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POLITICAL ORATORY.

The man who starts out on the stump nowadays has quite a problem of psychology to tackle. He addresses a different audience than the one which used to gather. In former times a rally consisted of people accustomed to hear only one side. They usually read only one newspaper, which never printed speeches by opponents. This audience would swallow anything and cheer it.

Many of the speeches are now made on the streets or at railroad stations. The audience is from Missouri and demands to be shown. It will not accept half truths and unsupported assertion. If a statement is manifestly unjust, it hurts the party that makes it.

Party ties hang loose. Most people read speeches and opinions from all points of view. They know that there are good men in all parties, that each has its own weakness and makes its own typical mistakes.

And yet a speaker has to be positive to be firm in his own convictions. He is not called on to tell the weak points of his own case any more than is the lawyer who is addressing a jury. Perhaps the reason why political oratory seems poor nowadays is not so much that the speakers have declined in effectiveness. They have to measure up to a greater level of intelligence in their audience.

At all hazards a speaker must seem fair. He must be a thorough student of public affairs. If so, he can find plenty of weaknesses in the record of his opponents. He can safely dwell on those to his heart's content. But the moment he makes a statement that he can't back up, the moment that he utters an unjust slur, that moment he has slammed his audience in the face, and insulted its reason and discrimination.

HIGHWAY DEFAACEMENT.

Representatives of the National Highways Protective Association of New York are working in a number of states this year. Their efforts is to arouse sentiment against the defacement of highways by advertising signs. In seven states there are now laws against this practice.

It amounts to little to clean out signs from the roads, if just outside the street line there are ugly and glaring boards. This is a difficult matter to control, owing to legal obstacles. The laws apparently permit a man to make his land just as unsightly as he wants to. The fact that he injures neighboring real estate as well as his own, is not considered ground for interference with the rights of private ownership. There are ways however by which such abuses could be gotten rid of. Every automobile association improvement society, and country club should be an active agency for beautifying country life. Automobile associations should not confine themselves to efforts to improve road surfaces. All kinds of outdoor organizations should be interested in everything.

There are millions of people who object to advertising signs in highways or painted on barns or scattered through pretty rural country. Such organizations, as are mentioned above should pass resolutions against such defacement. They should urge in so far as they may do so legally, that their members refrain from patronizing concerns that resort to this most objectionable method of advertising.

In such ways as these, public sentiment could be so organized that business concerns would hasten to remove their ugly roadside signs. They will erect no more the moment it is

shown to them that they create resentment.

THE COST OF MEN'S CLOTHING.

The newspapers printed a dispatch a few days ago predicting somewhat higher prices for men's clothing this fall. Conditions growing out of the war, and that advancing cost of labor are named as causes.

The man who buys a suit of clothes of a first class tailor is assessed heavily nowadays. There are a great many men who used to get this grade of garments for about \$30.00 \$35.00, who today are paying \$45.00 and \$50. The labor organizations have forced up the price of garment making, and public sentiment requires the tailor to maintain his workshop in a more sanitary condition.

This advancing cost must tend to help the ready made clothing trade. It so proves in the field of feminine apparel. A great many women who formerly used to patronize dress-makers now buy clothes direct from the shop. Of course as the wealth of the country advances, a great many more men can afford to pay high prices. But many of them are feeling that the production of custom made clothes for their individual requirements has become too expensive an affair.

The ready made clothing store has to carry in stock an assortment sufficient to fit tall men, short men, fat men, and thin men. It must take a good capital. The rapid changes in styles constantly threaten losses. The tendency of the times must be to favor the larger store that is enterprising enough to advertise, and to crowd out the small shop that feels it can't afford it.

People tend to become more particular about the fit of their clothes. The man who used to be satisfied with any old baggy garments that would cover his nakedness now expects the ready made man to produce or alter something that will fit his physical idiosyncrasies. To meet all these demands is quite a problem. The ready made man needs an eye for form and no little mechanical skill to make these adaptations correctly.

CLOTHES AND WORK.

The demand among a certain type of men for clean handed polite jobs is often commented upon. They will accept low pay if the work seems of a gentlemanly type where they can keep their cuffs clean. They dislike plunging into the vital processes of a factory. They would have to wear overalls.

That there are some women who entertain similar ideas was suggested by the remark of a fashionable dress maker the other day. She does business in a good sized city, employing some 15 girls.

"They come to the shop" she said, "in delicate light gowns. These would be appropriate to attend afternoon tea in. But they do not fit in my work on dark colored cloth with lint or coloring matter that rubs off. They kick at using such material. But I have to wear dark clothes myself, in which I can handle anything. Also their hands are so carefully manicured that they don't like to get them soiled."

Probably these girls desire to appear on the streets as if they were ladies of leisure. If they dressed like working girls, they might meet some of their swell friends.

The majority of business girls have no such false affectations. They go to their work simply dressed, seeking to avoid rather than draw attention. But there are others who are affected by the wealth and false standards of the times. Their work is not their first aim in life. Their hearts are set on attracting attention, getting ahead socially, becoming intimate with Society people.

Young women of this type defeat their own ends. They are disliked by their employers and are accepted only for lack of more efficient service. They get few advances in wages and when there is a chance for promotion, they are passed by.

LOGAN PEOPLE ASTONISHED BY SIMPLE MIXTURE

Logan people are astonished at the instant action of simple Buckthorn bark glycerine, etc., as mixed in Adler-ka. ONE SPOONFUL removes such surprising foul matter it relieves almost ANY CASE of constipation, sour stomach or gas. Because Adler-ka acts on BOTH the lower and upper bowel, a few doses often relieve or prevent appendicitis. A short treatment helps chronic stomach trouble. The City Drug Co.—Adv.

We have some old newspapers here are selling for 5c a bundle, just the thing to start the fire with.

Our Want Ads are business getters

GRAND OPERA AT UNIVERSITY

Department of Music in University of Utah Anxious to Popularize Musical Knowledge.

Mr. Thomas Giles, professor of music in the University of Utah, has some big departmental plans for the coming school year. Besides bringing up the band and orchestra to points of size and efficiency not attained before, Professor Giles will put on another grand opera, and will conduct classes in musical history and harmony which will be a great financial saving to students of music.

Professor Giles announces that as soon as the University orchestra for 1916-17 attains a membership of 30 he will personally defray its expenses on trips to Ogden and Provo for concert purposes. The band also will be given its usual trips to Logan and Provo.

These organizations are fostered officially by the student body. They are open to any student who plays an instrument and desires to become more proficient. Three hours of college credit, besides the student awards, are granted for participation in either or both organizations.

The band membership last year was 30 and that of the orchestra, 25. The former made 18 official appearances. The latter appeared 40 times, including its work in the grand opera, "Aida," which was pronounced by the press to be "far and away in advance of any production heretofore attempted by local talent."

This year both "Tannhauser" and "Manon" have been suggested to Professor Giles, but he has not yet definitely decided what to present. He would like very much to co-operate with the best musical talent in Utah and make the thing a strictly local production. He is also desirous of presenting it at a time when people from outside the city can hear it, probably during the spring conference.

Professor Giles states that the department of music in the University of Utah is anxious to serve all the people of the state; anxious to popularize musical knowledge. He declares that no extra fees will be charged for the work in harmony or musical history, but that these will be open to all who pay the regular university tuition charges. This means that work which costs \$60 to learn by correspondence and from \$80 to \$100 to learn in private will be taught in the state university classes free of charge to college students and open to all others who care to enter the university for this special work.

STUDENTS PAY THEIR OWN WAY

Fully Half of the Girls Attending University Support Themselves.

Fully one-half of the girls who attend the University of Utah last year supported themselves in whole or in part, according to statistics compiled by Miss Lucy M. Van Cott, dean of women.

These statistics show that, out of 729 girls registered in the university, 464 had homes outside of Salt Lake City and 360 earned part or all of their expenses while attending school.

The list of occupations in which these latter were engaged is illuminating. It includes tutoring, teaching in schools, teaching china painting, teaching music, playing in orchestra, singing, piano accompanying, clerking in stores, offices and post offices, telephone operating, attending children, professional cooking, general housework, waiting on table, supervising play-grounds, ironing in laundries, candy making, canvassing, acting as cashier, doing millinery work, bookkeeping, stenography, soliciting for orders, keeping boards, sewing, embroidering, canning vegetables, packing fruit, census taking, school enumerating, copying, reading examination papers, manicuring, shampooing, doing general office work, doing library work, washing and ironing, house cleaning, doing supervisory work.

Miss Van Cott gives attention to the care and welfare of young women attending the university, especially those coming from other states and from parts of Utah outside of Salt Lake City. She not only attends to the special needs of young women during school hours, but uses every precaution to see that they are properly cared for at boarding places. She is in charge of a loan fund which has done a great deal to assist deserving students by lending them small sums of money for convenient periods of time without interest. All women students are required to see her on arriving at the university.

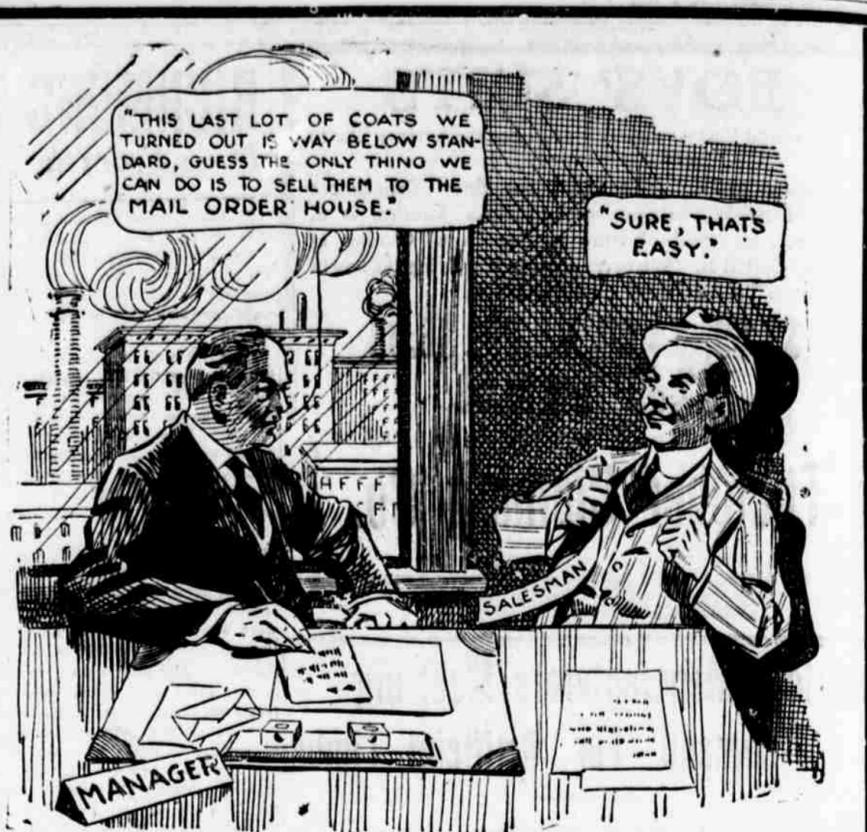
Training Department Free.

No tuition fees will be charged from now on to students attending the ninth grade of the junior high school operated as a part of the University of Utah training department. Students from anywhere in the state are eligible and welcome to attend this school for their secondary work. Residents of Salt Lake City will be charged the same fees as are charged at the city high schools, but pupils whose homes are outside the city will be admitted free. The junior high will start when the city high schools begin their work, September 5th, and will not wait for the regular college year to begin.

Better Still.

She—An apple a day keeps the doctors away.

He—Don't stop there; an onion a day keeps everybody away.



THE CARTOON TELLS THE STORY

IN EVERY town in the country you will find that the retail merchant in that town stands ready to duplicate any quotation made in the catalogs of the mail order houses—in most instances will do much better—in fact, on the same character of merchandise if you will pay cash and accept inferior goods, upon which no reputable manufacturer's name is to be found, your local merchant will sell you for less money. It is a notorious fact that no reputable manufacturer will sell his output to the catalog houses. The only thing the mail order house is after is your money—and the money you send them goes out of your community forever. Your local merchant is in his place of business every day of the year, ready to back up every article he sells. His business is legitimate, the success of his business contributes to the general prosperity of the entire community. This is the economic principle upon which the internal commerce of this country has been built.

These Merchants and Business Men of Logan Endorse the Logan Republican Community Building Campaign:

- Shambart-Christiansen, The Bluebird, Murdock Candy Company, The American Steam Laundry, Lundstrom Furniture & Carpet Co, The City Grocery, Cardon Jewelry Company, Hub Clothing Company, Thatcher Clothing Company, Mose Lewis Department Store, S. E. Needham, Jeweler, W. F. Jensen Candy Company, White Sewing Machine Company, Everton & Sons, Hardware, Logan Arms & Sporting Goods Co, Harris Music Company, Wilkinson & Son, Cache Valley Mercantile Co, The Royal Bakery, Cache Valley Electric Co, D. V. Anderson, Plumber, Rolfsen Sporting Goods Co, Ideal Grocery, Howell Brothers, Clothiers, Lafount Hardware Company, H. G. Hayball Mercantile Co, Edwards Furniture, "Let Us Feather Your Nest," Thatcher Music Company, U. O. Lumber Company, Logan City Electric Plant, Mrs. T. D. Roberts, A. H. Palmer & Sons, E. W. Lundahl & Sons, J. P. Smith & Son, Co-op Drug Company, Morrell Clothing Company, City Drug Company, Economy Supply Company.

UTAH'S KNITTING INDUSTRY

BY JOHN A. HENDRICKSON

The following article which appeared in the Payroll Builder, was written by Mr. Hendrickson, and as it touches on a local industry, should furnish interesting reading:

The knitting industry of our state passed its twenty-sixth birthday in July. July, 1890, the writer placed above the door of a small knitting factory in Logan a sign reading: Cache Knitting Works. It is a fact, however, that previous to that time some few hosiery had been made on hand knitting machines. The Cache Knitting Works employed at the start but eight knitters. The capital employed was quite as limited as the number of hands employed. The factory began soliciting trade from the stores as well as the retail trade. In 1891 additional articles of knit goods were added to the list, and one year thereafter, other articles in the line were added. In 1893 the present well known union suits for men, mostly made up in the black were offered to the public. Previous to this period these garments were not on the market. Ladies' union suits, however, were made in the east and shipped west and offered by many of the ladies furnishings establishments. It was with some difficulty that the men's union suit found its way onto the market, as it was an innovation in the underwear line. In 1895, agents were sent from Logan into Idaho, Montana and Wyoming, soliciting orders from the consumers and we were indeed surprised at the results. About this time other factories were started in Logan, by men who had learned something of this industry from the original factory, when agents were sent into several

additional states, and about sixty hands were employed by the knitting industry. Later on, the writer was instrumental in establishing the Ogden Knitting Works, and the same year the Salt Lake Knitting Works. There are now twelve to fifteen factories in the state. The reason that I give an indefinite number is from the fact that two or three referred to could hardly be called factories, as they import much of their knit wear and sell it as Utah made.

Our Present Market Last year, being twenty-five years since the birth of the knitting industry, over one hundred agents were traveling soliciting orders for Utah knit wear in the following states: Minnesota, North and South Dakota, Montana, Washington, Oregon, Idaho, Wyoming, California, Nevada, Arizona, New Mexico, and parts of British Columbia in addition to our own state.

Amount of Business Done Last year the knitting industry of this state manufactured \$647,779.39 knit goods. There was paid out for labor \$102,612.54, 23.13 per cent of the above products was sold within the limits of our own state, while 76.87 per cent was sold in other states. Thus it will be seen that \$12,000 were brought into the states from knit wear shipped out of the state as a result of the knitting industry.

Number Employed It is a little difficult to ascertain the exact number of knitters employed by the various knitting mills, but as near as can be ascertained, there were in 1915, 275 male knitters and finishers employed, 25 male knitters and 52 men and ladies employed as foremen, clerks, stenographers, etc.

In addition to the above over 100 salesmen were sent out by the various factories.

The Quality of Goods

It need hardly be said that the quality of goods produced by the knitting factories of Utah are equal if not superior to any of its kind on the market. The very fact that the industry has grown to its present extent and that the goods are sought in all of the western states, tells its own story. The present year bids fair to surpass all previous years. All the factories are preparing for, and are expecting a larger output than that of any previous year. While the present world war has its influence indirectly, directly it has but little effect on the industry, other than making it more difficult to obtain suitable materials. It is, however, a fact that eastern factories are receiving orders from some of the warring nations, resulting in less competition by eastern houses to our state industries.

Location of Factories

There are in Logan four factories employing on an average of thirty hands each. There are two wide-awake knitting factories in Ogden and five in Salt Lake City, and one in Provo, making a total of twelve. As previously stated, there are others, but they can hardly be counted among the real factories.

Although the people of the state are not patronizing the industry as they should, the outlook is good. If our people realized that to buy good goods is the cheapest investment, they would soon be convinced that the articles made by Utah knitting factories, because superior in quality, are cheaper than goods shipped in and picked up because they were apparently cheap.

Call at this office and get a big bundle of old newspapers for a nickel.