

LOCAL REXALL DRUGGIST HAS BIG TIME IN FRISCO

Fred Dawson Attends International Convention and Writes About the Big Affair.

The well-known local drug merchant, Mr. Fred Dawson, who left town a few days ago to attend the Thirtieth Annual Rexall Convention of the United Drug Company, in which he is a heavy stockholder, tells, in a letter just received by the Democrat about the good time he is having in San Francisco where the "Rexallites" are meeting. His letter follows:

San Francisco, Cal.,
July 20, 1915

Dear Nutting:

We have great times here. Our Convention opened today, the 20th inst., with hundreds of prominent druggists from the United States, Canada, Great Britain, Bermuda, Hawaii and the Philippines, in attendance. Addresses of welcome were made by Governor Hiram W. Johnson of California, Governor David L. Walsh of Massachusetts, and President Louis K. Liggett of the United Drug company.

The most remarkable thing about this convention, next to its size, is the fact that while many of the druggists I meet are strangers, it makes no difference. We all wear identification badges showing our name and the name of the town we come from, therefore introductions are unnecessary.

When we are not listening to talks by big retail merchants, we are royally entertained. This afternoon, the ladies of the party were taken on a special trip to Mt. Tamalpais. Later we stockholders met with them at Sausalito, and all went for a boat trip around the bay.

Tomorrow will be our big day. The

management of the Panama Exposition have named it "Rexall Day" on their official program. We will see the sights of the fair and will "own" the whole show."

Thursday, the last day, there will be a motor trip for ladies in the afternoon, and we will close the convention in the evening with a grand Arabian Nights' Carnival in Hotel Normandie. For this event the whole ground floor of the hotel has been engaged. We will have special vaudeville performances and singing and dancing, not in one room but in many rooms, through which we can wonder as we like.

You can get an idea of the magnitude of this entertainment when I say that at similar events at out last year's conventions in Kansas City and Niagara Falls, cakes of ice were placed outside the windows of the hotel with electric fans blowing cool air into every room. At that time 3,000 paper caps and 3,000 fun-makers were required to supply the guests, while over a thousand people were employed, including entertainers, stage managers, scene painters, electricians, etc. This year everything is being run on the same big scale. Our souvenirs include six costly chests of silver, one for ladies and five for stockholders.

This whole convention impresses me, as I have never been impressed before, with the size of the United Drug Company. You probably know what the "Rexall Idea" means, but if you don't, you'll be interested.

The United Drug Company was formed thirteen years ago by Thomas K. Liggett. Beginning with forty of the best known retailers, he organized the United Drug Company and began to manufacture Rexall Remedies. The privilege of selling Rexall goods was given to only one man in each locality. No man was allowed to become a Rexall druggist unless his financial standing and character were above reproach.

In 1903 our business occupied one building with only 30,000 square feet

OREGON INDUSTRIAL REVIEW

Salem, July 26.—Ground has been broken for the new \$30,000 building at Monmouth Normal school.

Los Angeles purchases Eugene Brick Co. and will make high grade building and fire brick.

Eugene Woolen Mill resumes operation after shutdown for repairs.

Eugene—Contract let for Coast Fork Bridge across Willamette.

Hood River Manufacturing Co. of Hood River has organized to manufacture the Friday Electric Cooker, the Hood Richard Orchard Cultivator, and the Featherweight Spray nozzle.

Movement on at Canby to start cheese factory.

Warren Construction Co. receive contract to pave Virginia avenue in North Bend.

Hood River will have a free municipal swimming pool.

Wisconsin syndicate pays \$750,000 for timber land in Lincoln county.

It is planned to add about 7000 acres to the Klamath reclamation work this year.

Kendall Bros. announce actual construction on their \$800,000 railroad out of Roseburg will start on or before August 15.

Henry Struckmeyer, 33 years a resident in the Willamette valley, says crops here this year are best he has ever seen.

Oregon produced \$143,556 worth of coal in 1914.

Construction on jetties on the Siuslaw will begin this season.

A bow-facing oarlock has been invented by F. T. Livingstone of Salem which he says will revolutionize rowing.

Vast acreage of beaverdam land is being improved north of Salem by big drainage ditch.

Salem has built free swimming pool.

According to reports trains will be running to Coos Bay by Jan. next.

Contract has been let for erection and 40 carloads of machinery for the new Kendall Bros. sawmill at Roseburg.

A poll of more than 600 commercial organizations of the country the U. S. Chamber of Commerce on government ownership of merchant marine, shows 82 in favor of it and 698 against it.

The wagon road to Alsea connecting Eugene with Florence will soon be completed.

Voters of Oregon are going to be asked to vote \$10,000,000 bonds for good roads.

Card of Thanks.

To the people who so liberally patronized the sale at the Sanitary Grocery, we extend thanks. The venture was a success for us. Business was good all day. The patrons were good to assist us during rush times, which was greatly appreciated by us. The work was done by the socialist idea of confidence in each other's honesty. We have our money back and a nice supply of choice groceries for our own use as wages for our work. No word of dissatisfaction was heard from customers. The trustee considers our bid liberal compared with other bids received. Quite a lot of goods are left, ranging in articles from vinegar to candy, pickles to souveniers, which will be moved to our residence, where prices will be still lower.

N. TALBERT.

of floor space. Today, the United Drug company owns factories, mills, laboratories, warehouses and branches, all over the United States, Canada and Great Britain, and we require more than 1,004,000 square feet of floor space—or over 25 acres—to supply the public with Rexall Remedies, etc.

In addition to our big laboratories in Boston, the United Drug Company have branches in Chicago, St. Louis, Memphis, San Francisco, Toronto and Liverpool, besides a cooperative fire insurance company.

In 1903 there were 40 stockholders; today there are more than 7,000. To meet these men is a revelation, and you can tell all my friends that the ideas and new goods I've seen at this meeting have more than paid my expenses for the trip. I am coming home crammed full of plans for a big campaign, and am going to give the people of Albany such bargains and such quick service as they never saw before, even in the Rexall Store.

Yours sincerely,

FRED DAWSON.

OUR PUBLIC FORUM

IV.—F. A. VANDERLIP
On The Business of Banking



The farmers of this nation to come into their own must study business. We must, as a class, understand the fundamental principles that underlie every industry, its functions to society and its relation to agriculture for there can be no intelligent co-operation with-

out understanding. Mr. F. A. Vanderlip, president of the National City Bank of New York, when asked "What is a bank?" said in part: "The first and most familiar function of a bank is that of gathering up the idle money of a community, small sums and large, and thus forming a pool or reservoir upon which responsible persons may draw as they have temporary use for money. It is evident that this makes large sums in the aggregate available for the employment of labor and the development of the community. But much more is accomplished than the use of the money actually deposited in the banks, for by the use of drafts, checks and bank notes the efficiency of money is multiplied several times over. A very large business, for example one of the great beef packers, may use very little actual money; on one side of its bank account will be entered the checks and drafts it is daily receiving from everywhere in payment for meats, while on the other side will be entered the checks it draws in payment for cattle, etc., its only use of money being for small payments, to labor and otherwise.

If there were but one bank in a community and everybody paid all bills by drawing checks on that bank, and everyone receiving a check immediately deposited it in the bank, the amount of money in the bank evidently would not change at all and the entire business of the community would be settled on the books of the bank. And the situation is but slightly changed when there are several banks, for they daily exchange among themselves all the checks they receive on each other, which practically offset themselves, although the small balances are paid in cash. This is called "clearing" and in every large city there is a "Clearing House" where representatives of the banks meet daily to settle their accounts with each other.

A bank is constantly receiving from its customers, particularly those that are shipping products to other localities, drafts and checks drawn on banks in other cities, which it usually sends for deposit to a few correspondent banks in the central cities with which it maintains permanent accounts. In this way these scattered credits are consolidated and the bank draws upon these accounts in supplying customers with the means of making payments away from home. As each local community sells and buys about the same amount abroad in the course of a year, these payments largely offset each other. It is evident that the banks are very intimately related to the trade and industry of a country. The banker is a dealer in credit much more than a dealer in money, and of course his own credit must be above question. He exchanges his credit for the credits acquired by the customers, and lends credit for their accommodation, but he must conduct the business with such judgment that he can always meet his own obligations with cash on demand. This is the essential thing about bank credit, that it shall always be the same as cash."

OUR PUBLIC FORUM

V.—E. P. RIPLEY
On Relations of Railroads and People



The industrial leaders of this nation are talking to the public face to face through the columns of this paper. The time was when if a corporation had anything to say to the people they sent a hired hand, whispered it through a lawyer or employed a lobbyist to explain it to the legislature, but the men who know and the men who do are now talking over the fence to the man who plows.

When the leading business men of this nation get "back to the soil" with their problems, strife and dissension will disappear, for when men look into each other's faces and smile there is a better day coming.

Mr. E. P. Ripley, president of the Santa Fe Railroad, when asked to give his views in reference to relations existing between the railroad and the public said in part:

"Frequently we hear statements to the effect that these relations are improving, that the era of railroad bailing has passed and that public sentiment now favors treating the railroads fairly. As yet this change in public sentiment, if any such there be, is not effective in results. It is true that in the legislatures of the southwestern states during the

past winter there were fewer unreasonable and unreasoning laws passed than usual, but a consideration of the hostile bills introduced shows that there is still reason for much disquiet even though they were defeated by more or less of a majority.

Moreover, the idea that the railroads have been harshly treated does not seem to prevail in the offices of the State Railroad Commissions which seem to cherish a notion that their business is not to act as an arbitrator between the railroads and the people, but which proceed on the theory that the railroads are able to take care of themselves and that their duty is to act as attorney for the people even though in so doing they deny justice to the railroads. It requires no argument to demonstrate that the railroads are entitled to justice equally with other citizens and taxpayers. That they have not received it and are not receiving it is perfectly susceptible of proof. That they have practically no recourse in the courts has also been determined.

The situation therefore is that the people, through their representatives, must elect whether the services of the railroads shall be adequately compensated or not; and it requires no fortune teller or soothsayer to predict that in the long run the service will take the class that is paid for and no better.

The natural competition between the railroads and the natural desire to perform first-class service has heretofore resulted in giving the public more than it was willing to pay for. Continuation of this will be impossible and no laws, however drastic, can long accomplish the impossible."

CITY NEWS.

\$3,500,000 for Autos—

Plenty of money in Oregon evidently, for already this season \$3,500,000 has been spent for automobiles. Most of the money, though, is not now in the state, but in the east.

Married at Astoria—

Mrs. Chas. Cusick and son Eugene and Miss Katherine Ball have been in Astoria, the guests of the brother of Mrs. Cusick and Miss Ball, Dr. T. L. Ball. While there they attended the marriage of their niece, Miss Leo. Danforth Ball and Lieutenant Henry George Hemingway, which occurred on Wednesday. Mrs. Cusick sang "Because My Love is Mine." Lieutenant and Mrs. Ball, after doing the coast will go to their new home at Savannah, Ga.

Was 86—

During the past week the 86th birthday of Mrs. Mary Ramp, a prominent pioneer resident of Salem, was celebrated.

KNOX BUTTE NEWS AND PERSONALS

July 24

Mrs. Daisy Davis and sons who are spending the summer with relatives left Saturday for Cascadia where they will visit with Mrs. Davis' brother, George Geisendorfer, awhile.

Miss Hazel Froman visited at the homes of Mrs. Mose Miller and Mrs. Maria Miller this week, going Tuesday to Crabtree where she will visit at the home of Enoch Miller.

Mrs. M. Whinnery of Albany is the guest of Mrs. J. W. Chambers this week.

Misses Helen and Mary Geisendorfer of Lewiston, Idaho, came Monday to visit their grandfather, John Geisendorfer.

The Sunshine circle met with Mrs. Frank Lines at her home on Thursday afternoon. A very profitable meeting was held. Many useful suggestions were given by the members and nearly all the members were in attendance. The circle will adjourn for a month, meeting then the first Thursday in September.

Little Mary Partition of Woodland, Wash., is the guest of Mr. and Mrs. Roy Stewart.

A fruit-canning demonstration will be held at Harmony grange hall Wednesday afternoon, July 24. A new process of canning to be demonstrated by O. A. C. representatives. Everybody invited to attend this meeting.

Mr. and Mrs. Robert Marsh and daughters of Albany spent Friday evening at the A. J. Caldwell home.

O. B. Marshall returned from Portland and Oregon City Friday where he had been on a few day's business trip.

brated by her family. One of her sons is R. F. Ramp, formerly of this city, a leading socialist of the state, running for congress several times.

Returned from Commercial Trip—

Mack Monteith has returned from an extensive trip for an eastern necktie house, down through California. He was away about a month.

The Fisher Farm—

Hugh Fisher yesterday returned to his farm at Talbot, on the Santiam. Mr. Fisher's farm of seven hundred acres stretches along the Santiam from close to Talbot to the Willamette about two miles. The residence is about a mile and a half from Talbot. They have several cows, sending their cream to the creamery from the station.

Visited Daughter—

Mayor and Mrs. Curl went to Salem yesterday for a visit with their

daughter, Mrs. Lupton.

Visiting Mother—

Mrs. Nelle Danna Kirk, of Portland, is in the city on a visit with her mother, Mrs. O. P. Danna. She will remain several days.

Former Albany Man—

W. R. (Bully) Garrett, of Portland, spent last night in Albany, while on his way to Newport for his summer's outing. He thinks Yaquina the best resort in the Northwest. Mr. Garrett is a former Albany man, leaving here about 25 years ago, since travelling for Wadsworth & Co. in Eastern Oregon. While he was a resident of Albany he was proprietor of the Hotel Revere for awhile. After looking over Albany he concluded that the improvement here had been wonderful, making a fine city of the Hub.

Went to Newport—

Mrs. John Bayless and daughter Miss Winnie, and Roy W. Nutting, left this morning for Newport, where they will spend a couple of weeks, taking their summer's vacation at the Northwest's best resort.

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We are prepared to give your clover and vetch our attention under competent and skilled workmen, where you will find a market at all times for your seed. We have also leased the Simpson warehouse, corner 1st and Calapooia street in addition to our other houses, which will enable us to care for your oats, barley and wheat.

Honest and fair treatment will be accorded you as in the past.

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An ideal outdoor retreat. Hunting, fishing, boating, sunbathing, etc. Interesting visiting points in the neighborhood. Convenient camping grounds, electric light, pure water.

Low Season and Week-End Round-Trip Excursion Fares Two Daily Trains from Albany

Ask for illustrated folder "Newport" giving list of hotels, rates, etc.

A Visit to the

Two World Expositions

at San Francisco and San Diego is an event of a life-time and one you cannot afford to miss.

Special Fares in July

to San Francisco, Los Angeles and San Diego on certain dates

Low Round-Trip Fares Daily

with stop-overs in either direction

Four Fine Trains Daily in Each Direction

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All tickets to the East via California permit stop-overs at San Francisco and Los Angeles to see the expositions.

Ask nearest Agent for "California and its Two World Expositions," and "Way Side Notes Shasta Route."

SOUTHERN PACIFIC

John M. Scott, General Passenger Agent, Portland, Ore.

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Ladies' bathing suits \$1.98, \$2.98	B. V. D's 89c
Ladies' bathing caps 25c	Underhill overalls 75c
Wnit union suits 25c, 49c, 69c	Crown overalls 75c
Knit vests 10c, 2 for 25c	All wool pants \$2.98
Children's unions 25c	Half wool pants \$1.49
Girls' hats 25c, 98c	Boys' knee pants 49c
White sateen bloomers 49c	Boys' bloomers 25c
Black sateen bloomers 25c	Boys' unions 25c
Parasols 25c, 49c, 98c	Men's dusters \$1.49
Street dresses \$1.98, \$2.98	Elk shoes \$1.98
House dresses 98c	Men's underwear 25c
Wash hats 49c	Brown Rockford Sox 3 pr. 25c
Men's unions 49c, 89c, 98c	

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