

EVANS HEADS SELLING FORCE

B. C. HAMILTON COMPANY TAKES ON MORE TERRITORY.

Territory of Union Baker and Walla Walla Counties is Now Under One Head Dealer.

"Is this Mr. Evans?" And the telephone jingled a merry jing when the answer came back, "No, this is Bill Evans, the fellow who has been peddling second hand cars most of this season because we could get so few new ones."

It was Bill Evans talking, and it was the same Bill who has recently been made head of the sales department for the B. C. Hamilton Motor Car Co. Bill never liked the handle of "Mr." for he was raised down in West Virginia, and where people stood on their mettle and titles and frills counted for little. Bill came west from the country where tobacco grows on the hillsides and entered the automobile selling game. He has many makes and dolled up more used cars than he has traded for than one would think to look him over. He is a whirlwind salesman in action but a man of few words. Bill says if a car won't sell itself it is no car and he therefore keeps superbly quiet when demonstrating, especially when demonstrating for the eldies.

Lately B. C. Hamilton journeyed to Baker and finding Bill Moore in good humor purchased the Moore Auto Company which adds Baker county to the Hamilton territory on Nash, Oakland, Stutz and Nash trucks. He already had Union county and Walla Walla county in his on Oakland and Stutz. This gives a wide territory for the Hamilton Motor Car Co. and the next step was to find a man who could take charge of the sales department. There was no search made for Mr. Hamilton reached out for Bill Evans and Bill said he was willing. The contract was made and the game is on with a rush. The company is to get a large allotment of cars of the different makes monthly and Evans will arrange his territory so that local salesmen will work continuously on the selling end while he has general supervision over the whole selling force.

Money-Mad Folks. "Do you want some folks will tussle an' scrap for money," said Uncle Eben, "is 'most enough to make a silver dollar look like a medal for leavery."



Some of the Dancing Girls who will appear on the streets during the Shriners' meeting in La Grande.

POLES NOT INVOLVED IN SILESIAN STRIKE Bauer Says German Government is in full Control of Silesian Polish Situation.

(By Associated Press to The Observer) BERLIN, Aug. 22.—Chancellor Bauer, addressing the assembly at Weimar on the Upper-Silesian Polish revolt, said the situation was better than had been reported. The Polish government, he asserted, was in no way conquered with the revolt and no regular Polish troops had been employed or encountered on German territory.

The Candid Gettler. Advertisement in English paper—"All plain work, such as sewing and beeing, returned in one or two days. Two-cupping and yamping will take longer, as we do them properly."—Boston Transcript.

THEY ALL LIKED KLAMATH FALLS

RETURNING ELKS TELL OF THEIR VISIT

Exalted Ruler Eberhard Wants a Big Delegation From La Grande to Salem Next Year.

The annual meeting of the Elks of Oregon in state convention is a great thing for Elksdom in Oregon as well as for the whole state. In the opinion of Senator Colon R. Eberhard, Exalted Ruler of La Grande Lodge No. 433, B. P. O. Elks, who this week returned from attending the Oregon State Elks Association convention at Klamath Falls last week, accompanied by C. H. Schraupp and W. E. Lottel, of Joseph. The good natured rivalry between the lodges in putting on the degree work in contests and the instructed a large and influential part of the district deputies and the various representatives returning from the Grand Lodge served to thoroughly instruct a large and influential percentage of the membership of each lodge, to the manifest advantage of Oregon lodges in general.

So close was the degree contest between Medford and Portland that there was about one per cent in favor of Portland, and this was due to the superiority of the work of the third and fourth officers from Portland.

Reports from the Grand Lodge showed a wonderful gain in membership throughout the country. La Grande Lodge was one of the subordinate lodges showing the largest gain in membership, considering the population of its jurisdiction.

The fact that the Grand Lodge of the order of Elks furnished several million dollars to the Salvation Army in addition to the \$60,000 gift announced last year, was made public for the first time at the Grand Lodge.

Changes in the work and procedure of local lodges are minor in character, the principal one being that house committees of lodges operating upon the plan of La Grande lodge are henceforth appointed by and responsible to the Exalted Ruler.

Klamath Falls lodge and the citizens of the city generally are the objects of much praise from the visitors for the manner in which they extended hospitality and took care of the visiting Elks and their families. About four thousand visitors were registered there on the first night of the convention. The barbers of all other most took place on the Hazleman estate, the visitors being taken across the lake of boats and returned in the same manner. At the barbers' many of the Oregon presented vanderbilt lights furnished by the Portland lodge. The parade is expected to have been a most excellent one, the hosts of Medford, Ashland and Klamath Falls lodges being particularly praised. Billy Vinton, president of the Oregon State Senate, had enough of his car after the parade fire to save him to drive it in the parade. It was fastened a phlegm and it was fastened to Klamath Falls for fire and it got it.

None of the numerous Elks who attended from Vale, Baker, Canyon City, Burns, La Grande, Heppner and Pendleton lost their cars in the garage fire which consumed the largest garage in the city, a two-story brick

and concrete affair. The cars of about thirty-five visitors were totally destroyed and as many more injured. The most reliable information showed the fire was started by a visitor lighting a match in the rear of his car, the fire starting either from gas arising from his opened tank or from grease and oil on the floor.

Bend lodge, recently organized, is given credit by the local delegation as being the liveliest bunch at the convention. Medford and Ashland lodges were much in evidence, while Eugene, Salem, McMinnville and Portland had very large delegations. Every lodge in the State belongs to the association and was represented by three or more delegates. Heppner lodge, one of the smallest, had a fine representation.

La Grande Going to Salem.

La Grande lodge will certainly be largely represented at Salem next year," said Exalted Ruler Eberhard yesterday. "The fact that Salem is on the railroad and is near to Portland makes it more convenient for all of the Elks throughout Oregon to attend the State Convention. Committees will soon be appointed and plans begun for a record delegation from here to Salem. Our membership now exceeds nine hundred, and we have sufficient talent to put up a wonderful entertainment as La Grande's part of the big show next year. No effort will be spared to maintain the position of La Grande Lodge as one of the largest and best in Oregon. I appeal to all Elks and their families to plan to make the trip to Salem with us next year."

What is Man? Break the shells of 1,000 eggs into a huge pan or basin, and you have the contents to make a man from his toenails to the most delicate tissues of his brain. And this is the scientific answer to the question, "What is man?"

PERRY FAMILIES WAITING TO OCCUPY NEW HOMES

H. J. Nelson Improving—Birthday Party for Grandma Coalwell—Grouse Hunting Popular.

PERRY, Aug. 23 (Special).—Born Sunday evening to Mr. and Mrs. Ray West, a baby girl. Both mother and baby are getting along nicely.

The dance scheduled for last Saturday evening was postponed for one week on account of the railroad picnic at the city park. The boys who lost the baseball series will put on their dance next Saturday night and have secured the orchestra from the Star theatre at La Grande to furnish music for the evening.

Mr. Lyman, the La Grande contractor has one house nearly finished and the other two started. Several families are still waiting for houses to move into as soon as they can be secured.

E. E. Bonham is remodeling the house occupied by Lawrence Hull.

H. J. Nelson, who has been in the hospital at La Grande for the last few days on account of an operation, is much improved and will soon be able to return to his home in Perry.

About half of Perry's male population were out grouse last Sunday.

On Thursday evening a number of the friends of Mrs. Charles Coalwell planned a surprise on Grandma, the occasion being the 72nd anniversary of her birthday. Mrs. Ole Matheson presented her with a birthday cake with a beautiful rose in the center and 72 candles placed around the edge of the cake. Mrs. Coalwell was afforded great pleasure in lighting the candles, one for each year of her life. A number of other presents were tendered as tokens of her friends' and relatives' wishes for

many more happy recurrences of the natal day. Dainty refreshments were served. Those present were: Mr. and Mrs. Ole Matheson and daughter Olga, Mr. and Mrs. Lavronce Hull, Mr. and Mrs. James Knight, Mr. and Mrs. Bert Coalwell, Mrs. Ed Piel, Mrs. Rieck, Harry Coalwell and William Coalwell.

Domestic View of Health. If a sound mind and rational habits do so much to keep the body sound, and if nature unaided can cure most of our curable ills, life is a fairer deal for all of us than it has sometimes seemed. Of course, it is not so easy as it sounds to put fear and worry, harrowing love affairs and destructive emotions—hated and envy—out of mind. But if this is done we must do it ourselves. Doctors cannot do it for us, and realization that the center of health is largely in our own hands must contribute to the wiser ordering of life.—Chicago Daily News.

"Philadelphia Measure." When old Philadelphia was laid out a defective chain was used in the survey. This chain made each hundred feet three inches longer than it should have been. Property in much of Philadelphia is still defined in this incorrect measure. Hence the term "Philadelphia measure."

Triumphed Over Misfortune. The famous French artist, Gustave Dore, was born and reared in the shadow of Strasburg cathedral, says Mrs. Betham-Edwards, in "The Heart of the Vosges." At the age of eight years he broke his right arm, but became, as if by magic, ambidextrous. As he lay in bed he cheerily drew pictures all day long with his left hand.

Gold. More than two-thirds of the gold now in use in the world was discovered during the last 50 years.

Observer advertising pays.



As High Priest and Prophet, A. L. Teta (pronounced Tate-you) is the fourth officer in the line of the Divan of AY Kader Temple, which organization of Shriners, comes to La Grande on September 24th to purify the souls of the unregenerate and to furnish a spectacle of unbelieveable joy to all beholders. Noble Teta has a prominent part in the ceremonies. It is his particular duty in heat and comfort to the afflicted and to see to it that the strong get all that is coming to them. After September 6 Noble Teta is going to be better known to certain

Advertisement for Oldsmobile Economy Truck. The ad features a large illustration of a vintage truck with a canopy. The text reads: 'Oldsmobile ECONOMY Truck'. Below the truck, it says: 'For all-around maximum efficiency you will find this truck a wonder. We are interested in knowing your trucking needs and would like to demonstrate what this truck will do. Phone For Demonstration.' At the bottom, it lists 'W. H. Bohnenkamp Company'.