

The Times-Herald.

Has The Largest Circulation Of Any Newspaper In Harney County.

JULIAN BYRD, Manager

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Saturday, January 24, 1920

Commends Progressive Stand

(Contributed)

The Times-Herald, in its issue of Jan. 10 in its very interesting account of the new order of things, the Irrigation projects and Elections called, struck a key note that the citizens of Burns may well take notice. Every person in the city is overjoyed with the favorable prospects and the results of the irrigating, both "wet" and "dry" lands, hold for Burns and Harney County. But as The Times-Herald warns that the modern improvements so long delayed in Burns must be given attention. If your new citizens are going to be a contented, happy people. There will be a large influx in the population attendant upon the irrigation and opening up of the lands for settlement. Then the people of Burns must be prepared to place within the reach of the people sanitary conditions a better lighting system, water should be placed in the homes. We are going to witness an era of progress, the one great need of the country, irrigation, is on its way and all other improvements should follow. Mr. Citizen back up the Commercial club in its efforts, make it your personal business to attend the meetings and take part in the doings. Back your City Council to the limit, let us secure better lights more modern homes to the comfort and health of all concerned. Be a constant booster for your city, do not hang back and whine, find fault and stop the wheels of progress by your opposition. Rather than hang back and find fault and insinuate that "they would not be after this thing if there wasn't something in it for them." In the words of a wise editor:

Cultivate the faculty of being a booster, of saying a good word for any good cause, for any good person who is forging ahead. Everyone can do that if no more. Don't begrudge a few cents or a few dollars that will bring comforts or material blessings to a community. The only difference between frontier life and that of thickly settled districts is that convenience have become a part of life in the latter.

It is showing poor judgement to say "We have done without this all these years and can get along yet." You live but once. Help make life worth living by boosting every good thing.

MAIL ORDER COMPETITION

We call our readers' attention to a very interesting and logical editorial in this month's National Grocer. It's good advice. Here it is:

The way the catalog houses get people in your city to send them orders is by asking them for their business. If the mail orders are larger than the orders from local grocers, it is because the mail order houses are better at asking for business.

Whether the mail order competition that affects you is the cheap sort or that of a high-class house in a larger city, it is to be met by asking people to buy from you, by asking them for their orders.

You cannot get out big catalogs like the mail order houses, but you do not need to do so. Those catalogs, even the grocery sections, contain countless items that are of little interest to your patrons. Those catalogs have to be made to cover the whole country. You can concentrate your asking upon the comparatively limited number of items that are of immediate live interest to your trade.

Ask your people for their business by advertising to them constantly. You can reach them every week, perhaps every day, in the local newspapers or by means of circulars or letters.

Don't get up one advertisement and send it out and stop and wait for returns. As soon as one piece comes out forget about it and get another ready. Keep them going all the time, time, flight after flight, and the mail order house will be forgotten because you are asking for trade so persistently and diligently that when there is need of your goods, the buyer's mind unavoidably turns your way.

If asking people to buy is the secret of the success of the mail order houses, there is no reason why they should have any advantage over you who are right there on the ground where you can keep in close touch with your public and ask them in person and in other ways not open to the big catalog house. Catalog houses work no miracles. You really have nothing to fear in their competition, even though they undersell you in a few instances.

If, as they tell us, the earth is as round as a ball, why is it we stumble over so many rough spots in life?

"Is there a Hall of Fame in America?" inquires an anxious one. Sure! Our office doors are open from 8 to 5.

Wood alcohol booze like whisky, will go—but not until after its victims have gone.

Bills Passed At Extra Session

(Continued from page 1)

ble-minded home.
H. B. 83, by ways and means committee—Appropriating funds for repair armory at Dallas.
H. B. 84, by ways and means committee—Providing appropriation for ex-service men's educational act.
H. B. 86, by Kubli—Providing for additional revenue for University of Oregon. Agricultural college and state normal school.
H. B. 87, by Graham and Bean—Providing funds for women's building at state university.
H. B. 16, by Hughes—To include state-owned lands in irrigation and drainage districts.
H. B. 28, by Thrift—To eradicate bovine tuberculosis and other livestock diseases.
H. B. 42, by game committee—Authorizing fish and game commission to purchase land for game farms.
H. B. 41, by game committee—Providing imprisonment as punishment for killing elk, mountain sheep, etc.
H. B. 37, Moore—Permitting member of legislature to serve on fish and game commission.
H. B. 38, Thompson—Regulating age for commission to feeble-minded home.
H. B. 13, Kubli—Relating to ownership of property within city limits.
H. B. 19, Horn—Fixing salaries of deputy labor commissioners.
H. B. 18, Horn—Relating to collection of fees for factory inspection.
H. B. 34, Thompson—Levying tax of 2 mills for elementary schools.
H. B. 57, military committee—Making impersonator of discharged soldier, sailor or marine unlawful.
H. B. 5, Gallagher—Providing for payment by state on irrigation and drainage bonds.
H. B. 38, E. E. Smith—Relating to salary of engineer of state highway commission.
H. B. 24, Coffey—Repealing hide inspection law.
H. B. 59, Gallagher—Fixing open season for game birds.
H. B. 27, Burdick—Relating to salaries of sealers of weights and measures.
H. B. 76, roads and highways—Relative to lease of sand, gravel, etc., in beds of navigable streams.
H. B. 60, Linn county delegation—Relative to salary of county school superintendent.
H. B. 79, Thompson—Prohibiting operation of dance halls outside corporate limits after midnight.
H. B. 49, Burnaugh—Fixing time for holding court in tenth judicial district.
H. B. 37, Thompson—Regulating dance halls outside city limits.
H. B. 51, Gallagher—Regulating irrigation districts.
H. B. 72, Gallagher—Regulating irrigation districts.
H. B. 72, McFarland—Regulating angling in Willamette River below suspension bridge at Oregon City.
H. B. 62, roads and highways—Authorizing highway commission to repair roads by force account.
H. B. 66, roads and highways—Authorizing highway commission to establish emergency fund of \$30,000.
H. B. 29, Edwards—To construct bridge across Nestucca river.
H. B. 28, by Mrs. Thompson—To provide new building at feeble-minded institution.
H. B. 77, by Horn—Providing for one-tenth mill tax levy for Oregon employment institution for blind.
H. B. 85, by road and highways committee—Relating to roads and weights of motor trucks on state highways.
H. B. 40, by Stewart—Providing for special election on May 21, 1920.
Senate Bills Passed in House.
S. B. 3, by Paterson—Dealing with parole laws.
S. B. 4, by Huston—Creating court of domestic relations.
S. B. 5, by Strayer—Relating to

registration of professional engineers.
S. B. 6, by committee on irrigation—Declaring validity of certain irrigation districts.
S. B. 7, by Multnomah county delegation—Relating to establishing of kindergartens.
S. B. 8, Porter—Relating to payment of indemnities for killing of cattle by state.
S. B. 11, by Multnomah delegation—Relating to financial aid for certain children.
S. B. 35, Orton—Licensing operators and drivers of motor vehicles.
S. B. 22—Relating to release of auresies.
S. B. 14, by Hurley—Relating to regulation of livestock of certain non-residents and corporations.
S. B. 33, committee on medicine, pharmacy and dentistry—Relating to practice of medicine.
S. B. 50—Relating to salary investigation.
S. B. 8, by Porter—Providing indemnities for cattle slaughtered by order of state veterinarian.
S. B. 37—Circuit judges' expenses.
S. B. 40, by Pierce and Smith—Relating to soldiers' aid.
S. B. 38, by Shanks—Salaries of supreme judges.
S. B. 19, Nickelson—Punishment of persons aiding prisoners to escape.
S. B. 45, Rittner and Shanks—Recording of discharge papers of service men free.
S. B. 23, by Baldwin—State banking examiners.
S. B. 13, by Nickelson—Relating to county assessors.
S. B. 62—To validate vista house contracts.
S. B. 34, by Mosler—Relating to attachments.
S. B. 30, by committee on roads and highways—Maintenance of highways.
S. B. 48, by Lane county delegation—Erection of monument appropriate to memory of world war.
S. B. 52, by Thrift—Roads in Coos county.
S. B. 54—Roads in Jackson county.
S. B. 55—Roads in Douglas county.
S. B. 56—Roads in Clatsop county.
S. B. 56—Roads in Polk county.
S. B. 17—Relating to fire insurance.
S. B. 68, by corporation committee—Extending corporate existence.
H. B. 74, by roads and highways committee—To provide funds to match federal appropriations.
H. B. 78, by game committee—Against new state game farm in Lane. Relating to payment of labor claims county.
H. B. 82, by ways and means committee—Appropriating funds for special session.
S. B. 18, by Norblad—Relating to port of Astoria.
S. B. 26, by Pierce and Smith—Aid to soldiers, sailors and marines.
S. B. 28, by Eberhard—Dealing with employment of aliens.
S. B. 53, by committee on judiciary—Straight party ticket.
S. B. 49, by Norblad—Foreign language newspapers.
S. B. 61—Relating to salaries.
S. B. 63—Fixing penalty for murder.
S. B. 64—Providing enforcement of death penalty.
S. B. 65—Providing penalty for treason.

Teach Marketing To Stockmen

(Continued from page 1)

calls for visits to the stocker and feeder divisions of the hog and sheep yards, on the morning of the third day. How a manager can assist in distributing thin animals of good quality to men desiring less than car lots is one of the subjects discussed. In the afternoon a final conference of managers is usually held, after which a packing plant is visited to see how different classes of hogs and sheep, previously graded, have "killed out."
Less Haphazard Shipping
The giving of this instruction to scores of stockmen in various parts of the country illustrates how rapidly the days of haphazard shipping of live stock are passing. Animals are handled in increasing numbers and mistakes on the part of shippers must be reduced to a minimum for they are costly. These courses are but one feature of a general trend toward better live stock marketing, which is receiving the support of progressive live stock interests and the Department of Agriculture. With the improvement of marketing methods stock raisers are sure to realize larger returns on their efforts. And a simplified, more intelligent marketing means that goods can be delivered at less cost to customers.

Oregon Life Extends Its Territory

Mrs. May V. Eggleston arrived here Thursday morning from Portland where she had been to attend the annual convention of the Oregon Life Insurance Co. agents. She returns well pleased with the result of the convention as her company has decided to add more territory and she is to have charge of a most attractive field which is added to her present territory. The Oregon Life is going to branch out into the neighboring states of Idaho and Washington and Mrs. Eggleston is to have Boise and the surrounding territory which includes Ada and Canyon counties. As soon as school is closed here Mrs. Eggleston expects to move to the suburbs of Boise where she will buy an acreage for a home. She is going to have her son Alex associated with her in the solicitation of life insurance and her parents, Mr. and Mrs. A. Barron are also to be of the household, or live on the same tracts with her. She is planning big things for the coming year and expects to make good. Her many Burns friends will be sorry to have her remove from here but are certainly pleased that she has such excellent prospects.

Yes, "truth is mighty and will prevail!" But when?

At any rate, the Reds do not appear to be tarred with the same brush as some of our friends at Washington. They are not yellow.

HAVE YOU BEEN ENUMERATED?

If not, or if you have any doubt, fill out this coupon and mail to

W. A. TERRALL, SUPERVISOR OF CENSUS
WASCO, OREGON.

On January 1, 1920, I was living at address given below, but to the best of my knowledge I have not been enumerated there or anywhere else.

Name
Street and No.
City

Feeders, Attention!

We have just received new stock

COTTONSEED CAKE

NUT SIZE

Analyzing 36% Protein
And . . . 42% Protein
CAN MAKE IMMEDIATE DELIVERIES

WIRE OR WRITE

Swift & Company

Animal Food Dept.

NORTH PORTLAND, OREGON

SERVICE ? for GARAGE SERVICE SEE PAGE 8

Save Your Eyes



Eye strain causes headaches, nervousness and other troubles. I fit glasses accurately and scientifically.

All Work Guaranteed.
MAURICE SCHWARTZ
Optometrist
Office with Dr. B. F. Smith

Stop that Cold

If not checked at once it may lead to a protracted sickness.

Our cold cures do the work. A dose or two, and you are O. K. again.

The Welcome Pharmacy

Words of Cheer

In these days of high prices, words of cheer are the ones you want to hear. We have them for you.

During the coming year we will use our utmost endeavor to discharge our deep obligation to our customers by effecting a substantial reduction on the price of every article we sell, where it is humanly possible to do so.

We can not control the prices in the wholesale markets, but we can and will continue to regulate our own profits in such a manner that customers will not only be amply protected, but will be actually favored in every sale we make.

We have no well rounded and glowing effulgence of thanks to hand you in a choice exhibition or rhetoric, but we do offer you our sincere gratitude for your patronage of the past year. It will be our pleasure to serve you even more acceptably in the year to come.



Burns Cash Store

"Some Men Don't Know It Yet" says the Good Judge

This class of tobacco gives a man a lot more satisfaction than he ever gets out of ordinary tobacco.

Smaller chew—the good taste lasts and lasts.

You don't need a fresh chew so often. Any man who uses the Real Tobacco Chew will tell you that.



Put Up In Two Styles

RIGHT CUT is a short-cut tobacco
W-B CUT is a long fine-cut tobacco

Everything for Everybody

Anything for Anybody

Two of the largest commercial houses in the United States some years ago adopted for their policy the slogan, "The customer is right," and have held squarely to it.

In every case, unless the customer was plainly endeavoring to put over a crooked deal, his view of a controversy was taken as right. These houses announce a loss of less than one-half of one per cent as a result.

To old customers of ours, it is useless for us to announce that this has always been our policy in business.

To prospective customers, the only thing we ask is that if they have a complaint they bring it direct to us, with the full knowledge that correction in each case will be promptly and cheerfully made, regardless of any loss that may result to us.

A pleased customer leaving this store means still other new customers coming to us later. You can reason it out yourself.

The above is again our policy for the year 1920.

LUNABURG, DALTON & CO.
BURNS, OREGON