

## AID FOR HOME TRADE

Strong Fight Should Be Waged  
Against Mail Order Menace.

### VALUE OF SYSTEM BUYING.

It Meets the Catalogue Houses on Their  
Own Ground and Enables the Local  
Merchants to Cut Retail Prices—Co-  
operation is Beneficial.

One method of fighting the mail order houses adopted by some country merchants is that of system buying. While it is well to warn merchants against irresponsible representatives of so called "system" concerns, the plan itself is one of merit and properly organized and honestly carried out can be made of very great benefit. What is known as system buying is merely an application of the co-operative principle. It meets the catalogue houses on their own ground and by procuring the lowest possible prices from the manufacturer enables the local merchant to cut retail prices.

System buying takes advantage of the method of buying adopted by the mail order concerns themselves. Through considerable experimenting and study it has been brought to a higher state of efficiency than it could boast in the beginning. As a matter of fact, some of the early efforts in this line were rank failures. These very failures taught their lessons, however, and pointed out the danger spots.

A kindred effort to help the local merchant is the sales promoting company. The design of these concerns is to give the individual tradesman the advantage of the latest and most approved methods of advertising, collections, soliciting trade and carrying on a successful campaign against the catalogue houses.

Both the system buying and the sales promotion are in a way an application of the principle of co-operation among local merchants. The idea has perhaps been carried to its farthest point of development in the combination of manufacturers and merchants into a house similar to the mail order concern, with the exception that all sales are made through the local tradesmen. One of the pioneer houses of this kind has its headquarters in Sioux City. I am far from advocating any specific company or indeed from advocating any sort of combination, system buying or sales promoting that does not appeal to the individual merchant himself. My own idea has always been that in the last analysis this fight depends on the local tradesman. He is the trade winner. He is the one most interested, and he is the one who must decide. It is only with the idea of making some suggestions which may possibly help him in his fight that this article is written.

While it is true, however, that the individual merchant is the cornerstone, he is not the entire superstructure. His relation to his fellow merchants who have like interests with himself goes to make up the completed edifice. The co-operative principle is sound and is the most important factor in modern commercial and industrial development. For the local merchants of America to make a successful fight against the catalogue houses some form of co-operation is absolutely necessary. This will in no way or at least should in no way hamper the liberty and initiative of the individual merchant. Its only legitimate function is to help him, to make him more efficient, to give him lower prices in buying, better ideas in advertising and soliciting, more businesslike handling of credits and collections and up to date methods in selling. In the main the interests of all local merchants are the same. Their experience should help each other. By uniting each of them strengthens his hands. But this union must be their own, must belong to the individual merchants themselves. It must not be made by some outside concern for the purpose of its own advancement and enrichment. That is not co-operation, but exploitation. The union must be for the purpose of advancing and enriching the local merchants. They should keep the control in their own hands. This is sound business. And some such co-operation is forced by the very logic of the situation.

There is no reason why a large number of local merchants should not band themselves together and adopt a method of system buying that would be of benefit to all. It would even be possible to have certain manufacturing concerns go in with them. Such an association could devise its own methods of trade promotion and of fighting the catalogue houses. The individual merchant would be left absolutely free in his own sphere. He would only have added the support of his fellows and gained the advantage of their experience. He would likewise have the power through combination with them to procure the lowest possible prices in buying goods.

This is the day of honest merchandising and of truthfulness in advertising and representing goods. No other method will win in the long run. No other plan will meet the competition of the catalogue houses and the big city stores. It is foolish and unfair to abuse the mail order concerns or their patrons. Men have a right to trade where they can get the best prices, and they will do so whatever we say. The battle of the local merchant is to convince the public that he can give better values. Co-operation with other local merchants, especially in the matter of buying, will enable him to do this effectively to do this.

J. A. EDGERTON.

## HOPE OF THE TOILER.

Trade Unionists the Force on Which  
No Relief For Freedom.

President Gompers in his report to the twenty-ninth annual convention of the American Federation of Labor among other things said:

"In this labor movement we gather as the representatives and by direction of our organized fellow workers, and it is upon the labor movement that the toilers and the lovers of human freedom have set their hearts and hopes. They realize that the trades union movement of America is the historically developed potential force which bears the brunt and scars of battle and which makes sacrifices for right and justice for all for all time. There is not a wrong against which we fail to protest or seek to remedy; there is not a right to which any of our fellows are entitled which it is not our duty, mission and work and struggle to attain. So long as there shall remain a wrong unrighted or a right denied there will be ample work for the labor movement to do. The struggle through the ages has always been attended with brutal tyranny and cruel injustice. Some have always had to suffer that the people might obtain some modicum of freedom. The times in which we now live are no exception to that rule. They are true to their fellows, true to themselves, cannot and dare not evade the duties and responsibilities which may come from their advocacy of the cause of the people.

"Tyranny, exercised by no matter whom or from what source, must be resisted at all hazards. The labor movement, which is the defender, protector and promoter of the rights and interests of the people, must be carried forward, its rapacious, ignorant opponents to the contrary notwithstanding. We should not and we must not surrender the rights which we have achieved for the toilers. We dare not permit the workers to become the victims of the tender mercies of their exploiters."

### SEAMEN MAY AMALGAMATE.

British Labor Leader Plans Worldwide  
Union of Sailors.

Havelock Wilson, leader of the Union of British Seamen, is now in this country to organize American seamen on new lines so as to form an international union of seamen in America and Europe. Addressing a mass meeting of sailors at the port of New York, Mr. Wilson outlined his plan as follows:

"I am sent here at the request of the seamen of Great Britain to make propaganda for the great international federation of seamen. For twenty years the Federation of English Shipowners has kept the British Seamen's union in a state of demoralization; but, determined to improve conditions for the seamen, the leaders have been active in forming branches in Bremen, Hamburg, Kiel, Antwerp, Norway, Sweden and Belgium. Following the example of the British employers, the American employers have been waging an active war against the unions of seamen on the great lakes. Recently many conferences have been held by the representatives of the powerful shipping interests in London for the purpose of giving to the campaign against the seamen's unions international scope and to make the proposed international war as relentless and as systematic as possible.

"The following international demands will be decided on by the proposed great conference of representatives of the seamen of the world to be held in Copenhagen next year:  
"First.—Uniform wage scales for long and short journeys.  
"Second.—The number of the machinery personnel to be regulated by the amount of coal carried.  
"Third.—A representative of the Seamen's union shall be present during the selection of a crew to safeguard the interests of the men."

### Shorter Hours For Women.

The Chicago Federation of Labor is doing good work in undertaking to limit women's working time to ten hours a day. If eight hours is enough for a man to labor and if he does his best work in the shorter day, then certainly ten hours is fully enough for a woman. The time should have passed when women work more hours than men simply because they cannot help themselves. Every woman working ten hours is a menace to the eight hour day of at least one man.—Fuel.

### Labor Wants Cabinet Place.

The recent Washington meeting of the executive council of the American Federation of Labor went on record as favoring the creation of a new portfolio in the cabinet of President Taft to be known as secretary of the department of labor. A committee was appointed to take the question up with favorably disposed representatives in congress and to arrange for the introduction of a measure establishing such department.

### LABOR NOTES.

Boston Bricklayers' union recently donated \$100 to the Boston Y. M. C. A. building fund.

The union label trades department of the American Federation of Labor has a membership of 265,000, with a balance of \$1,091 in the treasury.

The American Federation of Musicians requires all applicants for membership in subordinate bodies to be American citizens or to have declared their intention of becoming such.

Laboring men ought to be big enough to take in every man or woman who wants to better his or her condition in life. I do not believe in erecting a stone wall around labor.—Frank T. Hays, Secretary Illinois Mine Workers.

## CONVERSATION GAME

The superior man had shown me a gentle courtesy which alone ought to have made me suspicious. He began to talk about the rapid growth of New York and said he believed that one day there would be an unbroken block of houses and streets right up to Yonkers.

"Certainly," I said. "It's only a question of time."

"Thanks," he replied. "That's all I want. I've won, though I didn't deserve to. I was playing very carelessly."

"What on earth do you mean?" I asked.

"It's the conversation game and the best one man game I know. You write down a sentence in your notebook, and then you try to make somebody say it. In your case the sentence I had written down was, 'It's only a question of time.' And you've just said it. I've won."

He produced his notebook and showed me the sentence written at the top of a page. He put a W against it and the date to record his victory. "Will you let me give you a sentence and then see if you can make anybody say it?"

"I'll see the sentence first. The best player can't expect to win every time."

He handed me his notebook. I wrote down, "You are the most intelligent man I ever met." I did this just as much because I thought my choice would annoy him personally as because it was likely to make the game difficult.

He leaned back in his chair and closed his eyes in thought. "Yes," he said at last. "I think I can make Cecil Purvis say something very near it. If it's the sense without the exact words we call it a drawn game. Purvis shall lunch here tomorrow with me, and you shall meet him."

Purvis was a young author, not quite as clever as he thought or quite as appreciated as he wished to be, but by no means a bad sort. We met at luncheon the next day, and the superior man seemed to have forgotten all about his conversational game. He let Purvis and myself do most of the talking, correcting us occasionally when we went wrong, after his usual manner, but never attempting to lead the conversation in any particular direction. At the end of luncheon Purvis began to talk about his own work, and then the superior man's eyes lit up.

He said that he seldom enjoyed a modern novel, there was so much decadent rot about. But he had read Purvis' "Anna Withend" three times. If he knew anything about it, that was a book that was going to live. It was the finest thing that had been done since "Vanity Fair."

I think that Purvis would have liked to have taken this praise seriously, but out of common decency he had to pretend that he thought it was said jokingly and to make a reply on similar lines.

"Well," he said, "you're the most intelligent man I know. I wish there were more like you."

Later, when Purvis had gone off to see his publisher, the superior man said, as he pulled out his notebook and put a D against the sentence:

"That's hard lines—only a draw. However, I played it fairly well, and I've had two wins today, so I mustn't complain. I made old Bilton say 'That's a very common mistake.' The other sentence was much easier. I got it out of Evesley."

"What was it?" I asked.

"It was, 'The harder you work the harder it goes.'"

"But surely it is much more difficult to lead a man to say that than the other."

"Ah, you're new to the game. The sentences that look the harder at first sight are often the easiest really."

"Well, try to make some one say this: 'I shot twelve lions in an afternoon.'"

He wrote it down in his notebook. "That's a very simple one," he said. "I can be absolutely sure of winning that."

"Like to back yourself to win it in my hearing?"

"For a five dollar bill? Certainly, with pleasure. I'll book that too."

He told me to come to the club the following afternoon and he would have found the man to say it.

I went away, regretting that I had not made that five dollar bill a tenner.

When we met the next day I asked him if he had found his man. He said that he had, and he seemed wounded when I asked if he had fixed it up with the man beforehand.

"No, I have not, and I shall be able to prove that I have not. By the way, I've not got my notebook with me, and I don't want there to be any mistake about it. The bet is that I will make a man say, 'I killed twelve lions in one afternoon.'"

"It's as well that you mentioned it, because you've got it wrong in two places. The sentence is, 'I shot twelve lions in an afternoon.'"

"Thanks, very much," he said. "I'll trouble you for that five, and I think you'll allow that I didn't fix it up with you beforehand. You heard yourself say it, didn't you? I wonder that it didn't occur to you that you might be the man I should select for the purpose."

I paid him his money and told him that I should like to see him drowning in a mill pond in order that I might have the pleasure of throwing bricks at his face as he came up to the surface. And he smiled and went off to pay his abominable game elsewhere.

## Coquille River Transportation Co.'s Schedule

	Leaves	Arrives
Bandon		Coquille
Coquille	6:00 a m	8:30 a m
Dispatch	7:00 p m	5:00 p m
Favorite	7:30 a m	10:00 a m
	Leaves	Arrives
Coquille		Bandon
Favorite	7:30 a m	10:30 a m
Coquille	3:00 a m	11:30 a m
Dispatch	4:00 p m	5:30 p m
	Leaves	Arrives
Dispatch	1:00 p m	5:00 p m

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