

IRELAND IS CONFRONTED BY PROBLEM

Problems of Finance and Boundaries Now Confront the Free State Government.

(By Associated Press)
DUBLIN, Jan. 30. (By Mail).—Two important questions arising under the Anglo-Irish Treaty have yet to be dealt with: the clauses on finance and the Ulster boundary. Internal troubles have prevented these questions from coming up for definite settlement, but the Free State government is planning to tackle them both in the near future.

It will be remembered that the Irish delegates to London undertook that Ireland pay its share of the war debt and of war pensions, and the sum payable was to be fixed after inquiry as to how much Ireland ought to pay, allowance being made in Ireland's favor for over-taxation in the past. The payment of from 40,000,000 to 50,000,000 pounds sterling in compensation to the victims of outrages will involve the Irish budget in a deficit, and the amount payable to England under the treaty will add to the difficulty. It is accepted as certain that Irish Free State must float a loan and start with a national debt. Until now taxation, as fixed in the British budget, has prevailed in Ireland, the Irish government taking over the money so raised. But this year will see the first Irish budget, and the taxation will all be imposed and collected by the Free State.

On the subject of finance the government is optimistic. It is attempting immediately the final settlement of the land question, which may involve as much as 70,000,000 pounds sterling. The British Land Purchase Act transferred from the landlords to tenant proprietors the greater part of the land in Ireland, but the jobs left unfinished, and all over Ireland, side by side with farmers who own their farms and are paying for them in annual installments less than the rent, are thousands of farmers still paying the old rents. The government now proposes to make land purchases complete and compulsory. Every landlord must sell and every tenant must buy.

As regards the Ulster boundary, preparations are being made for the appointment of the commission to fix the boundaries of the future Northern Parliament. The treaty prescribes that the boundaries be recommended in accordance with the wishes of the inhabitants, but does not determine how those wishes are to be ascertained. The decision will depend on the area taken for inquiry. If the voting were by counties, both Tyrone and Fermanagh would undoubtedly vote themselves into the Free State. With similar areas as voting units, parts would stay with Belfast and parts with Dublin.

The treaty brought some difference of opinion between the British and Irish delegates as to what it meant, the latter contending that it meant the transference of large areas, and the former urging that all they meant was the rectification of the frontier line. The boundaries commission was to consist of one representative of the Free State, one of the Northern government and one of the British government. But Sir James Craig, the Ulster Premier, and his colleagues have from the first declined to be bound by any provision of the treaty in this regard, as they were not parties to it.

The Free State government has a staff working on the whole boundary question, which issues statements periodically pointing out the anomalies of the present situation, which gives the Northern government power over many districts which deny it allegiance.

Whichever view is taken of the meaning of the treaty two important towns—Derry and Newry—must be affected. They are both on the edge of the frontier, and both have Nationalist majorities; yet it is unlikely that the Northern government would, without strong compulsion, part with either.

Canada's Pride



Winifred Blair of St. John, N. B., has been selected as the most beautiful girl in Canada. She received the award in a contest in which twenty-five girls from all parts of the Dominion were entered.

RECORD MADE BY BAKER COW

Record for Butterfat Production in Oregon Is Made By Darling's Jollie Lassie, of Baker.

COVALLIER, Feb. 24.—A new world's record for butterfat production by an Oregon cow is reported by O. H. Baker, secretary register of merit department, American Jersey Cattle club, to H. N. Colman, superintendent of official testing at the state agricultural college.

The new mark stands at 1141.29 pounds of fat in one year, and was made by Darling's Jollie Lassie, owned by Pickard Brothers, Marion. The yield of milk was 16,425 pounds. The record was made as a four year old and replaces Old Man's Darling 2nd, owned by Pickard Brothers, and is the highest record for the breed of all ages. This keeps the remarkable record of seven out of eight classes of the highest producing Jerseys in Oregon.

"The new cow had 26 tests conducted," said Mr. Colman, "21 by 13 different Oregon supervisors, one by a member of the dairy staff of this college, one by a member of the dairy department of the University of Idaho, University of California, and Washington State college and one by a member of the regular testing force of the University of California. The cow was under test a total of 56 days, an average of one out of every six and a half days."

Two of the out of state tests were for four days each. The tests were supervised by 19 different persons, and special precaution was taken to make them beyond criticism. The milk, Ovid Pickard, was searched at his own request and the request of this college, to insure entire fairness.

So careful has been the supervision of official tests by the Oregon Agricultural college that the experiment station has been repeatedly congratulated by O. H. Baker of the American Jersey Cattle club for the accuracy and reliability of the Oregon tests.

EXPLOSIONS IN GRAIN DUST TO BE PROBED NOW

(By Associated Press)
CHICAGO, Feb. 24.—The dust explosion menace in grain elevators, which has cost several lives and damaged running into the millions of dollars in the last few years, is to be removed by the elimination of the dust, as a result of investigations conducted by a committee representing grain dealers, boards of trade, fire insurance interests and fire prevention experts.

The committee on dust control in grain elevators was organized early in 1922 after a series of disastrous explosions, including the \$2,500,000 blast which destroyed the mammoth concrete elevator of the Armour grain company and the Chicago and Northwestern railroad here, with a loss of several lives. The insurance companies paid \$1,000,000 claims on that explosion. Canada has had three disastrous explosions recently, one at St. John, N. B., one at Montreal and the third at Port Colborne, Ont.

As a result of investigations undertaken by A. R. Small, chairman of the committee and vice president of the Fire Underwriters Laboratories here, the committee has decided to recommend installation of apparatus in all elevators to remove the dust from the grain as it is handled.

The Underwriters Laboratories have been commissioned to develop the apparatus and standards of practice to be followed to insure removal of the dust, without sucking out any solid grain.

The investigation by the laboratories has uncovered considerable information as to the cause of dust explosions. In an average elevator of grain brought to the elevators there is about 30 pounds or two bushels of light dust, which is subject to spontaneous combustion as a result of oxidation when exposed to air, making it particularly dangerous.

"Dust is more dangerous than solid grain because of the greater surface exposed to the air," according to Mr. Small. "A pound of coal in a lump offers a certain amount of surface to the oxygen in the air. Crush the same amount of coal into dust and the exposed surface is greatly multiplied, increasing the danger. The same thing is true of the fine dust collected in handling grain."

There always have been grain dust explosions in elevators, but strangely enough they did not begin to attract national attention until the huge fireproof concrete elevator was wrecked. Before that a small wooden elevator would be wrecked, but the amount of grain affected and the damage caused was so small as to attract only local attention.

"With the concentration of millions of bushels of grain in huge concrete elevators, multiplying the danger many times and likewise increasing the possible loss, the occasional explosions have become such a menace as to require study."

The grain dust committee includes, besides Chairman Small, J. J. Stream, president of the Chicago Board of Trade, representing the Terminal Elevator and Merchants association; S. J. Williams of the National Safety council; Joseph G. Hubbard, representing the Underwriters' Grain association; Eugene Arms, of the Mutual Fire Prevention bureau; George H. Hard, fire protection engineer of the Illinois Central railroad, representing the Railroad Fire Protection association, and a member of the national board of Fire Underwriters.

GLYSERS INTERRUPT PICNIC

(By Associated Press)
SYDNEY, Feb. 24.—Picknickers in Kaikuku beach, New Zealand, experienced an earthquake on Christmas day. As soon as the tremors ceased, cold water geysers spouted up thru the sand, evidently caused by the opening of fissures down to the artesian water. One geyser spouted 100 feet high, and another 50 feet. A third geyser spouted 10 feet high. The geysers burst forth to the astonishment of the populace.

Elimination of Waste Planned by Department

That hundreds of millions of dollars are lost every year as a result of the lack of proper zoning laws, was a statement made by Dr. John M. Gries, chief of the division of building and housing of the department of commerce, before officials of the bureau of standards in a talk outlining some of the work his division is doing.

Dr. Gries stated that the large amount is lost in the form of scrapped buildings and depreciated real estate values, resulting from the intrusion of undesirable commerce into residential districts. The present situation in many cities, Dr. Gries compared to a house in which the bookcase in the bathroom and the kitchen stove in the parlor. He explained that in some of the better residential districts the value of each house may be reduced a thousand dollars or more through the construction in that district of a factory or other structure not properly belonging there.

Dr. Gries recommended adequate zoning laws as a preventive, and explained how the division is cooperating with communities all over the country that are preparing zoning regulations. A zoning primer and a "standard state zoning enabling act" authorizing cities to zone have been widely distributed. We also stressed the necessity for city planning in municipalities expecting to grow, and stated that the division was preparing data on this subject which will be made available.

Figures were given showing the relative importance of the different types of construction costs for a certain house. Of these, labor charges accounted for only 28 per cent; materials cost 23.3 per cent; land, 19 per cent; contractor, 12.6 per cent; financing 6.7 per cent; architect and real estate fees, 5.4 per cent. These figures show that it is not generally possible to blame one single factor, such as high labor or material costs, for high prices of houses.

He said that while the daily wage of building tradesmen might seem high to a man employed all the year, they were not necessarily high when the season's character of the employment was considered. He said a substantial saving in labor costs could be realized if arrangements could be made for employment during a larger part of the year. He also said similar savings in costs of equipment and contractors' overhead could be effected by a more extended building season.

It was pointed out that the building code committee of the department of commerce, appointed by Secretary Hoover, has recently published a report entitled "Recommended Minimum Requirements for Small Dwelling Construction." It covers one and two-family dwellings, with an extensive discussion of the reasons for the requirements, and the best types of construction for various purposes. Dr. Gries said that this pamphlet should prove useful to architects and prospective home owners. In this connection, many tests were performed at the bureau of standards to determine the strength, fireproofness and other qualities of types of building construction, the bureau having made available for that purpose a huge testing machine in which full size sections of walls can be crushed to determine their strength, and a furnace in which their resistance to fire can be tested. Among other things, this book shows that eight-inch walls are strong enough for two-story houses, and three stories under certain conditions. It recommends that they be permitted instead of the 12-inch walls now required in many codes.

Floor loads of 40 pounds per foot for timber construction, and 20 for monolithic types are considered sufficient as a basis for calculation of strength, instead of the 50 and 70 pound loads now required in some cities.

CONSTRUCTION OF NATRON GAP NOT FAR AWAY

SAN FRANCISCO, Feb. 24.—Construction of the gap in Natron cut-off between Oakridge and Kirk, Ore., will follow approval by the court of the Interstate Commerce Commission's recent decision permitting the Southern Pacific to retain the Central Pacific, J. Kruttschnitt, chairman of the Southern Pacific board of directors, said today.

"Our counsel expect, on the date fixed by the court, to present the commission's order for approval and authorization of the court charged with the execution of the supreme court's mandate and to seek from the court a decision to the effect that the commission's decision has rendered lawful our continued control of the Central Pacific," said Mr. Kruttschnitt.

"A final decision by the court in our favor will satisfy the conditions set forth in a telegram of mine made public last July, wherein the



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Southern Pacific was pledged to respect the Natron cut-off which and as soon as its title to the Central Pacific was sure. After the United States supreme court in May, 1922, ordered a vacation of the Central from the Southern Pacific, the latter applied to ICC and was granted permission to retain the lines standing in its name of the Central Pacific. Kruttschnitt, here on a tour of inspection, said many telegrams had received from residents of zone indicated widespread belief the Interstate commerce commission decision finally settled the matter and that the completion of the iron cut-off would be taken up immediately.

The closing of the Natron cut-off of 118 miles over the Coast mountains would provide a north and south railroad line from Weed, California, to Eugene, Or.

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Helping the Dealer to Sell

Every manufacturer appreciates, in some degree, the importance of helping the retailer sell his product. And yet in many instances that degree is very small. It can hardly be compared in importance to what a certain type of manufacturer—with selling the product to the dealer.

It is nothing short of a false assumption, unsound and untrustworthy, to think that merely stocking up the dealer with a product constitutes effective distribution. Effort of that kind, it is true, may dispose of a lot of goods, but it does not sell them. Unless the consumer comes in prepared or disposed to buy them they will remain on the shelf of the dealer, and the product will be a failure.

The safest alternative is for the manufacturer to create a consumer demand through Advertising. This will help the dealer move the goods, and then he will order more.

Advertising is as much a basic part of the business of the manufacturer of any spe-

cific trade-marked product as is production and distribution. It is not something that can be considered merely as an expense to be curtailed to the minimum. It is a creative influence which, more than any other thing after the merit of the product, determines the extent of the consumer demand.

Too often the manufacturer thinks of his advertising as a clever means of impressing the dealer with the desirability of stocking up with his goods, and he does enough to accomplish that effect, and then expects the dealer to move the goods. This is a mistaken use of advertising and it quickly reacts upon the manufacturer.

It is the business of the dealer to provide the goods which the public demand. He would be foolish to do otherwise, and would soon cease to be a dealer. It is the business of the manufacturer—meaning specifically, the manufacturer of a trade-marked article, or one that might be trade-marked—to create a consumer demand by means of Advertising.

GERMANS WANT YANKS' DOLLARS

BERLIN, Feb. 24.—American dollars hold a magic charm for Germans, since the quotation of the dollar has risen well above 20,000 marks, that coin is regarded as a charm. News-givers display quotations of the dollar in black type on their first pages. 41 stand alone. Quotations on English, Swiss and Scandinavian money are relegated to the market pages.

An American woman who lives in Berlin was recently approached by a seven-year-old German boy, the playmate of her son, who hesitatingly asked: "Would you please show me a real dollar?"

She handed him a dollar bill to examine, and the boy fingered it for some time in complete silence before protesting: "That is just paper; have you a real one?"

The woman explained that she had no silver dollar, but showed him the American paper was just as good as the silver, and even more valuable if one wanted to sell it at the bank.

The little fellow wasn't persuaded. He thought the American woman very politely and walked away in a deep study over the intricacies of currency. In shops foreigners are frequently asked for dollars. Shopkeepers and clerks are anxious to have at least one as a souvenir. No American who dares to send a gift to a German friend can do better than mail crisp, new American bills. The high rate of exchange on the dollar is almost the tonic of conversation in mixed gatherings, and fortunate is the man who can produce an American bill before astonished friends.

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