

The Ontario Argus

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GEO. K. AIKEN, Editor and Publisher.

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The Pledge. I pledge my allegiance to My Flag and to the Republic for which it stands; one nation, indivisible, with liberty and justice for all.

ELIMINATING WASTE.

There is more than one way of aiding the nation in its great struggle for mankind. Officials of the government from President Wilson down are, with all the ability they possess, endeavoring to impress upon the nation the need for the elimination of waste. This is a personal problem for every American. It is particularly a serious problem for the business men of every community. To them the people must look for leadership in the actual work of cutting down the useless expenditure of human labor.

The question is not so much that of saving money. The nation is well fortified in that respect, but there does exist a great need for the saving of the man power of the country. Any industry that has two men at work where one, by proper management would serve the needs, is in that degree, decreasing the fighting efficiency of the American army. This true whether or not the man released from the position is fitted for the army. If he could not be used in khaki, he could be of service in harvesting the crops or some other needful occupation.

This being the case the public will without doubt give its co-operation to the Ontario firms who contemplate the material saving in their delivery service. The figures presented showing that for one firm alone the cost of delivery service is four per cent of the value of the goods delivered should be sufficient evidence of the great economic waste that exists in the nation. The total loss of man power is also evident. The cost of this useless service annually amounts to hundreds of millions of dollars and expends the energy of thousands of men whose services are needed for the business of making "the world safe for democracy," rather than carrying yeast cakes to the housewives who "forgot" to order them the day before.

The housewives of Ontario can, by using daily a little foresight eliminate this waste. One delivery of goods morning and afternoon would reduce the cost materially and save the labor of one man for each firm.

It must be understood that this is not a local movement. Similar steps are being taken all over the United States. The new service, on practically the same basis as proposed for Ontario will be inaugurated in Portland next Monday. If Portland housewives will co-operate with their merchants in this national movement, Ontarians should do likewise for in so small a town but slight inconvenience will be felt compared with that in a large city where many of the people live miles from the stores at which they do their trading.

BIGGER AND BETTER.

There will be real pleasure expressed by citizens of Malheur County as they learn of the added attractions to be shown at the fair. That which will please most, of course will be the added variety in the entertainment by the addition of automobile races. Variety truly is the spice of life and the gasoline speeders will furnish that variety this year.

Of course the mechanical racers will never take the place in the affections of Malheur county citizens held by the ponies and the harness horses. That goes without saying. Everyone likes a horse race, while some who fear the possibilities of injury to drivers find that nervousness takes from them the pleasure of the more daring game.

The fair is a combined institution. Its purpose is to instruct and to amuse. The instruction comes from the exhibits covering a wide range of produce wherein the rancher, the dairyman, the stockman, the bee man, the steamstress and the cook unite

by exhibition of their products to teach the uninitiated and the less expert how perfection in their various fields of endeavor may be achieved.

In order to promote interest and secure attendance at the exhibitions of growers and producers, it is necessary that there be variations. Those who come to learn must also be amused. The race track and the turf in front of the grand stand is the play ground of the county's annual school. Like their children the parents of Malheur county must have variety. The boys don't play marbles all the time, and being advised of this demand of human nature for change in its amusement the directors have taken steps to meet it. This is why the fair this year will be bigger and better than ever.

WHY NOT INVESTIGATE.

The Argus has no desire to "start something it can not stop" but it is of the opinion that the question of an adequate water supply is one that will hound the city until it is solved. On its solution, too, depends the successful accomplishment of that other needed protection, adequate sewerage. To extend the sewer mains and laterals to all portions of the city means that more water will be needed.

Thru the work done on the oil well a few years ago there exists some data from which a basis for computing the cost of securing a water supply is obtainable. At least this is the opinion of a number of citizens who have manifested an interest in this matter.

Before any action can be taken a great deal of work is necessary. Every phase of the situation should be considered and the public should be informed exactly what is needed, what it will cost and the methods to be followed. To start such a movement a committee of experienced men, such as could be obtained from the membership of the Commercial Club, would be an ideal means for securing the necessary data. Such a public service is within the province of that organization. Now, since public interest is aroused, is the time to act. The longer the matter is delayed the greater will be the cost for Ontario is bound to suffer from a continuance of present conditions.

THE CONTRAST.

Last fall Ontario had an epidemic of typhoid fever which, while it did not result in many deaths, did cause a great deal of needless suffering. The slight public interest aroused by that epidemic has failed, as yet, to secure any adequate step looking toward the eradication of the causes.

Last Saturday morning Ontario had a fire. The fire burned up an empty livery stable. The total loss was less than \$5,000. During the fire it was demonstrated that Ontario, to all intents and purposes, so far as fire protection is concerned; has no water system. Immediately there arises a demand for a greater water supply to protect property.

It appears that if this demand for the protection of property by the building of a new water supply is continued some action is liable to be taken and Ontario will get that which it needs—a real water system. The Argus expresses the hope that those who want to see barns protected will unite with those who would like to see babies protected and together they make common cause of this great need. It seems that this will be the only way in which adequate protection will ever be secured. However much the community deplores the fire of last Saturday morning, especially under the circumstance in which it started, if thru lessons it brought home, a water system results for Ontario, it will become a blessing in disguise.

HELPING THE FARMER.

There is being manifested sound business judgment by the heads of the various school systems and universities in delaying the opening of their institutions until the fall crops are out of the way. The young men of the Northwest have a big job ahead of them before they take to their books.

The Ontario school board had beside the general desire to aid in harvesting the crops two additional reasons, the county teacher's institute and the fair. With these two events coming in the first two weeks of school, as originally planned, the time of the pupils would have been practically wasted.

The Argus Trade-at-Home

Patronize **Department.** Patronize Ontario Stores

The man who is willing to advertise his goods, has good goods to sell or he would not tell you about them. It will pay you to investigate the goods sold by these firms who use these columns. They will serve you with good goods, at the right prices.

You Can Get What You Want in Ontario

THE CONSUMER MISCALCULATES

Often Pays More For Catalogue House Goods.

ONE FARMER'S EXPERIENCE.

Influenced by an Alluring Picture Book For a Time—Yards of Red Tape Used—Buying From a Picture Album Is a Reckless Form of Gambling. See the Goods Before Purchase.

[Copyrighted, 1914, by Thomas J. Sullivan.] Figures do not always indicate the price of goods sold by mail order houses as scheduled in their price lists, as the catalogue houses are careful not to mention the "extra" cost incidental to placing the order and the delivery of the article ordered.

The consumer is governed by the low catalogue price rather than the delivery cost, the latter means, of course, being the correct way of determining the cost of the article.

Consumer Buys Costly Saw.

As an example I reproduce herewith a conversation which recently took place in a western town when a consumer entered the local store and inquired the price of a saw. The price of the saw was \$2, the merchant told him.

"Great guns!" declared the consumer. "I can get the same article from a catalogue house for \$1.50."

"I can't buy it for that price," said the merchant, "but I will give it to you on the same terms as the mail order house, just the same."

"All right," replied the consumer. "You can wrap it up and charge it to me, and when I settle in the fall I will pay for it."

"Hand Over the Cash."

"Oh, no, you don't," said the dealer. "We are doing business on the same terms as you do business with the mail order house—no charge accounts. Hand over the cash, please."

The consumer handed over \$1.50. "Now," said the merchant, "5 cents for the money order and 2 cents for postage."

"What the?" "But you must send a letter and a money order to the catalogue house in order to get the saw, you know."

The consumer, although desiring to bolt, kept bravely to his agreement and paid the 7 cents.

"Now the express charges, 45 cents, if you please."

"Well, by gracious!" he said and gamely paid it, with the remark, "Now that I have met all of your demands hand me over my saw."

Man Made Mistake.

"Hand you the saw? Why, man, where do you think you are? Just recollect that you are in Texas and I am located in Chicago. You will have to wait about fifteen days for me to make the delivery." And, backing up his words with actions, he pocketed the money, put the saw back on the shelf and smilingly turned to wait on the next customer.

The consumer pondered, and after he got through with his deductions he said: "The saw will cost me \$2.03. That is 3 cents more than I could have bought it for in the first place, and I am deprived of its use for fifteen days besides. No more mail order house for me!"

Incident Worthy of Emulation.

The incident related above is one which both the merchant and the consumer may read with profit, and if more of the merchants adopted the same tactics as did the Texas merchant they would have fewer mail order buyers among those who should be their customers.

And there is much more to this question than price and delivery; there are often dissatisfaction and inferior and damaged goods to contend with. In the case of goods being damaged en route the buyer has either the prospect of a lawsuit with the railroad company or a correspondence fight with the catalogue house, neither of which is very inviting.

U. S. Tires Auto Livery Accessories
THE FORD GARAGE
Ernie Haynes, Manager.
Agents for Ford Motor Cars

Developing Printing
Amateur Finishing Price List
THE BURRELL STUDIO
Enlarging Copying

Hay Grain Seed
Sacks, Poultry Supplies
CASH GRAIN COMPANY
Forwarding

GET A SAXON!
SAXON SALES CO.
A. S. Brown, Agent.
It's An Ideal Car

Breeding Stock Incubators
Poultry Supplies
ONTARIO PRODUCE CO.
Geo. Howe, Manager.
Wholesalers in Poultry and Eggs

Shining Parlor
PEOPLE'S PRESSARY
Wm. Taylor Prop.
Ladies and Gents Tailoring
Work Guaranteed

Steam, Hot Water, Air Heating
U. S. PLUMBING & HEATING COMPANY
Plumbing and Sheet Metal Work
Indian Motorcycles and Supplies

All Kinds of Second Hand Goods
O. U. FRANKLIN'S
Bought and Sold
Second Hand Store
See Our Bargains

Cleaning, Pressing, Repairing
ONTARIO MODERN PRESSARY
W. C. Beaumgard, Prop.
Suits Made to Measure

C. C. Corsets Art Needle Work
Oil Paintings, Novelties
MILLINERY & ART STORE
HULL & HARRELL
Royal Society Goods

THE STORE THAT SAVES YOU MONEY.
RADERS'
Call Again!

Edison Phonographs Sheet Music
W. L. TURNER
Real Estate, Rentals Insurance
Sheet Music Records

TROXELL IMPLEMENT CO.
Dealers in
Farm Machinery, Wagons

Blacksmith Horseshoeing
PIONEER BLACKSMITH SHOP
G. W. and Wm. Lyells,
Established in Malheur County
in the Year of 1884
Wood Work a Specialty

THE ARGUS—PHONE 49-J
If it's Job Printing, You wish—We will please you. We are ready at all times to quote prices on all your printing.

A Good Bank
In a Good Country
FIRST NATIONAL BANK
Capital and Surplus \$100,000

Beds Stoves Furniture, Dish
New and Second Hand Goods
Bought and Sold
MCDOWELL'S EXCHANGE STORE

Linoleums, Bicycles, Sewing
Machines, Trunks
Commercial and Job Printing
The Art Studio
THE ART STUDIO
J. P. Kidd, Prop.
Photograph, Portraits and Views

Fresh and Salt Meats
PALACE MEAT MARKET
H. H. Tunny, Prop.
Our Service Will Please You

Pastery Confectionary
PURITY BAKERY
Makers of
Kream Kust Bread

Deliveries
ELDRIDGE DAIRY
Leon Eldridge, Prop.
Special Deliveries for all occasions

Wagons—Hacks—Buggies
STUDEBAKER BROS. CORPORATION OF UTAH
There are None Better Than the Studebaker

Expert Repairing
W. W. LETSON
Watches, Clocks, Jewellery,
Cut Glass Gold and Silver Plate

"WE GIVE SERVICE THAT SERVES"
ONTARIO NATIONAL BANK
We Invite Your Business on the Basis of Security and Accuracy

Good Cows—Good Service
ONTARIO DAIRY
O. Bingham, Prop.
We can Furnish Milk or Cream in Large Quantities

Kodaks Stationery
ONTARIO PHARMACY
The Corner Drug Store
The Retail Store
Fountain Service That Pleases

Ontario's Only Tailor
E. COPE
Have Your Suit Made Just For YOU

Glassware, Crockery, Tinware
THE VARIETY STORE
C. E. Cummings, Prop.
In our Lines We can Save You Money

No Order too Large—None too Small
WILSON BROS.
The Grocers

No Long Waits No Short Weights
PHONE 49-J—PHONE

PRINTING—at the right price at The Argus Office.
PHONE 49-J—PHONE