

Polk County Observer

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BY LEW CATES

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LET US REASON TOGETHER.

Not infrequently has The Observer urged the people of Dallas to "build a fence around the home dollar," presenting as comprehensively as possible the innumerable benefits to be derived from such procedure, but whether or not its sermonizing on this theme has been productive of good, only those who traffic in commodities can definitely determine. The facts in the case are incontrovertible. Every dollar spent in Dallas comes back to him who lets go of it, either directly or indirectly. The town grows, it supports better stores, more churches, better schools to which he can send his children, furnishes better near-at-hand markets for his products, and finally increases the very value of his land. As a good illustration, let us say that Dallas has a population of 2,500 and that the town's life depends largely upon its retail trade. If it secures the entire purchasing business it must of necessity grow rapidly. The enormous mail order houses send out their great four or five-pound catalogues describing everything under the sun. Suppose that instead of spending, say \$600 a year in Dallas each person in the community diverts fifty per cent of his trade from his home town and sends \$300 a year to the catalogue houses, it means that half of the business of the town is gone.

Suppose, for the sake of illustration, that there are 750 families in Dallas. Three hundred dollars a year in trade from each means that \$225,000 annually is taken from the home town. In the course of ten years this means \$2,250,000. Averaging the profit on this vast amount at twenty per cent, it means that in a decade's time \$450,000 profits are sent to concerns who have no interest whatever in us or our town. Now, on the other hand, should the 750 families used as an illustration, instead of sending their money to foreign places for goods, give all the trade to Dallas its business would be immediately doubled, and with twice the employment for people in the commercial field. Year after year the profits made by the merchants would be retained in the town, would seek investment in starting new industries and at the end of the ten-year period there would be a remarkable change for the better and all lands would be materially enhanced in value.

Calculating on the same basis, it can be plainly figured out that the individual farmer who would divert his trade to some other foreign city in the course of ten years would send away \$3,000. If it were possible that he could save 10 per cent on this amount, in ten years' time he would save \$300. His only compensation would be a poor home market and little increase in the value of his real estate holdings. On the other hand, by giving his patronage to the home town, even though he must pay the merchant 10 per cent more than the foreign house, the result would be like this: On account of increase in farm values 160 acres of land worth \$10 more per acre, \$1,600; or, \$1,300 better off in ten years than if he gave half his patronage to foreign concerns. His home town is a lively one, all public improvements, all modern conveniences, high schools to which he could send his children cheaply, good churches and everything that can add to the comfort and happiness of its residents, and those who reside near it. Notwithstanding, that the farmer's land is enhanced in value, his taxation will be but little greater, as the business interests of the town will pay the burden of taxation, and the amount of each tax-payer will be less in proportion to carry on government.

While the country household, in looking over one of the big catalogues and sending an order for \$50 worth of goods, may be able to figure out an immediate saving of \$5 or \$8, even after they have paid the freight, there is no question as to the final

outcome, if the practice is persisted in by all the people of any particular locality. The home town will suffer, the home market will fail to increase as will also the value of the farm lands. Undoubtedly the catalogue houses can sell goods cheaper than the average country store, for they do a cash business—you send on your cash with your order. There is no risk in the catalogue or mail order house business. Possibly if you arrange to do business on the same basis with your country merchant—cash down with your purchase—you could get as favorable prices. Every community which is imbued with the spirit of building up its own industries and of supporting its home town with local pride, is sure to be the most prosperous; there can be no gainsaying this fact.

FARM HELP PROBLEM.

The government has been called in to help provide emergency help to harvest the crops. Kansas alone wants 40,000 men for its winter wheat. This is a reminder that the problem of finding good agricultural labor is a pressing one and grows more so.

The farm hand has been in the past a very sturdy and dependable type. As featured in the rural dramas, he looked rustic and stupid. On an average, though, he had fair intelligence, and no end of capacity for day's work. He was not very ambitious, but was gifted with a philosophical temperament. He and the hired girl ate at the first and only table with the family, the food was good and abundant, he was sure of his future. As he spent little for clothes, and nothing for amusement, he usually had a fair savings bank account.

It would appear, however, that this class of farm help is fast becoming obsolete. Every year it is growing increasingly difficult for the farmers to secure steady and reliable help to aid them in their work. In many localities foreign speaking help is about all that is to be had. If one of this class is sent for a rake he is apt to bring back a monkey-wrench, but there is nothing else for the farmers to do than put up with these little annoyances. And even these immigrant farm hands do not, as a rule, long stay in the class of employed. If they have a little intelligence and push, as soon as they can save enough from their earnings, they manage to secure a piece of land, giving a mortgage for the balance due, and become their own boss. Also they invariably prefer to remain in the company of their own people. One is rarely contented unless there are others speaking the same tongue near by.

The department of agriculture should not look at this as any mere temporary problem of harvesting the present crop of wheat and corn. It is a situation that the farmer finds more and more difficult to meet, and one that calls for thoughtful and practical study.

WE'RE FORGING FORWARD.

While other cities in this section are shouting themselves hoarse over their "wonderful progress," Dallas continues to saw wood, and is enjoying its full proportion of prosperity. Important improvements are now under way, while others are in contemplation with more than a fair prospect for successful consummation at an early date; the sound of the saw and hammer is heard; new people are arriving with the idea of building for themselves and families permanent homes in city or country; the pioneer is awakening to the new order of things and old forces and new forces are joining in making Dallas the best town, all things considered, in the coast country. The younger element is in the business saddle and those few old-timers who believe in letting good enough alone must either join the procession or be caught in the crush.

ONE WAY TO HELP.

The Observer, without being egotistical, believes that this publication stands for something more in the lives of its local readers than the average newspaper does. We expend no inconsiderable amount of energy to bring about this feeling. It also prizes itself in the thought that its readers, as a whole, are among the most intelligent and discriminating to be found anywhere, which gives substantiation to our opening words. But there is a feature of the newspaper business little understood by the layman. We refer to the financial side; the side that brings grey hairs prematurely to the responsible head.

The subscription end of a publish-

WILSON RULE A FAILURE.

The failure of the democratic administration to meet the expectations of the public and the apprehension felt in the business world as to the immediate future is the subject of a remarkable editorial in The Outlook. Following is the substance of it:

"Business is disorganized. New enterprises are not begun; old enterprises are curtailing their business; willing workers are laid off; every morning newspaper reports the cry of the unemployed; dividends are reduced or passed altogether. The crops are promising; conditions demand prosperity. But business is not good; prosperity is conspicuously absent. Why?"

"Mexico does not want war; the United States does not want war; and yet we are in a state of restrained war with Mexico. American property has been looted; scores of American citizens have been killed. The American flag has furnished no protection; for protection Americans have fled to the English and German flags. The hostility of the Mexicans to the United States is increased; their respect for the courage and efficiency of the United States is diminished. That our relations with England, Germany, and Spain are not more seriously strained is due to their unparalleled patience. That we are not embroiled in actual warfare with Mexico is due to the kindly offices of our South American neighbors. No one wants war, and yet we are on the edge of war. Why?"

"We have had the responsibilities and duties of sovereignty thrust upon us in the Philippines. We have fulfilled those responsibilities and performed those duties with notable success. We have substituted law for anarchy, and a domestic government partially representative for a foreign government wholly despotic. We have subdued hostile tribes, made life and property safe, banished epidemics, established a public school system, built good roads, promoted commerce and industry, and furnished protection to a helpless people from foreign aggression. It is now proposed to acknowledge ourselves unable to continue that protection without aid and to invite Japan and Great Britain to share with us in furnishing it; to abandon the attempt to protect the peaceful citizens from the ignorance of the many and the misgovernment of the few, and to leave this people unaided to struggle their way as best they can from childhood to maturity. Why?"

"The answer is simple. This democratic administration does not believe in a strong government. It is afraid of a strong government. It fears that the strong government will be a despotic government. It seeks refuge from that peril in weakness. It confronts great industrial organizations. It does not believe in making the government strong enough to regulate such organizations and compel them to deal justly with the people. It therefore endeavors to disorganize these business organizations and convert each one of them into two or more competing rivals. Business is disorganized because it is the avowed policy of the present Democratic administration to disorganize business.

"Mexico is torn by contending factions neither of which recognizes the necessary conditions of peace or the modern laws of war. This Democratic administration does not believe in maintaining a government strong enough to say to both factions: The laws of war toward non-combatants must and shall be obeyed. So it looks on appalled but inert while bandits plunder and assassins murder. It will persuade, but not enforce; it will intermeddle, but not intervene.

"It looks across the ocean and sees an island people under the protection of the American flag, learning under American tuition the lesson of self-government. But it does not believe that the United States government is or should be strong enough to protect and instruct a people on the other side of the globe. It believes that this nation neither has or ought to have the power to complete the task which it has begun. It therefore proposes that the United States enter into one of those entangling alliances with foreign nations against which Washington warned his countrymen, pay for this alliance by disavowing the right of the United States to control the right of the United States to control the canal built by the money of the United States through the territory of the United States, and then pull down our flag in the Philippines and retire, with confession of our weakness, from our uncompleted undertaking.

"It is sometimes said that it makes little difference what men believe if their characters are good. No one questions the character of President Wilson and his advisers. Their intentions are excellent; their spirit is patriotic. But they believe that a strong government is perilous to individual liberty, that in weakness is safety. It is this belief which has invited disaster at home, brought dishonor in Mexico, and now summons us to retreat from the Philippines. Consistently applied, it would withdraw our flag from Hawaii and Porto Rico, abandon our protectorate in Cuba, and transform the Panama Canal into an international highway, owned, regulated and policed by an international commission.

"The American people have the opportunity this fall to elect a house of representatives which believes in a strong government—able to control the great industrial organization at home, able to protect persons and property in Mexico, and able to carry to a splendid consummation the national work so splendidly commenced in the Philippines. It is for them to decide whether the policy which in fifteen months has brought us to the present conditions, at home and abroad, shall be continued or halted now and in 1916 reversed.

"The Outlook believes with Alexander Hamilton that 'an energetic government is necessary to the safety of the union.'"

ing business, whether that business be large or small, is a comparatively small item in the cost of production. The advertising columns must pay the greater part of the reading matter cost, therefore the more liberal the advertising the better the newspaper. The intelligent advertiser has lived ways whereby to determine the value of a publication before he places his order for space, but the final test comes by tracing sales and inquiries to the medium which made the impression on the buyer or inquirer. And that's where every public spirited citizen who would continue to have the largest semi-weekly newspaper in the state, outside of Portland, right here in Dallas can be of value to The Observer. And when you help The Observer you are helping Dallas.

From its rapidly increasing subscription list we assume that you, dear reader, like The Observer, and want to see it succeed and become even better than it now is. It will cost you nothing in money to lend it your aid in making it better—just loyalty and thoughtfulness.

When you have occasion to purchase anything carried by local dealers, please read The Observer's advertising columns, and finding what you want buy from the advertiser, remembering that a small part of the money you pay the merchant goes to The Observer. If the dealer knows that this paper has helped in bringing your order to him he will appreciate the fact that we have earned the mon-

TIME BRINGS CHANGES.

A venerable churchman and esteemed citizen of Dallas, according to his statement to the writer, prefers "the old-time way of expounding religion" to that of the present day, which recalls that, as there have been changes in the manner and method of the pulpit, so there have been changes in the minister. There was a time, even within the recollection of many who still inhabit this great globular wad, when the minister stood aloof from the people. The pulpit from which he expounded the gospel was high above his fellowman, and when he mingled among members of his congregation it was in the performance of his accustomed pastoral calls, during which he propounded many questions about the personal religious experiences of his subjects and tortured the children by testing their knowledge or memory of the Catechism. The high pulpit is a thing of the past, much to the comfort of the people in the pew; the periodical pastoral call of the olden time lingers

largely in memory and all for good.

There was likewise a time when the pulpit was the informing agency in the life of men, but today, in the presence of the respectable press, the magazines, the lecture platform, and hundreds of other telling agencies, knowledge is materially increased and men learn things for themselves. The pulpit no longer has a monopoly on general intelligence. An element in the power of the former pulpit was its dogmatism. Today the dogmatic pulpit is weak. Men resent the pulpit that attempts to speak ex cathedra. They accept its utterances not because of or according to its dogmas, but because of the reasonableness of its utterances, their fidelity to the scriptures and the sincerity of the speaker. But however marked be the changes in the relation of the pulpit to the people, it has not lost, but has increased its power within the people.

With these physical changes in the attitude and relation of the minister to the people, he is no longer a man apart from the common, every day life surrounding him. He is both minister and man. The sacerdotal has given place to the service-rendering minister. If he has passed beyond the awe of the people, he has passed into their use. He has not only their greater respect and reverence, but he has their confidence, esteem and love.

RETURNING TO THE FOLD.

Indiana, the old doubtful state, which for years has been regarded as the barometer of any approaching political change, is pointing emphatically to republican victory this fall. Carried by republicans in recent years in which they were successful, it swung so strongly democratic, two years ago, that it wiped out the entire republican congressional delegation which had been so prominent in the nation's affairs. The recent primaries in the Hoosier state tell a plain story than can well be expressed in words of the direction in which the Indiana political tide is drifting and drifting rapidly. The primary vote revealed almost startling republican gains and corresponding progressive and democratic losses. Perhaps the most significant feature of the result of the primaries this far is the terrific slump in the Bull Moose vote.

"Japan is practically bankrupt, both in morals and money," remarks one writer. A rather bad situation, sure enough. For while you may mend finances by borrowing or saving, it is not so easy to correct defective morals.

It costs eight cents a word for the news reports which are sent from Vera Cruz to the papers of this country. But no one would begrudge the price if the reports told of anything worth while.

Suffragist leaders again are pressing members of congress for the passage of equal suffrage constitutional amendment. As if the poor, overworked members of congress are not facing troubles enough already.

Dallas continues to grow and prosper, notwithstanding the efforts of the knocker to retard its progress. New buildings are in course of construction in all sections of the town.

Dallas welcomes its chautauqua visitors, and hopes and trusts that they will enjoy the entertainments provided for their edification.

Nine aviators were killed during a mimic war in the air near Vienna. The real thing would scarcely be more deadly.

The last day for June weddings.

At last we have come to official summer, and if the weather man has anything nice in stock he should trot it out.

If you have not already attended the chautauqua do it now.

The saying that "great minds run in the same channel" is more forcefully impressed upon us as we peruse the editorial columns of our exchanges. There are altogether too many self-constituted "commissions" working the country press.

While the women have the right to vote and do take an active part in the elections in New Zealand, they do not care for office holding.

London has a detective agency managed by a woman, with 12 sleuths under her.

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COMMITTEE.

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