

PARCEL POST
BUSINESS IS
ON INCREASELocal Post Office Finds
More Articles Coming
Through MailsHUNDRED MONEY
ORDERS EACH DAYNew Cancelling Machine
Installed Last Winter
Pases Million-Mark
This Week.By Hazel Scott
Christmas is too far away to ex-
plain the constant increase in parcel
post business at the La Grande
post office.It has reached a stage now
where the delivery of packages re-
quires the entire time of a post-
man carrying—that is, a postman
with a vehicle, working eight
hours a day.Monday, for instance, there were
314 parcels too unwieldy for the
foot carriers to take. A foot car-
rier delivers everything on his route
that weighs less than four pounds
and is no bulkier than an ordinary
shoe box. The smaller packages
are hard to estimate, for many
things that pass as merchandise
are mailed in envelopes.Buy Small Articles Here.
On a suggestion that the smaller
parcels probably doubled the larger
ones in number, R. R. Huron, post-
master, said that he thought not.
"When little things are needed,
people are more apt to get them at
home," he explained, adding with a
wry smile that the rule does not
apply to samples."Sometimes the office be—pardon
the expression—literally lousy with
miniature packages of corollaries
or samples of face cream."The receipt of parcels ebbs and
flows with the issuance of money
orders; the postmaster has ob-
served.100 Money Orders a Day
More than 100 money orders a
day were written during the fiscal
year ending June 7. Domestic
orders, which include those sent to
Canada as well as the United
States, amount to \$25,329.76—well over a quar-
ter of a million. Besides the 3307
domestic orders, there were 148 or-
ders for money to be sent into for-
eign countries. The total was
\$4917.35. The most of it repre-
sented earnings sent by foreign la-
borers here to their families across
the sea.Altogether, \$299,298.11 was dis-
patched from La Grande through
the post office last year.Many persons who complain that
business at home is hurt by the
mail order houses receive parcels
sent from outside firms; the mail
order clerks have observed. But
they probably are buying merchan-
dise that it is impossible to get
here at home, one of the clerks
deduced.Special Rubber Stamps.
So frequently do the names of
Sears & Roebuck, Montgomery
Ward, and National Cash & Suit
company have to be written into
money orders that the depart-
ment has furnished local post of-
fices with rubber stamps to save
time.Half the money orders written
every day are to mail order houses.GRAND JURORS
ADJOURN UNTIL
COMING WEEKBecause of the necessity of pro-
viding additional witnesses, grand
jury was adjourned this morning
until some day next week. The
present session was called Wednes-
day morning. Not many complaints
are being heard, although the num-
ber of witnesses is large. Carl G.
Helm, district attorney, said to-
day.FIVE
DOLLARS
A WEEKWhat does it cost a progres-
sive business man to keep con-
stantly in touch with you every
day or every week throughout
the year with advertising mes-
sages—in touch with you and
12,000 other readers of The Ob-
server—nearly 3000 families.As little as five dollars a
week! For that small amount
he can keep you informed on
the new things he has to offer,
the improvements made in
his service, and the hundred and
one things that make you inter-
ested in spending your money
in his place of business. The
dollar is a small expense for
reaching 12,000 people—the
lowest reader-cost to be had in
the La Grande territory."Observer Advertising—
A Merchandising Service"Aurora Borealis
Disturbs Radio
Listeners HereNorthern Lights Lay Par-
alyzing Hand on Tele-
graph Wires in Eastern
America.A display of the flashings of
the Aurora borealis could be seen
here last night for approximately
half an hour, beginning at about
10:45 o'clock. The entire northern
part of the sky was streaked with
the lights, which would suddenly
come up from behind the moun-
tains and then spread across the
dome overhead. Above the lights
the heavens were of a dim rose
color.Several radio owners in the city
had trouble in receiving programs
last night, due to the northern
lights.WIRES PARALYZED
NEW YORK, Oct. 15 (AP)—
Aurora Borealis cutting capers in
the far northern sky, laid a paralyz-
ing hand on telegraph wires in
New York state New England and
Canada today.Telegraph communication was
not stopped entirely, but the wires
muffled for periods.TELEGRAPHS INACTIVE
OTTAWA, Oct. 15 (AP)—Tele-
graphic communication between
Ottawa and Winnipeg was par-
tially disrupted last night by aurora
borealis, and today conditions be-
came worse.2 DENTISTS TO
OPEN OFFICESCousin of Dr. Moore and
Idaho Man Establish
Themselves HereLa Grande is to have two new
dentists, one to be located in the
New Foley building in the rooms
formerly occupied by Dr. E. G.
Kirby, and the other to have his
offices in the Foley-Houvy build-
ing over the L. and L. drug store.The two young men, both of
whom are graduates of the North
Pacific dental college in Port-
land, have been in La Grande for
several days now making preliminary
arrangements for the opening of
their offices.Dr. A. M. Moore, who will be
located in the New Foley building,
has been practicing in Portland for
the past six months, since com-
pleting his five-year course in the
dental college there. Before en-
tering the college, his home was
at Oregon City. During the world
war he was in the service of the
United States navy for 15 months,
serving most of the time at the
naval training station.Cousin of Dr. Moore
Dr. Moore is cousin of Dr. C.
S. Moore, of this city, whose suc-
cess as a physician here prompted
the dentist to come to La Grande.
He is young and unmarried and
comes to this city hoping to make
a permanent home.At present his offices are being
redecorated and the electro-dental
equipment is being installed. He
plans to open his office to the
public the first of next week.Dr. George S. Hoffman, the other
new dentist, expects to have his
office over the L. and L. drug
store in operation within a week's
time. Plumbers, carpenters and
painters are working there now in-
stalling the dental equipment and
repainting and redecorating the
rooms.Although Dr. Hoffman's home is
at Caldwell, Ida., he has been
practicing dentistry in Portland
during the summer months since
his graduation from the college
there.Dr. Hoffman believes that La
Grande is one of the liveliest
towns in Oregon and for that reason
is locating here. A reception
committee and transportation
means will be waiting the visitors,
according to a letter received here
from the Baker chamber today.
Those who go from La Grande will
be able to return in time for din-
ner Wednesday evening, the hosts
announced.Legion's Balloon
Dance Is TonightThe third annual balloon dance
—a big carnival party that the
American Legion has made tradi-
tional in La Grande—will be held
tonight at Zuber hall. Dancers
from over all the valley will be
here for the frolic.Good music and a real dance
floor will be climaxed at 11 o'clock
by the showering of gay-colored
balloons down upon the dancers.
Otis Palmer, a past commander of
the La Grande legion post, is
chairman of the committee in
charge.BEND WINS TROPHY
FRESNO, Cal., Oct. 15 (AP)—
Fresno was awarded the Ince fire
trophy in its class for the third
time at today's session here of the
convention of the Pacific coast
association of fire chiefs. The trophy
is now the permanent posses-
sion of this city. For cities of
100,000 population or over the
award went to Sacramento, while
for cities of 15,000 or under Bend,
Ore., was declared the winner.250 ATTEND
LECTURE BY
HUGO SWANSalesmanship Authority
to Speak Here Again
This EveningPRACTICAL TALK
GRIPS LISTENERSPointers Given by Speak-
er Touch Upon Every-
day Problems—Value
Is Obvious.Getting right down to the A B
C's of salesmanship, Hugo Swan
last night gave a selling lesson to
250 business men and women gath-
ered in the high school auditorium
that, as one hearer expressed it,
"you could put into practice the
first thing in the morning and use
every hour of the day."His is no rose-chiffon psychol-
ogy to vault his followers to emo-
tional heights only to drop them
with a thud when they attempt
to use their theories on a pros-
pect.Does Selling Language
Swan addresses his suggestions
to salesmen. He uses selling lan-
guage. And he appears to antici-
pate every question and problem
that the salesman may encounter.
He dramatizes every situation,
making the right way to handle
it so obviously successful and the
wrong way so ludicrous that the
observer feels satisfied that there
at least is one place where he will
never again go wrong.At the same time, his lecture is
so entertaining, so full of fun and
action, that the audience goes
away refreshed, as if it had been
treated to a first-class musical
comedy.Last night, Swan demonstrated
the sales preliminaries: Setting the
stage, dressing the part, eliminat-
ing handicaps, living up to the
character, entering the scene—all
in all, "putting the best foot
forward," as he so often reiterated.Speaks Again Tonight
"The Sales Talk Proper" will be
his subject at 8 o'clock tonight. In
this second lecture, the specialist
will show demonstrations of na-
tionally known products are made,
will tell how to answer objections
and explain that critical process
known as "closing the sale." He
left several examples of touchy
situations for his auditors to con-
sider, and promised that he would
dramatize the solutions in the lec-
ture tonight.A quiet, slender young man in
tuxedo was the Hugo Swan in-
troduced to the audience by W. C.
Perkins last night. With a bow of
acknowledgment, he crossed the
platform, leaped to the main floor,
and for a moment exchanged glances
with the crowd in silence. It was
a gesture indicative of his drama-
tic sense, one that caught him the
attention that he held with ease.

(Continued on Page Five)

La Grande Men
To Visit Mines
Near Baker, Ore.Omitting the regular Tuesday
noon forum, the members of the
Union county chamber of com-
merce will accept an invitation to
join the commerce chamber at Baker
for luncheon Wednesday
noon.After the program, which will be
furnished by local speakers and
the quartet, W. W. Nabbaum lead-
ing community singing, the two
chambers will pay a joint visit to
the Mother Lode mine. A recep-
tion committee and transportation
means will be waiting the visitors,
according to a letter received here
from the Baker chamber today.
Those who go from La Grande will
be able to return in time for din-
ner Wednesday evening, the hosts
announced.Union county chapter of Red
Cross is no more.Failing its last strength to meet
the call for aid for the Florida
flood refugees, the chapter sent a
check for \$125—all its worldly
goods—then quietly expired. The
mother society has been notified
and bowed her head at its demise.
All that remains is to compile the
obituary.A local sentiment that the Red
Cross is a wartime measure is
blamed by Chester Thompson, sec-
retary-treasurer, for the necessity
of dissolving.During the world war, the chap-
ter here raised and dispensed about
\$200,000, according to T. J. Scrug-
gin, who served as treasurer.Organized by Hall.
Dr. M. R. Hall, a physician now
of Portland, organized the Union
county chapter in 1917, and wasPrivate Firms
Will Take Over
Airmail ServicePostmaster General New
to Issue Invitations for
Bids Within Next Thirty
Days.WASHINGTON, Oct. 15 (AP)—
The government intends to polin-
quish operation of the transconti-
ental airmail service and within 30
days invitations will be issued by
the postmaster general calling for
bids for its operation by private
enterprise.With the passage by the last
congress of legislation placing the
department of commerce in charge
of commercial aviation matters,
Postmaster General New said he
felt the time has arrived when the
post office department could step
out.Fleet Worth Millions
The department has on hand
about 55 airplanes, 105 hangars
located at flying fields all over
the country and shop equipment
worth several million dollars.The post master general elated
today that no company could
successfully operate a commercial
air service on a mail contract
alone, but must also be prepared
to transport passengers and ex-
press. This condition, he said,
would be all the more applicable
to the contractor, who took over
the line now being operated by
the post office department.PUREBRED SIRE
MOVE IN FAVORC. of C. Committee Dis-
cusses Plan's Pos-
sibilitiesHOT LAKE, Oct. 15 (Special)
—Of the several progressive men-
sures considered and outlined
when the health and agricultural
committees of the Union county
chamber of commerce met for din-
ner last night with Dr. W. T. Phy,
chairman of both groups and
president of the chamber, un-
doubtedly that which most defi-
nitely marks Union county as far-
seeing agriculturally is the "pure-
bred sire" movement.The agricultural committee is
now ready to back up its adver-
tise that every dairyman improve the
quality of his grade cattle by
breeding to pedigreed bulls, by of-
fering the registered sire. On cer-
tain stated conditions a purebred
bull will be given every farmer
who turns his scrub sire into the
agricultural committee.Must Test Herd
The dairyman who makes the
exchange must first have his herd
tested to make sure that the cattle
are tuberculosis free and have no
other infectious disease. He must
reimburse to keep record of butter
and milk production. Other re-
quirements, all tending to the
raising of dairy standards in this
county, are being imposed by the
committee, and at present the
purebred sire will be available
only to dairymen with herds of
at least ten cows.The Eastern Oregon experiment
station and the Hot Lake sanitar-
ium have placed, through Robert
Withycombe and Dr. Phy, bull,
at the disposal of the committee
and several other purebred breed-
ers in the county have shown their
interest in the movement and their
wish to help in it. Any who will
(Continued on Page Four.)Hartley Recall
Plans Heading UpSEATTLE, Oct. 15 (AP)—
Plans for a permanent committee
to institute recall proceedings
against Governor Hartley have
been asked by citizens in such
of Washington's 39 counties, Worral
Wilson, Seattle banker today de-
clared. He stated a recall would
probably name a "thousand or
about 200 tomorrow night" of Mon-
day.The governor's statement of the
financial condition of the prison
industries exclusive of the value
of the plant that has been built up
and which is estimated at more
than \$400,000, shows liquid assets
of \$228,677.87 and liabilities of
\$102,843.31. The resources are
itemized as cash, \$17,431.25; due
on tax sales, \$11,290; due on land
sales, \$337,231; stock on hand
manufactured and in process of
manufacture including flax fibre,
flax tow, paper stock, green tow,
flax seed and flax meal, \$194,
345.40."You will see by the above
statement that the revolving fund
is in excellent condition," reads
the governor's letter.Woman Killed in
Wreck Near SalemSALEM, Ore., Oct. 15 (AP)—
Mrs. Emma Cole, of Jefferson, was
killed when two automobiles col-
lided this forenoon on Jefferson
avenue, eight miles south of Salem.
The accident occurred at a place
where two other fatal accidents
have occurred in the last two
years.Near the close of the war, a Red
Cross office was established here,
with Mrs. Page Catlin and an as-
sistant in charge. Headquarters
were in the New Foley building.But as the American Legion and
the Veterans' bureau began to
function as relief organizations, the
usefulness of the Red Cross soci-
ety to many people seemed at an
end. The annual roll call found
fewer dollars responding. In the
last year of two, the work has been
carried on largely at the expense of
the chairman, Mrs. C. N. Palmer,
and a few faithful retainers.Their responsibilities are now at
an end—unless they band to pray
that La Grande may be spared a
disaster.ORMISTON IS
DISCOVERED
IN WINNIPEGMan Wanted in Aimee
Case Will Surrender
If Given ImmunityKEYES REFUSES
TO GRANT REQUESTAttempt Made to Link
Mrs. Wiseman's Name
with "The Avengers"
in Hearing.LOS ANGELES, Oct. 15 (AP).
—A telegram was received at the
district attorney's office as fol-
lows today:
"Winnipeg, Man., Oct. 15, 5 a.
m., District Attorney Asa Keyes,
Los Angeles.
"Ormiston sick, will surrender
if granted immunity. This is not
offer. Reply through the press.
(Signed) T. J."Keyes' answer was brief. He
said:
"I will not grant immunity.
That is final."CONSPIRACY DENIED
HALL OF JUSTICE, LOS AN-
GELES, Oct. 15 (AP).—A veiled
charge that Lorraine Wiseman-
Schaff, state's witness in the
Aimee Neple McPherson con-
spiracy hearing, had been con-
nected with the group known as
"The Avengers" which once pro-
jected itself into the McPherson
disappearance case, was made
here today by W. L. Gilbert, chief
of defense counsel.Gilbert produced a letter signed
"The Avengers" brought into court
by an assistant U. S. district at-
torney and asked Mrs. Wiseman
if she had not written it. The
witness declared she had not.On Hahn's Stationery
The letter was on the stationery
of S. S. Hahn, and was addressed
to Mrs. Minnie Kennedy, mother
of Mrs. McPherson and a co-defen-
dant on criminal conspiracy
charges.It said: "This is the name of
(Continued on Page Five)Prison Finances
Sound, Governor
Pierce DeclaresSALEM, Ore., Oct. 15 (AP)—
Submitting a statement of the fin-
ances of the state penitentiary to
show the sound condition he claims
for that institution Governor Pierce
has rebutted the Secretary of
State Kester's salary claim for
\$17,440 drawn against the re-
volving fund of the prison, pay-
ment of which was once refused
by Kester, who held that the claim
should have been drawn on the sal-
ary fund, which is nearly exhaust-
ed.Explaining the shortage in the
salary fund the governor says, "It
has been the custom, during the
summer, to send out men, under
guard, to work in the flax fields,
tying and untying bundles. I pre-
sume that the salaries of these
guards should have been drawn
against the flax fund. Through
inadvertence their salaries were
paid out of money appropriated for
the general salaries of the peni-
tentiary."Assets \$228,677.87
The governor's statement of the
financial condition of the prison
industries exclusive of the value
of the plant that has been built up
and which is estimated at more
than \$400,000, shows liquid assets
of \$228,677.87 and liabilities of
\$102,843.31. The resources are
itemized as cash, \$17,431.25; due
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sales, \$337,231; stock on hand
manufactured and in process of
manufacture including flax fibre,
flax tow, paper stock, green tow,
flax seed and flax meal, \$194,
345.40."You will see by the above
statement that the revolving fund
is in excellent condition," reads
the governor's letter.Aggie Eleven in
Berkeley TodayBERKELEY, Cal., Oct. 15 (AP).
—The Oregon Aggies football team
will enter its play with California
tomorrow with two captains. On
arrival of the Aggies here this
morning Coach P. J. Schuler an-
nounced that Ed Jarvis, half back,
will officiate as team captain and
that Jim Dixon, all coast tackle
last year, will be "line captain."With the exception of Schuler-
sch's infected leg and a few colds,
Schuler pronounced condition of
the northern men on their arrival
as fair but said he could not an-
nounce the lineup for tomorrow
until after the workout this after-
noon in Memorial stadium.Veterans State
Aid Bonds SoldSALEM, Ore., Oct. 15 (AP)—
War Veterans state aid bonds in
the sum of \$2,000,000 were sold
today by the state bonds and loan
commissions. The successful bid-
der was not known up to 1:30
o'clock.

SALESMANSHIP AUTHORITY TALKS

Hugo Swan, nationally known authority on salesmanship, will
deliver the final lecture of a series of two at the high school
auditorium this evening at 8 o'clock. Last night a large group
of interested persons gave Mr. Swan rapt attention during his dis-
cussion of his chosen subject.Al Smith, Hearst
Lock Horns Again
In Verbal BattleNEW YORK, Oct. 15 (AP)—
Governor Al Smith and W. R.
Hearst, who had sensational ex-
changes in New York's mayoralty
campaign last year, are at it again.
Such expressions as "sinister fig-
ure" and "rascally betrayers" are
contained in their latest comments
about each other.Hearst is supporting Ogden L.
Mills, republican candidate for
governor.Smith, democrat and candidate
for a fourth term, charges Hearst
with "degrading the republican
campaign to the usual Hearst
level.""It seems," said Smith in a
speech at Horrell last night, "the
fates have decreed that in every
political contest in which I take
part there is the sinister figure of
Hearst, and all that he stands for
in the eyes of the American pub-
lic. The type of campaign is the
same. Hearst employed to vilify
and slander William McKinley,
Grover Cleveland, Theodore Roose-
velt, Hughes and practically every de-
cent leader of both parties.""The plan is to make an utter-
ly baseless and unfounded charge
and then keep repeating it in the
hope that by constant repetition
somebody may begin to believe it.""To this Hearst replied: 'I have
criticized and abused Cleveland,
McKinley, Root and Hughes, and
he naively associated himself with
those distinguished statesmen. In
the course of editorial activities I
also had occasion to criticize May-
or Van Wyck, of ice trust fame,
Secretary Fane, of the oil trust,
Secretary Alger, of the beef trust,
Ward, of the bread trust, and Bear
of the coal trust, why should not
Governor Smith, of milk trust re-
pute, more modestly classify him-
self with this latter group—with
these rascally betrayers of public
confidence? That is where he be-
long.'""The queen is all right." And as
(Continued on Page Four.)Carries Severed
Arm More Than
Mile to DoctorKLAMATH FALLS, Ore.,
Oct. 15 (AP)—Declared by
local physicians to be the pos-
sessor of an iron nerve, Har-
old Hirsch, 23, Minnesota
farm hand walked more than a
mile for aid this forenoon
after he had fallen beneath
the wheels of a Southern Pacific
freight train. He carried
his right arm, which had been
severed at the shoulder by car
wheels.At a local hospital it was
declared it was practically
certain he would recover.\$500,000 Suit Is
Won by DefendantBOISE, Ida., Oct. 15.—The Idaho
Copper corporation lost its five
hundred thousand dollar libel suit
against Stewart Campbell, Idaho
mining inspector, when a jury in
United States district court Thurs-
day night returned a verdict for Mr.
Campbell, exonerating him from
accusations of having made un-
truthful statements derogatory to
the corporation's business.The jury was out two hours and
20 minutes, including the time oc-
cupied for dinner. The court was
ready to receive the verdict at
7:35 p. m.Shriners to Meet
In Baker SaturdayBAKER, Ore., Oct. 15.—The first
Shrine ceremonial Baker has had
since 1922 will be held here Satur-
day when a class of 29 will be
initiated here. Seventy-five shriners
are coming from Portland and 50
to 75 from Boise for the event.
More than 200 guests will attend
the affair.SAVAGE NEW
COMMANDER
OF LEGIONSelection Made After
Mitchell and Pershing
Refuse PositionLA GRANDE SENDS
INVITATION TODAYFred E. Kiddle Wires
Veterans' Leader, Ask-
ing His Attendance at
State Convention.INVITATION WIRED
Following receipt of the new
that the American Legion con-
vention elected Howard P. Sav-
age national commander, Fred
E. Kiddle dispatched a tele-
gram inviting him to attend
the 1927 Oregon state con-
vention which will be held in La
Grande, dated to be determined
later this fall.PHILADELPHIA, Oct. 15. (AP)
—Howard P. Savage of Chicago,
was today elected national com-
mander of the American Legion by
acclamation.While the 21st ballot was be-
ing taken Johnson took the plat-
form and withdrew his name. The
first state called after the with-
drawal was Nebraska, which threw
its entire vote of 25 to Savage.Lee also took the platform and
withdrew his name. He was fol-
lowed by Williams.The twentieth ballot: Savage,
491; Johnson, 421; Lee, 83; Wil-
liams, 24.Mrs. Adaline Wright Macauley,
Menominee, Wis., was elected
president of the American Legion
Auxiliary at the final session of its
convention today.Charles A. Miller, Miami, Fla.,
was elected chief de chapeau de far
of the society of the Forty and
Eight, funmaking organization of
the legion.Mrs. Brenda Ramsey of South Da-
kota is the new grand chaplain of
the eight and forty, the auxiliary
of the 40 and 8.Two Refuse Position.
General Pershing, whom many
legionnaires had hoped would lead
the "second A. E. F." to France
next year and Col. Wm. Mitchell,
former assistant chief of the army
air service, announced they were
not candidates.The three others boosted by their
supporters were J. Munroe John-
son, of Marion, S. C.; Howard P.
Savage, of Chicago; and Edward
E. Spafford, of New York.Westward Bound.
Mrs. W. B. Bala, of Seattle, was
elected vice president of the aux-
iliary for the western division.AIRPLANES TO
HELP IN HUNT
FOR BANDITSALBANY, N. Y., Oct. 15.
(AP)—State authorities today con-
sidered enlisting airplanes in the
search for machine gun bandits
whose latest outrage was the murder
of one man and the wound-
ing of three others during a \$100,-
000 mail truck robbery here.Troopers maintaining picket pa-
trols at cross roads in the north
Jersey mountain districts had or-
ders to shoot to kill. They carried
rifles and gas bombs. All auto-
mobiles were stopped and occupants
questioned.