

MEDFORD MAIL TRIBUNE

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With Medford Stop-Over

GERMAN BANKER ASSERTS ROADS MUST RAISE RATES BERLIN, June 2.—Arthur Von Gwynner, managing director of the Deutsche Bank, and one of the leading banking authorities in Europe, discussed today American railroad affairs in an address to the American Luncheon club here.

What the American business situation needs now is permission for the railroads to raise their rates. American roads pay fully twice the wages paid in Prussia and yet they are allowed to charge only half the continental rates.

GRAINS AND GRASSES WANTED FOR EXHIBIT The Medford Commercial club has been requested to secure all the varieties of grains and grasses grown in Jackson county for an exhibit at the San Francisco Fair.

REGOVERS SENSES AFTER FIVE MONTHS PUEBLO, Colo., June 3.—Demonstrating a keen interest in steps that are being taken to restore him to his family and apparently rational once more, George E. Bartholomew, known for five months at a hospital as "John Doe," is awaiting today word from his wife in Minneapolis.

POINCARÉ TO SHOW TEDDY LIVING COURTESY PARIS, June 3.—President Poincaré is desirous of showing Colonel Roosevelt every courtesy during his forthcoming visit to France and gave orders today to have the special presidential railroad car in readiness for the colonel on his arrival at Cherbourg.

THE city council evidently intends to make the region surrounding Medford a barren desert. To this end the council has passed a resolution increasing the minimum for use of water outside the city limits, \$2.50 per month and a charge of 25 cents per 1000 gallons for all water used in excess of 5000 gallons.

AN OUTRAGEOUS ACTION

The present rate is \$1.50 per month minimum and 12 cents per 1000 gallons. Where 50,000 or more gallons are used, a rate of 8 cents per 1000 gallons is made.

The new rates are an outrage. They are higher than in any place in the land. Even in southern California, where there is a constant shortage of water, which has to be brought hundreds of miles at an enormous investment, no such excessive prices govern.

Twenty-five cents per 1000 gallons is prohibitive. The new rates mean simply the abandonment of lawns and shrubbery and a cessation of efforts—all too rare in Oregon—of beautifying the country.

No emergency exists justifying this action. The water system is making a good profit on the investment—a profit that justifies a reduction in rates rather than an increase. There is no shortage of water. Over a million gallons a day is going to waste—most of the time two million gallons.

The only shortage that exists in the water supply is during the summer heat periods, when the southern part of the city is sometimes shy—due to lack of pressure in the small mains. Rotation of irrigation hours will temporarily remedy this—pending the construction of a cross-town main from the reservoir to feed the southern portion of the city—which should be the next improvement contemplated.

There are less than a hundred city water-users outside the city limits—few of them use much water. What they use does not seriously affect the city's supply. Nearly all of these suburban residents do business, buy their supplies, spend their money in Medford, rent Medford buildings and offices, pay water rent also in Medford—and there is no reason why they should be penalized for attempting to improve and develop the country.

When the Medford water system was constructed, the great argument used whereby the community was induced to bond itself so heavily, was that the abundance of water thereby provided would enable cheap water and create the city beautiful. Lawns, shrubbery, shade trees would be possible everywhere, and the surplus water be used in developing the country.

Many of those affected are poor people who have their all invested in their little homes. They must let their gardens die and their property go backward.

The council gave a fine exhibit of its pennywise and dollar foolish wisdom when it discharged its efficient fire department to save a few dollars and lost at the first fire several times as much money by hose destroyed through inefficiency as it would have saved by its parsimony in a year.

What It Costs to Do Business

A Series of Business Talks by A. M. Burroughs, of the Burroughs Adding Machine Company.—Copyrighted.

A retailer may fool himself by failing to charge all of his expenses into his cost of doing business, but his expenses will come out of his gross profits just the same.

Until recently retail grocers in a certain western city were paying \$1.40 for a 50-pound sack of flour, which they were selling for \$1.55. This allowed them a gross profit of only 15 cents per sack.

The Retail Grocers' association in this western city took up this problem in a special convention. Most of the grocers agreed that this 15 cents did not allow a profit, though a few were of the opinion that they were making a little on it.

The result of the discussion was an investigation into the cost of doing business in that city. When the different grocers began producing their books to show their expenses, a very wide range of costs were shown.

Some of them had cost systems and declared it cost them 22 to 25 per cent to do business. A few, while admitting that their systems were not very complete, estimated their costs at 10 to 12 per cent.

The final result of the investigation was an agreement (those who knew didn't "agree") upon the average of 15 per cent as the proper and correct cost of doing business.

But this average was plainly incorrect, because the low figures ranging around 11 and 12 and 13 per cent were from the stores of grocers who did not figure to make anything over a reasonable salary for themselves; who did not figure to make anything on the investment in the store buildings they happened to own; who did not figure for interest on their investments, and who overlooked a score or more important items that should be included in the expenses.

The high percentages, ranging around 20 to 25 per cent, were from the stores of retailers who had applied a searching cost system to their business. These merchants were

charging up to their business every item that could be considered as expense and it made their expenses seem high.

The investigators took these high percentages, which were about correct, and the low percentages, which were 8 or 10 to 15 per cent too low, and combined the whole list to arrive at the average of 15 per cent. Now, a good many retailers who think they are fixing prices right, are puzzling over their failure to find the profit they expected last year.

The cost of doing business is, of course, just the same, whether a merchant includes all of the items or only a few of them in his expense account.

The only difference is that he deludes himself into thinking that the cost of doing business is only 15 per cent when in reality it probably is 20 to 25 per cent.

If he fools himself in this way and figures for a 10 per cent profit, the chances are that the expenses and the extra cost of doing business, which he hasn't figured into his percentages, will eat up that profit and leave him holding the sack at the end of the year.

Special Train Rose Festival.

On Monday, June 8th, the Southern Pacific will run a special train to the Rose festival at Portland. One fare for the round trip. Returning good until the 15th. Full particulars at S. P. depot, call, write or phone. 66*

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HISTORICAL FEATURES FOR ROSE SHOW

Two of the exhibits at the Rose Show will have a peculiar historical interest in addition to their floral beauty. One is a climbing rose which was brought to Jackson county 50 years ago by "Aunt Sallie" Ish, and planted on the old homestead, and through the courtesy of Mrs. W. H. Gore the Rose society is enabled to show an exhibit taken from the original vine.

The other has had a more varied history having been brought over the "Oregon Trail" in 1842 by Mrs. Elizabeth Applegate, and planted originally at the mission established by that maker of Oregon history, Dr. McLaughlin, who has recently been honored by the National Geographical society by having the name of Mt. Pitt changed to Mt. McLaughlin. From this rose, members of the family have taken cuttings, the one from which this exhibit is taken being the climbing rose growing at the residence of Mrs. M. L. Afford at Eighth and Ivy streets.

EMPRESS OF IRELAND'S DEATH LIST NOW 1024

QUEBEC, June 3.—The confusion as to the number of persons who perished in the Empress of Ireland disaster last week has been one of the distressing features of the tragedy, and today the uncertainty was further emphasized when figures, declared by the Canadian Pacific railway steamship company to be official, raised the death list to 1,024 from 969 on Sunday night—55 more.

Last Friday the company stated at its Montreal office that the Empress of Ireland carried 1,387 passengers. It was upon that figure that the list of survivors and missing was based. Tonight, however, the company asserted that the Empress carried 1,476 persons, officers and crew, or an addition of 89. As a partial offset the figures giving the number of rescued were raised by 36—four from the first cabin, three from the second cabin and steerage and 29 officers and crew. The discrepancy of two in these figures was not explained by the company tonight. The total saved from the disaster is now placed at 452. These include 26 first cabins, 134 steerage and 233 officers and crew.

Of the 1,024 who died the bodies of only a few more than 200 have been recovered and of these only 103 had been identified tonight.

While arrangements were being completed tonight for the first of the public funerals to be held—one on Wednesday and 12 of the crew—inquiry was proceeding with a view to fixing the responsibility for the Empress' collision with the Norwegian collier Storstad.

ONE GUN SHORT IN SALUTE FOR DANIELS

ANNAPOLIS, Md., June 3.—Because he failed to count correctly, or in some other manner missed the number of guns being fired, when secretary of the Navy, Daniels was a visitor at Annapolis on last Saturday, a chief gunner's mate at the naval academy is in the "brig" of the station ship Reina Mercedes.

According to well authenticated reports today the gunner's mate, whose name is being withheld had charge of the firing of the salute in honor of the arrival of the secretary, who came to witness the Army-Navy baseball game. Naval regulations call for 19 guns to comprise the salute to cabinet officers. The salute fired on Saturday was one gun short.

Blood Trouble Often A Puzzling Question

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FEAR HINDUS PLAN CLANDESTINE ENTRY

VANCOUVER, B. C., June 3.—In view of the plans of the Hindus aboard the Komagata Maru to return to Yokohama with all on board, it is likely that the immigration department will arrange to have a convoy for the ship to accompany her until she is well away from the Vancouver Island coast. The officials find it difficult to believe that the Komagata Maru's party really intend to give up their fight to enter Canada so quickly, and are inclined to watch the ship and her passengers with increasing care.

TARRYTOWN COMES TO AID OF JOHN D.

TARRYTOWN, N. Y., June 3.—Besides increasing the police force by 50 members to guard against a threatened invasion by Industrial Workers of the World, the town authorities here began today paying Fountain Square, where gatherings have been held, with a soft tarlike preparation. Whether this was done by chance or design, it eliminates the square as a rendezvous for several days to come.

AMERICAN KILLED IN TAMPICO DISTRICT

WASHINGTON, June 3.—The killing of Weston Burwell of this city and a company and a companion, supposed to have also been an American, by Mexicans in the Tampico district about two weeks ago, was confirmed today. Reports that Burwell was executed as a spy are being investigated by the governor of Tamaulipas.

REBELS SEIZE SUGAR IN MAZATLAN BAY

ON BOARD U. S. S. CALIFORNIA, Mazatlan, Mex., June 2.—The Mexican schooner Goribaldi, carrying a cargo of sugar, went aground today on Piedras Island, in Mazatlan harbor, and was captured by constitutionalists. The vessel is breaking up in the surf.

The federal governor of Mazatlan has granted permission to a representative of the United Sugar company to enter the constitutionalists' lines to try to negotiate for the return of the captured sugar.

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