

Watch For West's Announcement Tomorrow

THE OBSERVER

BRUCE DENNIS, Editor and Owner

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WHY IS A CANVASSER?

"A stranger on your doorstep is there strictly on business. Unless his appearance or manner is offensive invite him in. He will state the nature of his call."

Thus does a prominent newspaper defend door to door solicitation.

No housewife who has had experience will doubt that "he will state the nature of his call." He will begin at 8 a. m.—when the breakfast dishes are waiting to be washed—to state it and unless interrupted by irrelevant remarks, will state it at 11, when dinner is due to be started. He will state it in the most eloquent of language, with a generous wealth of detail. He will show you in fifty-seven different ways that the article for which you have been waiting so long is now being offered to you at an absurd sacrifice, due to the fact that the company has overproduced and must sell at a sensational discount to make room for other stock. Or, perhaps, the particular vacuum cleaner or egg beater or rug or rare lace which he is demonstrating is being sold at an introductory price to a few leading and representative citizens in the community merely that the masses may see and appreciate its superlative merits. If it is a set of books which the affable chap is selling he will con-

vince you—if you let him stay long enough—that such information as you have picked up in school or in life are but crumbs that fall from the table of knowledge by accident. To complete your education you need Skid-path's History of the World in twenty-six sumptuous volumes, deckled edges, three-quarter morocco, \$2.50 and payment with death is guaranteed. Yes, there are two sides to the canvassing problem, the canvasser's side and the housewife's side. From the canvasser's point of view women are divided into three classes, those who just listen, those who listen and buy and those who do neither. The first are blessed, the second are thrice blessed and the third are gouches. The busy woman, however, called to the door twenty or so times a day, has learned that to protect herself she has to be a grouch. To the woman who knows what she wants to buy and where to buy it there is but one big question, "Why is a canvasser?"

CHANCE TO STUDY GOVERNMENT.

If a national institute of political science is to be established in Washington its benefits should not be restricted to college and university men. Politics is peculiarly a non-academic science and could be studied by average men without any difficulty. Institutions like the University of Chicago, and the University of Wisconsin, which maintain special extension courses in it makes special appeal to business men, office holders and citizens generally without regard to previous academic training.

It cannot be doubted that such an institution as is planned in Washington can accomplish much if it is operated along right lines. Nowhere else in the country is there such a wealth of material for political research. Here are kept the national archives. Here is available every book on the subject printed in this country since the copyright law was passed. Here the machinery of the federal government can be seen in actual working order.

The plan, as announced by Truxton Beall, former United States minister to Persia, is to discuss side by side with congress the important questions of the day under debate at the capitol. Just now the course naturally would feature the tariff and the currency. At other times immigration, international affairs, the con-

servation of natural resources and other big practical questions would take the lead of the program.

The definite study of government should be encouraged by every possible means. One good way to encourage it would be to make this new institution just as democratic as it could be made. Any man with the inclination to attend and the money to pay tuition should be welcomed.

CLARITY OF PRESIDENT WILSON.

From President Wilson's clearness of talk, a suggestion of salesmanship may be obtained. The president reveals himself as clear in his own mind because he has studied the questions with which he has to deal and is the master of his material. "There is a lesson for the seller of goods in this," said the New York Mail recently. It is the salesman who knows the commodity who makes the sales. Can a man talk about nothing? If one knows next to nothing of his product, his talk in selling is powerless to convince. Indeed, in all our intercourse with one another, clarity of statement greases the wheels. Most of our defeats are traceable back to the confession, "I did not make myself understood." But back of that is another humiliating self-consciousness: "I did not know my own story: I fail to understand the thing myself."

There is not only a lesson for salesmanship in this, but also for the advertiser. The convincing advertiser who gets results knows three things and three things thoroughly: He knows his goods, he knows his public and he knows how to make his public want his goods.

Goods and public can only be learned by study and experience. To make the public want a certain kind of goods is an art.

The most successful advertisement is worded so as to appeal to the average man. It must capture his attention, awaken desire and convince the judgment. All these things are more effectively done by the enthusiasm of the ad. writer rather than by cold puzzling over forms of phrase or particular kinds of words.

There is a great deal of personality in advertising. The good ad. writer writes a magnetic ad. because he is sincere and is able to convince others because he has first convinced himself.

There is much force in the clearness which characterizes the President. It can be obtained by the same methods used by that high official, to wit, by conscientiously taking the utmost possible pains.

Now the knockers are trying to prove that Poe did not write "The Raven," but nobody has thus far had the hardihood to claim that Bacon wrote it. Bacon wrote nothing but Shakespeare plays.

A man who will wear one of those celluloid collars while old S. I. is distinguishing himself by his heat, ought to drop his life insurance and take out a little fire protection.

You can always tell when a man has been verbally chased from the house by the degree of politeness with which he bawls out the telephone girl.

A new stunt for the English suffragist to attract attention to the cause is to swallow a stick of dynamite and then explode themselves in a crowd.

Nat Goodwin says his latest wife is a splendid business woman. Probably she will demand good alimony when the time comes.

To insure luck, replace the horse shoe over the door with an automobile tire.

Andrew Carnegie says he would give all his millions to be young again, but it is better to be old with money than without it.

Woodrow Wilson believes the white house grounds is no place for a minstrel. Perhaps it should be over at the minstrel.

In Tartary a man can buy a good wife for \$105, but, as with automobiles the first cost is the smallest part of it.

The principal qualification of a successful reporter is the ability to separate hot air from facts.

Massachusetts man has made a fortune out of a fountain pen, but not by writing poetry.

There isn't an elephant in the world who doesn't look as though his trousers needed pressing.

New York has a cabaret in a gas house, which is our idea of the eternal firmness of things.

Much of the effect of the new style of bathing suits is spoiled by deep water.

Freckles are a blessed thing for some girls; they tend to hide the face.

CONGRESS TO EMPLOY.

(Continued from Page 1.)

sweeping resolution for a separate probe of Mulhall's charges and it probably will be adopted Saturday and the inquiry will start Tuesday.

Martin declined to name members of the national anti-trust league, asserting the business life of its members would be threatened by the trust if it became known they are members of the league. He asserted "the powers would destroy and blacklist them and cut off bank credits." He detailed an instance where such threats were fulfilled.

London Protects Girls.

London, July 3.—The protection of young girls while away from home the necessity for closer government supervision of the Poste Restante counters in connection with correspondence intended for girls, and the relation of such professions as barmaids and tea shop waitresses with the white slave traffic, were among the subjects discussed today by delegates to the International White Slave congress which met at Caxton Hall under the presidency of the Bishop of London. The American delegates had the right of choosing a chairman for the morning session.

At the afternoon session the British delegates introduced a motion calling upon the French government to convene a third international official conference charged to ascertain the result of the working of the international agreement in Europe and other parts of the world for the suppression of the white slave traffic, and to ascertain to what extent the agreement has succeeded in suppressing the traffic supplying statistics of the number of traffickers prosecuted since the agreement has been in force. The French delegates urged the necessity of prohibiting and punishing any third person who attempts to procure a woman, whether a prostitute or not, to induce her to enter a house of illfame. Earl and Countess Brassey give a reception tonight in honor of the delegates whose labors conclude tomorrow.

Notice to Trespassers.

Notice is hereby given that anyone found trespassing on the George Pierce pasture South of Morgan Lake, will be arrested and prosecuted to the full extent of the law. Adv. 7-3 st.

Fatal Auto Accident.

Tacoma, July 3.—Morris E. Newton, aged twenty-one, was killed and five others, three of whom are women were painfully injured when the automobile in which they were riding, overturned while rounding a sharp curve early today. The machine was traveling at a high rate of speed. Newton was thrown against the hub of the rear wheel and the others landed in a pile of dirt.

The driver of the machine, which was owned by Charles Lewis, manager of the Savoy Automobile agency of Seattle, disappeared after the accident and cannot be located. His name is unknown.

Laundry Mark a Clew.

Chicago, July 3.—A laundry marked collar found here today may lead to the discovery of the identity of the slayer of the comely middle aged woman who was found murdered yesterday in the rear of a west side installment house. The collar was found in the alley where the murder occurred. Although alleged friends identified the body as that of Mrs. Marc Hunter, the police refused to accept it as authentic and are continuing the search.

Saturday a Holiday.

Olympia, July 3.—On account of the 4th falling on Friday, the Governor has issued a proclamation declaring the 5th a legal holiday also.

Fire Department Out.

A blaze in the roof of the Harris building near the Dutcher wagon shop last night called out the fire department. The damage was trifling.

RISE AND FALL OF SAWBILL.

The End Came With a Rush When the Gold Vein Vanished.

Far from the railroad and more than forty miles away from the nearest white resident, hidden in the wilds of one of the most picturesque parts of the province of Ontario, Canada, specter like, stands the deserted village of Sawbill, once a bustling mining camp where several hundred men were employed. The end came suddenly. Tools were dropped where workmen were installing a dynamo; dishes and furniture and household goods were left as they were when the word came that the mine had closed. The books end on July 31, 1901. The store was left with its stock of goods on the shelves, the hotel closed its doors, its contents intact, and the postoffice ceased to be. Only a watchman was left.

Sawbill grew out of a gold strike. The ledge, reported fabulously rich quickly gave out when real mining was attempted. A road was built through the wilderness, a power house was erected, a forty stamp mill went up along with a hotel, store, postoffice and many buildings for the employees. On Aug. 15, 1899, the electric lights were turned on. The telephone line was opened. The water rushed through the huge flume across the lake, the giant turbine revolved, the dynamo hummed, and the power for operating the mine's machinery was at hand.

But the \$200 per ton output of the little mill first installed proved to be only a deceptive lure for all the dollars that were poured into the enterprise. When the big mill did run the greatest amount of gold obtained per ton was said never to have exceeded \$1.57. The shafts were sunk deeper, new ones were opened, but the wide veins of ore which showed on or near the surface narrowed to thin ribbons or to nothing at all. The gold obtained could not begin to pay the operating expenses.

The mill and its machinery, the power plant and its equipment, stand as though waiting for the whistle announcing the beginning of a day's work, though the last evidences of the half million spent at Sawbill are disappearing before inevitable decay and the encroaching forest.—Robert E. Pinkerton in Ontario Globe.

FJORDS, FIELDS INTEREST

SPLENDID "JOURNEY" THROUGH NORWAY TAKEN.

Magnificent Laake Foss and Skaeggdal Foss Among Views Shown.

Over the fjords and fjelds, by world-famed waterfalls, through the peasant districts and north to Nord Kap, where the midnight sun was brilliantly shown was the imaginative journey taken last night by a fair-sized audience at the chautauqua with Prof. Baumgardt, the clever lecturer, and famous globe trotter. It was a trip long to be remembered. With fitting introduction the audience was tuned to the journey.

The slides commenced with views of Christiania and from there the "journey" wandered to the famous Rjukan waterfalls and then over the mountains to Odde where is located the famous Hardanger's hotel, the best in Norway. At that town, by the way, live relations of City Accountant N. J. Mansager, of this city, and his native town and people he knows were pictured on the screen. None enjoyed the lecture better than he, perhaps.

The trip then lead in and out of the fjords and over fjelds northward to Laake foss, Skaeggdal foss, the famous whiskers valley water falls, said to be among the finest in the world, on North to the renowned fish market at Bergen, the historic church at Molde, where one of the finest paintings known, hangs on the church wall, then on to Hammerfest the northernmost city in the world went the journey, with pictures showing the last that human eye has seen of the Andre expedition, and finally to Nor Kap (North Cape), where the lecturer concluded with a magnificent view of the midnight sun. The lecture was fully as popular as the night with the stars given the evening before.

Baker Shooting Odd.

"Intended murder." That is the best solution of the mysterious and perhaps fatal shooting of 6-year-old Fletcher, son of Mr. and Mrs. E. E. Borgan near Richland last Sunday and Wednesday, according to the lad's mother. The boy is still in a critical condition and it is not known whether he can survive, says the Baker Herald.

In a statement to The Herald she makes a strong case showing that circumstances are strong against the person or persons who shot at the little fellow. To The Baker Herald she stated:

"The little fellow was walking along the road alone, his father having stopped in front of the home of John McLeod to talk to McLeod and another man. When the child was about 20 yards away from them they heard a shot and heard his screams as he came running toward them. They ran to his rescue and found the boy's body filled with shot. He had stooped over to examine a rock and that fact alone saved him from being shot in the stomach and bowels. His feet and legs were filled with shot, also his face, neck, shoulders and arms and hands, his mouth being badly shot. Two shot lodged in one eye and one thumb was torn to pieces.

"The shock and loss of blood, together with his wounds make his condition critical. It might have been an accident but looks more like intended murder as the one who did the shooting left the little one to his fate and made a get-away and could not be found. The strange part of it is that the child had been shot with a rifle only five days before. That shot only made a flesh wound. At that time, as on Sunday, he was shot by some unknown party, but the boy was in our own door-yard."

The Test of Time

Time determines whether the policies under which a bank is operated are safe.

This bank has been in business twenty-six years.

It has grown steadily until it has become one of the strongest and most prosperous financial institutions in the West.

The soundness of its policies is attested by the long list of conservative business men who transact their business here; also by an earned surplus of \$1,300,000.00, the work of time and the result of conservative management.

This bank has facilities for taking care of more high grade business and offers its services to those who appreciate the best in banking.

La Grande National Bank

La Grande, Oregon

Capital, \$100,000.00 Surplus, \$130,000.00 Resources, 1,100,000.00

DESIGNATED DEPOSITORY OF UNITED STATES GOVERNMENT. UNITED STATES POSTAL SAVINGS DEPOSITORY.