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TUESDAY, AUGUST 21, 1917

IT TAKES TWO TO COOPERATE.
(Cottage Grove Sentinel.)

The Bend Bulletin uses the recent invitation extended country editors to banquet with Portland wholesalers, manufacturers and jobbers as the basis for a rather clever editorial calling the attention of Portland interests to the fact that, although they are making almost daily requests for free space in the country papers, they offer nothing in the way of paid advertising.

One of the things that is the matter with Oregon is the fact that so many Oregonians buy eastern-made goods seemingly in preference to Oregon-made goods. The aid of the newspapers is desired in counteracting this. The newspapers are always asked to do their share—and a little more—when it comes to boosting for home trade, but the newspapers are going to adopt a new slogan, "The newspapers help those who help themselves." In fact, the newspapers have practically adopted that slogan already. The adoption of that slogan means that they will at all times stand ready to help the manufacturers and merchants in boosting for home trade, but they are not going to spend their time and money in boosting the game of someone who hasn't gumption enough to do a little boosting for himself. With manufacturers and merchants doing their part, the newspapers will be found leading the fight.

It used to strike us as funny that the retail merchants who are always after the newspapers to boost for home trade are not consistent enough to take their own medicine by buying home-made, Oregon-made goods when able to get them. As far as the manufacturer is concerned this is as bad as if the ultimate consumer bought direct from the eastern catalog house.

When we found that our merchants carried Royal baking powder, National biscuits, Hart Schaffner & Marx clothes, Ostermoor mattresses, Rexall remedies, Helz's 57 varieties, Chase & Sanborn's coffee, 3-in-1 oil, Dutch cleanser, Ivory soap, Nabisco wafers, Barrington Hall coffee, Burpee's seeds, Campbell's soups and a few hundred other eastern-made articles, we used to ask ourselves why in the name of common sense did merchants carry these articles if like goods of as good quality were made at home.

Until we asked a few questions we thought the merchants were entirely at fault, but we have since found that they carry eastern-made goods because their customers demand them. Dealers haven't the time to argue, or don't care to risk offending the customer by trying to get him or her to try an Oregon-made article in place of an eastern-made, so they carry the things their customers ask for.

The customer has seen the names of these eastern-made goods in display type so often and the names have become so impressed upon his mind that he asks for these brands without hardly knowing why.

There is one solution for this problem, and the eastern manufacturer who ships his goods from the Mississippi river and the Atlantic seaboard and sells them in competition with Oregon-made goods has shown us one of the most important things to do. It is to so impress upon the buyer the name of Oregon-made goods that he will ask for them just as he now asks for Royal baking powder, Nabisco wafers, National biscuits or other nationally advertised articles. Then the merchant won't have to carry eastern-made goods to satisfy his customers.

And it isn't going to do any good to sit around and go to sleep theorizing about these things the way we have done in the past. While we are sleeping someone at Cottage

Grove may read a magazine, or a Portland paper, or The Cottage Grove Sentinel. A display line catches his eye. The next day he buys a Kirschbaum suit, because that is what the display line told him to buy. Of course he could get better clothes made of Oregon wool, but he has never seen a display line in The Cottage Grove Sentinel that would lead him to believe that woolen goods were even made in Oregon, consequently the money spent for that suit goes to pay laborers who spend all their money on the other side of the continent.

Oregon manufacturers have got to meet eastern alertness with equal alertness. They have got to turn indifference towards Oregon-made goods into a demand for them.

With Oregon manufacturers spending enough money with the newspapers to show their good intentions the cooperation of the newspapers could be secured and the two united would make an irresistible force that would make the eastern manufacturer sit up and take notice, and put the eastern catalog in the garret only to be used as a warning to future generations.

The newspapers are always ready to cooperate. All they want is someone to cooperate with them. They cannot cooperate alone.

The Value of Birds.

Without birds successful agriculture would become impossible and the destruction of the greater part of all vegetation would take place. New York state now pays an annual insect tax of \$10,000,000, and birds are the chief agents in keeping this tax from increasing yearly. As consumers of weed seed a single species, the tree sparrow, is estimated to consume about 900 tons in New York state each year. The ravages of field mice and other rodents are kept in check by hawks and owls, and the farmer upon whose land a hawk or owl stays is saved upon an average \$20 a year by each owl or hawk. The damage done by some few species of birds to growing crops is more than offset by the benefits of their work in destroying insects, rodents and weed seeds.—New York Sun.

The Sea of Space.

The mind cannot comprehend what is meant by the four little words in the expression "the sea of space." If the volume of "space" included within our solar system—which is perhaps but a single train of planets among hundreds of millions of a similar kind—were occupied by one single globe 5,900,000,000 miles in diameter it would be but as a feather in the marvelous spread of "vacancy" surrounding it. In fact, it has been calculated that in the space occupied by our solar system 2,700,000,000,000,000 globes of the size of our earth could revolve, each at a distance of 500,000 miles from the other, and the whole business would be nothing, for there is no wall to the treasure vault of heaven.—Exchange.

Personal Responsibility.

There is such a thing as personal responsibility which cannot be delegated to another. In the navy, for example, we dock ships, and the docking officer is held personally responsible. Disbursing officers in the navy are personally responsible for every payment made not only by themselves, but by their assistants. They cannot delegate responsibility to the pay clerks even for the petty cash.—F. C. Coburn in Industrial Management.

The Operation.

Putting on one's overcoat is sometimes so much of an effort that one is disposed to agree with the old negro who said:

"Fust yo' puts in one ahm, den you puts in de uddah ahm, an' den yo' gibs a gen'ral convulsion."—Exchange.

Sure Enough Expert.

"You claim to be a food expert?"
"I do," replied Farmer Cornstossel.
"I'm the kind of a food expert that can raise the stuff instead o' talking about it."—Washington Star.

Under Water.

Willis—Where is Land's End? Gulls
—It is where that lot which I bought from the real estate company begins.—Pack.

Skates on the Flour Barrel.
If your flour barrel is hard to get at nail a discarded roller skate on each side of the bottom of the barrel. With the aid of these and a handle or knob fastened on the front of the barrel you will have no further difficulty in moving it out when necessary.

NEW DITCH LINE TO HELP POWELL BUTTE

Many Acres of New Homestead Land Will Be Watered—Threshing Starts on Grain Farms.

(Special to The Bulletin.)
POWELL BUTTE, Aug. 20.—C. M. Redfield and F. S. Stanley attended the play at the Community Hall on Thursday evening and delivered brief talks in regard to the building of the new ditch, which will run on an average one-half mile above the present ditch and will water many acres of homestead land which will be a wonderful thing for this part of the country.

Mrs. J. M. Shearer and daughter, Ruth, returned from the Oerweiler mill on Monday, accompanied by Mrs. Chas. Oerweiler, John Tuck and family, and are camping on the Metolus this week.

Mr. and Mrs. Ed. Williams were business visitors in Deschutes Saturday.

Born to Mr. and Mrs. Geo. Kissler on Wednesday of last week, a boy.

John and Max Bramer, brothers of Mrs. L. W. Van Doren, are visiting here this week on their return to Yakima, after a tour through California.

G. C. Truesdale and E. L. Iverson

TO-NIGHT

—AND—

WEDNESDAY

Mary Miles Minter

—IN—

"The Gentle Intruder"

Also Two Reels of

Shorty Hamilton Comedy

GRAND THEATRE

KENWOOD---BEND VIEW--- PINELYN PARK--TERMINAL AND KENWOOD GARDENS

Easy Monthly Payments on Lots in these Additions.

J. Ryan & Co.

WE WILL BUILD you a Home on the Monthly Payment Plan. See Us.
OREGON STREET

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TERMS: Reasonable

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made a business trip to Prineville on Monday.
Mrs. Ida Morse, Miss Edna Morse and Clark Morse, of Prineville, spent Sunday with Mr. and Mrs. Wallace Smith.
Mr. Rice has been having the finishing work done on his house the past week.
Mr. and Mrs. John Kissler, of Redmond, visited their sons, Frank and George Kissler, Sunday.
G. J. Shobert started the threshing machine Thursday, and expects quite a run this season.
Frank McCaffery, of Redmond, has purchased the Tom Pursley ranch and has also disposed of his town property and intends to build on his farm this fall.
Miss Ruth Shearer was quite ill several days last week.
Mr. and Mrs. Reaves Willcoxon and Miss Maude Griffin spent Wednesday afternoon of last week in Bend.
Walter Foster has been assisting Mr. Bowman in taking the crop report from the irrigated land.
Jess Shobert has bought a new binder and is ready for business.
Al Juris has been very sick for the past two weeks.
N. P. Alley and family and Mrs. A. H. Rhode left Wednesday of last week for the Willamette Valley by way of the Mackenzie Pass. Mrs. Rhode and children will follow later. The many friends of Mr. and Mrs. Rhode and Mr. and Mrs. Alley regret very much to have them leave, but sincerely wish them happiness and prosperity in their new homes.
Mr. and Mrs. Allen Willcoxon spent Wednesday afternoon in Bend.
Mrs. J. M. Shearer and daughter, Ruth, visited Mrs. Shearer's parents, Mr. and Mrs. Chas. Oerweiler, at the Oerweiler mill several days last week.
The Literary club gave a very interesting play at the Community Hall Thursday night, which is deserving of considerable praise. Mrs. Reaves Willcoxon served supper to those in the cast and a few intimate friends after the performance. Those present were Mr. and Mrs. D. R. French, Mr. and Mrs. Ross Bussett, Katherine Meyers, Gladys Pauls, Fay Bussett, Jack Meyers, Lloyd Bussett, William Pauls, J. A. Riggs, Roy Skeene and Mrs. E. A. Bussett.
Mr. and Mrs. E. A. Bussett left by auto for Hood River and Portland on Friday and expect to be gone about ten days.
Allen Willcoxon spent Saturday at the Oerweiler mill, cutting derrick poles.
G. C. Truesdale has commenced work on his new house, which is to be quite an addition to Powell Butte.
Fred Brown and R. E. Davis were Prineville visitors Saturday afternoon.
Vic Oerweiler spent the week end with J. M. Shearer.
Ed. Barnard and family, and J. E. Warner and family spent Sunday on the Deschutes fishing.
Mr. and Mrs. William Wilson and Miss Sophia Strixner attended the dinner dance at the Pilot Butte Inn Wednesday evening of last week.
E. L. Johnson left on Thursday for Silverdale, Washington, where he hopes to regain his health.
Will Brown left for Portland and Vancouver Thursday evening, where he expects to remain about two weeks.
W. R. Downing and family, of Redmond, visited with G. J. Shobert and family on Sunday.
Mr. and Mrs. Allen Willcoxon and Harriett attended the show in Bend Sunday evening.
Mr. and Mrs. Ross Bussett, daughter Margaret, Ted Johnson and Geo. Whitset, Mr. and Mrs. Reaves Willcoxon, Miss Maude Griffin, Mr. and Mrs. Wm. Wilson, Miss Sophia Strixner, Mr. and Mrs. Fred Brown and Max Strixner attended the show in Redmond Sunday evening.
Mr. and Mrs. Jess Shobert, Leta and Dewey Shobert spent Saturday and Sunday on the Deschutes.
Miss Katherine Meyers and Jim Meyers started for Tacoma on Friday, where Katherine expects to complete her course in music.
Mr. and Mrs. Ora Foster and children, Mrs. C. H. Foster and Ruth Foster spent Sunday afternoon at the L. J. Debrant ranch.
Mr. and Mrs. A. W. Bayn, Miss Hazel Bayn, J. A. Riggs, Miss Mildred Finimora, Mr. and Mrs. Will Arnold and children spent Sunday at Suttle Lake.
Mr. and Mrs. J. E. Warner, Mr. and Mrs. Ed. Barnard and children

SAVINGS

That You Cannot Afford to Miss

PRICES

That Are Very Far Below Wholesale Cost Today.

These are for our customers and will not be sold to dealers. Here are a few of the many items to be found at this store, on which our price is so low that no economical-inclined person can afford to pass them by.

2000 yds. Linen Crash or Toweling, 18 inches wide, bleached or brown; yd....	17 1/2c
60 pieces Dark Gingham Checks and Plaids, at	12 1/2c
100 pieces Best Grade Outing Flannels at	15c
79 Pairs Plaid Blankets, blues, tans and greys	\$4.00
60 pieces 36-in Dark Colored Percales at	15c
50 dozen Men's Bib Overalls at, pair	\$1.00
1 case Men's Leather-faced Canvas Gloves at	25c
1 case Men's Heavy Ribbed Underwear, at, garment	65c
1 case Medium Weight, Ribbed Underwear, at, garment	50c
1 case Men's Blue Chambray Work Shirts at	50c
1 case of Men's Black and Tan Work Sox, at, pair	12 1/2c
1 case of Women's Black Cotton Hose at, pair	15c
1 case of White Outing Flannel, 29 inches wide, at, yard	15c
1 case Figured Comfort Challies, at yard	10c
36-inch Figured Comfort Challies at	18c

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