

FALLS CITY NEWS

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TEAL CREEK RAILROAD TO BUILD INTO SILETZ BASIN

Contract Let for Piling for Bridges. Road Will Reach Large Body of Timber Within Sixty Days. Mills and Logging Camps Will Soon Begin to Hum.

Clarence Powell of Oregon City was here last week looking after his contract for piling for the bridges on the Teal Creek railroad. The contract was let to local parties and work will begin at once. The piling must be ready by the first of April and work on the bridges will be rushed. It is expected that the road will reach a large body of timber within sixty days that will keep the mill busy for years. There are only logs enough at the old camp to run the mill about thirty days and it is likely that the camp will begin operations so as to clean up by the time the railroad reaches the new timber. Then the donkeys and camp accessories can be loaded on to cars and moved to the new site.

There is no question but this road will be extended into the Siletz Basin which will mean much to the future prosperity of Falls City. With the improvement in conditions all along the coast and the activity in this immediate vicinity is certainly very encouraging. The work now going on has had the effect of restoring confidence and people are more disposed to improve property and branch out in many undertakings that had been at a standstill on account of the hard times.

BILL TO BAR BRIDES

20,000 Japanese Women Admitted by Picture.

Washington, Feb. 22.—The woes of the "picture bride" were revealed here today in connection with the perennial immigration bill fight, with its threat of international complications, that is near in the House.

Chairman Burnett, of the immigration committee, said that the proposed legislation would eliminate, among other things, the Japanese "picture bride" practice, which, he says, is a growing evil.

The "picture bride" is a woman who pretends to marry by proxy in Japan and then comes to the United States, or its territories, to meet her "husband," whom frequently she has never seen.

These couples seldom marry, according to the chairman, but usually part soon after the woman is safely landed, never to meet again. Statistics filed with the committee show that 2000 "picture brides" entered Hawaii last year and 18,000 came to the United States.

Friends of the literacy-test measure, which probably will be brought on the floor late this week, boasted today that they had enough votes to pass it over another veto by the President, which is confidently expected if the bill ever reaches him.

Supporters of the Asiatic exclusion bills are making a determined effort to have one of them reported, despite the purpose of the State Department to prevent consideration of any such legislation this session. Mr. Burnett said today he expected one of these measures would be reported next week. He hopes that either his bill or that of Representative Raker, of California, can be amended so as to cause the State Department to withdraw opposition.

TOOZE FOR DISTRICT ATTORNEY



WALTER L. TOOZE, JR.

In this issue of the News appears the announcement of Walter L. Tooze, Jr. as candidate for the office of District Attorney, subject to the vote of the Republicans at the primary in May. Walter L. is well known in this section of Polk County, having served as city attorney for Falls City a number of years. He is one of the most brilliant young lawyers in the Willamette Valley and would fill the office with credit to himself and the satisfaction of the people.

While attorney for Falls City he served the city faithfully, never allowing weather conditions, snow, ice or mud to prevent his attendance at the council meetings even though there were times that some of the councilmen considered the weather "too bad" for them to venture out. Under his direction several important measures have been brought to a successful conclusion—the water works, street improvements and many other matters requiring much work and legal knowledge. There are conditions now existing in the county that require a district attorney who will perform his duties without fear or favor, not to simply gain a record of having "never lost a case," but strive that no guilty man escape, yet no innocent one should suffer. To this end we believe that Walter L. Tooze, Jr. will put forth his best efforts.

As it probably will be reported, the Asiatic exclusion measure would be without many of the features to which the State Department objects, but would require both Chinese and Japanese to register on entering the United States. The present "gentlemen's agreement" with Japan regarding the entrance of laborers would not be disturbed.

WILL ENGAGE IN FARMING

W. J. Bowerman and two sons, J. C. and B. W. of Clackamas County who recently traded for the J. C. Robertson's ranch, unloaded two car loads of farm implements, cattle and horses here the first of the week. They will engage in dairying and farming. They are well supplied with the necessary machinery to make farming a pleasure as well as profitable. Besides other crops they will plant ten acres in potatoes. This country affords an opportunity for the farmer-dairyman and when we can get the thousands of acres of uncultivated lands to producing cattle, hogs and the various farm products that can be profitably raised, the shutting down of the mill will not be so severely felt.

SWEETMAN HOPELESSLY INSANE

A party of this place who visited the asylum at Salem last week reports that Robert Sweetman, the young man who was committed

Second Count in Piano Contest March 10

\$15 in Gold to Candidates Making Largest Gains in Votes Since First Count. This Should Make Candidates Hustle.

The time for the second count is fast approaching and with it interest in the result is growing more keen with friendly rivalry among the contestants for first place. The remaining days will witness an active campaign for more votes. New subscriptions are coming in and the merchants are having wide and active demand for the merchants' coupons.

There will be another prize of fifteen dollars in gold divided as follows at the next count March 10.

Ten dollars to the contestant who makes the greatest gain in votes between now and the next count March 10 and five dollars in gold to the contestant making the next greatest gain. This gives all the contestants a chance to win one of the special prizes no matter where they stand now.

If you are not a subscriber for the News now is the time to start, or if you owe now is the time to pay. You have no doubt a friend among the contestants who would be delighted to have your votes.

Fifteen dollars in gold is worth considerable effort and the energy put forth to secure this lands the winner that much nearer success at the finish when the piano will be awarded. There is nothing worth while obtained in this world without energetic and thoughtful effort and to become the victor in this contest and receive the reward that goes with it is worth while. If your efforts heretofore have been spasmodic, from now on make it continuous and determined. Enlist the men as well as the women folks in your behalf. They will enjoy the News and will be glad to help you along to victory. Speak to your friends and neighbors and see how quickly they will respond. One of the beauties of this contest is that few are disappointed—there are several prizes. It is a time when you ask your friends to show their friendship in a substantial way by assisting you.

ted to that institution recently was a hopeless case and would have to be confined for the rest of his life. His uncle in Maine, who is quite wealthy, is expected to come and take him back East and place him in a private sanitarium where he can receive more careful treatment.

HAT CREEK VALLEY PEOPLE SAY LASSEN IS ACTIVE

Redding, Cal., Feb. 21.—Lassen peak is showing renewed activity, according to reports received here from residents of Hat Creek valley. The crater, they say, is constantly emitting smoke and steam, although in small amounts. The volcano could be seen from here yesterday to be in mild eruption.

City Free From Tramps

Oregon City, Feb. 23.—Local police officers are puzzled to discover what has become of the tramps who infested Oregon City a year ago. Practically none is to be found here.

The count on March 10th will be decisive as to the \$15 but its importance must not be overlooked for your standing on that occasion is a sort of barometer to your following of friends and, if you win it will be the result of yourself and friends.

The News has the laudable ambition to improve right along and to go regularly to every home in Falls City and vicinity, to stand for and promote those things which will be for the good of the community and to yield as great an influence as possible for the town we are justly proud of.

When you trade at the stores be sure to ask for coupons. Every little piece of paper bearing 25 votes may win some friend of yours the beautiful Obermeyer & Sons piano.

Remember the \$10 in gold goes to the one who makes the greatest gain in number of votes and the \$5 to the one making the next greatest gain.

Others were nominated but as yet have received no votes. These young ladies should by no means be considered out of the running as all have been doing some work and will make the contest interesting for those who already have a good start.

Remember that many of the leading merchants are interested in this contest and are giving a 25-vote coupon with every dollar's purchase. Also those who don't fully understand the rules can call at this office, or write us and we will be pleased to go over the proposition with them.

Remember to have your friends trade with the merchants who are giving the coupons. Their ads appear in this issue in connection with our wonderful offer.

Following are the candidates:

Grace Hulbert,
Lota Bradley,
Ruth Lewis,
Mattie Ferguson,
Clara Sampson,
Ruth Gottfried,
Mrs. Elkins,
Mrs. Chas. Ryan,
Margret Kimes.

WOOD ALCOHOL KILLS LEPERS IN HAWAII

Four Men and One Woman Die After Drinking Bout on Molokai.

Honolulu, T. H., Feb. 22.—A band of lepers at the leper settlement on the Island of Molokai found a tin of wood alcohol and drank it, with the result that four men and one woman are dead and several others are seriously ill, according to word received here today from Kalaupapa, the principal village of the settlement.

PIANO ON THE WAY

We have received the bill of lading for the prize piano which was shipped from Chicago, February 14. It will probably arrive about March 10, and will be on exhibition. When you see it you will work harder than ever to possess it.

Cottage Grove Mill Wage Raised

Cottage Grove, Or., Feb. 23.—Announcement has been made that wages at the J. H. Chambers sawmill in this city have been raised 25 cents a day.

YOU PAY SOMETIME DON'T YOU?

You will find a small 30 day bill lots easier to pay than one that runs for months. Get in the habit of paying your bills promptly in 30 days, you will find it as easy and much more satisfactory than paying indiscriminately.

Remember we give you 3 per cent cash discount for paid in full, accounts in 30 days.

This concession is better than Trading Stamps. We welcome a comparison of our prices.

Do not forget Folgers coffee week, March 6th to 11th. You make a material saving on Golden Gate coffee for this one week only.

Selig's Cash Price Store, "Meeting and Beating Competition".

Heart to Heart Talks About Advertising.

By Roy B. Simpson.

(Copyrighted.)

A large men's furnishing store in Chicago advertised a special sale of four-in-hand ties—regular fifty cent quality at three for a dollar, as its big leader for Saturday.

Before noon the neckwear department looked like it had been struck by a storm. The aisles were jammed with people and the manager of the department was gleefully estimating the volume of the day's business when the proprietor appeared.

The proprietor was a young man—of the same metal that Marshall Fields and John Wanamakers are made of. He noted that the people were buying ties BUT NOTHING ELSE. "Why is this?" he demanded. "Why aren't these people sent to other departments where we have just as many good values?"

The manager replied that this was a conservative store and he thought it would be undignified to have his salespeople go out of their own department or even suggest that his customers visit other departments.

"There's nothing undignified about it," retorted the owner. "Most of these people are receiving in change two to ten times the amount of their purchases. Most of them are bargain hunters or they would not be here today. All of them will soon need other things we sell."

"I fail to see why it would be undignified or a violation of good merchandising to have your salespeople suggest a visit to other departments. What about our new stock of gloves for Fall? Aren't our new line of hats and our large assortment of Fall overcoats worth talking about?"

"Here within twenty feet of you is the best lot of shirts we have ever shown—a line at a dollar that cannot be duplicated in this city, and your salespeople haven't said a word about them."

"All these goods are here to sell, Mr. Blank. We are not advertising the whole store for the exclusive benefit of your department. Don't ignore the power of suggestion but train your people to give hints that will send customers to other departments."

"During a rush like this suggestions can be made quietly, quickly and discreetly. When business is normal more care and better judgment will prevail. Get acquainted with your customers and you will make them customers for the whole store."

This splendid plan to increase the efficiency of store advertising was put into practical use in all the departments and the customers liked it.

And it changed the employes of that store from mere slot machines into real salesmen.

(Continued next Saturday.)