

## STATE GRANGE MAY COME TO GRESHAM, 1916

Some of the prominent members of Gresham grange are going to make an effort to have the 1916 session of the Oregon State Grange held in Gresham.

Gresham this year has two delegates in the State Grange, which will meet in Tillamook on the second Tuesday of next month. There will be six other delegates from this county and they will all be requested to present Gresham's claims for the honor.

Every town of importance in the Willamette Valley has had several sessions during the past 40 years. One session was held at Hood River, one at Roseburg, and over 20 years ago there was a session held in Portland. This year it will be held at Tillamook.

It is now deemed desirable that Multnomah county be recognized, as its grange population is second only to one other county. As it is not desirable to hold the State Grange in Portland, it is the logical desire of the members in this county that it be held in Gresham.

The attendance at the State Grange session, if held here would be about 600 daily. The number of visitors who would have to be taken care of would probably be about 200 each day. While there is but one hotel, and it would have to be reserved for the officers and some of the delegates, there are ample accommodations which could be secured in private homes for all the others. Regner's hall is of ample size for all who will attend.

The matter of entertaining the large attendance will be the hardest problem, but from the experience of other towns it can be done. If the people of Gresham and vicinity will furnish rooms and breakfast for a few people each the rest will be easy, as the other meals can be easily arranged for. This part of the problem will have to be attended to and assurance given that nothing on that score will be lacking. It is understood that a canvass of the town and neighborhood will be made with that end in view.

Everyone will be invited to assist in the movement. It will be the biggest thing for Gresham that ever happened in the convention line.

## FIRST BALL GAME SUNDAY AFTERNOON

Gresham will have a first-class baseball team in the bush league this year, and is making active preparations for good sport as well as an effort to carry off the championship.

The new grounds on Cleveland avenue will be placed in condition for the summer games but the attention of Manager Kern is just now directed to organizing a team that will be able to stand up before all comers.

Weather permitting there will be a game next Sunday on the old field, North Main street with the Laing & Co. team at 2:30 p. m. The Gresham Giants won last season over the Laing & Co. aggregation and expect to win again in the opening game.

The present team is a strong one, being a part of the famous Giants of a few years ago and fully their equals. The players so far engaged for this season are Tom Townsend, Will Bauer, Smith, Douglass, Shaw, Al Hamlin, Earl Stanley, Frank Hamlin, Jack Hamlin and Merrill. Two or three other men from Portland are also expected to join. The battery next Sunday will be Townsend and Bauer.

Manager Kern promises a team worthy of the support of Gresham and will provide a series of games that should be well patronized and not disappoint those who attend.

## SUPT. CHURCHILL WILL DISCUSS UNION HIGH

The next Patron-Teachers' meeting of the Orient district will be held Saturday, April 10, at 8 p. m., in the Orient grange hall. Superintendent Churchill will be present and discuss the high school question as it relates to Orient and adjoining districts, with a view to organizing a union high school district. It is hoped all interested will attend.

It is said that the United States department of Agriculture has announced that spent mash makes good fertilizer. Money spent for mash fertilizes the ground with much rich human brain and brawn.

# BUY FROM HOME DEALERS THROUGH PARCELS POST

## HELP BUILD UP THE BEA- VER STATE

One of the largest mail order houses of the world recently declared a stock dividend of \$10,000,000, equal to 10 per cent of their gross business, which was over and above their regular dividend of 7 per cent. This is pretty good proof that they are not giving you the value for your money that the merchants of Gresham or the metropolis of Oregon are giving their customers.

Parcel post was authorized and created by congress at the behest of the farmers of the United States and it is being used to a great extent. But there is a feeling that it is being used unwisely in many cases.

Reference is made to the use of parcel post for getting goods by mail from distant places. It could be used just as well, just as easily and with a great deal more satisfaction in ordering goods from our own merchants.

Gresham is a small town and the great variety of goods is lacking that may be found in Portland. But even here in Gresham there are many articles to be had that people are sending to Chicago or New York for, so why not buy them here? If they are not to be had in Gresham why not patronize Portland merchants? In either case the parcel post is just as available as it is to send away your money to the east.

A dollar spent in Oregon will buy as much as one expended anywhere in the United States. Yet why do people persist in sending to Chicago or New York for material that can be purchased just as easily, just as reasonably and a great deal quicker, right here in their own state, and in many cases right in their own towns?

The Outlook covers practically all of Eastern Multnomah county and a goodly portion of Clackamas. The writer of this was for over ten years a rural letter carrier and knows from experience that thousands are sent annually out of the state for mail order business being carried on—the two factors impelling him to write this article. This newspaper is endeavoring in this manner to correct a growing evil—one that seems to be fostered by the parcel post, and one which the patriotism of the people should correct. The remedy is to be had in applying it locally. Use the parcel post but use it at home. If not in Gresham, then in Portland where the greater portion of the produce of this section is bought and from the sale of which the money comes that is spent for mail order goods.

To the people here the Outlook would carry this message: When you send to a mail order house in a distant part of the country, you are doing what thousands of others all over the United States are doing—unfortunately—and you are actuated largely by the same influences that they fall for.

Perhaps you have just been married and when you enter your new home—the experience of a recently married couple—you find ahead of you a huge volume, containing upwards of a thousand pages and enclosed in brilliantly illuminated covers. You examine the book and find it is a catalogue for this or that "mail-order" house of Chicago or New York.

It is reasonable to suppose that there are several thousands of such catalogues in the households of Oregon. The writer knows that there are several hundred received at the Gresham postoffice every year. By following the newspapers and noting the names of newly married couples, and by procuring names from rural telephone directories, and by using other means too numerous to mention, the mail order houses are constantly adding to the list of their victims—and patrons.

**A Cure for Sour Stomach.**  
Mrs. Wm. M. Thompson, of Battle Creek, Mich., writes: "I have been troubled with indigestion, sour stomach and bad breath. After taking two bottles of Chamberlain's Tablets I am well. These tablets are splendid—none better." For sale by all Druggists.

Rid your lawn of weeds with a Hall weed puller. It gets the roots. Sterling & Kidder.—Adv.

## MAKE YOUR MONEY DO DOUBLE DUTY

If people would only stop and think before allowing themselves to be hypnotized by the alluring cuts and bombastic descriptive matter in the big catalogues of the mail order houses, there would be less money dumped annually into the coffers so skillfully opened to receive it.

A comparison of the prices charged by these mail order houses with the prices charged for an article of known value by any Oregon merchant will show little difference, with the benefit to be derived nine times out of ten going to the patron who patronizes the home concerns.

Who pays for the printing, circulation, postage and other necessary expenses involved in getting out these monster catalogues and plastering the country with them? The man who runs the mail order business, you reply.

This is not so. He pays for it in one sense of the word, but he pays for it with your money, because if you and hundreds of other people in Oregon and other states did not make it profitable for him to do so he would not.

Therefore, in the final analysis, instead of paying only for the article you buy, allowing the usual fair margin of profit for the mail order man, you also pay your proportionate share for the maintenance of his system of doing business—all at your expense.

The result is, or should be, obvious. You get what you pay for and no more—in reality less. The article you receive after a wait of a week or ten days, corresponds after a fashion with the lurid claims made for it in the catalogue; but as time goes on you wonder why it deteriorates so rapidly. The answer is in the slipshod methods of manufacture and the relatively inferior quality of material employed.

Buying by mail is all right when you know who you are dealing with and are in a position to see that you receive full value for your money. That condition is only found near home.

Commerce is one of the arteries—the vital necessities—of any locality. That is why so many others in distant cities are bidding for your patronage. It stands to reason that a state into which money is flowing, will be in short order, a better state than that out of which it is flowing.

Therefore by spending your money in Ore., on you are keeping it near at hand, and you have a fair chance of getting it back again than you stand by sending it away, two thousand or more miles to the east.

## SCHOOL BONDS TAKEN BY MORRIS & CO.

A meeting of the union high school board was held yesterday morning for the purpose of accepting the bid of Morris & Co. for the bonds of the district, amounting to \$20,000.

The district bonds begin with date of April 1, and are made payable annually during the next seven years. The first one will fall due on April 1, 1916 and is for \$1500. For the following six years they will run as follows: \$2000; \$2500; \$3000; \$3500; \$4000; \$3500, making a total of \$20,000. They brought a premium of 6 per cent, or \$1200 in advance and will bear interest at the rate of 6 per cent, payable semi-annually. The premium will pay the first year's interest.

## OLD FISHING LAW IN FORCE YET

The Outlook has been asked for information concerning the necessity for a license to catch smelt in the Sandy river, in case the smelt should run there again this year.

The only information available at this time is that the new fishing laws have not been published yet, and will not go into force until May 22, hence the old law will apply until that date. It is not known yet if the smelt are to be a protected fish under the new law.

Hear Judge Cameron talk on Scotland at Regner's opera house next Thursday, April 8.

Some women are truthful; all mirrors are.

## SPEND YOUR MONEY HERE IN GRESHAM

A great majority of our readers are not familiar with the parcel post rates, even on the rural routes from whence the most of the mail orders are sent. While the information may be had for the asking there is a fearful lack of interest taken in knowing just what it will cost to send a package through the mails.

For the purposes of these articles it is not necessary to go very far into the details of postal rates, no farther than the 150-mile zone. Very few articles bought in Oregon will come from that distance. The most of them, if people would go no further than Portland, would be well within the 50-mile zone; if ordered by mail from Gresham they would come under the local rate.

Under the parcel post regulations now in effect nothing over 50 pounds in weight can be shipped by this service. Books weighing under eight ounces do not come under the regulations.

The following table has been prepared, showing the different weights and the postage rates in the local and 50-mile zones, the 150-mile zone to be the same as for 50 miles:

Weight	Local	50 Miles Zone 1
1 lb	\$0.05	\$0.05
2 lbs	.06	.06
3 lbs	.06	.07
4 lbs	.07	.08
5 lbs	.07	.09
6 lbs	.08	.10
7 lbs	.08	.11
8 lbs	.09	.12
9 lbs	.09	.13
10 lbs	.10	.14
11 lbs	.10	.15
12 lbs	.11	.16
13 lbs	.11	.17
14 lbs	.12	.18
15 lbs	.12	.19
16 lbs	.13	.20
17 lbs	.13	.21
18 lbs	.14	.22
19 lbs	.14	.23
20 lbs	.15	.24
21 lbs	.15	.25
22 lbs	.16	.26
23 lbs	.16	.27
24 lbs	.17	.28
25 lbs	.17	.29
26 lbs	.18	.30
27 lbs	.18	.31
28 lbs	.19	.32
29 lbs	.19	.33
30 lbs	.20	.34
31 lbs	.20	.35
32 lbs	.21	.36
33 lbs	.21	.37
34 lbs	.22	.38
35 lbs	.22	.39
36 lbs	.23	.40
37 lbs	.23	.41
38 lbs	.24	.42
39 lbs	.24	.43
40 lbs	.25	.44
41 lbs	.25	.45
42 lbs	.26	.46
43 lbs	.26	.47
44 lbs	.27	.48
45 lbs	.27	.49
46 lbs	.28	.50
47 lbs	.28	.51
48 lbs	.29	.52
49 lbs	.29	.53
50 lbs	.30	.54



**JIMMIE DUNN**  
Who will appear in the Scotch concert to be given at Regner's opera house next Thursday evening, April 8, in Harry Lauder's songs and Scotch stories.

**Gravel and Sand.**  
I am prepared to furnish gravel and sand in any quantity from Bell pit. Also teaming, grading and excavating. J. H. Hoess. Telephone 79x. Terms Cash.—Adv.

## MAKE BUSINESS CALLS BY TELEPHONE

The Parcel Post service is an infant institution in this country, and as time goes on, improvements are being constantly made. There are those who consider the parcel post service will mean more to the farmer and the outlying resident generally, than any government innovation in the history of the United States with the possible exception of the development of the rural free delivery system.

To the grocery proprietors of Gresham:—

Let the Outlook give you a hint, that if followed up systematically, will help to increase your trade:

Bear in mind that this section has a complete parcel post system; it also has the best telephone service in the Northwest, reaching over 700 families.

Let the Outlook give you the methods of a successful groceryman in another part of the state:

Always working for trade extension, he used the telephone to obtain orders; one day he received several telephone orders from the country and conceived the idea that to call country patrons on the phone each day he would occasionally receive some extra orders which could be delivered by parcel post.

He selected one of his brightest clerks and set him to work calling up people who were not among his customers. Eight orders were received from about thirty calls. None were very large, package goods forming the bulk of the orders, but all were rush orders to be sent out the next morning with the rural carrier. They were things which the housewife wanted, and wanted badly.

He was so well pleased with the result that he instructed his clerk to enlarge his scope next day, calling every family on the rural routes who had a telephone. The clerk made a study of the profits derived from the "telephone business" and soon discovered that small orders did not pay when postage was prepaid.

He solicited thereafter in such a manner as to receive as large orders as possible. However, he could not do this in all cases, so he talked the situation over with the proprietor, and it was decided that no postage was to be prepaid on orders less than one dollar in cost.

The result was surprising. Very few orders were received over the phone which totalled less than one dollar in value, because the prepaying feature caused the housewives to feel that they were thus saving a small amount with each order; and they rarely failed to purchase to this amount. Another feature which made the idea successful was the fact that the clerk called regularly each day. The housewives began to have their orders ready when the call was made.

This plan is applicable to the meat market, the hardware dealer, the dry goods and clothing stores, confectioners, jeweler and the harness-maker as well as the grocer. In practically every community in the nation there is now a free telephone service for a certain distance, and dealers who fail to take advantage of a cheap medium of advertising and soliciting orders are overlooking a valuable ally.

This community is highly favored in respect to rural carriers and telephone service. Such a line of enterprise as has been here outlined, supplemented with an ad. in the paper or a circular letter telling about the proposition of sending goods by mail, cannot fail to bring results.

Is the parcel post and the telephone combined a benefit to the retail merchant? Well, if it isn't then nothing is.

Of course, your neighbor has his faults, but you should have enough self-control not to mention them.

How many people do you know—including yourself—who can repeat the Ten Commandments?

If a man has a wife he always knows what to do with his money.

## ALBINA CLUB IN FAVOR OF BOND ISSUE

By L. H. WELLS.

PORTLAND, April 1.—Special.—At a well attended mass meeting held last night in the Albina library, under the auspices of the Albina Business Men's club, after hearing the address of Road Master John B. Yeon, resolutions were unanimously adopted favoring the bond issue of \$1,250,000 for hard-surfacing 71 miles of trunk roads and the completion of the Columbia Highway. In his address Mr. Yeon explained the benefits that Portland and Multnomah county will receive from these improvements, and he declared that the Columbia Highway will be one of Portland's greatest assets, as it will bring thousands of tourists who will spend their money in Portland. He emphasized the saving that will be made by hard-surfacing 71 miles of the trunk roads, which he said would run up to \$25,000 annually.

"It would be possible to pave these roads by direct taxation in five years, at the rate of 15 mills a year," said Mr. Yeon, "but that would cause a heavy burden, besides it would take five years to get improvements, but if the bonds are voted the roads can be paved this year, and you will have 14 years in which to pay for the job, and Portland and Multnomah county will get the benefit right now. Good roads is needed to create new values, to encourage the farmers to cultivate more land, for the plow must follow the axe. Logged-off land will be improved when we have good roads. It will benefit the poor man as much, if not more than the rich. The money from the bonds will be spent here at home."

Mr. Yeon showed stereopticon pictures of the Columbia Highway and explained different points on the road. Professor S. U. Down, of Elliot school, operated the lantern which is owned by the school.

At this meeting the following resolution was adopted:

"Resolved, That it is the sense of this meeting that the proposed road bond issue of \$1,250,000 for hard-surfacing 71 miles of trunk roads in this county, and completing the Columbia Highway, should be carried at the election of April 14, and that we believe it the duty of citizens who have the future of Portland and Multnomah county at heart should go to the polls and vote for the measure, and that we deplore any issue that may tend to defeat the future of the city of Portland."

The suit which will settle the question whether Terrace Park addition between East Eighty-second street and the city limits, and between the Barr road and the Base Line road is part of the city of Portland will soon be heard and the matter settled. George M. McCoy, who owns property within this territory, brought suit against the city in the circuit court, to have the annexation of this territory declared null and void, under the act of 1906, when the charter was amended. Terrace Park voted itself into the city in 1908, but there was no vote taken inside the city, and hence it is claimed that the merger was illegal. The act of 1906, changed the charter requiring a vote to be taken both in the territory to be annexed and the city, but as this was not done when Terrace Park came in it is set up that the territory was not annexed. Salvin and Mount Zion were brought in in the same way, and recently succeeded in having the merger set aside. Terrace Park is a large territory and contains from 1000 to 1500 people. Recently all the streets were graded and cement sidewalks were laid under a district assessment at a cost of about \$40,000. Some paid their assessment and others bonded their property for their assessments. The property owners there have paid two sewer assessments and are liable to assessments for more trunk sewers. Besides it has become part of the school district. It may be seen that some serious complications may result in the event the merger of Terrace Park should be declared void. However, those interested and living in Terrace Park say that if the court should declare the merger null they will immediately take another vote and come in regularly. An early decision of the case is expected.

While attending a public farewell