

HALSEY ENTERPRISE
An independent—NOT neutral—news paper, published every Thursday, by WM. H. and A. A. WHEELER. Wm. H. Wheeler, Editor, Mrs. A. A. Wheeler, Business Manager and Local News Editor.

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HALSEY, Linn Co., Ore., July 27, 1922

MAIL ORDER BUSINESS

Fifty years ago, when A. Montgomery Ward, with a boy assistant, initiated the mail order business in a small room in Chicago, there was a big field for him to flourish in and flourish he did. There was no parcel post, and the wonderful transportation system of America was in its infancy, but Mr. Ward sent out honest descriptions of what he had to sell and one order led to another until the business occupied many-floored buildings, covering acres of ground and employing thousands of people, and the profits he and his partners accumulated reached far into the millions.

Competitors arose; in proportion as they followed his example and sent their customers exactly the articles described they prospered or failed. Some of these established branch houses in various parts of the country, but for a long time Montgomery Ward & Co., as Mr. Ward's firm was known, stuck to the original plan.

Mr. Ward is dead and the business in the hands of his successors has branched out as other mail order houses had done. Whether this is a good business policy is in doubt.

A person in the territory of one of the branch houses asking for a catalog gets not the great list of goods the parent house used to send out, with its descriptions and prices, but one from the branch with lists of articles alleged to be kept there and supplementary lists that may be had from the central house. How this works can be illustrated by a few instances:

A farmer far from town sent in a small order for a little over 100 pounds. In due course of time he received word that part of the goods had been sent from the branch house and part from the parent concern. When he had received them and paid freight on 100 pounds from each place, minimum transportation charge, his goods cost him more than they would have cost in the town to which he had to go to get the freight.

Another case occurred in Albany and was mentioned in the Enterprise at the time. With an incubator full of eggs, a man sent to a Portland house for a brooder, figuring that there would be plenty of time for it to arrive before he would need it. Then, with his chicks due to hatch in a few days, he got word that the branch house was out of stock and the brooder had been ordered from headquarters at Chicago. He went to the Murphy seed store and got the same identical brooder for less than the mail order price and saved his chicks.

A young girl in Halsey wanted a dress such as she could not find in town. She sent to a branch mail order house in Portland for its latest catalog and it came. She ordered from it just the dress she wanted. That was on the 6th of June and she expected to wear the garment at an affair that would occur in a few days. In about a week came a refund of her money. The dress was out of stock but would be ordered from Chicago if she desired. She returned the remittance and selected another number from the Portland catalog, thinking surely she would have that to wear on the 4th of July. But she didn't. A week or more later than that the money

came back again with a statement that in due time the dress would come from Chicago C. O. D.

Then the girl did what she might have done in the first place. She sent the money and a description of what she wanted to the Hamilton store at Albany, who advertisements appear in the Enterprise. She did this one day and received a dress the next day which gave her perfect satisfaction. The mail order house did it best, and returned the girl's money as promptly as the transaction could be put through the routine of its offices, but after more than a month's delay and disappointment it failed in its attempt to give the desired service.

Readers of this paper can find dealers in Halsey or nearby towns who announce their readiness to supply all ordinary wants. Read the advertisements.

There are settlers far from town who can get better service from a mail order house than in any other way. They go to town but seldom, and when they do go they lack the time to go from one store to another and search out the various articles.

Such a family, if it can have a catalog from a big central house, can sit down at leisure and make out a list of its wants and send an order and remittance. In due time notice comes that freight is at the depot. The settler can drive to town, load his purchases on his wagon in a few minutes and go home happy.

But nine of every ten, if not ninety of every hundred, in these days can get better satisfaction all around by patronizing local dealers than by sending abroad, if they only knew it.

At the Rogoway furniture store in Albany an Enterprise man on Monday found the proprietor looking at chairs in a Portland catalog. Mr. Rogoway pointed out several in the store exactly like those in the catalog except that his price in the store was from 20 to 30 cents lower than that in the city, to which freight would need to be added.

German officials guilty of cruelty and other crimes in violation of rules of warfare during the control of French and Belgian territory were turned over to the German authorities for trial on the promise that if guilty they would be punished. Few were tried and their trials were farcical. Now France says she will not withdraw her troops from German territory until those fiends are surrendered for trial in French courts. And she is right.

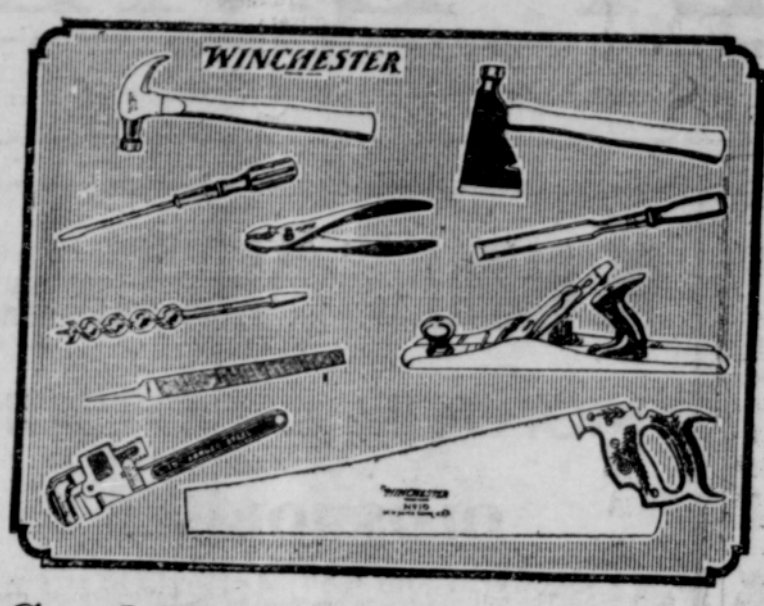
California highway authorities want \$65,000,000 this year for the repair of pavements that have broken down. Our highway commission hopes to complete its system of through roads in five years. By that time the repairs will probably cost as much in proportion to mileage as in California and the automobiles will be more than busy paying off the construction bonds and other taxes will have to be levied for the repairs.

If a man has been a member of the Oregon legislature during all the years when it has passed laws that have trebled and quadrupled our taxes, is that a recommendation for his election for another term? If he has been a member of the ways and means committee, which looks after the state's finances, is that a further recommendation?

Anti-prohibitionists boast that wet England has only one-tenth as many murders as dry America. It might be mentioned as a reason for this that England usually hangs murders and America does not.

Mr. Stanfield has this to his credit over the general run of United States senators: He did not sit in Washington and do nothing but talk there last few years.

THE WINCHESTER STORE



Good Tools for Fall Repairs

It's the little repairs which are neglected that hasten depreciation and pile up big repair bills.

Save money this season by doing the small repair jobs about the house or farm before the cold weather returns.

You will find a Winchester Tool made for accomplishing whatever work you undertake—a tool that makes the job easier for the amateur and adds to the skill of the experienced workman.

Made by the manufacturers of the famous Winchester guns, a Winchester tool has special steel correctly hardened and tempered, and many refinements of design and construction that stamp it a superior tool.



This pocket catalog of Winchester Tools is a very helpful handbook for the man who likes fine tools. Free for the asking at our store.

Which of These Winchester Tools Do You Need?

Winchester Nail Hammer—Forged from crucible steel that will not spread or crack. Full adze eye and interlocking wedges lock the head to the handle. Claws will grip and pull any headless nail.

Winchester Hatchet—Head drop-forged from one solid piece of high-grade steel. Bit carefully tempered and ground to a keen edge. Beveled nail slot gives sure grip. Second growth hickory handle. Half pattern and shingling pattern.

Winchester Pliers—Accurately fitting joints in position to give greatest possible leverage. Sharply milled teeth grip and hold. Several patterns of slip-joint pliers; also lineman's side cutting pliers and flat-nose pliers.

Winchester Auger Bits—Open center and solid center patterns. Bore through hardest wood without bending or splitting. Chips can't clog the open-center bit. Auger bit sets of 13 different diameter bits in canvas rolls or wood boxes.

Winchester Chisels—Made from a solid piece of crucible steel from tip of blade through the socket. Hickory handles, leather capped. Assortment of patterns and blade widths.

Cancer

Cancer is one of the most dreadful scourges of this country. It can be prevented but rarely cured. Dr. Bloodgood, a noted authority, gives the following advice, which, if universally followed, might stamp out cancer:

Cancer of the lip, tongue and mucous membrane of the tongue and cheeks attacks adults who use tobacco in any form and who have ragged, dirty teeth. The combination is the cause; and the combination is unnecessary.

Warts and moles and other abnormalities of the skin can be divided into three groups.

1. Those which should be removed at once, because they are of the kind which frequently develop into cancer.

2. Those skin defects, like little red birthmarks, and things like freckles, in which cancer practically never develops.

3. Those skin defects which should be watched and removed if they show any sign of growth, weeping or ulceration.

Cancer of the uterus attacks the mothers of our children. It is largely or entirely due to the neglect of the proper repair or healing of the injuries due to child-bearing. There is much evidence that cancer of the uterus is a preventable disease. It is certainly largely curable if recognized at once.

A lump in the breast of any woman over 25 years of age should receive immediate medical examination.

When you know you are sick in your insides, go to your family physician and demand a thorough examination with the X-ray and other laboratory methods.

A surface sore that is "ripe" is, if it should happen to be cancer, "ripe" for death and not for cure.

W. ARCHIE CORNELIUS WATCHMAKER & Jeweler
Expert workmanship. Watches and clocks a specialty.
HALSEY OREGON

F. M. GRAY, Drayman.
All work done promptly and reasonably. Phone No. 269.9

I. O. O. F.
WILDEY LODGE NO. 65.
Regular meeting next Saturday night.

W. J. Ribelin
Office 1st door south of school house Halsey, Oregon.
Dealer in Real Estate.
Handles Town and Country Property. Give him a call and see if he can fix you up.

WRIGHT & POOLE
LICENSED FUNERAL DIRECTORS
HARRISBURG LEBANON
Phone 35 Phone 15
Branches at
Brownsville, Phone 37C15.
Halsey Phone 166, Frank Kirk, Mgr

NOTICE OF APPOINTMENT OF EXECUTRIX
Notice is hereby given that the undersigned, by an order of the Superior Court of Linn County, Oregon has been appointed executrix of the last will and testament of T. A. Powell, deceased. All persons having claims against said estate are required to present them within six months from the date of this notice, with the proper vouchers, to the undersigned at her residence in Halsey, in Linn county, Oregon.
Dated and first published this 13th day of July, 1922. ROSA POWELL, Executrix Aforesaid.
AMOR A. TUSSING, Atty. for Exrx.

NOTICE OF HEARING OF FINAL ACCOUNT
Notice is hereby given that the final account of M. M. HUSTON as administrator of the estate of Joel B. HUSTON, deceased, has been filed in the County Court of Linn county, State of Oregon, and that the 7th day of August, 1922, at 10 o'clock A. M., has been duly appointed by said court for the hearing of objections to said final account and the settlement thereof, at which time any person interested in said estate may appear and file objections thereto in writing and contest the same.
Dated and first published July 6, 1922 M. M. HUSTON, Adm. Aforesaid.
AMOR A. TUSSING, Atty. for Adm.

NOTICE OF FINAL SETTLEMENT
Notice is hereby given that the undersigned has filed his final account as administrator of the estate of Susan Zigler, deceased, with the county clerk of Linn county, Oregon, and the county court has fixed Monday, the 14th day of August, 1922, at the hour of 1 o'clock p. m. of said day, as the time for hearing objections, if any, to said final account, and the settlement of said estate.
Dated this 6th day of July, 1922. W. G. CARTER, Administrator of the estate of Susan Zigler, deceased.
WEATHERFORD & WYATT, Attorneys for Administrator.

ROSCOE AMES HARDWARE
ALBANY THE WINCHESTER STORE OREGON

Halsey Meat Market
Dealer in
Fresh and Cured Meats
30 days' credit
FALK BROS., Props.

E. L. Stiff
FURNITURE EXCHANGE
RED STAR Oil Stoves
\$30 to \$75
Other Oil Stoves
\$15 up
Everything at bargain prices.
422 West First st., Albany, Oregon.

We make a Specialty of Friendship, Engagement and Wedding Rings
F. M. FRENCH & SONS
ALBANY OREG.

A. Peterson Practical Shoe Repairing.
Fine Dress Shoes a Specialty
501 Lyon st., Albany, Oregon.



Doing Fancy Work
is a strain on the eyes, but if you wear glasses especially made for you the strain is entirely eliminated. We grind lenses to your prescription, so they will be as required. Don't neglect your eyes. Let us examine them today.

E. C. Meade
Optometrist.
ALBANY, OREG.
Harold Albro, Manufacturing optician.

C. C. BRYANT
ATTORNEY AT LAW
Cusick Bank Building,
Albany, Oregon.

Amor A. Tussing
LAWYER AND NOTARY
BROWNVILLE, OREGON

SANITARY
Barber Shop and Baths
First class work guaranteed
A. M. GOLTRA

BARBER SHOP
Electric Haircutting, Massaging and Shampooing.
Cleaning and Pressing.
E. C. MILLER

Teachers Certified
One-year teachers' certificates were given to Linn county people at the state examination as follows:
Basil Hoey, Anna Heckcox, Ell Adams, Muriel G. Smith, Minnie Del Markart, Bessie Cairnes, Lillian Farley, Eva Weeks, J. H. Gambill, Frances Leavengood, Doris Leever, Aene Small, Mamie Karstens, Rachel Betts, Lorena D. Kizer, Orpha Carter, Martha Burkhardt, Florence Scott, Calla Dexy, Luella Jenkins, Mildred Rice, Vera Crane, Golda Warden, Carl Morris, Emma Matke, Gladys Thurston, Ralph McDonald, Laura B. Oliver, Vida Richardson, Almon Fitzgerald, Inez Smith, Borbild Olsen, Isabella Surrey, Sylvia Flo Young, Viola Fallar, James Bennett, Lillian Warmoth, Marion Allen, Ruby Ann Scott, Lettie M. Pratt, Anna Mayne, Alpha Durkee, Elsie Allen, Monica Michel, Margaret Michel, Vera McMaster, Dorothy Joslin, Fred Sipprell, Alice Cowling, Bessie Cowling, Erma Ellis, Irma Blackburn, Lucile Fellman, Nora Humphreys, Lena Schulte, M. S. Woodworth, Clara B. Lawrence, Mrs. Vera Whetstone, Mrs. Laura Blume, Bernice Faley, Mario Klages, Erica Moore, Mildred Parson, Zelma Groves, Alta Gilham and Martha Gilham.
A special one-year certificate was granted Mrs. Ella Worlev, E. L. Terrill of Brownsville, Fred Gallegly of Albany and I. V. Kane of Gates received five year certificates.

FOR RENT
400-Acre Farm
Pair buildings. Three miles from Halsey.
W. J. RIBELIN

FARMERS usually have an accumulation of articles no longer needed, or succeeded by better ones, which somebody would like to obtain. An advertisement of this kind, costing 25c, might find a buyer and convert what is now only trash into good **CASH**