

PRE-WAR BASIS HELD KEY TO PROSPERITY

Cut Profits to Bone, Is Advice of Alexander.

ALL ASKED TO ASSIST

Everyone From Wage-Earner to Consumer Must Co-operate in Return to Normal.

BY HARDEN COLFAX.

(Copyright, 1921, by The Oregonian.) WASHINGTON, Jan. 29.—(Special.)—The dollar must be brought up to par in American markets to approximate the purchasing power of the pre-war period, and everyone—producer, middleman, retailer and wage-earner—must help by selling his wares at a smaller profit than heretofore.

Until this is done, in the opinion of Secretary of Commerce Alexander, prosperity will not be restored to a permanent plane. The producer must help, Secretary Alexander said, by contenting himself with smaller profit, or if necessary with none at all during the next few months.

The producer must help, Secretary Alexander said, by contenting himself with smaller profit, or if necessary with none at all during the next few months. The doctrine applies equally to the jobber and the retailer. The wage-earner must be content to accept a lower wage. The railroads must lower their passenger and freight rates.

Alexander Well Informed. Secretary Alexander is perhaps the best informed man in America on our industrial situation. He receives reports almost daily from all sections of the country. His agents have their fingers continually on the pulse of business. His foreign representatives, scattered under every sun, keep him equally abreast of developments in commerce and industry abroad.

Suppose, I asked, a thousand earnest Americans representing every activity of industry, commerce and business should come to you and ask you what they should do to speed reviving prosperity which would you tell them? "I should tell them," said Secretary Alexander, "to co-operate with one another. We are all together in the same boat. We must pull the oars together if we are going to get anywhere."

"What would you advise specifically?" "Pre-war Prices Urged. "We must get back to something like a return to pre-war prices. All of us must help the process. The consumer must be content with less profit. So must the wholesaler and retailer. So must labor. Producer, jobber and retailer must quit passing the buck, blaming each other for high prices. The railroads in time must reduce their passenger fares and their freight rates. The working man must do his part by accepting lower wages in the general readjustment."

"This can't be accomplished in a day, of course. The process will have to be somewhat gradual. At the point I make it that everybody must help it along. Cheaper prices will not come if the producer insists on keeping the profit he obtained during the period of industrial inflation. He must also reduce his cost of production and in that labor must assist by accepting a lower wage. The man who sells at wholesale must be content now with a small profit. The retail merchant must mark his goods at a figure that means much less profit to him than he got a year or two years ago."

Non-Profit Plan Advised. "Better run our mills, our factories, our stores at no profit at all for a month or two or three and bring down the high cost of living quickly than to close them up and insist on high profits." "The basis of all our prosperity," Secretary Alexander continued, "is the ground. Farm products now are selling at prices but little higher than they were before the war. If the farmer could take the money he thus receives and buy with it what he could before the war we would be today a prosperous and busy nation. But he can't do it. While farm prices have dropped, other prices remain at high levels. They must come down."

"Prices generally are not so high today as they were a year ago, but comparison with last year's prices is not a fair standard. We must go back farther than that. We must compare prices today with what they were before the war. Take the price of shingles, for instance; I was told the other day that high-grade shingles were selling at \$7.70 a hundred. The man who told me said it was a reduction from \$10. But it was not a real reduction, for a little more than five years ago shingles were selling for \$5.10."

Rate Out Held Needed. "Freight rates are up, but when the dollar is worth nearer 100 cents than now they will have to come down. Their coming down will help to restore the dollar to its normal value. People are not traveling on passenger trains as they used to before the war were so much higher. The government has found that it can do more business by charging 2 cents than by charging 3, and the railroads will find they can do more business by charging the public less to ride on their trains than they are now doing."

Labor cannot escape the process. Men who earn \$5 a day when the dollar is worth only 50 cents are no better off than the men who received \$1 a day when the dollar worth but 100 cents' worth of goods. "I understand that in many industries, such as coal mining, the present wage scale is based on a contract that has some time yet to run. Such contracts must be lived up to, of course, but when the time comes to renew them the revision if some of downward if we are to bring back the dollar to par in our own markets, is immediate. The outlook is good. Money is easier, industry is showing signs of revival and there is much work ahead for us all. But we must all do our share in bringing about a return of real prosperity. If some of us hold back, we will delay the process. Each one of us must be content to make a smaller profit on what we have to sell, whether it be goods, services or a day's work."

RULER TO HAVE SPECIAL

One Train Will Carry Imperial Potentate and Party.

TACOMA, Wash., Jan. 29.—(Special.)—Arrangements have been made by Ellis Lewis Garretson, Tacoma, Imperial potentate, for an official Shrine train to carry himself and officials to the next Imperial council,

which will be held in Des Moines, Ia., June 14, 15, 16. The Affili temple's band and patrol of Tacoma have been designated as the official escort of the imperial potentate and will be quartered in the same hotel as the official Shrine headquarters. Many bands and patrols of the northwest and the Pacific coast will also join in the Des Moines excursion.

The Chicago, Milwaukee & St. Paul has been chosen as the road, and arrangements are being made now for the excursion. A fare lower than has ever been granted heretofore will be given the Shrine men on this special train, Mr. Garretson believes. Portland Shrine men will join Mr. Garretson here for the trip to Des Moines.

MAY PETERSON TO SING

CONCERT STAR TO BE WITH SYMPHONY ORCHESTRA.

Concert Next Wednesday Night Will Be Fourth in Series; Soloist Passes "Superb Test."

May Peterson, famous concert star, will appear as soloist with the Portland Symphony orchestra at the Heilig theater Wednesday night. Miss Peterson has passed the "superb test"



May Peterson, concert star, who will appear with symphony orchestra here Wednesday.

given by experts, that of comparison with Caruso. "She is a splendid artist, artistically and vocally," wrote a New York critic after her appearance with Caruso at the Metropolitan Opera house. "She sang her aria and duet with Mr. Caruso better than it has been done in years. Not many voices stand out like in contrast with that of Mr. Caruso, but the duet was all to her credit."

Miss Peterson was born in a small town in Wisconsin. She was the daughter of a clergyman and one of nine children. After her father's death she helped support the family with her music. As a child she had learned to sing and play the piano and was a member of the choir in her father's church and organist at times. Later she earned an opportunity to go to Europe, where she studied tirelessly. She lived in a tiny room in Paris, the city in which she later made her debut at the Opera Comique. The concert Wednesday night here will be the fourth in the series which the Portland Symphony orchestra is giving this season. Carl Denton will direct the orchestra.

KEARSARGE HERO DEAD

Friend of Colonel Roosevelt Dies in Owyhee, Idaho.

BOISE, Idaho, Jan. 29.—(Special.)—"Dad" Allen, said to be the last survivor of the battle between the Kearsarge and the Alabama off the coast of France, has joined his shipmates on the other side. Allen died this week at the little station of Owyhee, on the Oregon Short Line railroad, about 20 miles south of this city. He was employed in the railroad pump house at that place.

RAIL MEETING IS SECRET

Executives Considering Pay and Working Conditions of Roads.

CHICAGO, Jan. 29.—No announcement was forthcoming Friday from the executive meeting of the labor committee of the American Association of Railway Executives, which is considering rates of pay and working conditions of its member roads. Officers of the largest roads in the country were closed with the committee today in a six-hour session.

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DISCARD FOR IDAHO EDUCATIONAL BILL

Measure Tries to Abolish Commissioner's Office.

HOUSE DELAYS ACTION

Handwriting on Wall, However, Points to Defeat When Representatives Cast Vote.

BOISE, Idaho, Jan. 29.—(Special.)—Valiant efforts of the chairman of the house committee on education, W. Scott Hall of Oneida, to obtain incorporation of the committee of the whole house for his bill to abolish the office of state commissioner of education, brought out today what seems to be a certain conviction that the measure will be killed.

Twice reported from the educational committee, the bill was on general orders for amendment. It was reached only at the noon hour, and no action was taken, the house adjourning before general discussion was finished. But it was this discussion which evoked the handwriting on the wall. Chairman Hall made a strong and eloquent speech supporting the bill's two provisions; namely, that the salaries of heads of state educational institutions should be fixed by the legislature, and that the appointive office of commissioner of education should cease to exist.

People Give Mandate.

He declared that the people had given a definite mandate regarding the latter when they voted against the abolition of the office of superintendent of public instruction in the face of the assertion that there was duplication in the two offices. He read a telegram from the United States commissioner of education stating that this duplication existed in no other state save Wyoming. He pronounced the board of education as it is established in Idaho the most autocratic and independent of any in the United States and yet maintained that the board was ruled by the commissioner, whom they could employ by a majority vote, but could discharge only by a two-thirds vote.

Representative Hugo of Latah, at the conclusion of Mr. Hall's forceful address, declared the bill had found its way into committee of the whole on a subterfuge and did not deserve long consideration. Representative Young of Ada briefly remarked that he would favor "quick disposal" of it. No others took the floor for or against the bill, nor were any amendments submitted, but it will remain on general orders until Monday.

Amendment Not Likely.

It was learned after adjournment, from members of the house, who have followed the bill into and out of the education committee's conferences, that there is little probability of amendment. The measure will receive short shift on final consideration. Five minor house bills were passed by the house, among them being the bill of inspection and cold-storage egg bills of the public health committee and the one requiring ministers to report to the state mine inspector, instead of to the commissioner of commerce and industry. Eleven new bills were introduced. One of them is assured of passing the lower house from the moment of its submission, as the names of 21 out of the 44 members appear upon it as sponsors. This is house bill No. 128, providing that school district special levies shall be limited to 3 mills in excess of the county general school tax may be raised from \$15 to \$30 per capita of school census.

This, the introducers declare, will remedy the ills of districts rich in children, but impoverished in funds. Another measure introduced, providing for independent school districts to levy emergency taxes in 1921 and 1922 in excess of the now statutory limit. Treasurers May Be Elected. Other bills which were introduced include proposals to make treasurers of second class cities elective instead of appointive; to place a civil engineer on the public utilities commission; to make auto repair men liable for three times the amount of any damage they may do to a car through inefficient or careless repair work; and to place a penalty of fine or jail sentence or both on anyone who interferes with irrigation ditches or gates after they are adjusted by special deputies. A test vote on the strength of the Witty tax relief measure was blocked today by Senator Whitcomb, who moved as a substitute motion that the bill be reported out of committee of the whole without recommendation. Senator McMurray had previously moved that the committee arise and report the bill with the recommendation that it do pass. Senator Whitcomb and others said they wished to study over a substitute motion on one and Senator Witty, the author and others voted for the substitute motion that the bill be reported out without recommendation.

McKinley Is Eulogized.

An impressive feature of the morning session was the eulogizing of President McKinley to commemorate his 75th birthday. A large picture of the martyred president, draped with flags, stood near the president's desk. County auditors of Idaho affected a permanent organization today in the rooms of the Boise chamber of commerce. Byron E. Hyatt, Boise, was elected president of the new county.

Wisconsin Jurist Dead.

MADISON, Wis., Jan. 29.—Justice James Kerwin, 71, member of the Wisconsin supreme court since 1905, died today following a long illness.

Refrigerator Cars Plentiful.

According to C. M. Sechrist of San Francisco, vice-president of the Pacific Fruit & Cold Storage company, who is in Portland checking up on conditions here, there is now an ample supply of refrigerator cars to handle the products of the Pacific coast as rapidly as necessary. He said yesterday that the crop of California oranges, amounting to about 45,000 cars, is moving well and that when this is finished, other crops will be ready for movement.

Victor Records

- DANCE 15793—Grieving for You—Fox Trot My Wonder Girl—Fox Trot By Paul Whitman and His Ambassador Orchestra. 15698—Whispering—Fox Trot The Japanese Sandman—Fox Trot By Paul Whitman and His Ambassador Orchestra. 15678—Love Nest—Molly—Fox Trot By Joseph C. Smith's Orchestra. 15702—My Sahara Rose—Fox Trot Stop It—One Step By Pietro. VOCAL 15695—The Love Boat, by John Steel Whispersing, by John Steel 15752—Barjo Song—By Mme. Homer and Miss Louise Homer. 15706—The Rugged Cross—By Mrs. Asher and Homer Roddeheaver. 64914—Stein Song—By Reinald Werner Roddeheaver. 15199—Waiting for the Sun to Come Out— I Cannot Sleep Without Dreaming of You— By Lambert Murphy.

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auditors' association; Robert S. McCrea, Sand Point, vice-president, and C. Leo French, American Falls, secretary-treasurer, for the coming year. Plans were made for the holding of the next annual convention of the auditors and a tentative constitution presented. Summing up the activities of the legislature during the past week, the following developments of interest may be enumerated: The state-wide primary bill, calling for re-enactment of the primary law, which was repealed by the legislature two years ago, was introduced in the house and organization work immediately started to push it through. This measure would have all senatorial, congressional, judicial, state, legislative and county candidates nominated at a state-wide primary for all political parties. Primary integrity is safeguarded by requiring all voters to register and designate the party with which they expect to affiliate.

Deficiency Claims Tested.

It was reported to the house by the chairman of the state affairs committee that there are so far listed deficiency claims in the state reaching a total of \$221,000 and not all of the claims have yet been filed. A measure was introduced in the senate by the state affairs committee calling for the abolishment of the Albon state normal school at Albon, established in 1902. The state board of education is given power to dispose of the Albon normal property, valued at several hundred thousand dollars, by the state affairs committee on July 1, 1921, if passed. At the same time the senate indefinitely postponed the supreme court salary increase measure effective in July 1, 1921, if passed. In the house a bill was introduced to repeal the soldier settlement act, carrying a \$100,000 appropriation, passed two years ago, because federal aid was never provided by congress. A measure was passed repealing the act of the state affairs committee continuing appropriation for the state militia as well as other continuing appropriation measures. The anti-Japanese resolution of congress, urging that Japanese immigration be barred from the United States and no treaty be made permitting Japanese not citizens to hold land here.

LUMBER CUT IN HALF

Retail Price at Spokane Down 15 to 60 Per Cent.

SPOKANE, Wash., Jan. 29.—(Special.)—Retail lumber prices in Spokane are on an average 50 per cent less than a year ago, according to Henry L. Lillenthal, general manager of the Hinland Supply company, Inc. Mr. Lillenthal said that lumber and building materials in his yard had dropped from 15 to 60 per cent during the last year.

Engineers Hear Talks.

BERKEEEN, Wash., Jan. 29.—(Special.)—Twenty-seven members of the National Engineers' association of Grays Harbor were present at the regular monthly banquet of the association at the Moose hall. Speakers at the dinner included H. J. McGrade, Fred Lawrence, W. H. Peters, W. W. Campbell and Carl M. Heston. E. R. Sturtevant, of the Standard Oil company, acted as toastmaster.

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Rochester Means Quality. THE ROCHESTER CATHEDRAL IS ONE OF THE FINEST IN THE WORLD. ITS NAME HAS ESTABLISHED A STANDARD OF EXCELLENCE WHICH IS FITTINGLY APPLIED TO THE CLOTHES WE SELL. IT IS A BIG REPUTATION—BUT WE LIVE UP TO IT. We opened this store and bought this stock AFTER wholesale prices had tobogged. Consequently our stock is all new and offered at lowest possible prices consistent with GOOD QUALITY. We offer you selection from a fine big stock of SUITS and OVERCOATS —and in face of all cut-price "sale" competition, we guarantee to SAVE YOU MONEY. ROCHESTER CLOTHES Co. UPSTAIRS English Bldg., Fifth at Morrison Entrance Opposite Meier & Frank's

Why Woman's Work and Household Cares Cause Such Severe Strain on Her Nervous System. MAKE HER WEAK, NERVOUS AND IRRITABLE and cause her to LOOK OLD, and lose her beauty and magnetic charm. The average man thinks woman's work is easy because he does not realize THE TERRIBLE STRAIN ON THE NERVOUS SYSTEM which is caused by CONSTANT DRUDGERY—doing the same thing over and over. MAN GOES OUT WHEN HE PLEASES, gets fresh air and exercise, sees different faces, BUT WOMAN STAYS AT HOME, looks after the children and performs the monotonous household duties. SUCH A LIFE WOULD PROBABLY DRIVE THE AVERAGE MAN NEARLY CRAZY IN A MONTH but woman patient and persevering as she is, goes on and on until at last the indoor work and nervous strain sap the iron from her blood leaving her weak, nervous, pale and aged looking. It's a common thing to hear "OH! HOW OLD LOOKING MRS. JONES HAS BECOME!" With iron starvation of the blood most any man or woman would become old and haggard looking. To make up for the great loss of iron caused by the life woman is compelled to lead, she should eat more iron-containing fruits and vegetables and take organic iron (from time to time to put new red blood corpuscles into her pale thin, watery blood. Without iron your blood loses its power to cleanse food, living cells and tissues and nothing you eat does you the proper amount of good—you do not get the full strength out of it, and you therefore become weakened in body and mind. THERE ARE 30,000,000,000,000 RED BLOOD CORPUSCLES IN YOUR BLOOD and each one must have iron—iron is the blood force. When you get up feeling tired in the morning or until in your weakened condition you contract some serious disease but consult your family doctor and have him take a specimen of your blood and make a "blood count" of your red blood corpuscles, or test the iron power of your blood yourself by adding plenty of spinach, carrots, baked apples or other iron-containing fruits and vegetables to your daily food and take organic iron like Nuxated Iron with them from a while and see how much your condition improves. Thousands of people have surprisingly increased their strength, energy and endurance in two weeks time by this simple experiment. But in making this test be sure that the iron you take is organic iron and not metallic or mineral iron which your body usually takes. Organic iron is like the iron in your blood and like the iron in spinach, lentils and apples, while metallic iron is iron just as it comes from the action of strong acids on small pieces of iron. Organic iron may be had from our druggist under the name of Nuxated Iron. Nuxated Iron represents organic iron in such a highly concentrated form that one dose is estimated to be approximately equivalent (in organic iron content) to eating half a quart of spinach or one quart of green vegetables. It is a safe, natural, extract of beef instead of eating pounds of meat. Always insist on having genuine organic iron—Nuxated Iron. If you are not feeling quite up to the mark telephone for a package today. In every tablet, your money will be refunded by the manufacturers if you do not obtain perfectly satisfactory results. For sale by all druggists.

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