

GRESHAM OUTLOOK
TWICE A WEEK

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"The Linotype
Way is the Way
that Wins."

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BUSINESS SHORT COURSE

From observations extending over several years it is apparent that many business men in the small towns, and some in the larger ones, should be provided with a short business course, something like that provided for farmers at the agricultural college.

It seems that the University of Oregon or the O. A. C. should provide such a course, something like a business chautauqua, in which competent instructors or lecturers could give instructive lectures on business methods that would be of advantage to everyone engaged in any line of merchandising.

Perhaps it would be asking too much of the colleges to maintain such a department. Perhaps it would not pay them. Men competent to handle such subjects are rare and the feature would be new to anyone without special training along the lines of business.

The worth of the short and intensive training course for farmers has long been demonstrated by the agricultural colleges all over the country. Various other classes of business have found it beneficial to knock off work for a time and attend school. Even the school teachers are advised and sometimes required to stop teaching and learn at certain intervals in post-graduate subjects. There is no reason why there should not be a great deal of practical value in the short course for merchants. Perhaps the department in journalism at the University of Oregon could maintain such a course, especially since a part of the equipment of a merchant is a knowledge of judicious use of printing and advertising.

A few years ago a man came to Portland and offered the wholesalers his services for the modest sum of \$500, to show them how to run their business. He was laughed at for his audacity, as each wholesale merchant was satisfied that he knew all about his own affairs. But he found one or two firms from Missouri who were willing to be shown, with the result that there was eventually a complete revolution in bookkeeping methods, including the card system of indexing, which was not in use at that time. The audacious stranger got his pay after proving his methods to be sound and really more economical than the old methods.

But to go back to our subject: A course of lectures by some competent business "professor" on the problems which confront the merchants could be supplemented by criticisms on the stores, window displays, advertising etc.. These would give the merchants ideas which they could coin into money. Confidential information could also be given them if they have problems they did not care to have brought up for general discussion.

The women of most communities support the stores and there must be co-operation if the merchants are to prosper. The modern business man has about come to the conclusion that he cannot successfully appeal to the "trade at home" spirit unless he has the goods to offer. The principle of buying where one can buy the cheapest and selling where one can sell the dearest is one that holds good throughout the country. It is well enough to theorize about trading at home for patriotic reasons, but the retailer knows he cannot hold this trade at home unless he offers the right inducements and lets the public know that he offers them and really wants their trade.

Taxes will become due in Oregon on the first day of February, but many of the taxpayers will wait until the very last day to pay up. They recognize the possibility that the world may come to an end before the time is up and they might have use for the money on the other side of Jordan.

In these strenuous days of strikes for shorter hours there are quite a number of people who are willing to work overtime if they are permitted to put in the extra hours gouging someone.

TO SAVE GERMANY.

Straight back through more than three score years of deceptive propaganda do the friends of German democracy in their appeal to Americans of German birth and descent, back to the terrible days of '48, when the flickering lights of a new freedom were ruthlessly quenched by the unscrupulous power of Austria which dominated Germany and was even dreaming of a Deutschland uber alles.

Germany, however, was to some extent independent, but had entered a period that was very humiliating. The popular movement toward independence had almost touched its goal, but a reaction set in which the princes knew how to turn to the fullest advantage. Then Austria established a thorough despotism, and in all Prussia martial law was proclaimed. Such was the misery that multitudes were forced to emigrate. That period was the beginning of the exodus to America and from which has sprung the new generations that have come upon the scene.

To them German efficiency has become a commonplace of general knowledge. German progress in letters, the sciences and her industrial arts has become a world phenomenon but always have those accomplishments been accompanied by the one great idea of world dominion under the tutelage of adroit masters of which the present kaiser is the greatest exponent.

And with these accomplishments and the dominant idea of Germany's ruler has come a subtle campaign of education to those of German descent in America looking to the inculcation of the notion of German superiority in everything. Sons of exiles have listened to the lies, and have learned to think of the fatherland, not as under the heel of the oppressor, but as the home of kultur, destined to mould the world's destiny.

But other sons have gone deeper, have understood that beneath all this superficial efficiency, good municipal government, amazing commercial development, and all the rest, there was always the fact of a tyrannous power and that through it all ran an erroneous economic theory that was bringing Germany to the point where it must go bankrupt, because of its enormous fiscal obligations, or make war in order to pay for its inefficiencies by means of indemnities. It is such as these who remind men of German blood of the motive that sent their fathers to America.

These men of clearer vision see that the soldiers who are being massed on the western front are not to give their lives for the fatherland but for the sinister power that has crushed the fatherland beneath its heel. They know that the real hope for Germany lies not in conquest and indemnities but in the overthrow of the peculiar system of society and government that is dependent for maintenance upon the subjugation of Germans and all others. And so they appeal to all who love Germany as the fatherland to aid in compassing the defeat of Germany in order that she may be saved from present subjugation and ultimate destruction.

To some this may seem to be a curious appeal for American citizens to make. We think that it is enough that American freedom is at stake. But let us not be narrow at this point. The German's love for the fatherland, passing down from father to son, generation after generation, even in years and decades of virtual exile, is a sacred thing to him. The devotion that inspires an individual or a great racial group to aid in a war against one's old homeland, in order that the homeland may be freed from oppression and made the abiding place of liberty and justice, is a pure, worthy and human quality.

Water-power legislation is one of the most necessary duties confronting the congress now in session. The country needs every bit of power which may be generated by all the streams that flow; and with proper laws as much power will be secured in this way within twenty years as is now produced from all the coal mined in the United States. The cost will be but a fraction of that of coal power and our ability to compete with other nations in manufacturing will be greatly increased.

The bootleggers who ply their trade in dry states will not take a special course in western front fighting along with the boys who are more patriotic. But it is a cinch that they have a line of fighting that would put the kaiser to sleep if he ever got a taste of it.

There are some men who carry raw potatoes in their pockets to cure rheumatism, because it is so much more convenient to carry potatoes which will not prevent rheumatism than it is to cut out the habits which may.

If the eatless days are increased to any great extent the hotel waiters will have to qualify with X-ray visions to know just how much a person needs to fill up on.



Gresham Market A. J. W. BROWN, Prop. GRESHAM, OREGON

WE WANT YOU TO TELL ON US
Don't keep it a secret. After you've discovered how our meats please you, your family and your guests, we want you to tell other folks about it. That sort of friendly gossip won't hurt anybody. Pass along the good word.

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Office with Commercial Delivery Co.
229 Pine Street Between First and Second
Gresham Office, old Garage near Lumber Yard, Residence same Building.
ALL KINDS OF HAULING BETWEEN GRESHAM AND PORTLAND
Estimates given on outside trips. All grades of coal
Gresham Phone 798 **Albert Ekstrom** Portland Broadway 2082; A-2078



We Lead the Procession
of baking excellence. Everything on our counters goes to you just as it should—perfect baking—a always fresh, pure ingredients; wide varieties, right prices, courteous and quick service—neatness throughout. Patronize the bakery sanitary.

The Kaiser's American Friends.

In a recent speech before the Union League club in New York, former Senator Elihu Root used strong words:

There are men walking the streets of this city tonight who ought to be taken out at sunrise and shot. They are doing work for Germany under false pretenses and are lying about it. If we are competent for our liberty we will find them out and get them. Every one of us can help by telling to the authorities all we know and hear.

It is only a matter of time when we will get these spies and traitors. We can't be fooled or played with too long.

Mr. Root is not hotbed spouting irresponsible stuff, but one of the clearest thinkers of the country. He is speaking of conditions that are not confined to New York and several centers of population, but to general conditions.

There are men in almost every town and city of the United States who could not be of greater assistance to Germany if they were transported bodily to the German empire to serve the kaiser.

They preach pacifism, industrial slacking, military shirking and prate of the war regulations which have been invoked to secure the liberty of the country.

They are pandering to every sentiment or interest that is hostile to the purposes of the United States.

They have been emboldened by the seditious and disloyal attitude of certain congressmen, for under the protection of free speech, which has been so shamefully abused by some men, our countrymen are being urged to withhold their support from the government.

Senator Root is not speaking at random when he declares that these enemies will have to be dealt with. They will have to be dealt with summarily unless they are wise enough to cease their activities.

In the preparatory stages of the war, it may have been advisable to refrain from complicating the country's task with matters of internal discord, but the president has been more patient than the people, for public sentiment everywhere is rising against those who are actively hostile to the purposes of the United States.

When the casualty lists begin to be flashed from France the men and women of this country who are sacrificing their sons upon the country's altar are not going to tolerate such enemies in their midst. And that time is almost here.

There is such a thing as fair criticism and loyal criticism. That is necessary in many instances, but downright disloyalty and a spirit that would encourage the enemy by balking the war plans of the government or instigating disorder or disloyalty among civilians who owe a duty to their country, ought not to be tolerated, and when our armies are at last in France the manhood and womanhood of this country are going to demand a decent regard for the cause for which their boys are fighting.

The men who can not see that are peculiarly blind.—Indianapolis News.

The statement that only the lowest grade corn is to be used for alcohol is another argument in favor of prohibition.

Dr. Wiley says he can live on 13 cents a day. We could do it too—with plenty of hot "vittels" on the side.

Means a Staggering Sum.

We used to think the Civil war was something of an event. We used to read of certain momentous battles, and it seemed as though they must have been the most tremendous tests of human valor possible. The civil war was a bad war, a long war, and it meant much in the world's history. But in size it was a skirmish alongside the present world war. A statistician announces that it cost in all eight billion of dollars. That was for four years. At the opening of congress the other day the appropriation estimates for next year's war and ordinary expenses aggregated thirteen and one-half billions of dollars. That gives you something to think about, and something to work for before the twelve months is over. All records of other days fade into utter insignificance beside the scope of the war today and what it means in cost of life and cash.—Brocton Enterprise.

One of the sidewalk loungers intimates that our congressmen purchase seeds to send to their constituents. He banded if he believe it after reading Congressman McArthur's letter elsewhere. If Pat made it a practice to buy seeds for distribution, he would buy seeds worth while, and not the contract chicken feed that the government distributes on account of a congress that has been dead for twenty years or more.

The inquisitive subscriber wants to know what "over the top" means. It means to rush out of the trenches and lambast the enemy for all you are worth, regardless of the cost. The British and French are doing it on the western front, and the people in Gresham are doing it every time they get a whack at subscribing for liberty bonds, to the Red Cross or Y. M. C. A. fund. Now let the folks brace up and keep behind the fellows who are going to clear the summit.

If there were a-plenty of the Helen Gould Shepards, there wouldn't be an unhappy, neglected orphan child on earth. Likewise, if all the women were like her there wouldn't be an orphan child or any other kind on earth.

Russia is faced by starvation, according to a dispatch. But starvation is a mere trifle compared with what they will face if Kaiser Bill succeeds in getting astride of its governmental neck.

Mr. Hoover says that price regulation stopped big profits, which makes us all feel pretty good about having Mr. Hoover on the job of throttling profiteering.

With Columbia river smelt in the markets and spring greens season close at hand we don't care what Hoover does to us for the rest of the year.

Remember the Wheatless and Meatless Days and keep them wholly.

Soon Over His Cold.
Everyone speaks well of Chamberlain's Cough Remedy, after having used it. Mrs. George Lewis, Pittsfield, N. Y., has this to say regarding it: "Last winter my little boy, five years old, was sick with a cold for two or three weeks. I doctored him and used various cough medicines but nothing did him much good until I began using Chamberlain's Cough Remedy. He then improved rapidly and in a few days was over his cold."—Adv.

RESOLUTION NO.

"Whereas on the 8th day of December, 1917, a majority of the citizens and residents of the Town of Gresham owning property adjacent to Roberts Ave., of said town, having petitioned the Common Council of Gresham for the improvement of the said street, and estimates of the cost thereof having been examined by the Council; therefore be it resolved by the Common Council of the Town of Gresham, Oregon, that said petition is accepted and the same is hereby approved and allowed; that the Council does hereby declare its intention and purpose of making said improvement as follows:

Said Roberts avenue to be improved from the center of Second street to the center of the Section Line road by spreading the same with gravel to a depth of six (6) inches and nine (9) feet in width; said improvement shall be made in accordance with the charter and ordinances of the Town of Gresham; the cost of the whole thereof to be assessed to, and paid by, abutting property owners in proportion to frontage, and the expense and repair and maintenance thereafter to be paid by the Town of Gresham; that the probable cost shall be about \$10.31 for each 100 feet of frontage on each side of said street, and that the time for completing such improvement is hereby fixed at thirty days from date hereof:

Resolved further, that the Recorder of the Town of Gresham is hereby directed to publish the foregoing resolution, as provided by the charter and ordinances of the Town of Gresham."

Adopted by the Common Council, January 14, 1918.

G. W. KENNY, Mayor.

Attest: K. A. MILLER, Town Recorder.

Say Thrift Stamp to the grocer.

WANTS

LIVESTOCK

HORSES

LARGE BAY TEAM for sale. Weight about 3500. Team and harness, \$499. C. E. Bramhall, Troutdale, R2, phone Corbett 11010.

FOR SALE—Good work team, 7 and 8 years old, sound and true, weight 1400 each. Team, harness and wagon together or team alone. W. J. Hillyard, phone 776.

COWS

BULL CALF for sale cheap. From high producing stock. Will register A. J. C. C. Jersey. Phone 76x.

FOR SALE—Durham bull, 1 1/2 years old. G. P. Herz, Boring, Ore.

TWO FRESH YOUNG COWS for sale. L. Borg, 1 1/2 miles east of Gresham on Powell Valley road.

Poultry

WANTED—Several hovers, International preferred. F. W. Reed, Gresham, Oregon. 92

Lyman's Leghorn Layers.

Day old chicks will be our specialty this spring. We are prepared to fill large orders from our choice stock of Single Comb White Leghorns. Place your orders early and avoid waiting three or four weeks after you are ready for your chicks. A. R. LYMAN, Gresham, R-A.

One-half mile east of Gresham on Powell Valley road.

CONCRETE HEN'S NESTS, the machine for making and county rights, for sale. Fred Radford, R. 1, Boring, phone 371.

FOR SALE—New Zealand Reds and Belgian hares. Ely Cummings, Troutdale, phone 15x. tf

REAL ESTATE, RENTALS

TWENTY-ACRE FARM for sale, also cows and loose clover hay. Mrs. S. R. Kitzmiller, Gresham, Oregon, phone 32x1.

DAIRY FARM FOR RENT, also timothy, clover and mixed hay for sale. Guy H. Robertson, Gresham: Phone 37x. tf

FOR SALE—Modern bungalow, four lots; full basement. Six blocks from postoffice. Gas, bath, toilet. Phone 52x, Gresham.

HOUSE FOR RENT on South Roberts avenue. Jas. Lawrence, Gresham, phone 313. tf

MISCELLANEOUS

LOST—Planner knives, at GHHS Station, Jan. 13. Finder phone Bruns Lumber Co., Sandy 29. 93

SECOND HAND WATER PIPE wanted, 600 feet. Theodore Vogler, R4, Box 90, Gresham, Oregon.

FOR SALE—Pleasant Home Feed Mill. Will sell machinery separate from building if desired. If you want a bargain look this up. A. E. DeHaven, Gresham, R. A., phone 453. 93

FOR SALE—20 tons of hay, in the barn or delivered. Ward Stamm, Gresham, phone 245.

LOST OR STOLEN—Black and tan female bound pup. Please notify John Ickler, Gresham, R-A or phone 466. 92

FOR SALE—Cracked cabbage, suitable for making sauer kraut. Half cent a pound. Sun Dial Ranch, one mile east of Fairview, on Sandy road. L. H. Stone, phone 21x.

STORAGE ROOM for two machines, \$2 a month. Ekstrom Truck Service. Phone 798. tf

LOOSE HAY for sale. F. E. Williams, phone 439. tf

EARLY WHITE ROSE potatoes for seed, for sale by H. C. Whilon, Gresham, R. 4, phone 331. tf

One-ton truck for hire. Express and hauling. H. Christenson. Phone 13.

Professional and Business Ads.

DENTISTS

PHONES: Office 114 Res. 115
W. J. OTT
DENTIST
Gresham office over Anchor store, entrance next door to Hardware store. In Sandy every Tuesday and Wednesday.

PHONES—Office 517 Residence 51x
J. E. CLANAHAN
DENTIST

Office: First State Bank Building
GRESHAM, OREGON

DR. H. H. OTT
DENTIST

Howitt Building Gresham, Oregon
PHONE 113

PHYSICIANS

PHONES: Residence 111; Office 11x
Hours—10-12 a. m., 2-4 and 7-8 p. m.
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Phone Marshall 1509

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Phone 461

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