

PROGRAM FOR MERCHANTS MEET

Arrangements Are Completed for Entertainment of Retail Merchants' Association, Which Meets Here Next Month.

Preparations are completed for the entertaining of the Oregon Retail Merchants' association, which will meet here next month. The program as arranged is as follows:

Wednesday, January 17, 1912.

10 a. m.—Convention called to order by H. C. Garnett, president Medford Merchants' association.

Invocation—Rev. W. F. Shields, Medford.

Address of welcome in behalf of city of Medford—Hon. W. H. Canon, mayor of Medford.

Response—Hon. P. D. Gilbert, mayor of Albany.

Address of welcome, in behalf of Medford Commercial club—Hon. W. M. Colvig, president.

Response—J. L. Stockton, Salem.

Introduction of State President N. A. Perry.

President's annual address.

Secretary's annual report.

Appointment of committees on credentials, order of business, auditing and resolutions.

Luncheon.

1:30 p. m.—Report of committee on order of business.

Reports of local associations—Albany, Ashland, Astoria, Baker, Coos, Corvallis, Cottage Grove, Echo, Eugene, Forest Grove, Grants Pass, Hood River, Klamath Falls, La Grande, Lebanon, Medford, McMinnville, Newburg, Oregon City, Pendleton, Portland, Roseburg, Salem, Seaside, Springfield, The Dalles, Tillamook, Vale, Vancouver, Wash.

"Business Leaks: How to Stop Them."—Led by A. J. Henderson, Springfield.

"Speculative Buying: Advantages and Disadvantages."—Led by J. T. Ross, Astoria.

"Best Kind of Advertising for the Retailer."—Led by C. A. Murphy, Corvallis.

Wednesday Evening.

8 p. m.—"How to Dispose of Unseasonable Goods."—Led by Andrew Brund, Cottage Grove.

"Competing With the Mail Order Houses."—Led by H. C. Garnett, Medford.

"Securing New Business."—Led by M. O. Buren, Salem.

"Best Way to Do a Credit Business."—Led by C. A. Molden, Hood River.

Thursday, January 18.

9 a. m.—Report of committees on credentials and auditing.

Discussions:

"Do We Need New Legislation; If So, What?"—Led by John Collier, La Grande.

"Holding Trade"—Led by W. C. Stumberg, Vancouver, Wash.

"Attracting a Woman's Trade"—Led by J. C. Mann, Medford.

Address, "The Trade Paper and You," by Leo R. Merriek, assistant secretary Portland association.

Address, "Relation of the Retailer

The Long and the Short of It

By ROBERT DONNELL

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HER'N HIS'N



THIS is the long and the short of it (Isn't it really shocking?): Santa Claus knows HE wears short hose, While SHE wears a full length stocking.

So when the day approaches Which once in a year is coming The sly old saint (it would make you faint!) Puts over this mental summing:

"She MUST have presents in plenty; He CAN have very few, For every one knows he wears a hose That's scarcely as high as her shoe."

A Merry Christmas

IT is our earnest wish that you may enjoy a Merry Christmas and a Happy New Year.

The Toggery

Of Course

PRESIDENT ESTRADA OF ECUDOR DEAD

to the Producer," by Hon. James Withycome, Corvallis.

Luncheon.

1:30 p. m.—Address, "How to Avoid the Rocks," by F. L. Shull, city manager Portland Flouring Mills company.

Discussions:

Advertising Value of Market Day Programs—Led by F. J. Fletcher, Albany.

Proper Supervision of Clerks—Led by Henry W. Meyers, Salem.

Report of resolutions committee.

Miscellaneous business.

Election of Officers.

Selecting place for next convention.

Adjournment.

Haskins for health.

GUAYAQUIL, Ecuador, Dec. 22.—President Emilio Estrada of Ecuador died suddenly here today. He took office January 1, 1911. He was taken ill in September and sent to Quito. After a plot to assassinate him there was discovered and foiled, and the plotters captured, President Estrada returned home, the altitude of Quito being considered dangerous to his health.

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