

THE OBSERVER

BRUCE DENNIS, Editor and Owner.

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THE SALESMAN'S SALARY.

Business men, commercial travelers and students of salesmanship will be interested in an article "How I Get My Salesmen to Give Me Their Best," written for Advertising and Selling by C. C. Cobb.

Under his system what the salesman earns is strictly up to the salesman. His salary for the year is fixed on a basis of his selling a certain minimum of goods.

His salary for the year is fixed on a basis of his selling a certain minimum of goods. If he disposes of more he gets a five percent commission on the increase.

"On this basis," writes Mr. Cobb, "the entire matter of compensation and working arrangements is thrashed out when the salesman is first employed and saves the difficult problem which confronts every employer of salesmen in determining the amount of compensation they are entitled to and which they think they should have for each succeeding year."

Those who are studying salesmanship in local schools which offer courses in it should realize in advance that it is an occupation which gives back just about what a man puts into it.

MORE TROUBLE FOR UNCLE SAM.

There is a move to have the United States government take charge of all marriages and divorces. A constitutional amendment has been prepared which will be submitted soon, making this provision.

This looks like an attempt to drive poor old Uncle Sam into nervous prostration. Just as if he didn't have enough troubles now with the income tax, tariff, the Mexican situation and the Japanese land ownership.

It takes a brave man to interfere in a matrimonial tangle. Uncle Sam is by no means a coward, but if he should attempt anything of this kind, he would have no time for anything else and there would be a revolution

in this country that would make the Mexican affair seem like a game of ping pong at a church social.

It would be a good idea now to leave the poor old man alone to figure out his salvation, if he can. There is trouble popping out from every point in the compass.

A Michigan girl dislodged a pin from her throat by singing ragtime. This is the only practical use for ragtime that has ever been discovered.

The hesitation skirt will be exhibited at the women's garment show in Chicago this week. Other recent skirts make it difficult to imagine where it will hesitate.

George Ade may become a candidate for the United States senate, but he can't make the senate any funnier than has J. Ham Leis.

It is a noticeable fact that young fathers who have a son that look like them, prefer the perambulator without a top.

Although men's overcoats flare around the bottom in a very pronounced way, it is not yet customary to keep them extended with hoops.

KNOWN AS "BIDDY" M'REE

By MAURICE SMILEY.

About the only reason for calling him "Biddy" was that he was such a "mother boy," as most of the folks in the neighborhood called him.

Not that they looked down on him for being so devoted to his mother. That is, those whose opinion really amounted to anything. Of course some of the light-heads made fun of a man of twenty-five still "tied to his mother's apron strings," as they rang the changes on the old cheap witticism.

Perhaps, however, he really did care after Millie Lee took the district school. He didn't want her to make fun of him.

After Tom's father had worn himself out on the old place and had been gathered to his fathers, Tom's two brothers and sisters had "married off" one by one. But he stayed on, wringing by unremitting industry a scanty living from the rocky soil.

If Tom had ever given any thought to setting up a home of his own, he had resolutely banished it.

"It's a shame, Tom," said his mother, wistfully, "that you should be tied down here on this old place to an old woman, when you ought to be setting up a home of your own."

"All right, then," he replied, with a smile, "I'll bundle you off to the poorhouse and strike out for the city."

Then he caught his mother up in his arms and said, tenderly: "Never you mind, mother, I'm not worrying about it and why need you?"

But all the same Tom did a good deal of worrying. For one thing, Millie Lee, while she seemed to like him more than any of the other young men in the neighborhood, was yet a little too fond, apparently, of Bud Brighton to preserve Tom's entire peace of mind.

Then there was the matter of that black streak down in the pasture. Tom hardly dared to hope that there was coal down there. Secretly he was sinking a rude shaft, though he told his mother he was only digging a well to increase the supply of water for the stock.

Then came the day when he "struck it." He could hardly realize all that it meant when his drill hit the hard, black substance which proved to be an excellent quality of coal.

When he went home that night two surprises awaited him. His mother was seriously ill and Millie Lee was waiting on her.

For reasons of his own, he did not say anything about finding coal in paying quantities. He would stake his chance with Millie on the merits of the case and if she cared for him at all, she would accept a hard-working, poor man.

He watched her as she prepared the evening meal and a sudden resolve took possession of him.

"It looks awful homelike to see you

around the old place, Millie," he said. "I've got something on my mind that I have had there for a long time."

She paused in the act of taking the biscuits from the oven and possibly the heat from the stove made her face flush.

"I know I ain't good enough for you," he went on, bluntly. "I haven't had any education. I've just been taking care of mother ever since I was a boy and I ain't had the chance that lots of young men have had. You know what the old place is. There ain't much to be made out of it. It wouldn't support three people very well, specially when one of 'em has been used to better things."

Millie was nervously setting the table by this time. She nodded as he paused, but neither of them noticed the disheveled figure peering in the doorway, the eyes wild with fever.

"I don't mind telling you, Tom, that I would marry you if it was not for your mother. There isn't enough for us all. You will have to do something about her."

Perhaps she put the test badly, for Tom thought she really meant that he must give up his mother and let her shift for herself. The thought cut him like a knife and he stared out into the night too pained to say anything for a time.

"I can't do that, Millie," he said slowly. "I can't leave my old mother—not even for you. I didn't think you was that kind. I thought you was different."

Before she could explain Tom had passed into the bedroom, to give a cry of alarm a moment later and rush out into the darkness.

He found her wandering aimlessly along the road to the town, babbling incoherently in her delirium about "getting out of the way."

Strong and tender arms bore her back to her home and beside the bed where Tom was kneeling Millie Lee put her hands on his shoulder and said:

"I didn't mean it the way you thought, dear. I was only trying you. I only meant—that—I—"

"That you love me too much to be a burden to me?" asked Tom in a whisper of fierce joy as his mother dropped off into a calm sleep.

Millie nodded as she put her head where her hands had been.

The Circus He Had Eaten. Little Freddie had just made his first acquaintance with animal crackers. After eating quite an assortment of them Freddie became very thoughtful.

"What makes you so pensive, dear?" asked his mother. "Oh, I was just thinking what a circus was going on inside of me."

A CHRISTMAS SONG. Oh, Christmas is a jolly time, When forests hang with snow, And other forests bend with toys, And lovely Yule-logs glow!

And Christmas is a solemn time Because, beneath the Star, The first great Christmas gift was given To all men, near and far.

But not alone at Christmas time Come holiday and cheer, For one who loves a little child Hath Christmas all the year. —Flora Evelyn Pratt.

First Showing of Spring Styles

NOW ON DISPLAY IN EVERY DEPARTMENT

In Our Exclusive Ready-to-Wear Dept.

New Suits, Coats and Dresses that portray the most attractive models for the spring season. As usual we are first with the new styles. Come and see them.

In Our Exclusive Dry Goods Dept.

New Wool Dress Fabrics, Crepes, Silks, Rattines, Eponge and Wash Fabrics of every popular weave and shade.

In Our Mens Department

Our first shipment of the new Benjamin Washington Clothing has arrived. These new garments are the product of the consolidated firms of Alfred Benjamin & Co. and the Washington Clothing Co. and are the equal of the best custom work. Prices \$20.00 to \$27.50.

In Our Shoe Department

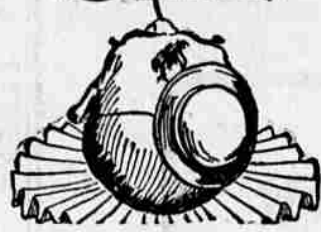
Two of America's best Shoe Lines are represented and the most popular leather and lasts are now shown for spring wear. Agents for "Utz & Dunn" and Pingree footwear for both Ladies and Misses.

New Gordon Hats \$3.00



New Stetson Hats \$4.00-\$5.00

ON THE FUNNY SIDE



Water Haul.

"Good-morning, ma'am. May I ask if your husband is at home?"

"He isn't."

"Perhaps you can tell me what I want to know. Is he carrying any life insurance?"

"Is his life insured? Is that what you mean?"

"Yes, ma'am."

"It is, sir. But don't make the mistake of thinking he's doing the carrying of the same. I'm doing that myself. And I'm carrying all he's worth."

Good-morning, sir."

Missed the Boat.

"Your ancestors did not come over in the Mayflower!" snapped the tall, spare, thin-lipped Miss Hester Plymrock.

"No," and Allas Ananias rubbed his chubby hands together, while an oily smirk spread over his fullmoon pliz.

"You see, it was this a-way. The old man forgot to wind up the alarm clock and so missed the boat."

—Judge.

On the Tree.

"I've learned one thing about fruit," remarked the summer boarder.

"What's that?"

"It looks good to eat a mighty long time before it is."

Quite Appropriate.

"There is one adornment I see the decorator forgot in finishing this new police office."

"What's that?"

"A grill."

KILLS ELK; FINED

Cove Man Pleads Guilty By Attorney to Having Elk Beef In Possession.

Although not arrested, but nevertheless pleading guilty by attorney; Herman Haefter of Cove, has been fined \$275 for having elk beef in his possession. The warrant for his arrest was issued some time ago but the defendant was not in the state, it was said. However, appearing by attorney, he pleaded guilty and paid the penalty and costs. Justice of the Peace Williams heard the plea of guilty.

AS OTHERS SEE US.

(From Grants Pass Courier.)

La Grande has been operating under the commission form of government with a city manager but for a short time, though already the system shows its advantages over the complicated and unsatisfactory mayor and council method. Geo. E. Good, a former mayor of Grants Pass, and a student of municipal government, now a resident of La Grande, says that the new form of city control gives promise of the greatest satisfaction. The city manager, he says, is the boss of the job, and is held responsible by the commission for the business management of the city. He is unhampered by political considerations, and his only thought is to give La Grande its money's worth in every department. If a policeman fails to give good service there is no squabble in the council over the matter, but the city manager walks up and tells the delinquent that he is "fired," and puts another man on the job. Of course it takes a pretty big man to be manager of a city like La Grande or like Grants Pass, corporations capitalized at four or five millions of dollars. He has to be a bigger man, in fact, than the average patriot who warms the seat of the aldermanic chair, and his salary is

paid according to the demands of the job. La Grande has a limit of \$3600 to the salary and is paying \$2400 at the start. A city wastes many times the amount of this salary every year if public improvements and municipal management are attempted by business men out of hours. Few men who are competent to manage big affairs have the time to give to the duties of the management of a city free of charge. Municipal management is a science. The city manager plan is the first step toward reducing it to a science. It is also the first step toward the elimination of graft in municipal government.

PANIC TO BE INVESTIGATED

Tragedy On Christmas Eve at Calumet to Be Screened For Cause.

Hancock, Mich., Feb. 11.—Chairman Taylor of the congressional investigating committee, announced that there would be a rigid investigation of the story that a man wearing a Citizens' Alliance badge had been responsible by shouting "fire" for the panic that resulted in the death of 75 persons in the Calumet holocaust on Christmas eve. Most of the victims of the rush were women and children.

The blame was immediately placed upon the Alliance committee, because at the time this committee was in open hostility to the striking miners.

La Grande National Bank

Organized in 1887.

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

Table with financial data: Capital \$100,000.00; Surplus \$140,000.00; Total Resources \$1,000,000.00.

For twenty-six years, in all kinds of financial weather, we have successfully catered to the monetary wants of the people of La Grande and the Grande Ronde Valley.

We respectfully solicit your business.

La Grande National Bank

La Grande, Oregon