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in PLOWS buy



The farmer who buys either the New Deere Gang or Sulky Plow gets absolutely the finest, most servicable implement of its kind ever produced. Before buying such a tool you'll want to know how it's built, how it works and what it will do for you. As to quality of the material and workmanship the name Deere on it is a sufficient guarantee for you on those points. For ease of operation and light draft the New Deere will be a happy surprise to you. The many new features which enable the operator to do work with it he never could do before, with a sulky or gang plow, are marvels of simplicity and effectiveness. It takes a whole book and a lot of illustrations to explain them all, and we know you will want to read the book.

We feel sure we have just  
what you want in  
wire fencing

| DISTANCE BETWEEN<br>BARS - INCHES |         |         |
|-----------------------------------|---------|---------|
|                                   | 12 BARS | 58 INCH |
| 8                                 | 11 BARS | 50 INCH |
| 8                                 | 10 BARS | 42 INCH |
| 6                                 |         |         |
| 6                                 | 8 BARS  | 30 INCH |
| 6                                 |         |         |
| 6                                 |         |         |
| 5                                 |         |         |
| 4                                 |         |         |
| 3                                 |         |         |
| 3                                 |         |         |
| 3                                 |         |         |

# WINEGAR & LORENCE

Monmouth,

Oregon

## LOCAL AND STATE NEWS

L. V. Macken was a Dallas visitor last Sunday.

The man who says he is merely living in the town is merely living on it.

Brown & Sibley, attorneys and abstractors, 610 Mill Street, Dallas, Oregon.

Try to say a good word about the town and it will soon be a habit, not an effort.

W. W. Ashby of Portland, representing the Warren Paving & Construction Company, was a Monmouth visitor Tuesday and Wednesday.

Mr. and Mrs. Orvil White and son, Beryl, will leave for Tillamook Sunday to make their home where Mr. White has accepted a position as cheesemaker.

Prof. W. S. Brown of O. A. C. was in Monmouth Wednesday and delivered a lecture on pruning at the State Normal. He also visited several orchards in and near Monmouth while here.

### EGGS FOR HATCHING

Well now is the time to be figuring on setting those hens for early chicks. If you favor the heavy breeds I can furnish you eggs for hatching from two especially mated pens of Barred Rocks of the famous O. A. C. laying strain.

One pen is mated with two choice male birds direct from the O. A. C. farm and the other pen with two choice male birds of my own raising.

I have decided to change the price of these settings to \$1 for 15.

A. H. CRAVEN,  
Monmouth, Ore.

### "Business Doctor" Tells Why Oregon Plants Fail

University of Oregon, Eugene, Feb. 29. — Five reasons why there have been many failures among factories in Oregon were stated by Fletcher Linn of Portland to students in the State University school of commerce. The reasons were:

Lack of capital; bad accounting; too little collecting and too much buying; poor locations; bad organization.

Mr. Linn is a business organizer and an efficiency expert—sometimes called a "business doctor." He is a member of the board of advisors of the school of commerce. He emphasized good accounting. "Many worthy enterprises fail because the owner does not know how to make out a financial statement of sufficient accuracy and in sufficiently good business form to produce backing from a bank. Vest pocket accounting is successful sometimes, but not usually," he said.

Legitimate enterprises are much hampered these days by the remembrance of the many "wildcats" that have been floated in the state, Mr. Linn says. Even reliable companies in first-class financial condition and with a going business are often unable to get capital for enlargement because swindlers of recent years have destroyed public confidence.

Two fundamental requirements for success in business in Oregon today are righteousness and business training, said Mr. Linn.

### Dropped to Second Place

"Well, I'll be switched!" remarked a San Joaquin rancher the other day, as he gazed at the census report, "farmers have dropped to second place as employers of labor."

"In 1910 there were 6,340,357

farms in the United States, which, together with their improvements, were valued at \$34,681,507,000, a pretty big sum, and we paid out for labor that year \$645,612,000.

"But here is another report which shows that in 1914 the railroads of the United States paid out for labor the sum of \$1,373,422,472, or more than twice as much as was paid for all the farm labor in this country. This report also shows that the average pay of an engineer is \$1,775 a year and of a conductor \$1,533. Cousin Bill, who as you know runs an engine out of San Francisco, told me when I was at the Exposition that he worked only about twenty days in the month and a day was only about one-third of what would be a day with us here on the ranch, and that his pay check was usually bigger than that of the governor of some states.

"I thought, when railroad officials said they were the greatest employers of labor, and therefore that injury to the railroads was bound to affect business interests of the whole country, they were just talking for effect, but with an army of 1,695,483 employes and a payroll more than twice as large as that of all the farmers of this country, I am forced to change my mind.

"Why, that is over three times what we pay our hired man, John, and he works about twelve hours a day and works every day. May be if the railroad companies make their men work like we farmers make ours, the farmers would not have to take second place as the greatest employers of labor."

Tatting done by the yard enquire Mrs. J. B. Sowash, Herald Office.

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Surplus & Undivided Profits, \$18,000.00

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W. E. SMITH, Cashier.

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