

MERCHANTS TALK ON MANY SUBJECTS

Advertising, System, Mail Order Houses, Emigration, and Many Others Included.

CREDIT SYSTEM DISCUSSED AT LENGTH LAST EVENING

Buffet Luncheon Is Served to Delegates Last Night at the Moose Hall.

Continued from Thursday, January 23.

The session of the retail merchants yesterday afternoon was opened with the reports of the various local associations of the state. These reports were followed by discussions on various topics including "Advertising the Retail Store," led by C. E. Tibbary, president of the McMinnville Protective Association; "System in Business," led by E. N. Warner of Medford; "The Mail Order House and the Retail Merchant," an address by E. B. Moore of Corvallis; address, "Emigration as Affecting the Merchant," by A. Hofer of Salem.

Last evening's session was devoted to discussions on various subjects including "Value of Private Labels," led by W. M. Green of Eugene; "The Parcels Post—How it will Affect the Merchant," led by A. P. Johnson of Corvallis; "How to Conduct a Credit Business," led by A. G. Brinkerhoff of Carlton; and an address, "The Law and the Merchant," by W. C. Winslow of Salem.

This morning's session was as follows: 9:00 a. m.: Reports of credit and auditing committees. Discussions: "Special Sales—How to Conduct Them," led by L. E. Hamilton, Albany; "Trading Stamps vs. Cash Discounts," C. H. Burkholder, Cottage Grove; address, "Modern Advertising," A. G. Clark, ex-president Portland Ad Club; Necessity for New Legislation, led by E. C. Benson, Roseburg; address, "The Relation of the College to the Retail Merchant," Hon. W. J. Kerr, president, Oregon Agricultural College. Luncheon. Afternoon session, 1:30. Address, "Relation of the Consumer to the Retailer," Edith Tozier Weathered, special organizing representative of Oregon Manufacturers' Association; address, "The Canadian Merchant," P. W. Welsh, president, B. C. Retail Merchants' Association; discussion—"The Merchant and the Community," led by John Collier, LaGrande; address, "Confidence, the Basis of All Trade," Wm. A. Markert, manager Oregon Division, Sheldon School, of Chicago. Question box. Report of committee on resolutions. Miscellaneous business. Election of officers. Selection of place for next convention. Adjournment.

Following the close of the talk, "The Law and the Merchant," by W. C. Winslow of Salem, which was one of the best of the entire convention, a buffet luncheon was served at the Moose hall last evening.

BUSINESS MEN PETITION FOR EXTRA DAY POLICEMAN

Chief of Police Is Authorized to Hire an Assistant When One Is Necessary.

Acting upon a petition signed by a large number of Albany business men and presented to them last night, the city council authorized Chief of Police Austin to hire a day policeman whenever he believed that it was necessary to have an assistant, and the salary to be paid such an officer was fixed at the same rate now being paid the night policemen.

The petition which was signed by twenty-five or thirty prominent business men of this city, asked the council to give Chief of Police Austin an assistant for day work.

Chief of Police Austin who was present at the meeting of the council was called upon to state whether or not he needed an assistant. Chief of Police Austin said that there were times when he needed one and recited an occurrence a few days ago which required his services in the extreme eastern portion of the city.

While he was in that portion of the city a disturbance took place in a local cigar store and he was unable to make any arrests, for it was all over when he returned to the business section.

After thoroughly discussing the matter, Chief of Police Austin was authorized to secure the services of an assistant when needed.

W. J. Kerr, president of the Oregon Agricultural College, arrived in Albany this morning. He addressed the convention this morning on the subject of "The Relation of the College to the Retail Merchant."

Dan Kellaher, a prominent retail merchant of Portland and senator in the Oregon legislature from Multnomah county, is in the city today attending the merchants' convention.

Bruce Dennis, editor and owner of the LaGrande Observer and LaGrande Oregon, is in the city attending the annual convention of the Oregon Retail Merchants.

CORVALLIS EXTENDS GLAD HAND TO U. OF O. GLEE CLUB

Five Hundred Residents of the College City Attended the Concert Last Night.

The members of the glee club of the University of Oregon arrived in Albany this morning from Corvallis where last evening they gave a concert at the opera house in that city which was attended by the largest crowd that has greeted the club in any town outside of Portland during the present season.

Over five hundred Corvallis people heard the varsity boys sing last evening and showed by their attendance at the concert that the breach that formerly existed between the two state institutions has been closed forever.

Following the concert the Eugene boys were the guests of the members of the various fraternities at the college who entertained them during the remainder of the evening and gave them a banquet at the close of the festivities. This morning the boys passed through Albany on their way back to Eugene and between trains rendered several selections at the convention of the Oregon Retail Merchants' Association which is now in session in the Moose hall in this city.

Graduate Manager Geary who accompanied the glee club to Corvallis was loud in his praise of the treatment accorded the Eugene boys by the people of Corvallis and the college students last evening.

The trip to Corvallis was made upon the receipt of an invitation from the college students and the Eugene students are planning a similar reception to the Corvallis boys to be held at Eugene soon.

MEDFORD CLUB WOULD MAINTAIN PACIFIC HIGHWAY

Manager C. H. Stewart Received Communication This Morning Asking Co-operation.

Opposing the effort now being made to re-locate the Pacific Highway on a route east of the Cascade mountains, the Medford Commercial Club yesterday passed strong resolutions condemning the proposal and asking the co-operation of all of the commercial clubs in the Willamette Valley to maintain the present route of the now famous western highway.

The letter was received this morning by the Albany Commercial Club and it is probable that some action will be taken at the meeting of the Club Monday night.

BULL MOOSE LEADER ATTENDS GROCER'S MEETING

Bruce Dennis of La Grande Gives Out Interview on the Political Situation.

Included in the delegation from La Grande to the annual meeting of the Oregon Retail Merchants' convention was Bruce Dennis, editor of the LaGrande Observer and former chairman of the republican state central committee.

The La Grande editor was the leader of the Roosevelt movement in Oregon during the recent campaign and resigned the chairmanship of the republican state central committee to assume the leadership in the fight for the denizen of Oyster Bay.

When asked this morning for a statement in regard to the political situation in Oregon, Mr. Dennis authorized the following interview:

"In my judgment the state of Oregon is done with political parties. The people no longer show any concern as to whether a man is a republican, democrat, or member of the progressive party. The people are more progressive than ever and they want progressive men who stand for progressive principles. It is my opinion that the Bull Moose movement in Oregon will grow and it will only be a comparatively short time before the progressive party will be the recognized, and only opponent of the democrats."

MEYER BUILDING MOVED BY REUTTNER THIS MORNING

Had Occupied Same Location for Over Forty Years; Will Be Used in East Albany.

After being located on the same corner for over forty years, the building recently vacated by Conrad Meyer was today placed on rollers and started on its way to the eastern section of the city where it will be used as a storehouse by Scott & Conn at the corner of Third and Main streets.

During the operation of moving the building it was necessary to cut the trolley wire of the local streetcar company and car service was delayed several hours as a result. The other building will follow soon.

A. G. Clark, a prominent business man of Portland and ex-president of the Portland Ad Club, arrived in Albany last evening and this morning addressed the merchants' convention on "Modern Advertising."

COUNCIL ANNULED GAS FRANCHISE

City Attorney Is Instructed to Prepare Ordinance to That Effect Last Night.

BOND FURNISHED BY AGENT OF CAPITALIST FORFEITED

The Delay in Beginning Actual Work on Plant Here Results in Annulment.

After waiting over a year for L. P. Lowe, a San Francisco capitalist, to build a gas plant in Albany, the members of the city council became tired of the inactivity of that gentleman in performing the work, and last evening instructed the city attorney to prepare an ordinance annulling the franchise granted to W. H. McGoldrick in September, 1911.

By the terms of the franchise granted McGoldrick, the plant was to have been in operation here on December 31, 1912, and a bond of \$1000 was furnished by McGoldrick for the faithful performance of the terms of the contract. This bond will be declared forfeited and suit will probably be instituted by the city to collect the same.

The franchise granted to McGoldrick was for a term of fifty years and was drawn up by his own attorneys and when granted by the council was apparently satisfactory to him.

After the franchise was granted McGoldrick, nothing more was heard of the gas plant until the time for having the plant in operation had nearly elapsed when Lowe, through his local attorney, L. M. Carl, applied to the council for an extension of time for erecting the plant here, giving as his excuse for the delay, the fact that the man whom he had selected to supervise the work at this city had been required on another project owned by Lowe and his associates.

The members of the council were not in favor of extending the time to Mr. Lowe, preferring to let him forfeit his bond and if he really wanted to construct a plant here, to let him apply for a new franchise.

Attorney Carl of this city who represents Lowe appeared before the council on several occasions for the purpose of securing an extension of time for his client and on one occasion informed that body that he believed that Lowe meant business and if given an extension of time would construct the plant here and stated that Lowe had already selected a site for the plant and was paying money on the purchase price of the property, regularly.

However, the councilmen were of the opinion that Lowe had already been given plenty of time in which to demonstrate that he meant business by commencing actual work on the plant and although every member of the council was desirous of securing a gas plant for this city, finally decided to annul the franchise granted to McGoldrick and which was later assigned to Lowe.

LEWELLING RESOLUTION DEFEATED AT SALEM

Salem, Or., Jan. 23.—The first shock on general investigation of state institutions was applied in the senate yesterday when by vote of 14 to 14, Representative Lewelling in concurrent resolution for legislative committees to visit all state institutions at Salem was defeated. It was proposed to have a separate committee to check up the books of each institution.

No authority was given for clerk hire for these special committees, that detail to be supplied later on.

SAY GRANGE GIRLS CLAIM SHERIFF D. H. BODINE

List of Prominent Members of Grange Given as Eligibles by Correspondent.

Editor Democrat: On January 6, 1912, the following appeared in the Albany Democrat under the head of eligibles: "A granger telephones the Democrat that D. H. Bodine of this city belongs to the grange and the grange girls are entitled to him, and gives the following prominent grangers, who should be reserved for the grangeresses: Thos. Froman, C. L. Shaw, C. H. Walker, L. F. Markum and Wayne Dawson." During 1912, we are sure that the grangeresses put forth their greatest efforts to capture all or a part of the above named brothers, but failed. We still have hope of catching Bro. Walker and Bro. Markum, especially the last named brother.

All the other brothers, including John Pennington, are living in Albany and are turned over to the gentle care of the fair damsels of the Hub City. Trusting that they will be more successful than we have been.

A GRANGER.

News Beginning With This Head Is From Daily Issue of FRIDAY, JANUARY 24.

HAMILTON SPEAKS TO THE RETAILERS

Local Business Man Spoke at Oregon Retail Merchants Convention.

SPECIAL SALES SUBJECT ASSIGNED BY COMMITTEE

Speaker Asserts That Object of Sale Is to Make Room for New Stock.

Declaring that special sales have a place in every well regulated business establishment, L. E. Hamilton of this city yesterday addressed the delegates, who attended the annual convention of the Oregon Retail Merchants' Association. He spoke in part as follows:

"Special Sales and How to Conduct them," is the subject we have for consideration at this time. Much has been said and is being said through the columns of our trade papers of today in regard to this matter.

"Your leader of the subject in hand at this hour personally feels there is a place for legitimate special sales. When there is a natural mercantile reason for them, such as results from a series of purchases, a desire to clean up bad sellers, odd lots, remnants, or a clearance of goods that will soon be unseasonable.

"These sales are advantageous to a fresh, wholesome stock. A store is not alive if it does not sometimes find it necessary to offer specials, but these should be incidental to and a small part of the entire business, and should not be emphasized to the detriment of regular business. The public should be educated that the bargains offered at special sales are an exception and not the rule, in other words they should be business builders and not profit destroyers, and when brought about by natural causes such as some of those above mentioned, they may be a mutual benefit both to the merchant and consumer. This obtains only when legitimate bargains are offered and not fakes. The answer as to what is a bargain as applied to retail merchandising has been well answered by Robert H. Durban, advertising man for Strawbridge & Clothier. 'A bargain is something sold at a lower price than the seller could afford to accept regularly or repeatedly, and of greater service value to the purchaser than is obtainable regularly or repeatedly at the price paid.'

"Conditions are continually arising under which it is wise business policy for a manufacturer, wholesaler or retailer to take less for an article than cost of production, or less than he could afford to continually accept, and in a store even of the highest class, prices bring new customers, value holds them. And as a matter of fact the real evil of the bargain or special sale practice is the fake bargain, the exaggerations of values, and the erimes that are committed in the name of bargains are deplorable, but the honest special sale or bargain stands unshamed, one prominent advertising man has put it, 'the only way to get away with these present fake methods is to shut your eyes, gulp, dive in, and lie like a fish. The thing to do is to stop advertising, counterfeit bargains and there will be no problem left. The holding of special sales will not threaten us but when honestly conducted will always have a place in our merchandising to the end of time.'

"The evils resulting from 'A Special Sale on Monday,' a sensational sale on Tuesday, a wonderful sale on Wednesday and a different adjective sale for each day of the week, are without number. And yet when you pick up our great dailies and read the ads, special, special, stars you in the face and judging from their ads, as some one has said, they are truly 'adjective emporiums,' selling merchandise on the side. And without doubt there are many ship-wrecked mercantile institutions as the result of the continual feasting of special sales likened lately in one of our business periodicals to the continued indulgence in a stimulant to the individual at first a moderate departure from regular price quotations and a small drink will produce a pleasing exhilaration, but the bad part comes when the continuance later, results in the need of great efforts and larger and more frequent doses with a less effect and finally a depression in regular business and personal vitality that no amount of stimulation will overcome.

"Fortunate is the store that pursues honest, transparent methods and that when there is a price reduction made it means something. There is only one way to conduct a successful special sale which in reality means a successful business and that is plain, old-fashioned honesty."

"Call a spade a spade. It is said that Maud Adams, the famous actress, has a reputed dislike for profanity, and her associates, respecting her as they do, are very careful to avoid the use of any profane words in her presence. The story is told that one time a leading man was talking to a scene-shifter back of the stage during the performance one night and in order to make the scene-shifter understand what he was driving at he talked without choosing his words, knowing that Miss Adams was on the stage at the time and could not overhear him. Unfortunately for him, Miss Adams came off the stage in time to overhear some of the remarks. He, noticing her immediately, shut up. Later he went to her and apologized, saying, 'Miss Adams, I am very sorry you overheard my conversation. I respect your antipathy toward profanity and would not have you hear me for anything. However, I am a plain-

ANOTHER DARING BURGULARY COMMITTED HERE

Residence of Al Senders Was Burglarized; One of Series of Similar Crimes.

Another daring burglary and one of a series of crimes of a similar nature which have been committed in Albany during the past few weeks, occurred Tuesday night when the residence of Al Senders at 418 West Fifth street was burglarized.

The burglary was not discovered until last night when Mr. Senders returned from a trip to Portland. When he left the house the blinds in the front room were up, but neighbors noticed that they were pulled down Wednesday morning. It is therefore assumed that the burglary occurred late Tuesday night or early Wednesday morning. The men forced an entrance to the residence and went through every room in the house, leaving the entire place in a disorderly condition when they left. As far as could be ascertained they obtained a revolver and a safety razor. There was no money or jewelry in the house.

LINN COUNTY WILL COMPLETE BRIDGE WORK

Approach to Steel Bridge Will Be Completed and Road Greatly Improved.

Through a decision of the Linn county court yesterday, the steel wagon bridge across the Willamette here will be in use by February 1st, says the Corvallis Times. This decision has to do with the immediate completion of the long approach to the bridge on the Linn county side of the river. County Judge Moses received word from Albany this morning that Linn county would place a crew at work tomorrow finishing the approach and would foot the bill. The Benton county court will now hurry the minor work to be completed on the bridge proper, and the whole job will not require more than a week to complete.

Not only will the Linn county court finish the work yet to be done on the approach, but it will spend \$1000 in improving the mile and a half of abominable road immediately east of Corvallis. Benton county is co-operating in a generous way for the improvement of North Benton roads leading into Albany, and the Linn county court is now meeting this friendly action in the right spirit.

The east road to this city has been in an extremely bad condition for a long time, the river overflows making it difficult to keep the same in repair. However, once extensive work is done, it will not be difficult to keep this road in fairly satisfactory condition. It is well that all counties should co-operate in matters of this sort. The Benton county court is to be commended on the interest taken in North Benton, and, in turn, the interest now taken by Linn in the east approach to this city is but fairness.

Travelers who must cross the river in either direction will appreciate the early opening of the new bridge.

CYRUS WALKER WILL APPEAR BEFORE COMMITTEE

Leaves Today for Salem to Press Claims of the Indian War Veterans.

Leaving this afternoon for Salem where has been called as commander of the Indian War Veterans of Oregon, Cyrus Walker will appear tonight before the house committee on claims for the purpose of presenting the case of the veterans in regard to an appropriation asked from the state for the use of horses and equipment during the Indian wars.

It seems that the veterans were promised by the territorial government the sum of \$200 per diem for the use of their horses and equipment. Neither the government or the state have made good the promise and the matter has now been presented to the state legislature.

County Judge Bruce McKnight returned this morning from Salem where he was presenting the claims of Linn county in the county line dispute with the Marion county delegation. Up to the time he left Salem Marion county had been unable to agree upon a representative on the board of arbitration which will decide the controversy between the two counties.

The piano used at the banquet last night was a "Ludwig" and was loaned to Professor Wilson by R. H. Kaltz.

spoken fellow and call a spade a spade." Miss Adams, the little lady that she is, accepted his apology in the spirit it was given, but smilingly remarked, "From the way you were talking I would think you would call a spade a d—d old shovel."

"Above and out of reach of all wise argument remains the fact that women love to secure a bargain and wise retailers will appeal to those two tendencies just as long as the appeal is profitable. It is in the variation of the appeal, in the using of judgment as to whom and how to offer the appeal, is what we must improve on."

STOCKTON ELECTED PRESIDENT AGAIN

Retail Merchants Again Honor Well Known Salem Business Man Yesterday.

LA GRANDE WILL BE MEETING PLACE OF NEXT CONVENTION

Albany Merchant Was Elected Second Vice-President of State Association.

After electing officers for the ensuing year and recommending much important legislation affecting the retail merchants, the seventh annual convention of the Oregon Retail Merchants' Association was adjourned yesterday afternoon after being in session here for the past two days. LaGrande, the metropolis of Eastern Oregon, was chosen as the next place for holding the convention.

The following officers were chosen to head the state association for the ensuing year: J. L. Stockton, Salem, re-elected president; and L. R. Merrick, of Portland, re-elected secretary. Other officers elected were: W. A. Bell, Eugene, first vice-president; F. J. Fletcher, Albany, second vice-president; J. G. Snodgrass, LaGrande, third vice-president; Thomas C. Watts of Eugene, re-elected treasurer; W. F. Isaacs of Medford, C. C. Tibbary of McMinnville; C. H. Burkholder of Cottage Grove; Emil Gauthier of Portland; J. C. Mann of Portland; John E. Malley of Portland; R. Alexander of Pendleton; E. Pollack of LaGrande, and T. A. Leahy of Astoria, directors.

This morning the merchants left by special train for Corvallis where they will be the guests today of President Kerr of the Oregon Agricultural College. Every department of the college work will be shown the visitors and the people of Corvallis have planned to give them a banquet this afternoon before they leave that city.

Most of the merchants departed this morning for their homes in various parts of the state and the last thing that was heard at the depot this morning was the merchants' still talking enthusiastically about the splendid hospitality of the Albany people.

The Albany merchants certainly exerted every effort to make the visit of the merchants to this city a pleasant one and their efforts were appreciated by every merchant who attended the convention. It was no small undertaking and required much hard work, but it was accomplished nevertheless and Albany will not soon be forgotten by the Oregon retailers.

ALBANY ELKS RETURNED FROM TRIP TO SALEM

Banquet Tendered to the Local Lodgemen by Brothers at the Capital City.

Declaring that "they were treated like kings," 125 Elks returned at 1 a. m. this morning from the Capital City where they were the guests last night of the Elks' lodge.

The local Elks chartered a special train which pulled out of Albany yards at the S. P. depot at 7:35 last night. When the train reached Salem they were met at the depot by a reception committee and escorted to the lodge rooms where an excellent musical program was rendered. The program was followed by an elaborate banquet.

PERSONAL MENTION.

W. J. McKibben, one of the board of directors of the Oregon Manufacturers' association and of Albany Milling Co., Portland, has been attending the O. R. M. convention this week.

One of the prominent visitors to attended the Oregon Retail Merchants' convention this week was Thomas S. Mann, vice-president of the Manufacturers' association of the Northwest, and one of the proprietors of the Pacific Stoneware Co. of Portland. He was accompanied by Mrs. Mann.

Mrs. P. A. Young left this morning for Portland where she will spend a few days visiting friends.

H. E. Morton and Harry M. Hawkins left this morning for Portland where they will spend a few days.

Mrs. Anna Marsh of Orange, California, arrived in Albany this morning to attend the funeral of her brother, the late William R. Hand.

Father Lane left this morning for Salem where he will spend the day.

J. P. Roberts, a former resident of this city and now a grocer in East Portland, was in the city yesterday attending the merchants' convention.

Miss Cora B. Green of Linn county and Harry G. Houghton of Santa Clara, California, were married in this city yesterday afternoon by Rev. Leach of the Methodist church.

J. L. Stockton, a well known merchant of Salem, is in the city attending the retail merchants' convention. He is president of the Oregon Retail Merchants' Association.