

INDEPENDENCE ENTERPRISE

CHARLES EDWARD HICKS

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W. S. Gearhart, state highway engineer of Kansas, who recently returned from an inspection tour through the southwestern part of that state, says the county commissioners in that part of the state believe in permanent roads and permanent bridges. Mr. Gearhart is well pleased with the results of the experiment in road building through the sand hills near Garden City.

"A little more than a year ago," he said, "the commercial club and the county commissioners requested the office of public roads to send a man out to investigate possibilities of improving this road. Mr. Spoon, the sand clay expert, made them a visit and found that there were large deposits of gypsum all along the road. Tests were made on the gypsum, showing that it would make a good binder for the sand. The people decided to construct 700 feet of road under the direction of Mr. Spoon, and it was so satisfactory that they have now finished six miles of road at a total cost of \$3,500. The 700 feet constructed first is smoother now than the remainder because the sand and gypsum were thoroughly mixed by plowing, disking and harrowing. The remainder was constructed by placing six inches of gypsum on the sand for a width of twelve feet and then a few inches of sand were placed on top of this and left for the traffic to do the mixing.

"It requires about two years to get a road in first class condition when constructed in this manner, but it is much cheaper than the other construction. Hot, dry weather is the worst enemy of this type of road, but despite the drought it is now in excellent condition and compares very favorably with the best macadam roads. The surface is hard and smooth and shows no signs of wear.

"The only complaint any one has to make is that the road is so smooth that locks must be placed on the wagons so that they can be safely taken down the hills. Some still refuse to get a lock and in going down drive with one wheel out in the sand and the other on the hard road. One year ago the sand on the road was so bad that people living ten miles south of Garden City, just beyond the hills, hauled their

grain forty miles south to a railroad station, while at present grain and produce are being hauled twenty-eight miles north to Garden City.

"It is a place to go to be 'shown' if one has any doubt in his mind about the possibility of successfully constructing a sand, gypsum or clay road."

There are several reasons why the profits of the small retailer are not larger. A study of his methods reveals, in the first place, lack of system. Operating expenses are not figured down to the nice point arrived at in large department stores. He does not always know just how much it does cost him to do business, and consequently his margin of profit is often too narrow. Sometimes the absence of competition begets reactionary methods. He falls into a rut. Stocks are allowed to accumulate until changes in fashion necessitate sharp price concessions on the old goods, reductions that are not always met by commensurate provisions in the price standard of the new goods. The possibilities of the show window are more generally neglected than otherwise, while store interiors seem dead and uninviting.

The small country merchant, however, is not always asleep to his opportunities. Occasionally—perhaps often would be better—one is found who has built up a very profitable trade from most modest beginnings. He need take no backwater from even the big city department store men.

One of the big hardware houses of the country issues the following:

"Queer thing this reputation. It takes tolling and molling to get it, takes singleness of purpose and capacity to resist temptation to cheapen, but once you've got it its value is transcendent and can't be computed in dollars and cents. How infinitely better it is to build on a foundation of quality and worth than to chase the will-o'-the-wisp of cheapness, which leads you into bogs and swamps!

"But my trade won't pay the price," wails some timorous soul. Your trade, dear man, is what you make of it. If you insistently talk quarter tea and ten cent brooms and five cent brushes and ninety cent apples and

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These stoves are made of heavy boiler plate lined with fire brick — they require no masonry to be installed — every inch of these stoves is heating surface — they are made in all sizes

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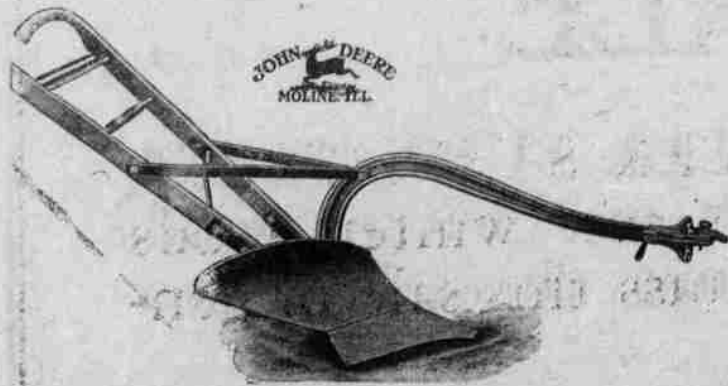
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We have the walking plow, the gang and the disk. We also have the steam plow, made by the John Deere people. We have everything in the line of farm implements.



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The Kentucky grain drills give the best of satisfaction to all users. We have the disk, both single and double. We have the hoe and shoe drills of this make. We are Polk county agents for Monmouth, Airline and Independence.

WINEGAR & LORENCE

MONMOUTH, OREGON

JOHN DEERE BUGGIES ARE ALL RIGHT

fifteen cent oranges how in the name of common sense do you expect the trade to ask for anything else? Try the other. Talk quality, emphasize worth, lay stress on inherent goodness and watch the result. Cut loose from cheapness, for you are leaning on a broken reed that will give you a bad fall one of these days. Profit and prestige lie in selling good goods. Is any feeling so all satisfying as the consciousness that your name stands for the best—for quality?"

Now is the time when candidates who have been smiling and kissing the babies during the primaries campaign are witnessing the paying over of their expense accounts by the idle and curious. Must be a pleasant sensation to the business sense of these gentlemen. Fortunate that these items will receive notice by few of the newspapers of Oregon.

Fruit of Umatilla County

The Milton-Freewater district is turning off a fruit crop that will reach a total value of \$300,000. This is more than that section has ever before produced. Not only were crops of all fruits heavy but the quality was high and the prices secured were excellent.

Eastern Oregon's Mining Congress

Sumpter will hold a mining congress October 20 and 21 that will attract attention from mining men from all districts of the state as well as many from nearby states. There is considerable revival of mining in the Sumpter district particularly and on this account there is a great deal of interest in the coming gathering.

Ferry Is Ordered Closed.

The inter-county ferry at this place across the Willamette river was closed by order of the county court the first of the week, owing to the ferry boat being in a dangerous condition. It is understood that a ferry boat belonging to the county, which is lying at some point up the river will be brought to Independence and put on duty in place of the crippled one.

Genuine Bargain

We have a beautiful Smith & Barnes piano, in fancy figured walnut case, which was shipped in to In-

dependence by mistake. This instrument of the ministers and elders in ment is absolutely new and in perfect attendance at the meeting of the condition. We will either rent this Presbytery. We were thus enabled piano, or sell it at a substantial re- to care for some forty-five or fifty duction. Make us an offer. Whole- visitors, and all were hospitably en- sale Dept., 15th and Pettygrove Sts., tertained.
Portland, Ore. 1311 H. CHAS. DUNSMORE, Pastor.

Card of Thanks

Read "The Spirit of Idaho" by Arthur W. North, and "Greater Than Vary Presbyterian church, I wish to Gold" (The harnessing of western rivers), by Clayton M. Jones. In Octo- express our appreciation of the kind- ness of so many friends, in throwing ber Sunset Magazine, now on sale open their homes for the entertain- on all news stands, 15 cents. 18-20



THIS is the famous Presto Collar OVER-COAT

as made by the

International Tailoring Co. of New York and Chicago.

Note The Collar.

You can wear it both ways. The figure to the left shows the collar down like an ordinary overcoat, but instantaneously you can change it to look like the figure in the oval. It is like having 2 coats in one.

SPECIAL NOTE. The Presto collar is a patented device used on many grades of overcoats, so be careful to order International tailoring. The name "Presto" does not protect you against inferiority of tailoring. International tailoring ONLY does THAT.

O. A. Kreamer

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INDEPENDENCE, OREGON