

# LaGrande Evening Observer

(Incorporated)  
An Independent Newspaper

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OFFICIAL PAPER OF UNION COUNTY AND THE CITY OF LA GRANDE

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### SUBSCRIPTION RATES

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### ADVERTISING RATES

Display, 10-14 lines, per column inch	45c
Display, local, per column inch	40c
Time contract rates on application	



THINK OF THE HARVEST:—Whatever a man soweth, that shall he also reap.—Galatians 6:7.

Thompson has withdrawn from the senatorial race on the eve of his formal announcement. Stanfield has no chance to be nominated, according to the political prophets, since the Baker episode. Butler has decided not to enter the race. It looks as though Steiwer will jump aboard and become the outstanding candidate.

### DIFFERENT TYPES OF PEDDLERS.

A La Grande housewife was called to the door the other morning twice within an hour by peddlers. One of them had a line of drapery and dress goods. It was explained to her that the housewife made it a rule never to buy from anyone not connected with local stores because her husband was in business in La Grande and it wasn't fair to the community to buy any other way. The peddler was peeved immediately. She said she patronized the husband's business and therefore deserved to be patronized in return, etc., etc. The second peddler had a line of dresses. She was given the same greeting and told that it would be a waste of time to show her goods. She was quick to understand the housewife's attitude. She said she appreciated that position and would do the same under similar circumstances, adding that she usually found that people connected with this same variety of business refused to buy outside of local stores.

Here were two types of peddlers. One took offense at being turned down for the established business firms of the community. The other saw the point quickly and agreed it was the only sensible policy. She must depend on people who do not have a sense of community responsibility for her business. She knew immediately that there was no chance of seeing a housewife who had given thought to the problem as related to the city's welfare. She smiled, said "Thank you," and went on to the next house. Possessing tact, courtesy, and selling ability, she is by far the most dangerous of the two.

A month or two ago a railroad friend of ours told us of his acquaintance with a male peddler who was selling blankets in La Grande. This peddler had a room in one of the railroad man and became quite intimate during his stay in the city. He had been a house-to-house peddler for over twenty years and had sold everything from groceries to pianos. Finally one evening toward the close of his selling campaign here he gave our friend some of the "inside dope" on the peddling business. He said, "I've been ringing doorbells for over twenty years and it's always been a graft. With practically no exceptions, anyone is a fool to buy from a house-to-house or office-to-office salesman. I have never known an article to be offered in such a way that couldn't be purchased at an established store for the same money or less. Take this blanket I'm selling, for example. It looks like a good blanket but I know that you can buy the same variety of blanket at a good store for about half the money. The looks are there but the quality is minus. There are a lot of fool bargain hunters in the world who fall for this sort of stuff. I make big money off of them. My commission on this blanket is 40 per cent. Then my district manager gets a good big 10 per cent on everything I sell, and the factory really gets only a small amount—so small that they can't possibly produce anything but a cheap blanket. Commissions on other lines run from 40 to 75 per cent of the selling price. It's great stuff for those of us in the business, but if I ever have to give any of my money to a bell-ringer, I know the game too well." Such is the attitude of one man in the peddling business. Yes, people continue to be taken in by the heavy sales talks of these smooth solicitors. And they send thousands of dollars out of the community each month that could be used in such a way as to help and prosper the city.



It might be worse. No magazine really is as naughty as the cover design indicates.

When you can't swat a fly, chase the little fellow until he laughs himself to death.

Some little girls with lips all rouged. Some think they are disgraced. But you will find out for yourself. It's all a case of taste.

The latest women we ever heard of raised buff cochon chickens with feathers around their ankles so she wouldn't have to sweep the yard.

A La Grande man says he saw the sun, moon, rain and rainbow all at once. Wonder how much he paid for it.

Small Boy (at zoo looking at stork): "Mother, I really believe he is trying to see if he can remember me."

Men have little respect for, when they have no fear of, the law.

**SURE REMEDY**  
"What made them marry?"  
"Well, they had been engaged two years and I expect they got tired of being together."

"Sendin' Mariar to that thar finishing school was all nonsense," said old man Hawback as his daughter went into the parlor to meet her visitor. "Here's that young man, Foster, been cuttin' here for six months and she ain't been able to finish him yet."

A La Grande man says he can remember the time that whenever he heard a woman say the word leg he knew she was referring to a table or a piano.

Sophisticated people are those who do naughty things without feeling guilty.

Heaven is a place where the water is never too muddy for 'em to be biting.

You can always tell a new one. He thinks it his duty to be mad at you.

The rafter towel has enjoyed a longer run than any.

The greater the stutterer the smaller the utterer.

If He Reaches North Pole.

Will Go on by Air to Nome. OSAGO (AP)—Amundsen's expedition, in which he expects to fly to the north pole next year, will undergo its trials in January, after being overhauled and equipped with Maybeck motors. Three spinning masts will be erected at Raine, Trondheim and Svanehoed. If the north pole is successfully reached the ship will proceed as far as possible toward Nome. A suitable landing place will be chosen if it is unable to reach Nome in the air, and the ship deflated and packed up ready for shipment to Nome. Notification of the landing place will be sent by the airplane's radio.

## THE OPEN COURT

CORRESPONDENTS MUST SUBMIT THEIR NAMES TO THE EDITOR IF THEY DESIRE LETTERS PRINTED.

To the Editor: An editorial of the Oregon Journal asks "Where is the speed limit for an airplane?" Is 202 miles per hour the limit? Will you permit me through your valuable paper to answer the Journal's question?

There is no limit. The speed of an airplane is the result of applied knowledge. And because there is no limit to the acquisition of knowledge there can be no limit to the speed of an airplane. Five miles a minute is a long way from 1200 miles a minute, and our earth is not the fastest thing in the universe.

Just now we are proud of the ability to fly from New York to San Francisco in daylight. But the time is near when we can circumnavigate the earth in daylight, and stop off at Calcutta for lunch. Respectfully yours, L. GARRICK.

Bend to Klamath Falls. The Southern Pacific company opposed the position of the northern lines and urged its own application for rail improvements on affiliated lines in the Klamath Falls region and for extensions in northern California to provide another trans-continental line.

Victor H. Faltsta, of the New York public library, doubts the authenticity of the famous Buxtehude letter which has been ascribed to Abraham Lincoln.



"Something to Crow About"—OODLE BARS

—the big Chocolate-Nut-Caramel bar—the biggest and best candy bar in town for— 5 Cents SEE OUR WINDOW!

Red Cross Drug Store

## KLAMATH RAIL HEARING ENDS AT PORTLAND

PORTLAND, Ore. (By the Associated Press)—The hearing on applications for railroad development in central and southern Oregon and northern California, which has been in progress here since October 5, was concluded Wednesday when the state public service commission completed its case. December 1 was set as the date when briefs must be in. Arguments will be heard at a time to be set later by the interstate commerce commission.

The Great Northern and Northern Pacific, through their subsidiary, the Oregon Trunk, offered testimony at the hearing before Charles D. Mahaffie, director of finance of the interstate commerce commission, in support of the application for an extension from

## The Start Isn't Hard

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# Smart Wool Dresses for Fall



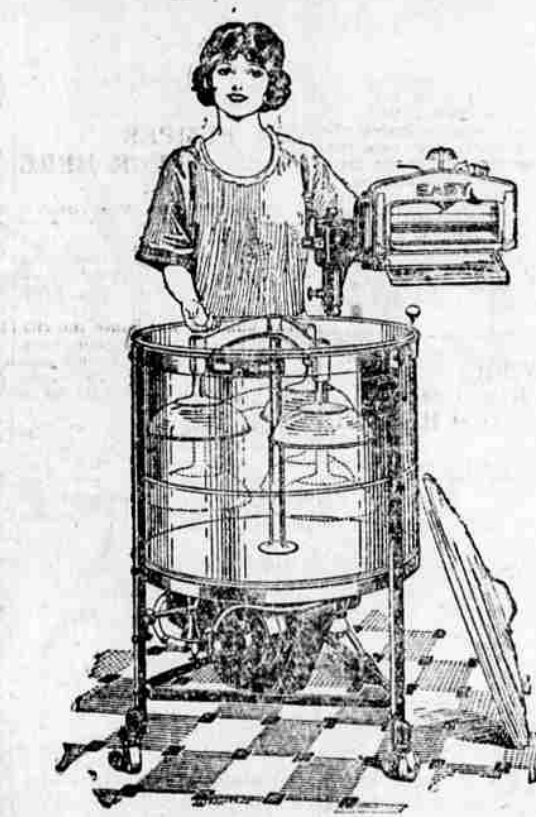
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