

THE LARGEST AUTOMOBILE SECTION IN THE STATE OUTSIDE OF PORTLAND

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## Retailers To Revolutionize Trade System

SALEM, Feb. 5.—Striking squarely at the foundations of the present system of distributing merchandise from producer to consumer, the seventeenth annual convention of the Oregon State Retail Merchants' Association, which will open in Marshfield next Monday morning, will take up the big question of whether the organized retailers of the state may not bring about certain big economies which would enable them to give the public more merchandise value for their money.

This will be news to the public—volume news, no doubt—but it is not a new question with the retailers. Speaking of this today, Edmund A. MacLean, secretary of the Oregon State Retail Merchants' Association, said:

"The biggest business brains in America have been engaged for years in endeavoring to solve this problem of economic distribution of merchandise in a scientific way.

"The mail order system was one of the earliest big developments along this line, but people want to see what they are buying. If they can, the mail order business has never prospered in cities and towns where the people could get the 'service' of having merchandise laid out before their eyes for their selection.

"The many chain store enterprises have made more headway in cities and towns, because the chain stores supplied this 'service' to customers, but the chain stores have lost that magnetic contact with customers that means so much, because the customers never can see or meet the real proprietors of chain stores—and the employees frequently lack that personal interest and spirit which the proprietor inspires among his help when he is personally 'on the job' in his own place."

"Among the retailers in Oregon the sentiment has been spreading rapidly that the highest ideal of distributing efficiency will be realized if these independent retail merchants get together in buying direct from the producers everywhere."

The convention which opens Monday morning will debate whether the time is ripe for such an important enterprise and, if so, what the detailed plan of arrangement should be for such a buying organization for the retailers.

"It will be perfectly plain to the public that if the retailers, through a buying organization of their own, can get merchandise of all kinds direct from the producers, instead of from wholesalers or other middlemen, it would be natural and logical to expect big savings, the benefits of which could be passed along to the consuming public."

No one disputes the soundness of this theory—the difficulties that are encountered are all in the practical details of putting this idea into effect. The theory is simple, but working it out presents a variety of complications which must be wrestled with. This the convention will do, for the retailers of Oregon are animated by a very progressive spirit.

"It is impossible to forecast what the convention may do. But this much is certain, the convention will face this question squarely and undertake to decide it on its merits, without fear of the wrath of wholesalers or any other influence. If the sellers, who fortunately are very well organized, can make big economies in the distribution of merchandise by combining their brains and capital behind such an effort, it is not only their privilege to do it, but it might well be considered a duty, if they would regard the real justification for their success as the most loyal efforts they can make to serve the public to the best possible advantage of the public."

Various other questions of current importance will be taken up by the convention, including the possible adoption of some plan for a state-wide publicity campaign designed to show that the retailers

## 573 Bills Received By Both Houses; Olcott Signs 18

SALEM, Feb. 5.—A total of 573 bills have been introduced thus far in the legislature, 254 in the senate and 319 in the house. Thirty-eight have passed both houses and are ready for the governor's approval or veto. The governor so far has signed 18 bills, nine from each house and vetoed none.

Eighteen bills have been tabled in the senate, an unprecedented number. Rarely has the number of tabled measures exceeded three or four during any one time at any session. Some of the bills will never leave the table.

## MASON'S MEN ARE LEADING

Hoagland's Buicks won two of the three games played with Mason's Box Makers in the Elks' tournament last night. High three-game total was rolled by Hoagland with a score of 545. He also annexed the best single game score, his second game showing a score of 201.

The scores:

| Mason's Box Makers |     |     |     |
|--------------------|-----|-----|-----|
| Rogers             | 144 | 198 | 153 |
| Daggett            | 191 | 164 | 133 |
| Mason              | 152 | 172 | 153 |
| Magoe              | 129 | 150 | 120 |
| Alnutt             | 145 | 130 | 160 |
|                    | 752 | 746 | 729 |

Hoagland's Buicks:

|           | Won | Lost | Pct |
|-----------|-----|------|-----|
| Mason     | 3   | 4    | 66% |
| Rex       | 7   | 5    | 58% |
| Upp       | 7   | 5    | 58% |
| Swanson   | 7   | 5    | 58% |
| Bodge     | 6   | 6    | 50% |
| Watters   | 6   | 6    | 50% |
| Hoagland  | 4   | 8    | 33% |
| Underwood | 3   | 9    | 25% |

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Mason's Box Makers are leading the other teams in the tournament with an average of 666. The standing of the teams to date follows:

Won Lost Pct

|           | Won | Lost | Pct |
|-----------|-----|------|-----|
| Mason     | 3   | 4    | 66% |
| Rex       | 7   | 5    | 58% |
| Upp       | 7   | 5    | 58% |
| Swanson   | 7   | 5    | 58% |
| Bodge     | 6   | 6    | 50% |
| Watters   | 6   | 6    | 50% |
| Hoagland  | 4   | 8    | 33% |
| Underwood | 3   | 9    | 25% |

Legion's Plan For Rehabilitation Is Supported Widely

INDIANAPOLIS, Feb. 5.—The American Legion has received more than a hundred favorable answers to its memorial calling attention to the situation which surrounds the rehabilitation of disabled world war veterans, according to F. W. Galbraith, Jr., national commander of the legion. The memorial was presented to the President, President-elect and congress.

According to Mr. Galbraith practically all of the letters from the secretary to the President, from Senators, representatives and heads of various government departments and bureaus stated that the writer was squarely behind the Legion's national plan of rehabilitation.

The memorial outlined the situation in regard to the disabled, suggested a remedy and urged the support of the President and the Congress. Copies of the memorial are being distributed to all departments of the Legion and to patriotic and civic organizations in 1,500 cities.

Letters of approval received at National headquarters of the Legion here include those from Senators William S. Kenyon, Robert M. LaFollette, Medill McCormick, Harry S. New and T. J. Walsh.

## WIDOW OF GREAT IRISH LEADER DEAD

LONDON, Feb. 5.—Mrs. Charles Stewart Parnell, widow of the great Irish leader, died today, aged 76.

MARKET REPORT

PORLTAND, Feb. 5.—Livestock, steady; eggs 3 cents lower; butter,

steady; cheese 2 cents higher; flour,

flour, steady; bacon, 2 cents higher;

bacon, steady; lard, 2 cents higher;

lard, steady; coffee, 2 cents higher;

coffee, steady; tea, 2 cents higher;

tea, steady; sugar, 2 cents higher;

sugar, steady; molasses, 2 cents higher;

molasses, steady; flour, 2 cents higher;

flour, steady; flour, 2 cents higher;

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