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DAILY EDITION

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ROBERT W. SAWYER.....Editor-Manager
HENRY N. FOWLER.....Associate Editor
FRED A. WOELFLEN.....Associate Editor
H. W. HUNT.....Advertising Manager
RALPH SPENCER.....Mechanical Supt.

An Independent Newspaper, standing for the
square deal, clean business, clean politics and
the best interests of Bend and Central Oregon.

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Make all checks and orders payable to The
Bend Bulletin.

FRIDAY, FEBRUARY 14, 1919.

**ADVERTISING MAKES FOR
LOWER PRICES.**

Among the many forces tending to
raise the cost of living, it is en-
couraging to find one other whose
tendency is in the opposite direction.
Advertising is the friend of the
consumer. It tends to lower prices.
It does this in two ways. By leading
to larger volume of sales, it makes
possible the economies of large scale
production, resulting in a lower cost
of production per unit.

The second way is by reducing the
costs of distribution. A large ele-
ment in the total cost of most prod-
ucts is the cost of getting them from
the factory out into the hands of the
final consumer.

Just what items the costs of dis-
tribution include depends upon the
method of distribution; but, in gen-
eral, most products pass through the
hands of the jobber and then through
the retailer to the consumer. This
path from the manufacturer to the
consumer might be called the chan-
nel of distribution.

The effect of advertising is to les-
sen the resistance to the flow of the
product through this channel. That
is, the advertising enables both the
jobber and the retailer to sell the
goods more easily and quickly and
in larger quantities, and to turn their
stocks oftener—resulting in lower
costs of selling.

This all works to the best interests
of the consumer—a lower retail
price.

**ARMENIAN NEED
IS EMPHASIZED**

(Continued from Page 1.)

ing and whitewashing the filthy and
infested store houses to washing sick
babies and cooking for the starving
and destitute refugees that are now
struggling back to their homes.

Expedition Faces Hardship.
"So much for our tentative plans,
which you must understand are ten-
tative indeed, for our knowledge of
present conditions and needs is very
meagre.

"New York seems a larger and a
busier town after living six miles
from Bend for years, but it is not
hard to find one's way about except
for the subway—one experience is
enough in that gigantic maze of
winding ways, rushing, roaring
trains and seething humans—where
we were so completely lost that we
found ourselves back at the same



INDIVIDUAL responsi-
bility in this move-
ment for a "Greater
Oregon" is like individ-
ual responsibility in
civic affairs by voting
on election day.

Some neglect it.
None should.

USE HOME PRODUCTS.
HOME INDUSTRY LEAGUE
OF OREGON



**ARE YOU ON THE ROAD
TO SUCCESS?**

JAMES J. HILL HAS SAID:

"If you want to know whether you are destined to
be a success or a failure in life, you can easily find out.
The test is simple and it is infallible. Are you able to
save money? If not drop out. You will lose. You may
think not, but you will lose, as sure as you live. The
seed of Success is not in you."

Start that SAVINGS ACCOUNT Today

**The First National Bank
OF BEND**

WE BANK ON YOU, YOU BANK WITH US

spot after trying three times in three
separate directions, to get away from
it. Now we stay at the surface,
when we are not shooting miles up
in these sky-scraping elevators.
When we go to headquarters we
take an express elevator to the 28th
floor. Went to the 60th floor in the
Woolworth building the other day.

"However, we haven't much time
to go about for it takes time to get
the equipment ready necessary for
such a trip and into such a country.
The members are all furnished two
uniforms, one winter and one sum-
mer, a heavy ulster, two hats and
service caps, army boots and four
wash waists. The men are furnished
accordingly. There are more women
than men in the expedition. Most
of us are ready now and waiting anx-
iously for the date of the sailing.
Our passports are in our pockets,
having been signed by the Spanish
and French consuls.

"None of the money that furnishes
the above equipment, or transporta-
tion and living expenses of the ex-
pedition members is taken from the
fund for the Armenians—the drive
fund. It is all paid by one man who
has the work that deeply at heart.
We have all had our inoculation
against typhoid and typhus, and been
vaccinated for small pox and of
course we all hope to come through
the year, but I think we all realize
that we are going up against a hard
proposition, which is not made any
easier by the returning Turkish
troops which form themselves into
marauding bands of thieves and as-
sassians.

"The fact that each one of us feels
that the people of his or her own
home vicinity are the kind that will
stand by gallantly and make such
work possible is what gives us the
nerve to go into it and the stamina
to go through with it.

"My greetings to Central Oregon
and here's hoping the reports will
make you glad and proud of the part
you've played in the Armenian
drive."

AT THE MOVIES

GRAND.

A mystic code, by the use of which
underworld associations are dis-
solved, has been utilized by Francis
Perry Elliott in titling his novel,
"Pals First," which serves Harold
Lockwood as a starring vehicle for
his appearance on the screen at the
Grand theatre tonight and Sat-
urday night, under the banner of
Screen Classics, Inc., whose prod-
uctions are distributed by Metro.

In the code of the underworld,
"Pals First," spoken three times,
with the right hand drawn thrice
across the heart, means a severance

of relations between pals, if the one
to whom the sign is given does not
respond in like manner.

This photoplay is a screen version
of the stage play which Lee Wilson
Dodd adapted from the book, pub-
lished by Harper & Bros.

**TRAINING SOLDIERS
A GOVERNMENT DUTY**

Work Not to Be Considered as Char-
ity by Men Disabled in Service,
Says Educational Board.

WASHINGTON, D. C., Feb. 14.—

The work of fitting war disabled men
so that despite their injuries they
are able to become skilled, efficient
wage earners is held by the United
States government to be strictly a
governmental act of justice toward
its disabled defenders, and in order
to be sure that they get the best at-
tention the world can afford the
government is seeing after them it-
self.

A good many "institutes" and
other concerns for "crippled and dis-
abled soldiers" and the like have
sprung up and have been vigorously
press agented over the country, but
they actually have nothing whatever
to do with this work. The govern-
ment desires it understood that it is
not a private charity or philanthropy,
nor is it in any sense a charity for
disabled men to take this training.
The government's position is that it
it no more than justice to them to
restore them insofar as is humanly
possible to the position of independ-
ence from which they were called to
serve their nation, and in which
service they have suffered impair-
ments, and for this it has appropri-
ated large sums and furnished ade-
quate machinery.

This work is solely in charge of
the federal board for vocational edu-
cation at Washington, designated by
congress for the task, and the board
is more than pleased to receive in-
quiries from those who are disabled,
whether by disease, accident or
wounds.

AT THE HOTELS.

Hotel Cozy.

- B. P. Royce, Seattle.
- William Little, Prineville.
- H. L. Pletcher, Centralia, Wash.
- Lina M. Brown, Redmond.
- J. L. Black, Hampton.

ADVERTISING BY THE



GENERAL OFFICES
NEW YORK AND CHICAGO

BRANCHES IN ALL THE PRINCIPAL CITIES

Young Man, Save Your Money!

How can a man on a small salary get married and furnish a
home without a bank account? He can't.

He can get married if he can find a thoughtless woman who
will not take the trouble to investigate his finances or saving and
spending habits; but he can't furnish a home without starting the
new life under heavy debt.

We want to meet the man who wants to make a start at sav-
ing money.

A little laid by each week will soon make you independent.

Central Oregon Bank

- H. Sweet, Redmond.
- Mr. and Mrs. E. E. Rogers, Rolyat.
- W. W. Hoodinger, Portland.
- R. C. Maseley, Portland.
- Hotel Wright.
- Gustave Berry, Alfalfa.
- B. Gano, Alfalfa.
- Mrs. Lela Miller, Burns.
- Mr. and Mrs. O. P. Ferguson, Lake-
view.
- Mrs. Dora M. Hall, Freewater.
- E. B. Palmer, Daggett, Mich.
- J. J. Sylvester, Salem.
- R. W. Lee, Portland.
- A. L. Smith, Portland.
- J. J. Jones, Portland.
- C. A. Glick, Portland.
- Pilot Butte Inn.
- Carl Wodeckl, The Dalles.
- Ora Van Tassel, Madras.
- E. P. De Grabb, Portland.
- C. L. Boyer, Portland.
- H. S. Britt, Newberg.
- B. F. Gray, Portland.
- R. E. Reed, Portland.
- Roy Bennett, Fort Rock.
- F. F. Cook, Portland.
- E. T. Mass, Portland.
- E. D. Birkholz, Spokane.
- E. J. Condon, Portland.
- W. R. Riley, La Pine.

FOR SALE!

Tracts under irrigation,
adjacent to water mains, electric
lights and telephone service.
Ranging in size from 1 1/2 to 6 Acres
WILSTORIA ADDITION

See
L. D. WIEST
1304 Third Street



The Cleanest and Warmest
Hotel in Bend.
THE COZY HOTEL

**DODGE
BROTHERS
MOTOR
CARS**

SEE
WALTHER-WILLIAMS CO.
at 132 Greenwood Ave.

R. S. McCLURE
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PYREX

Transparent Oven-Ware
Guaranteed Not to Crack
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**Casseroles, Bread Pans,
Custard Cups, Etc.**

Try the Pyrex line. You'll find
it clean, neat and sanitary.

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& CO.**

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We Deliver

**BUTTER, MILK
Eggs and Buttermilk
Daily.**
Phone Black 1271

**BEND DAIRY
STORE**

GRAND THEATRE

TONIGHT and SATURDAY NIGHT

HAROLD LOCKWOOD in

"PALS FIRST"

Do you know the meaning of the word "friendship"
would you sacrifice anything for a friend?

—ALSO—

EDDIE POLO in

"THE LURE OF THE CIRCUS"

Come and see it, boys and girls.

SATURDAY MATINEE

Free for School Children

"THE LURE OF THE CIRCUS"

and Three Reels of Comedy.

Pioneer Garage

(Successor to L. L. Fox)

**Agents for the General Tire and
Willys-Overland Cars.**

Will have an Expert Mechanic and be prepared for
General Repair Work, on Saturday, February 15th.

HAY GRAIN

DEPOT FEED YARDS

**Teams Boarded by the Month
at Special Rates**

SEED GRAIN

TEAMING DONE HORSES FOR HIRE



Fords Fords Fords

Just Received Shipment of

FORDS!

ALSO USED CARS

at prices that you can pay. Look
over our stock. These cars must
be seen to be appreciated.

CENT-ORE MOTOR CO.

Ford Garage

**THE BACKBONE OF BEND IS
LUMBER MANUFACTURING**

**OUR PAYROLLS
MAKE**

YOUR PROFITS

BY BUYING LOCAL PRODUCTS
YOU ARE HELPING BEND.

The Brooks-Scanlon Lumber Co.

Local Sales Agent
MILLER LUMBER CO.

Complete Stock of Lumber
Lath, Sash and Doors