



### SEEKING A HOME

and getting suited is often as hard as finding "a needle in a haystack." You'd have no trouble at all though if you stop into our office and see over our files. We are now making a special drive on

### SUBURBAN HOMES

on easy payments. Don't cost more than most rent, and when you get through with it, it's yours.

These homes are ideal places for families and will shortly be worth double what we now sell them at.

## La Grande Investment Company,

1110 Adams Avenue,

La Grande, Oregon

## TURKESTAN ALFALFA

The Dry Land Alfalfa grows without irrigation.

### BROME GRASS

Red Clover, Alfalfa and all kinds of Garden Seed in bulk

Seed Wheat, Baled Barley, Oats, Etc.

The only Seed House in Union County.

## A. V. Oliver

JEFFERSON AVE.

Phone 1571

### FULL MEASURE

Chain wood by the Cord

128 cubic feet to the cord. 16-inch dry chain wood \$3 per cord. This is cheaper than by the load. You pay for what you get and get what you pay for.

Phone 571

H. W. NIBLEY

### A Few Choice Bargains in Walla Walla County Real Estate.

(1) 200 acres of land, 100 acres capable of cultivation, 110 acres fall down woods. -Home, Mrs. and other buildings. -A gr. soap bar \$2,500

(2) 240 acres, small orchard, house, barn and outbuildings, 100 acres fall down woods. -Home, Mrs. and other buildings. -A gr. soap bar \$2,500

(3) 100 acres of land, part of which is the site of a meadow; good house and buildings, great live stock. -200 tons hay can be cut on the place -will take \$500 in cash or less. -Price \$10 per acre.

(4) 160 acres, 120 of choice land -Price \$10 per acre. -A gr. soap bar \$2,500

(5) 160 acres of fine land at \$10 per acre. -These are only a few of the many bargains. -We furnish particular address.

M'Daniel & M'Donald  
WALLAWAY, OREGON

### I Am Now Ready

#### FOR BUSINESS

I am a graduate of the Welander Cutting School, New York, and hold a diploma therefrom. I am a practical cutter and designer. Give me a chance.

A. H. Marquardt

## TAILOR.

La Grande, Oregon

### Farmers' and Traders National Bank

LA GRANDE, OREGON

Capital Stock fully paid \$ 60,000  
Surplus fund 18,000  
Liability of Shareholders 60,000  
Responsibility 188,000

We do a general banking and exchange business. Rafts bought and sold on eastern and foreign banks.

JOSEPH PALMER, President

J. W. SCRIBER, Cashier

### La Grande Evening Observer

CURREY BROS., Editors & Prop.

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THURSDAY EVENING, OCT 6, 1904

FOR PRESIDENT  
THEODORE ROOSEVELT,  
of New York

FOR VICE-PRESIDENT  
CHARLES W. FAIRBANKS  
of Indiana

FOR PRESIDENTIAL ELECTORS

G. E. DIMMICK,	Clackman
A. C. ROUGH,	Josephine
J. N. HART,	Polk
J. A. FEE,	Umatilla

### COSTLY SELF CONCEIT

The self conceit of the Americans, while a source of pleasure to them, is a very costly luxury. We reach back our hand to display the breadth and height of forehead, pose as if standing as a model for an artist to paint a hero and proudly declare that we are the best type of the Anglo-Saxons, the superior race of all the people on earth. This attitude of contempt for the other billion and a half of human beings that inhabit our planet is neither polite, politic nor founded on historic facts.

In the past it has cost us many bloody wars with the red men, when, reduced to the last analysis is the sole excuse for our outrageous treatment of the black race, which has cost us so much in reputation, blood and money. Today when our nation is growing in numbers, powers and wealth opens up to us the possibility of reaping enormous benefits from a proportionate share of the world's trade, the most formidable obstacle to the accomplishment of that object, is this same self conceit.

This conceit is manifested by our merchants in dealing with other races and people, by their refusal to appreciate their habits and traditional customs in dealing with them, and by assuming that American ways of doing business and American goods are superior to those of others, and therefore they should purchase them. This assumption of the millions of people in other lands resent and make their purchases from English, German, French and other nationalities who respect the feelings of the people they wish to trade with, and do not offend them by impolitely treating them as inferior beings.

The above is not theoretical loquacity, but deductions drawn from well-established facts, similar to the ones specified below.

1st. The Observer will instance the condition of our trade with our nearest neighbor on the south, and give an extract from the Mexican Journal of Commerce, published in the city of Mexico, August 1, 1904, and reproduced in the Monthly Summary of Commerce and Finance for July 1904, by the United States Department of Commerce and Labor on page 217 which extracts says:

"The fact that America is not maintaining its hold on Mexican trade as it should is not a pleasing one to Americans or those who are their business sympathizers."

"While it is a fact that America sold nearly a million and a

half more goods during the last fiscal year than during the preceding one, it is significant that Europe increased her sales to Mexico by \$7,826,000 during the same period."

The Mexican Journal gives the reason for the condition of our trade in Mexico as follows:

"The American exporter too often does not appear to realize the importance of conforming his business methods to those which are in vogue throughout this country. The question as to whether the business methods pursued by Americans are superior or not to those with which the Mexicans are familiar should not be considered, for if the Mexican merchant cannot buy from Americans in the way he desires, he will turn his attention elsewhere, and this appears to be what he is doing."

"German merchants are increasing their sales in Mexico very largely, because they are willing to make articles which the Mexicans want, put them up as they are wanted, and in general do business in the Mexican way."

Germany is making tremendous efforts to enlarge her foreign trade. The Commercial Intelligence, London, July 13, says: "The universal cry in Germany is for more foreign market, cost what it may, to insure the sale of German products."

"The reports from American consuls scattered over the whole world are full of criticisms on the methods pursued by American merchants and comment on their lack of appreciation of the customs of the people with whom they seek to trade similar to the following extract from a recent statement from Edward S. Bragg American Consul General at Hong Kong, China.

"The American seller is too much inclined to insist that he knows the wants of the buyer better than the buyer does himself. Such a method of pushing trade may do somewhere else, but not among the Chinese. In China, racial instincts and prejudices, the growth of thousands of years have to be met with and overcome to make trade possible."

\* \* \* The Chinaman must be cultivated, his habits and tastes conformed to so far as his wants, to which we desire to cater, extend and under no consideration should any interest be shown in his spiritual, welfare, Trade and religion must be kept severely apart."

A comparison of the trade that the United States now has with the Orient with that of other countries of the western world will give some idea of what our self conceit is costing us. What we call the Orient has an area of 17,918,797 square

miles with a population of 900,000,000, and does an annual trade with the outside world of \$2,750,000,000. The share of the United States in this trade is but \$276,000,000. We have just as good goods to sell and are thousands of miles nearer the Orient than is Europe.

### Bills Returned

The grand jury this morning returned two true bills against Geo. Osborn, charged with assaulting Chas. Henry with a dangerous weapon, not a true bill.

In the case against Tom Loftus, accused with the larceny of a helter, the property of Albert Winters, not a true bill.

In the case against J. N. Young, Geo. Ackley and E. T. Stults, charged with placing obstructions on the railroad a true bill.

A true bill was also found against Geo. White, Frank Foster, Fred Daniel and James McCrary, for the larceny of a value from the La Grande depot on August 28.

Also a true bill against Ernest Thorson, for selling liquor to minors.

NOTICE FOR PUBLICATION

U. S. Land Office at La Grande, Oregon  
August 18, 1904.  
Noted is hereby given that the following named settler has filed notice of his intention to make final proof in support of his claim to 160 acres of land before the County Clerk of Umatilla County, Oregon, Pendleton, Oregon, on Sept. 18, 1904, viz H. E. No. 865, Joe A. Stanton, of Meacham, Oregon, for the lots 5, 6, 7, and 8, Sec. 24, Twp. 18, R. 26, E. 16. He names the following witnesses to prove his title and service upon and cultivation of said land, viz:

George C. Kilgore and John Todd, both of Meacham, Oregon, and Smith C. Stanton and James M. Hay, both of Oregon.

E. W. Davis, Register.

### GEYSERITE SOAP

For R. R. Men 10c at Newlin Drug Co.

### ROBBED THE GRAVE.

A startling incident, is narrated by John Oliver of Philadelphia, as follows: "I was in an awful condition. My skin was almost yellow, eyes sunken, tongue coated, pain continually in back and sides, no appetite, growing weaker day by day. Three physicians had given me up. Then I was advised to use Electric Bitters; to my great joy the first bottle made a decided improvement. I continued their use for three weeks, and am now a well man. I know they robbed the grave of another victim." No one should fail to try them. Only 50 cents, guaranteed, at La Grande Drug Co., and Newlin Drug Co.'s, drug store.

### RAIL ROAD MEN

Geyserite soap 10c at Newlin Drug Co.

### Fruit Boxes.

Send your orders for Fruit Boxes to Stoddard Lumber Co. at the La Grande planing mill.

### Wanted.

Teams to haul lumber from East Canyon to La Grande. \$2.50 per thousand. Inquire at mill or of James Beamer in town. 10-5-12

### Notice

Every Friday afternoon at half past two o'clock beginning Sept. 10 there will be a meeting at the home of Mrs. Geo. Black at Island City for the purpose of reading the Writings of the New Church given to the World through Emanuel Swedenborg.

Any one interested in knowing what the New Church teaches is cordially invited to be present.

### GEYSERITE SOAP

For R. R. Men 10c at Newlin Drug Co.

### THAT TIRED FEELING

If you are languid, incapable for work, it indicates that your liver is out of order. Herbs will assist nature to throw off rheumatism, rheumatism and aliments, due to nervousness and restore the energy and vitality of sound and perfect health.

J. J. Hubbard, Temple, Texas, writes March 24, 1902: "I have used Herbs for the past two years. It has done me more good than all the doctors. When I feel bad and have that tired feeling I take a dose of Herbs. It is the best medicine ever made for colds and fever." 50cts a bottle. Sold by Newlin Drug Co.

### FRESH OYSTERS

In bulk at J. D. McKenney's.

How dear to my heart is the old-fashioned washboard! That mother used to wash on when I was a boy. With its zinc covered ridges the suds used to play in. And soap bubbles gambol'd to my childhood's joy. Ofttimes have I watched her when washing her knuckles. As over the ridges our duds she would rub. I ne'er will forget how she slashed and she slathered. The old fashioned wash board that stood in the tub.

CHORUS  
The old fashioned washboard;  
The zinc-covered washboard;  
The back-breaking washboard that stood in the tub. Some folks always kick about up-to-date laundries, and say they wear out their clothes every day; But give them to me, so I will have a hot dinner At home, with the smell of the soap suds away. I know that the washing machine is much easier On all of our clothes than to take them and rub. Till the buttons and bobbins are lost and worn out By the old-fashioned washboard that stood in the tub. We are not the old fashioned kind.

## A. B. C. LAUNDRY

PHONE 1851

### Money to Loan

Representing the Equitable Savings & Loan Association of Portland, Or., the strongest, safest & most reliable institution on the Pacific coast, under State supervision. Loans made short or long time to suit.

Wm. GRANT, Agent

City property for sale.

### The Piano

We're selling now for

**\$167**

costs \$250.00 elsewhere

Big buying and big selling does it at

### Eilers Piano House

351 Washington Street,  
corner Park  
Portland, Oregon

Write us for particulars  
\$5 or \$6 a month buys one here.

### Lawson & Zundel

Wholesale and Retail Dealers in Hay, Grain, Vegetables and Fruits. Car load lots a specialty.

Office in Kilpatrick Building

Phone No 1113

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Geo. Palmer, President  
J. M. Berry, Vice President  
J. M. Church, Cashier  
F. L. Metzger and Geo. L. Cleaver, Assistant Cashiers

### DIRECTORS:

J. M. Berry, J. M. Church  
A. B. Conley, Geo. L. Cleaver  
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3655  
**LA GRANDE NATIONAL BANK**  
La Grande, Oregon  
CAPITAL AND SURPLUS, \$72,000.00  
Transacts general banking business. Buys and sells exchange on all parts of the world. Collections a specialty.