

### SAVING MUTUALIST STORES ARE NOT STOCK COMPANIES

Dividend Based on Amount Each Member Purchases, Asserts Writer in Answer to Critic of the System.

Portland, Feb. 20.—To the Editor of The Journal—A number of articles have recently appeared in the Portland press apparently aimed to discourage the movement for the organization of cooperative or mutualist stores. Either through design or lack of information, this movement has been grossly misrepresented. In his article published in The Journal February 3, Robert G. Duncan makes a number of statements that show that he does not understand the principles of this movement nor its history. He asks a number of questions, however, which if submitted in good faith deserve an answer.

To begin with, the mutualist movement is not new, and it has met with such marked success in many localities that it can no longer be called an experiment. In many European countries, and in some parts of America, stores have been successfully operated on this plan for years. The most successful and hence the most notable is the Rockdale association of England.

#### Many Have Failed.

This organization, started among a group of poverty stricken weavers, has grown and spread until now it not only owns retail stores, but owns wholesale stores, factories, farms and ships, and in many lines controls the product from producer to consumer. The largest number of successful cooperative stores in America is probably the group in Minnesota and neighboring states. Many cooperative stores have been started and failed. There are a multitude of reasons why they may fail. But if organized in a community where a large number of people are really interested and understand the movement, and if properly organized, run with extended credit and by a good manager, they will succeed. None of these conditions are impossible. A writer of prominence who has an article in this week's Saturday Evening Post, and who, judging from this article, does not view cooperation with much favor, says that 50 per cent of the cooperative stores fail.

#### Says Store Is Success.

Mr. Duncan in his article in The Journal, says that 95 per cent of the retail grocers fail. Accepting these statements, we find that the cooperative store compares very favorably with the privately owned store. Mr. Payne also thinks that this movement might succeed provided the first store was successful, that is, the more stores there were the larger the profits ought to be and the easier it ought to be to start the second and third and twentieth store after the first one succeeded. But if the first one fails how are we going to get the twentieth? According to this, the problem is already solved for Portland, for there is now in operation at Albina the first mutualist store of Portland, and the success of this store far surpasses the requirements laid down by Mr. Payne, and will refute any statements Mr. Duncan or others can make against this movement. Although the Albina store has been in operation only about six months, I challenge any one to produce a retail store anywhere in Portland that is more successful. Stores are also in operation in Montavilla and Arleta, and though only recently opened, their success is assured. Others are being organized, and within a few months nearly every residence district in Portland will have a mutualist grocery and meat market.

#### Not a Stock Company.

Mr. Duncan falls into the usual error of the uninformed by calling these stores stock companies. They are not stock companies and no man or set of men can get control of a store after it is organized. Every member of the organization pays \$10 as a membership fee. The funds thus raised constitute the capital of the concern. Goods are sold for cash, and for cash only, to members or to any one else who cares to buy, at approximately the prevailing retail prices. A competent manager and clerks are hired and placed under bond. It is not at all impossible to hire competent managers. If many retail grocers would hire managers and themselves stay away from their places of business they would find that they were far more successful than they are under their own management. After the mutualist store has been in operation for three months and at the end of every three months thereafter, the net profits of the business are divided among the members of the association. This division is not based on shares of stock for there are no shares of stock. But it is based on the amount of goods the members have purchased during the period covered.

#### To Illustrate.

To illustrate, a 20 per cent dividend is declared—Mr. Jones, who has purchased \$100 worth of goods gets, back \$20 in cash and Mr. Brown with a larger family, who has purchased \$200 worth, gets \$40.

#### Keep Expense Down.

The members have paid no more for their goods than they would have paid any other cash store and probably less than they would have paid a store that does a large credit business. Each member's 20 per cent dividend includes the net profits on the goods he himself bought and also his proportionate share of the net profit on the goods sold to persons who are not members.

These stores do not claim to be able at this time to distribute goods for less profit or at less expense than an individual merchant, but they are distributing them at as small an expense.

WINTON  
NEW NOTCH  
ARROW COLLARS  
WITH CLOSE FITTING TOPS  
WINTON 2 1/2 in. ADRIAN 2 1/2 in.  
15 cts., 2 for 25 cts.  
Cluett, Peabody & Co., Makers

and the profit, whatever it may be, goes back to the members.  
Mr. Duncan's story of the woman who ordered a loaf of bread and a dollar from her groceryman and had them charged and delivered and then went down town and spent the dollar, is a good illustration and explanation of why the 95 per cent of retail grocerymen fail in business. They do it by extending credit. The average groceryman has at least half of his capital on his books and if he succeeds at all he must make enough on his goods to cover their original cost, his legitimate expenses and profits, and in addition he must make, from those who do pay, enough to cover interest on their credit accounts and to pay back all he loses on bad accounts. The families organized into a mutualist association can operate their store as cheaply as the grocer operates his, and they will get back in dividends all that represents net profits, interest and bad accounts of the grocer.

#### PREDICTS GOOD TIMES FOR THE NORTHWEST

Traffic Manager R. B. Miller of the O.W. R. & N. company looks forward to a very good year in the Pacific northwest, basing his prediction on the very favorable weather conditions of the winter and the good demand for the products of the logging camps and sawmills.

"We may reasonably look forward to a good year," said Mr. Miller this morning, "for everything seems very favorable. The Pacific northwest, more particularly Oregon and Washington, depend largely upon the activity in grain and lumber, and there is a good demand for both."

"The logging camps meet with a good demand for their output, and the lumber market seems better than for several years, with every indication of continued activity."

"While I do not mean to say that the railroads depend upon lumber and wheat shipments, activity in these lines stimulates all other lines of business, and good wheat crops and a large lumber output therefore means activity in all other lines."

"Weather conditions the past winter have been very favorable to growing crops. The abundance of snow east of the Cascades will mean an abundance of moisture in the ground in the wheat sections."

Mr. Miller looks forward to a heavy influx of settlers in Oregon the coming spring and summer, and says a larger number is coming now than is generally realized.

#### BRIDE IS ENJOINED FROM SEEING HUSBY

(United Press Licensed Wire.)  
Seattle, Wash., Feb. 21.—Mrs. Phillip Waughop, 19 days bride of the doctor of that name, has been enjoined from even trying to see her husband, who through his attorney, has sued for divorce. The order was issued after Mrs. Waughop had called several times at the home of her husband's mother, who is critically ill. Dr. Waughop is still in the hands of his friends recovering from bromide and chloral alleged to have been administered by his wife.  
"Dr. Waughop is far from normal," stated Attorney Keene. "He is in fear lest Mrs. Waughop discover his whereabouts and in some manner succeed in drugging him again. Under the influence of drugs he fears he would return to her."  
Mrs. Waughop said: "The procedure was unnecessary as I had determined not to attempt to see the doctor until he comes to me of his own accord. I still think when he comes under the influence of the friends who are poisoning his mind against me, he will come."

#### Information Gladly Given

If there is any information regarding the poultry industry you would like to have, address a letter to the Poultry Editor of The Journal.  
The desired information will be given through the Saturday poultry columns.

### DRY FARMING CONGRESS PLAN

Oregon Asked to Take Part in Tulsa Exposition; Prizes to Be Offered.

John T. Burns, secretary treasurer of the National Dry Farming congress, with headquarters at Tulsa, Okla., has written to Tillman Reuter, the dry farming expert of central Oregon, that the Oklahoma board of control has begun the organization for the next congress and exposition to be held in Tulsa next October.

Mr. Burns suggests that Oregon take a prominent part in this exhibit, as it will call to the attention of prospective settlers the natural advantages offered by the state of Oregon. He also asks for suggestions from Mr. Reuter, who has been an exhibitor and prize winner at many land product shows. Mr. Burns writes:

"The Oklahoma board of control having enthusiastically begun the organization of the great work for this year, the secretary hopes that each official of the organization will contribute his quota of enthusiasm to the international effort."

"The state of Oregon cannot but be deeply interested in the outcome of the next congress and exposition. The wonderful success of the campaign under the direction of the Canadian board of control last year promised to set a pace that would hustle other boards to follow, but the Oklahoma committee has decided that if it is at all possible the convention in Tulsa next October shall long be remembered as the most successful from every standpoint in the history of this organization."

"Committees have already been organized for legislative work, finance, program, entertainment and exposition. The exposition committee is now organizing its premium lists. If you have any suggestions that would be of interest to your farmers (remembering, if you please, that this is a soils products exposition in which all products of the soil can be exhibited), please make these suggestions at once, addressing the chairman, exposition board, Tulsa, Oklahoma."

#### Large Attendance Expected.

"Of course the main premium lists will cover only nonirrigated products grown under distinctly dry farming methods, but the development of a soils product exposition will probably greatly enhance the value of the exhibit, both as a show and as an educational feature. Therefore all your people are interested."

#### Veronia Gets Daily Mail Again.

(Special to The Journal.)  
Veronia, Or., Feb. 21.—Veronia is again receiving daily mail from Buxton after a period of about 30 days. During the heavy snow which piled up in the mountains between Veronia and Buxton so deep it was impossible for the carrier to make the round trip in a day, he went out one day and came back the next and Veronia only received mail three times per week.

### NEHALEM VALLEY TO HAVE RAILWAY

Work Will Be Started at Once on 30 Mile Logging Road.

(Special to The Journal.)  
Veronia, Or., Feb. 21.—Work on the Columbia & Nehalem Valley railroad, to be built by the Kerry Timber company of Portland, will commence at once. The builders expect to have the road in operation within 10 months.

The road will be built from Wood's Landing on the Astoria & Columbia River railroad, then down Fishhawk creek striking Nehalem river at Fishhawk. From there it will keep up Deep creek for several miles, ending in Clatsop county.

A. S. Kerry, head of the enterprise, has been in Nehalem for some time buying the right-of-way and making other arrangements.

Mr. Kerry himself will oversee the work, which will be divided into a number of small contracts. This will greatly help in completing the work in 10 months. The entire project will cost approximately \$1,000,000.

At the top of the mountain between the Columbia and Nehalem rivers a tunnel 1800 feet long will be cut through the backbones of the range. The maximum grade will be 2 1/2 per cent. Primarily the object of the enterprise is to open an immense area of rich timber land in Clatsop county and provide means for transporting it to the river, where it can be milled. The Kerry Timber company owns more than 1,000,000,000 feet of fine fir and cedar timber adjacent to the proposed road, while other companies own about 6,000,000,000 feet additional.

Inasmuch as all of this timber is in the Nehalem valley and therefore just as accessible from the west coast as from the Columbia, the fact that this enterprise provides for its transportation to the Columbia instead of to the shores of the Pacific augur continued activity for many Columbia river mills.

#### SCIO HAD NO RIGHT TO EXTEND LIMITS

(Special to The Journal.)  
Albany, Or., Feb. 21.—Judge William Galloway yesterday decided that the city of Scio was in error when a lot of outside territory was taken into the city limits without establishing voting places in the new territory and by not allowing the owners of the land to vote on whether or not they should come into the city. Suit was commenced some time ago by T. A. Richardson and others and an injunction was at that time secured, restraining the county clerk from levying the county taxes until the suit was decided.

#### Hatchery Memorial Presented.

(Washington Bureau of The Journal.)  
Washington, Feb. 21.—Representative Hawley has presented to the secretary of the interior a memorial from the senate of Oregon, which wants \$0 acres on Spring Creek, Klamath Indian reservation, on which to erect a trout hatchery. The state legislature is willing to give funds for a hatchery if the government will relinquish the site.

# Wear Moyer \$15 Suits

Because the fabrics are new—the standard products of many of the best woolen mills in America—worthy in every way to go into Moyer \$15 Suits.

Because of the uniformly excellent cut and tailoring you find in them. We're bound to fit you perfectly, for we show all sizes and all models.

Because suits of equal worth will cost you \$5 or \$10 more at ordinary stores. None can equal Moyer \$15 Suits at the price. Call in any of the Moyer stores and let us show you the new Spring models.

When You See It In Our Ad, It's So

MOYER  
First and Yamhill  
Second and Morrison  
87 and 89 Third  
Third and Oak

# Piano Sale

Prices Go to the Bottom During Our Great Pre-Inventory Sale

\$15,000 Worth of Pianos and Player-Pianos Must Be Sold IMMEDIATELY. Read Every Word of This Advertisement


In order to reduce stock to a minimum before taking inventory on March 1, we have put on sale the finest line of standard high-grade Pianos and Player-Pianos ever offered in Portland at prices, terms and conditions that will simply create a stampede of piano buyers to this great sale. Prices and terms are cut this week the lowest ever known in Portland on goods of the very highest quality.

Kranich & Bach, Stoddard, Gaylord, Emerson, Ward & Co., Wooster, Wellington, Gearhart, Burmeister, Bradford and many others.

Buy Your Piano Now and Save \$150.00--\$1 to \$10 Down--\$6 a Month

 <p><b>\$145</b> Was \$450</p>	<p>Final Reductions— New and Used</p> 	 <p><b>\$125</b> Was \$265</p>
<p><b>\$650</b> Player Piano</p> <p>An 88 note mahogany case, slightly used; ten-year guarantee. . . . . <b>\$375</b></p>	<p>Three High-Grade Pianos Made by an Eastern Manufacturer, \$198</p>	 <p><b>\$375</b></p>
 <p><b>\$110</b></p>	<p>Emerson . . . . . \$110 Ward &amp; Co. . . . . \$145 Wooster . . . . . \$165 Wellington . . . . . \$155 Burmeister . . . . . \$175 Kranich &amp; Bach. . . . . \$275 Ward, massive style. . . . . \$175 Gearhart . . . . . \$125</p>	 <p><b>\$110</b></p>

## Just In! New Spring Styles



### Schloss Baltimore Clothes

They Are Made for Men Who Care  
You young men especially, who are most particular about what you want, will find it with SCHLOSS BROS. label, that originality of design, good taste and perfectly styled and fitting qualities which command admiration wherever seen. You cannot duplicate it under any other name. These features are very marked in our new spring styles. It will pay you to set aside a little time to see what we can do at

\$15, \$18, \$20, \$25 and up to \$40.00

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