

MERCHANTS POLLED BY PARCEL POST

Dry Goods Economist Takes Nation-Wide Canvass of Retailers' Views.

MAJORITY FINDS BENEFIT

Government Service Commended for Cheapness and Convenience and as Lever to Aid in Reduction of Express Rates.

How do the dry goods retailers of the country regard the parcel post? Do they figure it a benefit or as detrimental to their business interests?

In an effort to secure a composite answer to these questions the Dry Goods Economist, one of the leading publications in the dry goods and department store field, recently conducted a Nation-wide canvass among small retailers and department stores.

The results of the Economist's canvass show that the great majority of the retail merchants, in small as in large centers, find the parcel post a benefit to them, rather than an injury.

Some of these retailers find that the number of orders they receive by mail has been increased. And even where this is not the case the parcel post is commended for its convenience and cheapness in the receiving and forwarding of small quantities of merchandise.

Reduced Rates Aided. The parcel post is also credited with having exerted a powerful influence on the express companies in the direction of inducing them to reduce their rates.

Those retailers who find the parcel post of no benefit to them are numerous, though, as said, in the minority. Such merchants naturally object to the parcel post, as tending to increase the competition to which they are exposed from mail order houses and department stores in large centers.

It is interesting to note that while some of the retailers heard from commend the parcel post service as being rapid, prompt and safe, others complain of its slow delivery and of frequently receiving packages in bad order.

Perhaps the most important result of the Economist's investigation is the knowledge thus obtained that retailers regard the parcel post as a great protection against mail order house competition.

Oregon Merchants Write. Starting with the Pacific slope and the Rocky Mountain sections, it would seem that many merchants in that portion of the country are well pleased, not only with the results, but also with the service.

Among the statements from Oregon is this one: "Our business has increased every month since the parcel post was put into operation. We have lost some trade, but the gain in small, nearby town orders has greatly offset it."

Among the replies from Washington is that of a large concern in Spokane. While declaring that the parcel post has hardly been a detriment to their business, they answer an inquiry intelligently, they say their mail-order business increased 25 per cent in the past year.

A concern in Walla Walla is pleased with the parcel post, because it regards it as a whip on the express companies and as a factor which has caused those companies to reduce more readily their rates.

From Oregon a merchant in La Grande writes: "As a small retailer, I do not think parcel post has helped me, but I do think it has helped the mail order houses who pay no local taxes."

A good many merchants in Washington state seem to think that the parcel post is detrimental to their interests. A store in Everett writes:

We have tried to secure some of the parcel post business, but it has not been successful. The circulars and catalogues which we can afford to send out look like cheap glass to a diamond cutter. The parcel post is sent out by mail order houses. We have a branch postoffice in our store and are making money orders to mail order houses every day.

Dissatisfied Note Heard. A concern in Pulman writes: It has been more of an injury than a help. It makes it easier to buy from the mail order business, but it does not help greatly, and is still growing. Where it will end we cannot tell, but it looks like the end of the small town dealer is in sight.

From Walla Walla comes another note of dissatisfaction: We have tried to make use of the parcel post, but so far it has been of no benefit to us, and we fear the continual calling attention to the new service only aids the mail order houses.

Here is a significant letter from a concern in Walla Walla, large enough to have New York representation: Up to the present time the parcel post has been of no benefit to us; the express rates from the Eastern market is fully as low as that of the parcel post.

We feel that the parcel post is a great benefit to the mail order houses, which, as you well know, are establishing branches in many sections of the country for the purpose of obtaining the low parcel post rates to nearby territory.

Headlines Mean Big Wall. Some of these merchants declare they have for years endeavored to establish a mail order business with nearby localities, but have not made much headway in that direction. One cause given for this is the elaborate catalogues and the generally more attractive advertising which the big mail-order house can put out.

There are, moreover, a number of merchants in medium-sized centers who say their own trade has not been injured, but who feel that the greater facilities afforded the mail-order houses will have a serious effect on the country merchant.

A merchant in Pendleton utters this discordant note: There is practically nothing for the country merchant to get locally by parcel post. From a concern which has a store in Washington State close to British Columbia and another store in Oregon came this: Cannot see that the parcel post has affected us one way or another. We pay post charges on our orders, but the parcel post we did not. We never were opposed to this law.

MADAME CLARA BUTT TO BE AT ARMORY FRIDAY

Famous Contralto and Her Husband, Kennerly Bumford, to Appear in Concert Here—Singer Called Greatest of Type in World.



CLARA BUTT, WHO WILL SING IN PORTLAND NEXT FRIDAY NIGHT.

THE musical critics of the American press have taken full advantage of the opportunities provided by Madame Clara Butt's wonderful voice and unique personality for some strikingly picturesque descriptive writing, as shown by the following excerpts: One writer calls her voice a "super-dreadnought contralto," another says "She goes at her work with all the self-confidence and magnificent spirit of a grand hunting horse which takes a six-barred gate, perfectly indifferent as to what may be on the other side. She sings with a superb, abundant enthusiasm which dominates everything."

A Boston paper speaks of her as "one of those lovely gigantesque depictions on canvas by Michael Angelo, and another says "in point of volume it would seem that whatever power it was that possessed the prerogative to distribute voices has deprived eight or nine other singers of voices and concentrated them in Madame Butt."

"She represents that irresistible force which some call 'elemental,' which will always carry us away and make us forget anything and everything," is another critic's opinion; and a New York writer boldly states that "reduced to cold fact, the proposition stands that she is not only the greatest living contralto, but the greatest singer of her special type in the world."

From these comments it may be seen that the first appearance of the famous contralto and her husband, Kennerly Bumford, at the Armory Friday, February 20, will be an event of unquestioned importance and interest to the musical public.

ward; that is, from the wholesaler to the store and from the store to its customer. I know we have lost some trade, but the gain in small, nearby town orders has greatly offset it. We cannot say we have any direct benefit from the parcel post, but we are not opposed to same.

From Idaho a Preston firm writes that they have received no benefit from the new service. It is apparent that the service is appreciated by merchants on other grounds than as an aid in extending their own mail order business. In fact, these concerns, however, like the majority of others, say they have benefited by the lower rates, as well as by the convenience provided in connection with shipments, both inward and outward.

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Later, according to the testimony of Patrolmen Gree and Collins, Dana knocked Mannish down and the two robbed him. Gree and Collins arrested Carter, but Dana escaped. Dana was recognized in jail Wednesday, after being arrested for being drunk.

REED EXTENSION COURSES EN-COURAGE FACULTY. State of Oregon May Be Covered Next Year in Manner as in Portland This Winter.

The Reed College extension courses offered for the current year are meeting with success that is most encouraging to the college authorities. Two years ago one course was given and last year there were eight. The most interesting addition to the courses given this year is the course on "The Voter and the City of Portland." There are six lectures in the course, each dealing with a different phase of civic life.

The material presented in the lectures has been collected from all available sources and has been selected with a view to presenting the facts that should be known to every voter. The course has been given 12 times in various parts of the city and will be given at least three or four times more before the close of college in June. The lectures are illustrated with lantern slides that help to make more vivid the facts presented. The course is under the general direction of Professor W. F. Ogburn.

The extension department of the college is now considering the preparation of a course to be given next year on "The State of Oregon," giving facts regarding the organization and conduct of the state government that corresponds to the facts given in the present course on "The City of Portland." Courses in progress now at the Central Library are in Spanish, by Professor Smith, and in "Everyday Ethical Problems," by Professor Ewer. On March 17 Professor Coleman will begin a course of six lectures at the main library on "The Poetry of Robert Browning."

The extension lectures are provided by the college free of charge. Divorce Granted Mary E. Graham. Divorce on the grounds of desertion and cruelty was granted yesterday by Circuit Judge Benson to Mrs. Mary E. Graham against Elmer M. Graham. The couple were married in Portland in August, 1910.

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MR. AND MRS. EDGAR RICHEY AND RELATIVES. An enjoyable gathering was a family reunion at the home of Mr. and Mrs. Edgar Richey, 612 Tenino avenue, Sellwood, on Sunday, February 1. The home was elaborately decorated in colors suitable to the occasion.

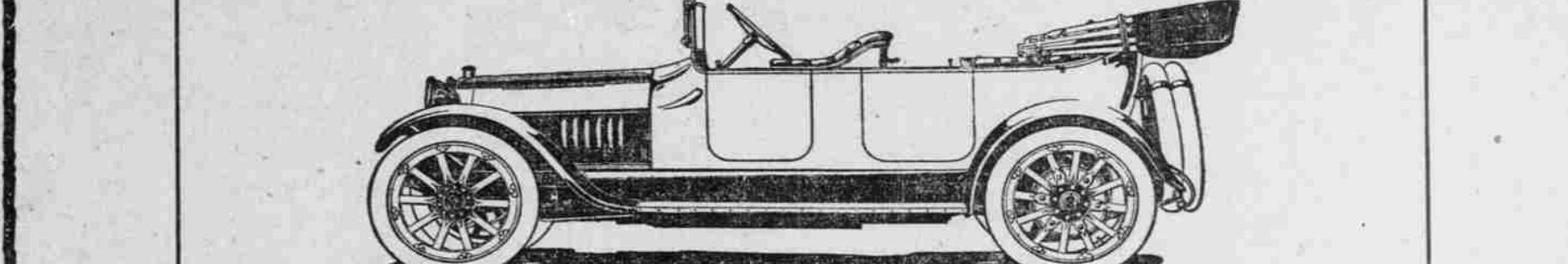
Dinner was served to 30 relatives, all children, grandchildren and two great-grandchildren. The immediate family, consisting of six children, all living, was present. The names of those who celebrated this happy occasion were: Mr. and Mrs. Edgar Richey, of Sellwood; Mrs. Mamie Osborn, Mr. and Mrs. Earl Bailey and daughter, Lucile, of Mosier, Or.; Charlie Richey and children, Mervin, Felix, Chester, Leila and Myrtle, of Boronia, Or.; Mr. and Mrs. Carl Lake and children, Althea, Floyd and Winnie, of Parkplace; Cecil Lake and wife, of Oregon City; Mr. and Mrs. Bruce Hulse and son, Clarence Edgar, of Gladstone; Mr. and Mrs. James S. Richey and Lucile Berkeley, of Sellwood; Bert Richey, of Sellwood, and Mr. and Mrs. Ellis Richey and children, Melvin and Leona, of Boronia.

Mr. and Mrs. Edgar Richey are old pioneers of the early '50s, and crossed the plains with mule and ox teams. They settled in Multnomah County, and have lived in Multnomah or Clackamas ever since. They both enjoy very good health, and especially is Mr. Richey extremely hale and hearty for one of his age. He is an Indian war veteran, having served during 1855 and 1856, and is favorably known among the old soldiers of Sellwood. Mrs. Richey was born in Fulton County, Illinois, in 1848. She was married to Mr. Richey January 30, 1864.

History Repeats Itself



Winner of the Lucky Number at the Recent Automobile Show Selects a Chalmers Master "Six"



Mr. D. W. Price, a prominent merchant of Scappoose, Oregon, held No. 886, the winning number for the \$1000.00 credit to be applied toward the purchase of any car on exhibition at the Show, and acceptable at its face value to any dealer.

Mr. Price is an experienced automobilist, having driven automobiles for the past five years, and is in a position to make a wise selection. The fact that Mr. Price decided upon a Chalmers Master "Six" speaks volumes for the splendid construction, economy, simplicity and beauty of the Master "Six."

You remember at the Automobile Show in 1910 a large silver cup was offered to the dealer whose car was voted the most popular car on exhibition by the people attending the Show. A Chalmers won the prize, having received more votes than all the other cars combined. Of course, we prize this trophy very highly, for it is a constant reminder of the leadership of the Chalmers—and now, four years later, the Chalmers still retains the high esteem of the public.

Mr. Buyer, you cannot do better—why hesitate? Just read below a few of the prominent local purchasers of the Chalmers Master "Six." Almost without exception these people are experienced automobile owners, and in many cases have never owned a car of much less than twice the price of the Master "Six."

- J. B. Yeon, M. F. Henderson, Dr. Geo. Marshall, David Honeyman, Geo. I. Brooks, I. H. Taffe, Adolph Olson, J. P. Plagemann, C. W. King, J. A. Byerly, C. A. Taylor, Harrison Allen, D. W. Price, C. E. Runyon, F. P. Kendall, H. M. Haller, A. N. Wilson, J. E. Kelly, B. A. Brown, I. A. Agnew, J. E. Buckingham, E. G. Crawford, A. C. Dixon, W. J. McCallum, J. J. Roberts

And we have a few more orders on file for delivery as soon as the cars can reach us. We have been behind on our orders the entire season. Don't believe it, do you? Well, just be wise and place your order now and insure delivery when you want it. What do you want us to do to show you? We will do it—ask us now.

H. L. Keats Auto Co. Broadway and Burnside

COLLEGE WORK GOES ON

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BENEFITS ARE FORECAST

SALT LAKE COMMERCIAL CLUB LEAD PRAISES CURRENCY ACT. W. F. Jensen, Owner of Many Creameries in Northwest, Visiting City, Predicts Development.

Benefits from the enactment of the currency bill by the United States Congress will come especially to the West, is the opinion expressed by W. F. Jensen, president of the Salt Lake Commercial Club and vice-president of the Trans-Mississippi Congress, who was in Portland yesterday.

"The West is the part of the country where now rests the greatest possibilities of development of natural resources," he said. "The center of crystallization of capital has been in the East and capital for the development of our new country out here has come slowly and been hard to secure."

"The new currency bill, giving as it does a flexible system of currency, will, if it works out as I think it will, be capital for development work much more easily available everywhere. And as the West is the country in which the great possibilities for development lie, it is the West to which the currency bill will be distinctively beneficial."

Mr. Jensen came to Portland to establish here the third branch of the Jensen Creamery Company in Oregon. Branches have already been established in Baker and Pendleton. Mr. Jensen now has nine creameries in operation in Oregon and Idaho.

Mr. Jensen visited the Commercial Club and attended the sessions of the Irrigation Congress here yesterday, and will leave this morning for Salt Lake once more.

Only One "BROMO QUININE" To get the genuine, call for full name, LAXATIVE BROMO QUININE. Look for signature of E. W. GROVE. Cures a Cold in One Day. 25c.

Expert, Progressive Dentistry At Reduced Prices. We are equipped to do your dentistry promptly, and at the lowest possible cost to you. We are keeping open evenings for your accommodation.

Electro Dental Parlors. Corner Sixth and Washington in Two-Story Building 313 1/2 WASHINGTON

HOW TO PREVENT GRIP. It Attacks Weak and Strong Alike—But There's a Remedy. Grip and pneumonia attack the system quickly and relentlessly. They are especially dangerous at this season of the year when exposure to sudden and severe changes of the weather and atmospheric conditions are frequent. They are sure to attack the system run down from worry, overwork or exposure.

For more than 50 years Duffy's Pure Malt Whiskey has been recognized as a wonderful remedy in the prevention of coughs, colds, grip, pneumonia, and all diseases of the respiratory organs. Physicians who stolidly conform to the ethics of the profession publicly recommend it and are prescribing it for their patients.

The secret of the marvellous success of Duffy's Pure Malt Whiskey in relieving and preventing throat and lung troubles lies in the fact that it is one of the greatest strengtheners and health builders known to medicine. It not only checks the ravages of the disease itself, but helps the stomach to more perfectly digest and assimilate food in order that richer and purer blood may come from it, and regulates and governs the heart's action, so that the circulation will be strong and powerful, carrying health and vigor to every organ of the body. Get Duffy's and you'll escape the grip. Sold by most druggists, grocers and dealers. \$1 a large bottle. Get it today—Adv.

Breaks the Fetters That Bind Men. Hundreds Here Know It. "Break away from that ailment or complaint that unfits you for business or pleasure. You can not expect the fullest enjoyment or pleasure in life unless you are 'drag' free," says an eminent physician, writing to a prominent business man in this city. "Break the fetters that bind you! Throw them off. Begin a new life today—now. Regulate the hours of sleep. Choose carefully your food. Eat cheerful inspiring papers or books. Let the following prescription be used regularly for several weeks or months and all such symptoms as these: Dull, sunken eyes; cold extremities; backache; headache; sleeplessness; thinness (or over fat); weakness in the spine; twitching, spots before the eyes; pains in back of head; trembling; a fitful, despondent, impaired memory; loss of appetite; flabby muscles; shrinking skin; constipation; indigestion; general restlessness and inability to perform duties when they should be done."

For the benefit of those who want the restoration to full bounding health and all the happiness accompanying it, the following home treatment is given: It contains no opiates or habit-forming drugs. It is a safe, reliable remedy and no one will be the wiser as to your affliction.

The treatment is simple, thorough and correct. Leading druggists supply the main tincture, extract and essences in one-ounce bottles, ready to mix. Get three ounces syrup sarsaparilla compound, mix with one ounce compound fluid balsam, and stand two hours. Add one ounce compound essence cardui, and a few drops of tincture cadomene compound (not cardamon). Shake well and take a teaspoonful after each meal and one at bedtime.—Adv.