brooding over something. When we left the table she took me to her room and said that she had come to an important decision. Then she instructed Watson to find you if possible."

"Gad, it's all very upsetting," he said, shaking his head.

"I think her conscience is troubling her. She hates the Wrاندalls, but I—"

I don't know why I should feel as I do about it—but I believe she wants them to know!"

He stared for a moment, and then his face brightened. "And so do I, Hetty, so do I! They ought to know!"

"I should feel so much easier if the whole world knew," said she earnestly.

Sara heard the girl's words as she stood in the door. She came forward with a strange—even abashed—smile, after closing the door behind her.

"I don't agree with you, dearest, when you say that the world should know, but I have come to the conclusion that you should be tried and acquitted by a jury made up of Challis Wrاندall's own flesh and blood. "The Wrاندalls must know the truth."

(To be continued.)

**New Danger.**  
A Cornell man has injected serum into a goat and made the said goat yield twice her usual output of milk, with a cream that was five times richer than before the treatment.

While thoroughly appreciating the importance of this discovery, and while hesitating in even the slightest way to diminish the glory to its inventor, we deem it our duty to point out its dangers.

If we are going to have our productivity increased by an appropriate serum, where is this thing going to stop?

Under the new regime, every author will be able to write twice as many books as before, every orator speak twice as long and every doctor invent twice as many new diseases. Heaven preserve us!—Life.

Albany will have a \$50,000 school erected this year.  
Maupin is to have a new \$15,000 bank building.

## WALLOWA LAKE PARK

Near Joseph, Oregon, in the Powder River mountains, reached only via

### Oregon-Washington Railroad & Navigation Co.

is an ideal lake and mountain resort. Live out of doors. Breathe pure, invigorating air. Enjoy the pursuit of nature given pleasures.

Willamette University Summer School in session to August 7. Tickets on sale every day at

### ONE AND ONE-THIRD FARE

for the round trip  
For full particulars ask any agent of the



### ELECTION NOTICE

Notice to the voters of the City of Redmond is hereby given that a special election will be held on the 15th day of August, 1914, for the purpose of voting on a proposed amendment to the city charter as follows: To amend section 66 of said charter of the City of Redmond, as amended, to read as follows:

**SECTION 66.**  
The Common Council of the City of Redmond, Oregon, is hereby authorized to contract an indebtedness upon behalf of the city and upon the credit thereof, by borrowing money, or issuing the negotiable bonds of the city, for the purpose of acquiring, owning, maintaining, repairing and operating a system of water works for fire and domestic purposes, or for the purpose of constructing sewers for the city, and for other purposes.

The total amount of the indebtedness created shall not at any time exceed the aggregate sum of \$45,000, and no loan shall be made except by ordinance, which shall be irrevocable until after the indebtedness therein provided for shall be fully paid, said ordinance specifying the purposes to which the fund to be raised shall be applied, and providing for the levying of a tax upon all taxable property in the city sufficient to pay the annual interest and extinguish the principal of said debt within the time limited for the debt to run, and providing that such tax, when collected, shall be applied only to the purposes in such ordinance specified until the indebtedness shall be paid. The council shall prescribe the form and manner of issue of said bond, and their place of payment.

The election will be held in the Commercial Club room, and the polls will be open from 8:00 o'clock in the morning until 6:00 o'clock in the evening.

DENTON G. BURDICK,  
City Recorder.