



COME HERE A MINUTE!

We want to talk to you about that Overcoat you need.

The only way to enjoy this brisk weather is by wearing an Overcoat.

Come in and see us about it.

Williams-Zoglmann Clothing Company

Merchant Tailors and Leading Clothiers I. O. O. F. Building - Burns, Oregon

The Times-Herald

JULIAN BYRD Manager SATURDAY, JANUARY 3, 1914 SUBSCRIPTION RATES One Year \$2.00 Six Months 1.00 Three Months .75

What Poor Ads Lose

What will a merchant lose in one year if his salesman was only one-half efficient? Suppose a salesman worked ten hours a day he would work 600 minutes in a day. If the salesman was only one-half efficient, or did one-half the work he should do, he would lose his employer 300 minutes a day. Now if the salesman's salary is \$3.00 per day and he lost his employer one minute a day for a year he would lose his employer \$1.74. But if he loses his employer 300 minutes a day for a year he loses \$1.74 x 300 or \$522 a year.

In this way it is not difficult for a business man to tell what he loses with poor salesmen. Poor salesmen have, in many instances, been one of the causes of business failures. Now the merchant must ever keep in mind that there is a direct relationship between a salesman and an advertisement. Both aim at the same result—sales. Both are guided by the same principals. The only difference is that more ability is required to sell goods through advertising. If a \$3.00 a day salesman can lose his employer \$522 in one year by being one-half efficient, it is interesting to know what a \$3 advertisement that is only one-half efficient loses the merchant.

Suppose the merchant puts a \$3.00 ad in a paper with 1000 subscribers. If the ad didn't produce a single sale or stimulate business it was wholly inefficient. But if the ad were 100 per cent efficient it would influence a large per cent of the 1000 subscribers, and secure temporary, if indeed not permanent, customers. It is easily seen that hundreds of dollars may be made by an efficient \$3.00 advertisement, and hundreds of dollars may be lost by an inefficient \$3.00 advertisement.

It is more important to have efficient advertisements than to have efficient salesmen—and it is absolutely necessary to a business to have efficient salesmen.

The new parcel post regulations whereby 50 pounds may be sent any where within the first two zones is a problem that will keep things guessing for a time at least. Just what effect it will have on the country merchant is yet to be determined. That it will tend to lower the cost of living there is little question, but

on the other hand what is it going to do to a large number of legitimate business concerns in which many dollars are invested and the men have been a factor in the building up of the sections where they are in business. If the home merchant can adjust himself to the new order of things and compete with outside houses he will enjoy a larger trade than before.

It is foolishness to expect water conditions to be allowed to continue in this section as in the past. We must have the rights adjudicated and such surplus water as we have put to beneficial use. It doesn't make any difference who has the distribution of this water but it must be used to help develop a greater area of this big Valley. The overflow lands will be made more valuable and produce a greater and more profitable crop than under present methods and every one concerned will be benefitted. No one will be permitted to hog water, therefore the country will prosper as never before.

The big outfits like the Hanley following and P. L. S. company of Harney county send their representatives out to boost for the settlement and development of Oregon and then get into the manger and horn off everything in sight. They have contested the water users of Bear valley and Silvies valley and likely in the end will own all of the water like they do a great part of the land and then go braying over the country talking about settlement. The big land holdings are the curse of eastern Oregon and their action is doing more to bring about the single tax, where the whole burden of taxation is thrown onto the land than all other forces combined. They will either change their tactics or the people will hand them the opportunity of paying all of the taxes, when they hold up vast areas of land from settlement they ought to have to disgorge with the tax money.—Blue Mt. Eagle.

The Eagle boys are a little hard on our big land companies in this country and look at the dark side. The step to adjudicate the water rights of Silvies River is the first step in the right direction toward the development of this big section. Of course the big companies are going to fight for the water they consider belongs to them but it will be found in the final reckoning they are not going to have any more water than they can beneficially use. You know, boys, courts are taking a different view of the water problem these days than in the past and no one is going to hog water.

Governor West has been the public recipient of scathing denunciation through the press. When the lance of justice lays bare this criticism a revelation comes to light. He is not accused of being ambitious or of trailing his official robes in the mire of polluted politics. It is not said that there is a taint of graft in

his political career or that he is not honest, or sincere. He is neither fool nor crook but he should be despised because he has tried to enforce the law. Strange accusations. It must be because he is too honest and active. He remembers too well his oath of office. He is too decent. He has a foolish notion about being "straight". He is not a dissembler, a flatterer or a jelly fish. He seems to hold to the idea that laws against immorality and common decency should be enforced and for this reason he comes in for his exhortation. His indictment is his justification. His accusers have hurled a boom-rang. We do not endorse all of his official acts and at times have criticized him harshly for what we believe was the mistake of honest judgement. When he makes an honest mistake then we can make an honest criticism. West's political strength might possibly be torn assunder by an attack on some of his policies. You can not break a man down by accusing him of being decent and honest and trying to enforce the law and unless the line of attack is changed the next Governor of Oregon will be Oswald West.—Blue Mt. Eagle.

Mr. Lane an Optimist.

Reviewing Secretary Lane's land policy the New York Times says he "has written what is almost a prospectus for the development of the National resources." It calls him "an optimist as a speculator in futures and cautious as a conservationist," and says:

Practical men will find some things to their liking, and those who think that conservation is more important than use will find something to their dislike.

Practical men know that conservation is use and that use is the highest form of conservation. Being a practical man, who knows the public domain from personal acquaintance, not from books, Mr. Lane has learned this truth. He does not regard as a corporation ogre every man who wishes to use any of our natural resources, but puts the man to work on such terms that, for example, if a coal mine is developed the people get coal at competitive prices, no coal is wasted and the operator makes money. He puts a corporation to work developing power on terms which insure that the more power he develops the more money he makes, yet the cheaper power becomes to the consumer. He would not forbid use of coal lest we exhaust the supply, but he would use it without waste and at the same time provide a substitute to be used in the time when there is no more coal.

The conservationist who fears to use our national resources lest they be exhausted is a pessimist and a miser, for he imagines that the future has nothing in store for humanity and that we must hoard what we have lest we starve. Mr. Lane is an optimist, who uses what he has, but, knowing it cannot last forever, uses it carefully and seeks a new supply.—Oregonian.

Masonic Bodies Install.

The joint installation of the officers of Burns Lodge, No. 97, A. F. & A. M., and Burns Chapter, No. 40, O. E. S., was held last Saturday evening. The Star of officers are: Lizzie Dalton, worthy matron; C. M. Faulkner, patron; Emma Gowan, associate matron; Leona Thompson, secretary; Veva Smith, treasurer; Cassie Smyth, conductress; Etta Jones, associate conductress; Sarah Farre, Ada; Hallie Smith, Ruth; Mrs. Faulkner, Esther; Leila Egli, Martha; Frankie Welcome, Electa; Wynona Smith, Warden; E. C. Eggleston, sentinel; Louel Smith, organist. Mrs. Frankie Welcome was installing officer assisted by Mrs. Mothershead as marshal. The retiring matron and patron were each presented with a token of appreciation, the presentation being made by Mrs. Julian Byrd on behalf of the Chapter.

The Masonic officers are: W. A. Gowan, worshipful master; L. M. Johnson, senior warden; A. O. Faulkner, junior warden; J. C. Welcome Sr., treasurer; Sam Mothershead, secretary; Henry Dalton, senior deacon; Curtis Smith, junior deacon; Julian Byrd, senior steward; H. J. Hansen, junior steward; E. C. Eggleston, Tyler. J. L. Gault acted as installing officer and was assisted by Jake Welcome as marshal. A fine banquet followed the ceremonies and a large number of members and visitors enjoyed a profitable and social evening. The Odd Fellows are going to install their officers tonight.

Evangelistic Services.

The Presbyterian and Baptist churches of the city have united for an evangelistic campaign. They propose to hold union cottage prayer meetings twice each week, on Tuesday and Thursday evenings. The cottage meetings this week will be on Tuesday evening at Dr. Standard's home at 7.30 p. m. On Thursday evening it will be at the home of L. E. Reed at the same hour. Everyone is invited to these services, but especially the friends living in the vicinity of the meeting.

It is the intention in the near future to call in the services of Rev. Matthews and Lewis, well known Christian workers to assist the local pastors in their work. The interest and assistance of every body is solicited in this movement, looking to the moral and spiritual welfare of the community.

Miss Helene Swain returned to Lawton this morning in company with her father after spending the holidays in Burns. She will resume her school work Monday.

Stating the election laws of the state provide that when any of their provisions are uncertain or ambiguous, the usual custom shall be followed, Attorney-General Crawford rendered an opinion advising all county clerks to close their registration books May 1 for the primaries to be held on the 15th of that month, and to re-open them as soon as possible for registration for the general election.

HARD WHEAT HIGHER.

It is the intention of the Burns Flour Milling Co. to pay 1 1/2 cents per lb. for good, hard milling wheat next year. It must be good and stand a test of 50 lbs. to the bushel, free from other grain seed and must weigh 15 cents per 100 more than soft wheat. The company recommends Turkey Red for fall sowing and Blue Stem, Minnesota Red and Australia White Chaff for spring sowing. SEED WHEAT FOR SALE AT MILL.

NOTICE FOR PUBLICATION.

Notice is hereby given that Henry W. Newell, of Burns, Oregon, who on July 13th, 1913, made Homestead Entry No. 9633, for 20 1/2 acres, Sec. 23, T. 23 N., R. 23 E., W. 1/2 Sec. 24, T. 23 N., R. 23 E., W. 1/2 Sec. 25, T. 23 N., R. 23 E., W. 1/2 Sec. 26, T. 23 N., R. 23 E., W. 1/2 Sec. 27, T. 23 N., R. 23 E., W. 1/2 Sec. 28, T. 23 N., R. 23 E., W. 1/2 Sec. 29, T. 23 N., R. 23 E., W. 1/2 Sec. 30, T. 23 N., R. 23 E., W. 1/2 Sec. 31, T. 23 N., R. 23 E., W. 1/2 Sec. 32, T. 23 N., R. 23 E., W. 1/2 Sec. 33, T. 23 N., R. 23 E., W. 1/2 Sec. 34, T. 23 N., R. 23 E., W. 1/2 Sec. 35, T. 23 N., R. 23 E., W. 1/2 Sec. 36, T. 23 N., R. 23 E., W. 1/2 Sec. 37, T. 23 N., R. 23 E., W. 1/2 Sec. 38, T. 23 N., R. 23 E., W. 1/2 Sec. 39, T. 23 N., R. 23 E., W. 1/2 Sec. 40, T. 23 N., R. 23 E., W. 1/2 Sec. 41, T. 23 N., R. 23 E., W. 1/2 Sec. 42, T. 23 N., R. 23 E., W. 1/2 Sec. 43, T. 23 N., R. 23 E., W. 1/2 Sec. 44, T. 23 N., R. 23 E., W. 1/2 Sec. 45, T. 23 N., R. 23 E., W. 1/2 Sec. 46, T. 23 N., R. 23 E., W. 1/2 Sec. 47, T. 23 N., R. 23 E., W. 1/2 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