

# Oroville Weekly Gazette

TWELFTH YEAR, No. 4

OROVILLE, WASHINGTON, JULY 14, 1916.

\$1.50 PER YEAR

## THE WORM TURNS.

Editor of the Gazette:—  
In any line of business there are problems that confront the entrepreneur that must be solved and corrections of methods made if the business is to succeed. Probably no one thing has caused more worry and study for the country merchant than the mail order houses. How is the country merchant to get the business and what is more important, keep the business when he gets it?  
The puzzle is the same all over the country. It is not confined to Oroville. Wherever one goes he hears the cry against the mail order houses.  
Your article in the issue of July 7th makes an important contribution to give some of the reasons why we patronize outside firms to a small extent. If others have had like experiences one has not far to go to learn why or how the local merchants have brought on themselves the predicament in which they now find themselves. A change in methods here and there may help solve their problem. As you will see, it is not always excessive prices that cause the trouble.  
When we arrived in Oroville we were as prejudiced as any one could be against the mail order houses. The local merchant kept his trade entire. Why did they not keep it? It was their business to hold it. We believed in fair prices and would not pay to pay a little more than outside prices plus freight. I understood one of our merchants expressed himself once by declaring that after the new arrival was applied in his own home "the dry of the rest of us was performed" and our aim should be to "land another Dry".  
Some merchants have a way of treating each transaction as though it were the last opportunity to sell to that customer so "make as much as you can on the opportunity." We were once sold an implement composed of parts of several machines. We were tendered and pretty green. A year or so later we found that the machine was not worth the price we had paid for it, but we had been careful not to give that man much patronage since. Had we explained that in some way the machine got mixed up but that it would do the work just as well as any other, we would have felt more kindly.  
Again, we were particularly obliged to have an article immediately. There was one to be had new that we could not find. Finally a merchant said that he had such an article that he had been using and that we were welcome to use it until he could get a new one for us. No, he didn't. He said he would let us have it, naming a price more than double that quoted in the catalogue for new goods. We could "take it or leave it" and "decide quick too." This merchant bragged about how he had pulled a good one over on us. Each merchant would do. I could mention many more but these are sufficient.  
About the first thing our merchants should do to keep their trade at home is to get that goods were ever freighted in by train. The same goods high freight rates are too many years ago. Freight rates are the same for all. Do not take advantage of the youthful youngster to charge him for a five-cent article and expect to get away with it for long. Parents may get on it, and one man's money is as good as another's.  
It must be confessed that the production is the hardest to combat. One country merchant in the east advertises by mail order that he has a saving of 37 per cent on goods in his line and goes the other way by offering to pay the freight. I cannot say how he is coming along, except that he has done it with a saving of 37 per cent and has not gone broke yet. There is this about it, when a customer springs a catalogue price the merchant cannot resist. He must keep the trade at home. He must offer simply because while he is about it he might as well get them all together and save carrying charges. When I say legitimate profits I mean that the merchant should not be allowed to make a profit on a sale of goods that he has made at a loss. A customer who comes to the merchant's profit is 25 cents and mark up an article from \$1.00 to \$1.25, thinking it is easy to make a profit of 25 cents. The cost having been 75 cents. But I am informed that this actually happens in a large number of cases.  
As to the article mentioned in your issue of July 7th. It cost us \$4.35 laid down. Oroville merchants price \$6.00. Do you realize that this is a saving of 37 per cent? Mr. Editor, "the few cents" more to us than to you perhaps. This 37 per cent is more than most of the local merchants in our cities make in a whole year. Right here let me say that the enormous profits made in large city concerns are not large when compared to the capital invested. I venture to say that if our merchants started with \$10,000 and paid dividends of 10 per cent at the end of five years they would have \$15,000. He would not be so very well pleased with that. He would like to see a proportionate business would make a large profit. When looked at from this angle the \$40,000,000 distribution made some time ago by a mail order house, was not so remarkable after all.  
To return to the \$6.00 article; is it the merchant or we who pay that donation to the local improvement? If he takes that \$1.50 away from us, he has a saving of 37 per cent. Why not use the \$1.50 to go toward paying our own taxes? Is it absurd for us to say that the local improvement merchant for our subscriptions as we are paying him extra in order that he may contribute? If it is not just as absurd to argue that one should trade at home because the merchant does contribute? When we take produce to the merchant and he pays us a little more than the market price for elsewhere, because we pay the freight and help support the community? Or is the blade to be sharpened on one edge only?  
We are in business also. We offer you apples at \$2.00 a box when you can send them to Wenatchee or somewhere else and get them for \$2.00. Do you then remember that we pay taxes here. Speak a little louder, please, we did not hear you.  
You mention the fact that mail order houses sometimes are manufacturers also and thus eliminate jobber's profits. It is at times the house can price an article at less than the usual wholesale price, therefore the merchant cannot compete. We know by experience that one can buy many things at retail stores in Seattle and Spokane, pay carrying charges and the cost is less than the local price. This rather takes the edge off the "cheaper than the wholesale argument." There is a colored gentleman in the wood pile somewhere.  
When the orchardist is getting down in the mouth and feeling like over winter injury and other troubles the merchant better pull up the nerve to tell him "You feed this to stock and grow alfalfa, right?" Suppose we give the merchant the same advice. If he cannot compete with the mail order house try another line. Is one more presumptuous than the other?  
A large concern under our observation has among its instructions an emphatic one that its employees must not joke with customers about money. Money is a serious matter and one who saves it is precious.  
Stores are for business and not charity. Properly called a for-profit institution. The merchant is unable to keep going without subsidizing them. If the merchants were dis-subsidized then it would be a good idea to subsidize them? If the merchants were dis-subsidized to scale their profits would not the

thousands of dollars you say go out of here and while the margin of profit would be less, it would more than be made up in the extra volume of business.  
As to keeping money at home, I rise to inquire that if it be true that mail order prices are less than wholesale prices one is not keeping more money at home by dealing with the outside house. Of course the money would be in another man's pocket and that is a horse of another color.  
There is one point raised that is certainly worthy of consideration. That of long time accommodation. The answer to that is that the man who is accommodating should certainly pay interest. The cash position certainly should not be made to help bear that burden.  
The writer prefers to trade at home. We would be most happy to be able to solve all these problems if it were possible. A few are easy first, eliminate sentiment—make one price for all and remember that the merchant is here to accommodate the customer and not the reverse. When these and the considerations which naturally follow them are instituted the merchant will get the trade he is entitled to.

A. B. C.  
**COUNCIL PROCEEDINGS.**  
Minutes of the regular meeting of the town council of Oroville, Washington, July 10, 1916.  
Present Mayor Sanson, Councilmen Fris, Beale, Smith and Starrett.  
Minutes of the previous meeting read and approved as read.  
Papers residing in the south part of town appeared before the council asking about the furnishing of oil for the extermination of mosquitoes. They were informed that the oil was on hand and could be obtained from the city marshal.  
The matter of installing a telephone in the office of the fire chief was discussed and a motion was made and carried that the phone be installed and paid for by the town.  
Ordinance No. 75 entitled "An ordinance amending section 5 of ordinance No. 74, entitled an ordinance granting to the Pacific Telephone and Telegraph Company a corporation, its successors and assigns, the right to place, erect and maintain poles, wires and other appliances and conductors and to lay underground wires for the transmission of electricity for telephone and telegraph purposes in and under the streets, alleys, avenues, public thoroughfares and public highways in the town of Oroville, state of Washington, and to exercise the privilege of operating telephone and telegraph instruments in, and doing a general telephone and telegraph business in the said town of Oroville, state of Washington, was read and motion was made and carried that the ordinance pass its third and final reading. Yeas, Beale, Fris, Smith and Starrett. Nays, none.  
The following resolution was then read and on motion was adopted:  
"Be it resolved by the town council of the town of Oroville, that on the 12th day of July, 1916, pass and approve an ordinance granting to the Pacific Telephone and Telegraph Company a franchise to operate a telephone and telegraph business in the town of Oroville, and in section 5 of said ordinance on the 12th day after the foregoing appeared the words "fire alarm, police and telephone service" were stricken and the town council having found this mistake after the passage and approval of the said ordinance, did on the 10th day of July, 1916, pass an amendment to the above mentioned ordinance correcting the above mentioned mistake.  
"Now therefore, be it Resolved, that this resolution be and is hereby passed as a part of the minutes of this meeting of the town council for the purpose of showing the intent of the town council in passing the above.  
The following bills were read and on motion were allowed and ordered paid:  
J. B. Norman, labor on water works, \$17.50; C. S. Arnot, labor on water works, \$12.00; John Collins, labor on water works, \$20.40; Nott-Atwater Co., fire dept. supplies, \$18.15; Standard Oil Co., distillate, \$50.23. On motion the council adjourned.  
E. R. HOOSE, Clerk.

## WORK COMMENCED ON THE RUBY.

After several years of idleness work was renewed on the old Ruby mine this week. The Ruby is located on the base of the north slope of Chloppa mountain, a few miles west of Nighthawk, and under the supervision of Monroe Harman, a well known and experienced mining man. A large amount of underground development was carried on in the nature of tunnels, cross-cuts, drifts, stopes, etc. Strong ledges carrying good values were encountered. Before the extent of the mineral showing could be determined funds were exhausted and work was suspended. It was when Mr. Harman felt that a little more exploration would place the mine in the producing class. As there has been no work done for a number of years before actual mining can be started it will require considerable time to clear out the drifts and replace timbers where timber has been necessary. The force of men will be in charge of Joe McMillan, one of the oldest, most experienced and reliable miners in the country. If work is continued steadily as is now anticipated, there is very excellent reason to believe that within a few months the Ruby will be shipping ore.

## NEW TRAIN SERVICE.

A sweeping new innovation in railroad passenger service was inaugurated Sunday when an extra passenger train was placed in operation on the Oroville-Wenatchee branch. The running schedule of this new and additional service is as follows: Train leaves Wenatchee at 7 a. m., arriving at Oroville at 12:30 p. m. Leaves Oroville on return trip at 8 p. m., arriving at Wenatchee at 1:30 a. m. This is a daily service. Sunday included. It is understood that this extra service is in the nature of an experiment, and its continuation depends upon whether it meets a public want. That it is a great convenience to traveling public there can be no question. By this means a person can leave Oroville in the evening and be in Seattle or Spokane the next morning. The attention of the people in the country to the north, east and west of Oroville is especially called to the new arrangement. Any one wishing to reach the coast, or any eastern city, can leave Oroville any evening in the week, including Sunday, making close connections with west or east bound trains at Wenatchee.

## AGAIN OPENED.

The Oroville general hospital is again opened in the old quarters, where it will be conducted under the direction of a committee of citizens until definite arrangements are made for the construction of a new building. People at a distance should make a note of this, and neighboring physicians bear it in mind.  
Miss Elizabeth Umberger, of Loomis, was a visitor in Oroville over Tuesday night. Miss Umberger and her mother have recently returned to their beautiful home on Palmer lake from an extended trip into California of several weeks duration.  
Mrs. W. L. Davis, Miss Pauline Davis and Leonard Davis came down from the village Monday morning and will spend the summer with Mr. and Mrs. Geo. Davis at the ranch.—Okanogan Independent.



J. C. STEVENS, ENGINEER W. O. V. I. DISTRICT

When the contract was finally let by the directors of the West Okanogan Valley Irrigation district for the construction of the irrigation system it became necessary, as a protective measure, for the district to employ a resident engineer to look after the interests of the land owners, and see that the work was carried out in accordance with the plans and specifications. This was an important step to take, as it was necessary for the protection of the interests of the district that the man selected for this responsible position be one in whom they could place implicit confidence—as it was not to be expected that any layman should be sufficiently familiar with engineering lore to check up the work in its progress and pass judgment upon its character—and one who by experience was well versed on irrigation problems and water supply, a man recognized as an authority on these subjects. Such men are not so plentiful that they can be picked up anywhere, and it was a momentous duty to perform. The district officials were fortunate, however, in making their selection, as their choice fell upon J. C. Stevens, of Portland, who is the peer of any man in his profession, and who has had immediate and active charge of the district's interests since construction first commenced almost a year ago.  
Mr. Stevens has become a familiar figure about Oroville since assuming his duties of supervisor and consulting engineer for the district, and he has consistently and faithfully devoted his time to the labors that devolved upon him. He has been actively on the job, in season and out of season, and the work he has performed has demonstrated that the directors were fortunate in securing his services. Aside from his professional ability, while not a free mixer, Mr. Stevens is a very likable chap, and with the closing of his contract and the departure for his home at Portland he leaves behind a number of well wishers who will always retain pleasant recollections of his stay in Oroville.  
At this time after acceptably performing the duties for which he was engaged, and on the eve of his departure, hence, it is not out of place to give in this connection a brief sketch of Mr. Stevens' life, a life of activities, a life of accomplishment, a record that any man could well be proud of. Few would suspect from the quiet, unostentatious attitude of the gentleman in his daily converse and intercourse with the public since living here that he has made such a splendid record, such a remarkable record for a man of his years, a record that stands to the credit of few men of his profession.  
Mr. Stevens was born January 9, 1876, at Moline, Kansas. He attended Union college, at Lincoln, Nebraska, for two years, and finally graduated from the civil engineering department of the Nebraska State University. In 1902-3 he was assistant state engineer of Nebraska. In 1903 he was appointed assistant engineer of the United States reclamation service, and worked in Denver, Colo., and later in Nebraska and South Dakota on water supply and irrigation problems. He was subsequently transferred to the United States geological survey, and held the position of district engineer for the Pacific northwest, with headquarters at Portland, Oregon from 1906 to 1910, in charge of irrigation and water power investigations for the government. In 1910 Mr. Stevens resigned from government service and has been engaged in private engineering practice since that time. He spent the summer of 1910 on special water supply studies for the Anaconda Copper Mining company. From March, 1912, to July, 1914, Mr. Stevens was in Spain in charge of the construction of a 70,000 horse power hydroelectric plant, one of a group of three, for the city of Barcelona, costing \$16,000,000. The three projects were financed and built by the Pearson Engineering corporation of New York.  
Mr. Stevens has been a writer and author on engineering subjects, particularly those pertaining to water supply problems, quite extensively. He is the author of a number of papers published by the United States Geological survey, among them, "Surface Water Supply of Nebraska," one volume, "Surface Water Supply of the Pacific Northwest," 4 volumes, "Water Powers of the Cascade Range," 2 volumes. He was a member of the Oregon Conservation Commission for three years, and a member of the committee that drafted the Oregon Water Code. At the present time Mr. Stevens is a member of the American Society of Civil Engineers, Nebraska Engineering Society, and Oregon Society of Engineers. Mr. Stevens has also designed and patented a series of instruments for recording water levels. These instruments are in use by the government and private agencies in all parts of the United States, in Alaska, the Hawaiian Islands, Spain, Philippines, India and other parts of the world. Last, but not least, Mr. Stevens has personally supervised the engineering work on the West Okanogan Valley Irrigation system, that promises to stand a monument to his efficiency in that field of effort for years to come.

## AT THE ORPHEUM THEATRE.

For Saturday and Sunday evenings the Orpheum presents the dainty Viennese and stage star Emily Wehlen in "Tables Turned," a five reel photo drama. As the advance notice states, "Tables Turned" is a gripping dramatic offering, brimful of tense situations, in which Miss Wehlen is seen at her very best. While this charming favorite of the London Gaiety achieved her greatest success in musical comedy, she has shown herself to be a versatile and capable actress, unusually powerful in emotional scenes. Miss Wehlen will have an excellent supporting cast including H. Cooper Cliffe, the eminent English dramatic actor, who has played important roles with Sir Henry Irving, Ellen Terry and other notables of the stage.  
A soldier, sailor, his widow or minor children, can file by a power of attorney at a cost of \$2, without being compelled to go to the filing places. J. M. Adams will fix up the necessary papers at this place for any one desiring to take advantage of this privilege free of charge.

## IN THE TENTH YEAR.

In another column of this issue is published a statement of the condition of the First National bank of Oroville on June 30, 1916, issued in response to the regular calls of the comptroller of the treasury. This report is worth looking over. It is a very flattering indication of a growing and substantial banking business, even at a season of the year that is considered the driest, and concrete evidence of the solidity of this local financial institution. Every item that enters into the representation of a flourishing banking business shows an improvement over former reports. It is a most creditable showing, satisfactorily alike to the stockholders and the public at large. The bank is in a position now to pay dividends, returns from the investment that have not been forthcoming for a long time, and that always interesting feature for the beneficiaries promises to become a regular habit in the future.  
In this connection it may be stated that the First National bank has been established for ten years this summer, and it goes without the saying that it has proved a valuable adjunct to the business interests of the place. The process of expansion has been slow, but nevertheless sure. It has kept pace with the growth of the town, and its tenth birthday sees the institution on a most excellent footing. Much of the more recent success of the bank is due to the energy and activity of the young men directly in charge of the business affairs of the establishment. A. P. Murray, as president, and S. B. Starrett, Jr., as cashier, have given their constant personal attention to the handling of the business and they have contributed largely to the growing popularity of the house by their unobtrusive courtesy in their treatment of patrons and all having business to transact at the bank. May the First National continue expanding and growing until it becomes one of the important and leading banking houses of the northwest.

## AFTER MANY DAYS.

Chas. H. Flummerfelt, of Ellensburg, spread his autograph on the Hotel de Grubb register one day last week. This was not Mr. Flummerfelt's first visit to Oroville, but his last visit was so long ago that he felt like a stranger at a strange garret when his feet pressed the cement sidewalks of our electrically lighted streets on the evening of his arrival. Naturally he should feel lost considering the time that has elapsed since he was enrolled as a resident of the more abbreviated Oro. For when Mr. Flummerfelt shook the dust of Oro from his feet after a short sojourn where the old hamlet once stood, time had only reeled off the ages to 1892, hence a period of 24 years has been added to the heretofore since between the dates of Mr. Flummerfelt's last visit and the recent one. He found the Stantons still here, and one or two others that he knew, but the balance of the population was strangers. He was surprised and pleased with the changes in the town and valley, all of which have taken place within the past dozen years, since the advent of the railroad. However these changes are nothing to compare with those that will take place within the next decade, and should Mr. Flummerfelt be spared to visit Oroville ten years hence he will be even more greatly surprised at the improvements than he was at the time of his recent visit.

## SERVICES AT M. E. CHURCH.

Sunday school at 11 a. m. Preaching service at 11 a. m. Subject of sermon: "Am I my brother's keeper?" Epworth League at 7 p. m. Preaching service at 8 p. m. Subject of sermon: "Character the Supreme Test of Christianity."  
Everybody welcome; everybody invited; everybody come. The home-like church and the stranger's friend.  
W. W. STRITE, Pastor.

## IRRIGATION SYSTEM ACCEPTED.

During the past week the directors of the West Okanogan Valley Irrigation district formally accepted the irrigation system from the contractors as completed, and have assumed the management of the project. Thorough tests demonstrate conclusively that the work comes up to the full standard of efficiency as provided by the plans and specifications under the contract, and has been completed within the period provided and promised in spite of the most unfavorable climatic conditions that have ever interfered with the carrying out of similar work in the west. The chief essence of the contract was in the provision that the system should be tested under a 50 per cent flow of water. The test has been made throughout the full length of the project on both sides of the valley, and the new ditches, flumes and siphons have stood the strain far better than could possibly have been expected. The following statement was made by J. C. Stevens, engineer in charge, and a man who in every respect is capable of making judgment of the highest class, shows that the system as completed is one of the best and most substantial of the kind that has ever been carried out on the coast.  
On July 7, 1916, just one year from the date of signing the contract the West Okanogan Valley Irrigation project was completed, and the irrigation works passed into the hands of the board of directors for operation and maintenance.  
"As an example of rapid construction this is almost without a parallel. In spite of the fact that the time limit named in the contract, viz. in time for irrigation during the season of 1916, was suspended for three months, the work was completed within the time limit named in the contract, viz. in time for irrigation during the season of 1916.  
"Heavy winter and spring thaws, an exceptionally high June flood, severe rain storms and cloud bursts have put the structure to a very severe test, and it is gratifying to know that the canals, flumes, pipes and bridges have withstood these tests with no damages and no sign of weakness.  
"After the works were completed all the main canals were put to the test of carrying 60 per cent, or more, of their maximum capacity. All lines stood this severe test without the slightest evidence of weakness. When we consider that irrigation canals are rarely, if ever, given such a severe test when freshly built and before the banks have had time to settle, this showing is most remarkable and speaks fluently for the stability and thoroughness of the construction.  
"Having passed successfully through all these tests there is absolutely no doubt whatever as to the future success of this irrigation system.  
"A. Guthrie & Co., contractors, deserve a special mention for the manner in which the construction work was performed, and for the fact that they have been so completely and satisfactorily a system of irrigation works."  
J. C. STEVENS, Engineer in Charge.

## PRESBYTERIAN CHURCH.

Sunday school at 10 a. m. Preaching at 11 o'clock. You are invited to all of our services.  
A. W. BOND, Pastor  
W. H. McDaniel, of Loomis, was in town Tuesday.  
Mrs. Della Meyers, of Chesaw, was a visitor in town Tuesday.  
The Deborah society will meet with Mrs. S. H. Sanderson Wednesday afternoon, July 13.  
E. W. Henderson, formerly section foreman at this station, and now located at Ellensburg, was in town over Tuesday night. Mr. Henderson is looking exceedingly well and is in fine spirits.  
A heavy rain storm in the nature of a cloudburst, struck the narrow Similkameen valley Wednesday afternoon, only a few miles west of Oroville, doing considerable damage to the main irrigating canal. The excessive rain was one of those unexpected and unusual interpositions of providence that no provisions can be made in advance to meet, and the accident was through no fault whatever in the construction of the ditch.  
Three private cars containing J. M. Guber, vice president of the Great Northern, J. O'Neil, general superintendent of the western district, Frank J. Gavin, superintendent of the Spokane division, E. Landus, superintendent of the Marcus division, Wm. Kelley, general master mechanic western division and other officials connected with the road, came in Tuesday from Spokane and went down branch Wednesday morning.  
H. K. Dues of Iowa, a gentleman who has been instrumental in locating Danish colonies in Minnesota and other states of the middle west, came in with E. Russell this week to look over the valley under the irrigation system with the object of placing a colony if the prospect looked inviting. Mr. Dues was somewhat non-committal as to his intentions at an interview, but expressed himself as quite well pleased with the country, stating that it had the making of a great country. The colonies that Mr. Dues has heretofore planned have turned their attention to dairying, and it is felt that upon investigation the visitor will realize that for dairying this valley can hardly be equalled.

## THE STATEMENT AUTHORIZED THAT L. WORK WILL REMOVE FROM OROVILLE IN THE NEAR FUTURE.

L. Work will remove from Oroville in the near future. Mr. Work has been for nearly eleven years an executor of the estate of J. M. Hagerty who died in 1905. This estate could not be distributed under the terms of the will until the youngest child of Mr. Hagerty should reach the age of 21 years, which will be about October 1st next. Recently the plant of the Similkameen Power Co., the largest asset in which the estate was interested, was sold, and preparations are being made to close the estate promptly at the time specified. Mr. Work has resigned his position with the Union Title & Trust Company and is now winding up his personal affairs with a view of leaving some time this fall. He has not announced his future location or employment, but thinks it will be somewhere on the Atlantic coast, near one of the great population centers.