

COTTAGE GROVE, OREGON. The headquarters for three great lumbering companies. Only gateway to the rich Bohemia gold mines, and the Black Butte diamond mines.

Lane County Leader.

INVESTORS and HOMESEKERS will have had opportunities nowhere else afforded in Oregon. The Leader will give you the news and facts regarding this favored territory.

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CONDITIONS CONFRONTING COTTAGE GROVE MERCHANTS

Consideration of the Following Straight-From-the-Shoulder Statement Is Important to Cottage Grove Tradesmen.

More than three hundred and fifty cities in the Pacific Coast States have a regularly organized public body of some sort. They are variously called Chamber of Commerce, Board of Trade, Commercial Club, Improvement Club or some other less common but similar name.

The assertion may be ventured that no other group of states has a proportionate number of such organizations. But such an organization is the community expression of the publicity idea, and it is to be expected that the far western country would lead the older and more conservative sections.

Oregon has heretofore been in the classification "conservative" for her people have not gone after new population nor have they endeavored to show to the world in general the vast resources that abound here.

Now a Chamber of Commerce, Board of Trade or Commercial Club stands as the concrete representative of a community which desires to do something for itself. Therefore the natural inference is that any community which has not organized in some form to further its interests is not determined to push itself forward.

So far as mere figures go, the Pacific Coast is strong in the idea of community promotion, but when we examine the work actually accomplished there is inevitably a feeling of disappointment in some instances. Too many of these organizations were effected under the impulse of some passing fancy. Some were organized by men who had no right conception of the work they should take up.

Just as a live, hard-working Chamber of Commerce is a blessing to a community, so a dormant or dead organization is a curse. A town afflicted with an organization that never has produced or has ceased to produce results is helpless until freed from the incubus.

AFFLICTED WITH DRY ROT.

There are lots of communities, even in the stirring, bustling West which are afflicted with a sort of dry rot; and half a dozen Chambers of Commerce will not help such a town. In other words a Chamber of Commerce will be effective in its work for a town in exact proportion to the capacity and interest of the men who direct it and in proportion to the number of men out of the entire business population who are members of the organization.

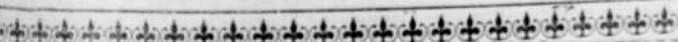
An organization of some kind is necessary in order for a group of men to work harmoniously together, but it is also the handiest way in the world for a group of men to shift responsibility and get rid of work. First of all, see that the men who are in direct charge of the organization are men who will give it the same vital, personal attention which they expect to give to their own business. If the commercial body is not doing all it should to further the interests of the town, take steps to infuse new life and draw in new blood. Rejuvenate the work.

To make a Commercial Club effective in its work the entire business element should be included in its membership. There are towns or cities where a few men working disinterestedly and energetically for the good of the town have secured results and built up substantial industries where previously the community was non-progressive.

Many of the present organizations are models and the good they have done cannot be estimated. It is a matter of record that the Los Angeles Chamber of Commerce is one of the best organized and most effective in the west. Secretary Wiggins, who is California commissioner at the St. Louis Exposition, has assisted hundreds of other organizations at the St. Louis Exposition, has assisted hundreds of other organizations to establish. He was able to furnish upon request copies of the by-laws under which the work is carried on and data concerning certain features of the work. These were of vital importance to new Chambers of Commerce in beginning their work. The success of the Southern California exhibit has thrown its work into strong relief, both at St. Louis and on the Pacific slope.

Now the Chamber of Commerce in a small community cannot hope to accomplish things of the same magnitude as have been taken up by the Los Angeles Chamber of Commerce or the Oregon Development League as a state body. Nor can it hope to equal the accomplishment of the California Promotion Committee, but you must not lose sight of the fact that they are relatively just as important and that they are relatively just as easy of accomplishment and no more expensive. The matter of a membership fee is one for local decision by the organization.

Good Things to Eat



This is our motto and we carry the best line of groceries to be found in the markets. Our stock is fresh and closely selected. Our canned goods are of the most recent pack. Our Salt Meats are received fresh every month and our ranch supplies are ever fresh. We have the choicest selection of luncheon delicacies to be found in the county. We live up to our motto and sell nothing inferior.

Corner Main and River Sts. West End of Bridge.

Our Own Free Delivery Wagon. PEARCE & JOHNSON

If it is too high and is a bar to securing all the business men as members, that should be subject for mature deliberation by the club.

AMPLE ROOM FOR EFFORT.

Perhaps you will not be able to advertise in a list of Eastern magazines as does the Los Angeles Chamber of Commerce every year, and to secure the addresses of intending settlers to whom you can send printed matter descriptive of the section where the commercial body is working. But it is entirely feasible for a certain group of bodies to so unite that results may be secured where otherwise, or working alone nothing could be gained. In the present instance the Commercial Club of Cottage Grove could unite with the Bohemia Mine Owners' Association in thus securing the publication of literature that would bring attention to this section where neither could accomplish the desired end alone.

Do not get the idea that the main purpose is to place advertisements in Eastern magazines. By all means no. That is simply one feature of the manifold labors that lie before such an organization. Moreover it is not the point at which to begin. There are plenty of things close at hand which must be attended to first.

What would be the sense in inviting people to settle in your community when their first visit there might shock them over some of the conditions which you have neglected and which might have been corrected by concerted action? First of all make your community what it should be as a place to live in and a place to do business in.

Now just what that should be is a point no one can know so well as the leading business men of the town—the men who should be and very likely are in control of your Chamber of Commerce. It is a question to be decided entirely by local environment.

SECRET LIES IN WORK.

Prepare figures and institute careful comparisons between your own town and other towns similarly situated.

If you find that your town is doing less for the surrounding country, and consequently is not in good repute, you can be sure that it will lose trade. Here is a work for you to do. Make your prices right. If necessary organize a Retail Grocers and Merchants Association.

If you find that the products of the territory which you should draw from are not flowing through your town, you are not offering the proper marketing conditions or facilities. Get to work and make them right.

If it comes to your ears that the traveling men are not properly entertained or that casual visitors or tourists go away dissatisfied, it is a big mistake to let it continue. A few people of this kind traveling about the country will soon do you irreparable damage. Appoint a working committee, find out what is the trouble and correct it.

If the local papers are not giving all the attention they should to the important enterprises and advantages of your town, see what is the trouble. Chances are the publisher is not getting the information or support that he requires and deserves. There is no man more devoted to the interests of his community than the newspaper man in the West, but there must be support and backing as well as encouragement. He takes hold of every plan for the betterment of local conditions and materially assists in every movement for town improvement.

The list of local work to be done might be extended almost indefinitely, but this will make it clear that the success of the community gets is not bought and paid for at so much per inch. When you have carefully gone over every point which might affect the welfare of the community along such lines as are here suggested it may then be time to take up the question of spreading information about Cottage Grove broadcast over the United States. As these points are discussed the different phases of the work to be done will outline themselves and the club will find itself doing effective work in spite of itself, and with an interested and broadly general membership.

Every merchant in Cottage Grove should have membership in the Commercial Club of Cottage Grove. Whack the first proposal that smacks of politics—keep the work of the club impersonal and for the good of all and membership will come fast enough.

Aged Couple Go Traveling.

Rev. and Mrs. C. A. Wooley arrived home Monday from a visit at St. Louis. They left home about the middle of August and went via California, stopping at various points there. Then they visited relatives at their old home in Missouri. They visited the old home where Grandma Wooley was born and drank from the well on the old homestead. It was thought on account of the age of the venerable couple that they would not be able to stand the trials and hardships of the trip, but they came back strong and vigorous. Neither was in ill health during their three-months stay, and the entire trip was greatly enjoyed.

Has Fine Line of Trees.

John M. Nelson, representing nurseries at Louisiana, Mo., will sell trees of all kinds. Mr. Nelson came here a few weeks ago from California where he has had large experience in tree-planting and growing. Most of his attention will be given to apples, especially trademarked trees from the Louisiana, Mo., nurseries. Samples of the fruit will be shown and are expected to arrive by express within a few days. All farmers who desire to secure guaranteed trees for planting will do well to address Mr. Nelson at Cottage Grove. He will call and give detailed information as to the trees and proper instruction as to the planting and care.

Advertising News of the World. \$2.00

Advertising is what keeps the cash register clicking. It is only the short-sighted business man who neglects to keep in touch with advertising. The leading ad journal of Western America is Pacific Coast Advertising, published monthly at 228 Mercantile place, Los Angeles, one.

A subscription to this magazine will keep you thoroughly in touch with advertising developments and will give you many practical hints that you can turn into dollars. It treats advertising from a Pacific Coast standpoint. No free copies, single copy 20 cents, coin or stamps. Subscription \$2.00.

Elmer Doolittle in California.

Elmer A. Doolittle, whose absence caused considerable uneasiness on the part of relatives and friends recently is now at Placerville, California, where he is employed in a box factory. He shipped on a lumber schooner from Florence, Oregon. The vessel was twenty-one days in fog and becalmed off the Golden Gate, and it was on this account that he was not heard from. His parents, Mr. and Mrs. A. Doolittle, who live near London Mineral Springs, have had letters from him and are greatly relieved to know that he is safe and well, also his friends here are pleased to learn of his safety.

FOR SALE—1000 bushels selected Red Chaff seed wheat, direct from Walla Walla. COTTAGE GROVE FLOUR MILLS.

Telephone Lists Free.

The complete revised list of telephone subscribers issued by the Lane County Leader has been completed and is now ready for use of subscribers to the telephone system. They can be had at the office of the Leader or from David Griggs at the Modern Pharmacy. They are given away free. Call and get

ELECTION A QUIET ONE

Only Two Issues Involved, But Interest Ran High.

LANE COUNTY "WET"

Seven Counties in State Vote Prohibition—Electioneering on Both Sides of Mooted Question

Tuesday's election involved but two issues in Oregon—that of prohibition taking precedence in interest over the national issue of a presidency.

Theodore Roosevelt has been elected to serve as President of the United States by a majority of 343 votes in the electoral college.

Prohibition has been carried in seven counties of Oregon.

Lane county defeated the proposed measure by a not very large majority. It is evident that the subject will come up again for decision in the not distant future and it is reasonable to say that the issue is gaining instead of losing in popularity as evidenced by the vote cast.

In Cottage Grove there was an undercurrent of suppressed excitement throughout the day. Those opposed to prohibition were upon the streets working for votes quietly and diligently, while the advocates of "no liquor" were everywhere with equal diligence and confidence in their cause. A company of school children marched under a banner along the streets to close the saloons "for us" and was carried to the M. E. church where sandwiches and coffee were served and more than eight hundred white ribbons were distributed.

In effect the election is indication of a growing sentiment in Oregon for prohibition. This sentiment cannot be denied nor misinterpreted. It must be an issue in the future elections of Oregon—and will.

Whatever may be the outcome of the cases now pending involving the constitutionality of the law drafted by young Brough of Portland, and whatever may be the result of the cases yet to be brought in contesting the point in counties where prohibition has carried at this election, the showing made in favor of a state prohibitory law is a startling portent of what may be expected in future elections. The primal objection of the business men of this and other cities has been that the immediate adoption of such a law would unsettle finances both municipally and commercially—that it would leave Cottage Grove, for instance, bereft of annual income to the extent of \$3200. This is true, and in case prohibition had carried in Lane county, Cottage Grove would have been forced through her municipal body to levy a larger tax and to likewise levy additional tax upon merchants and others for the purpose of supplying revenues for municipal expenses. Be that as it may, there was shown a strong tendency to adopt prohibition as an expedient to the extermination of the liquor traffic, regardless of any financial embarrassment that might ensue to the city or the people of the city.

With this possibility in view, it will be well for the city authorities to provide against the possible adoption of prohibition as a policy by devising a source of revenue

For Sale

A mountain ranch, some rolling, mostly level or nearly so, half cleared and improved, balance timber. Must have purchaser. Inquire at office of LEADER.

FAREWELL BANQUET

Dr. George Wall Highly Honored by Members of Invenius Lodge, No. 48, K. of P.

On Wednesday evening after the regular session the members of the local lodge, Knights of Pythias, assembled around the banquet board spread in honor of Dr. George Wall who is soon to leave Cottage Grove with his family to reside in Los Angeles, California. The menu was composed of all good things and was heartily and thoroughly discussed by about forty gentlemen of the lodge and a few invited guests. After toasts to the order had been responded to C. J. Howard in a well worded speech presented Dr. Wall with a jewel of the order on behalf of the many friends he will leave here when he goes to his new home, and because of the high regard in which the gentleman is held by all who know him, as well as for his fidelity to and interest in the welfare of the order of Knights of Pythias. None about the board but added their testimony in spoken evidence of high regard entertained for the doctor and his family. The doctor had planned to go to Eugene and the affair was in the nature of a complete surprise to him. He was deeply affected by the evidence of regard and evinced his appreciation in no uncomplimentary manner. Many of the toasts were amusing and there was much and cordial good feeling throughout the evening. All wished the doctor health, happiness and success in his new home. The evening was one of rare enjoyment. There was turkey, cranberry sauce and many good things, most admirably served by that prince of good caterers, Tom Parker, whose genial good humor seemed undimmed by the defeat of that other Parker for the presidency. The doctor and his family all good things in their new home in the southern E. H. Rosenberg was toastmaster of the evening.

(Continued on 2d page.)

Boys for your Clothing,
Boys for your Sweaters,
Men for your Clothing,
Men for your Shoes
Men and Boys for your Underwear

WELCH & WOODS



Ladies for your Shoes
Men for your Hats
Ladies for your Furs
Men and Boys Overcoats

WELCH & WOODS

New Bank Building. Cottage Grove, Ore.