

Workers Spend Their Money With Their Merchant Friends

CO-OPERATION MEANS SUCCESS

Understanding is the Cornerstone of Successful Business

Giving the Worker a Chance

BY JOHN WANNAMAKER.

Giving our workers an added portion of the rewards they help to earn is every bit as good business as it is good morals!

people in their work is a large asset of good to any business establishment. While it is true that the new holiday touches the humanities of business, it is only fair to say that the work people are always and ever disposed to treat fairly those who have their interests at heart, and I believe that the buyers of goods—especially in the Summer time—can easily become our partners in this humanitarian effort and aid us by concentrating their purchases within the five days, so that hot Saturdays may become health givers to the workers without loss of pay.

While this was coming on, we found ways to establish annually a two weeks' furlough in the Summer time without any reduction in pay. In old times clerks and others in the store had to work also at nights, especially Saturday nights, and they had very little time for education or recreation.

It is true that, for years, we used to close at noon, but noon oftentimes was 1 o'clock, and when our people reached their homes at 2 or 3 o'clock, the whole of the Saturday was practically gone! Now that the store closes at 5 o'clock, the people are free on Friday to take trains to shore and mountain places and on Monday mornings, taking turns, half our people need not report for duty until 9 o'clock. This practically gives two full days of country rest, if so desired, to our workers.

Eighteen years ago we established schools as part of the business system for our own employes and in two establishments—the Philadelphia store and the New York store—we have more than a thousand of our people now that are daily in the school rooms, with studies instead of store work, receiving the same pay as if they were all the time at their counters or desks.

The keeping open of a business house on Saturday a half day, was practically giving nothing to the work people, as the day was lost in coming and going, counting the hours of service.

THE CHEAPEST MARKET.

So far as I know there is not in history record of anything so disgraceful to the human intellect as the modern idea that the commercial text, "Buy in the cheapest market and sell in the dearest," represents, or under any circumstances could represent, an available principle of national economy. Buy in the cheapest market—yes; but what made your market cheap?—Ruskin, in "Unto This Last."

New Jersey Railroads.

New Jersey is said to have the greatest proportion of railroad mileage of any state in the Union, or one mile of railroad to every three square miles of territory.

Patronize home industry.

MADE IN PORTLAND White Mountain Flour. Columbia Milling Co. East Second and Market Streets.

BOWMAN BROTHERS UNION MADE Clothing, Furnishing Goods Hats, Shoes, Etc. Two Stores 14 and 16 N. 3rd S. E. Cor. Burnside 61 and 63 N. Sixth. N. W. Cor. Davis

SANDWELL DINGERS COMPANY QUALITY SERVICE 133 1/2 FIRST STREET PORTLAND OREGON

ALMOST 3,000,000 EMIGRANTS

Russian Authority Says Too Many People Are Leaving Mother Country.

Russian emigration to North America began in 1820, and since that year 2,711,384 subjects of the Czar have made their homes in the United States. The little stream of emigration, beginning with fourteen emigrants in 1820, had increased to but 100 in 1858 and in 1870 it reached 1000. From that date it swelled into a great volume. In 1881 it was about 10,000 and in 1902 it reached 100,000. War and revolutionary upheavals encouraged rapid growth during the next five years, and in 1907 Russian emigration to America had risen to 258,943 persons.

The publication from which these figures are taken is compiled from information collected by the Liban Emigrants' Society. Figures dealing with the earnings of laborers are also given. It appears that while the average earnings of an unskilled laborer in Russia are about \$7.50 a month, in America they are \$31. A skilled mason or carpenter earns here \$26, but in America he would earn \$62.50, while in other occupations the pay is from three to five times greater.

Last year \$24,000,000 was remitted from the United States through the Postoffice by Russian emigrants to their relatives at home, and \$8,000,000 more was sent through the banks. Not less than 32 shipping companies took part last year in handling Russian emigration traffic to America.

If wishes were automobiles, gasoline would go up a million per cent.

Townsend's White Clover Carton Butter the sanitary way FIRST IN QUALITY because of our experience FIRST IN SALES because of buyers' experience Also makers of the famous White Clover Ice Cream T. S. TOWNSEND CREAMERY CO. Phone M 4077 18-20 Front Street A-4946 Portland

When you buy TIP-TOP BREAD—look for the TIP-TOP Label. Be sure to get the Genuine. TIP-TOP BREAD Made exclusively by the LOG CABIN BAKING COMPANY

DIRECTORY OF CENTRAL BODIES

- ALLIED PRINTING TRADES COUNCIL—Third Friday evening, 205 1/2 First street. George H. Howell, secretary, Oregonian composing room. BOARD OF BUSINESS AGENTS—Meets Tuesday and Friday at 9 A. M., at Labor Temple. BREWERY TRADES SECTION—First Friday, 162 1/2 Second street. O. D. P. vice, corner Third and Beach streets, Lenix. BUILDING TRADES COUNCIL—Meets 2 P. M., Monday, Labor Temple, 162 1/2 Second street. W. T. Orr, secretary; B. W. Sleeman, business agent. Office hours, 12 to 1. Telephone, Marshall 765. DISTRICT COUNCIL OF CARPENTERS—Meets every Friday night. G. T. Hunt, Business Agent; P. R. Lingman, Secretary-Treasurer. Hours, 8:30 P. M., Labor Temple. Telephone Marshall 765.

DIRECTORY OF LOCAL UNIONS

- BARBERS' UNION, No. 75—Third Tuesday, Forestry Hall, Fourth and Washington. C. H. Kelly, secretary, 167 1/2 First street; Main 9139. BAKERY AND CONFECTIONERY WORKERS, No. 114—Meets first and third Saturday in month, at 5 P. M., 230 1/2 Yamhill street. Earl Stout, president; Will E. Jenkins, secretary and business agent. Room 8, 240 1/2 Yamhill street. Phone, Main 7510. BEER DRIVERS AND BOTTLERS—First and third Thursdays, Labor Temple, 162 1/2 Second street. T. H. Kendig, secretary, 1267 East Yamhill street. Telephone Tab 2476. BREWERY WORKERS—Second and fourth Saturday evenings, 228 1/2 Yamhill. Theo. Kruppenbacher, secretary. P. O. Box 171. BRIDGE, DOCK AND PIER CARPENTERS, No. 872—Meets every Saturday, 126 1/2 Second street. F. A. Riley, Secretary and Business Agent. BROTHERHOOD OF RAILWAY TRAINMEN—Meets first and third Sunday at 1:30 P. M., in Swiss Hall, 283 1/2 Third street. L. D. Keyser, Jefferson street depot. BARTENDERS' LEAGUE No. 339—First and third Sundays, 12 noon, 205 1/2 First St. Chas. Grassman, financial secretary, 205 1/2 First. Main 7764, A. 7532. SINGERS' WOMEN No. 113—Meets second Monday evening in Alisky building, Third and Morrison streets. Jessie Henderson, 547 Webster street, Woodlawn 2416, recording secretary; Mayme Harrington, 554 E. Morrison street, Tab 5576, financial secretary. SLACKSMITHS AND HELPERS—Second and fourth Thursdays, 209 Alisky building, Third and Morrison. E. R. Nelson, financial secretary and business agent, 741 Roswell street; James Phillips, president, 151 1/2 Broadway. Office, 209 Alisky building; Marshall 1641. SOILBEAMERS—Second and fourth Thursdays, Joe Marshall 1641. F. E. Diabrow, secretary, 810 East Eleventh street. SPOONBENDERS No. 90—Third Tuesday, Labor Temple. Chas. Adwen, P. O. Box 147. STICKLAYERS—Meets every Thursday, Bartenders' Hall, 205 1/2 First St. J. A. Steinbach, secretary, Box 828, City. BRIDGE AND STRUCTURAL IRON WORKERS—Tuesday, 8 P. M., Labor Temple, third floor. Ben Osborne, business agent. Telephone Marshall 765. BROTHERHOOD OF RAILWAY CARMEN OF AMERICA, PORTLAND LODGE No. 268—Every second and fourth Tuesday, Carpenters' Hall, East Pine and Grand avenue. Hugh McCasne, recording secretary, 10 North Broadway street. BUILDING LABORERS—Tuesday night, Second and Morrison streets. S. P. Harris, Financial Secretary; George Kerr, Recording Secretary. Labor Temple, telephone, Marshall 765. CARPENTERS No. 50—Meets every Tuesday Carpenters' Hall, Grand avenue and East Pine streets. F. W. Moran, Recording Secretary, 335 Shaver street; S. Clark, Financial Secretary, 97 Morris street. CARPENTERS No. 808—Meets every Tuesday, Labor Temple, Hall 201. W. J. Shelley, Recording Secretary, 1158 Liebe street. J. P. Weatherby, Financial Secretary, 803 East Sherman street. CARPENTERS No. 1108—Meets every Wednesday, Laurelwood Hall, Laurelwood Station. E. H. Wells, 3703 67th street, Recording Secretary; G. M. Beatty, 3420 56th street, S. E. Financial Secretary. CARPENTERS No. 1896—Meets every Wednesday, Union Hall, Thirteenth street and Tenino avenue, Sellwood. C. J. Vanderpool, 245 East Thirty-seventh street, Recording Secretary; W. W. Wing, Financial Secretary, 640 Tenino avenue. CARPENTERS No. 683—Meets every Thursday, Carter's Hall, Peninsular avenue and Lombard street. George Bissell, Recording Secretary, 223 W. Emerson street; C. R. Davaeaux, Financial Secretary, 1700 McKenna avenue. CARPET AND SHADE WORKERS LOCAL No. 2—Meets first and third Fridays at 2:00 P. M., Yamhill. C. S. Kenney, 906 East Yamhill. CAULKERS No. 1052—J. E. Powell, Recording Secretary, 104 Scott avenue, St. Johns; W. Ramsdell, Financial Secretary, 683 Welder street. CEMENT FINISHERS AND HELPERS, LOCAL No. 119—Every Wednesday 8 P. M., Labor Temple, 162 1/2 Second street. H. W. Hillibush, 248 Stanton street, business agent. Telephone Marshall 765. CIGARMAKERS—First Friday each month, Labor Temple. H. O. Muhler, secretary, Labor Temple. COOPERS' UNION No. 1—Math. Schon, secretary, 3615 Sixty-fifth street, S. E. ELECTRICIANS No. 480—Meets every Wednesday evening, 8 o'clock, hall 300 Labor Temple. Owen Osborne, recording secretary. P. A. Spice, financial secretary. T. B. H. Emrich, business agent, Labor Temple. Telephone Marshall 765. ELEVATOR CONSTRUCTORS—Second and fourth Fridays, 8 P. M., Labor Temple, 162 1/2 Second street. W. O. Ash, president, Lenix; R. V. Clark, secretary, 928 East Eleventh street north. GARMENT WORKERS—First and third Thursday evenings, Carpenters' Hall, East Pine and Grand avenue. T. LaFollette, recording secretary, 367 East Fifty-fourth street. GRAINDRILLERS—First and third Tuesday, Dania Hall, Russell and Kirby streets. J. I. Tucker, business agent. Headquarters 499 Albina avenue. C. 2356. L. Jacobson, secretary, 499 Albina avenue. HARDWOOD FLOOR LAYERS No. 1937—Meets first and third Thursdays of each month, Labor Temple. George Newell, Recording Secretary, 1832 East Everett street; H. W. Hickley, Financial Secretary, 981 East Alder street. HOISTING AND PORTABLE ENGINEERS, LOCAL 372—Meets Saturday night, Bartenders' Hall, 205 1/2 First street. Frank E. Poulton, business agent; office hours, 8 to 9 A. M., Matt Layer, recording secretary, 432 East 39th street. JOURNEYMEN HORSEHOERS No. 41—Meets at 2:05 P. M., First street, first Tuesday. J. McLean, secretary. IRON MOULDERS—First and third Wednesday evenings, Bartenders' Hall, 205 1/2 First street. C. F. Smith, 838 Colonial avenue, Overlook. Office, 209 Alisky building; Marshall 1641. LATHERS' UNION No. 54—Meets Monday evening, 8 P. M., Alisky Hall, 3d and Morrison. Business agent, recording secretary, 2 Union avenue. LOCOMOTIVE FIREMEN AND ENGINEERS, J. E. MAYNARD No. 193—Friday evening 8 P. M., Alisky Hall, 3d and Morrison. Business agent, recording secretary, 2 Union avenue. LONGSHOREMEN, LOCAL 5—First and third Thursdays, 3 P. M., Robert Orr, business agent, 272 Glisan, Main 6204, A. 3249. LONGSHOREMEN, LOCAL No. 6—Meets first and third Wednesday evening, 160 1/2 Second street. A. Barrows, business agent; H. Larson, secretary. Headquarters, 248 Flinders; telephone A 2060, Main 2061. MACHINISTS, WILLAMETTE LODGE No. 63—Meets first and third Wednesdays, 8 P. M., 300 Alisky Bldg. Third and Morrison. E. Emlen, recording secretary; R. S. Hayner, financial secretary, office 209 Alisky building; Marshall 1641. Joint meeting with No. 433 every fifth Wednesday. MACHINISTS, RAILROAD LODGE No. 433—Meets the second and fourth Wednesdays of each month, Room 300, Alisky building, Third and Morrison streets. Steve Taylor, recording secretary, 209 Alisky building; Marshall 1641. C. E. Merrill, financial secretary; office, 209 Alisky building. Joint meeting of No. 63 and No. 433 every fifth Wednesday. MAILERS—First Monday, 7:30 P. M., Room 215 Oregonian Bldg. R. H. Henderson, secretary, 781 Brooklyn. MARBLE WORKERS' LOCAL No. 25—First and third Thursdays, 209 Third street. A. S. Hulhoff, Princess Hotel. MARINE COOKS' AND STEWARDS' ASSOCIATION OF THE PACIFIC COAST—Meets every Monday night at 8 o'clock, corner Ash and Second streets. T. Baker, Business Agent. Telephone Main 9271. MARINE FIREMEN OILERS AND WRETTENDERS UNION OF THE PACIFIC—101 North Front. Thos. Farrell, agent. Phone Main 3277. MEAT CUTTERS—Every Monday night, 205 1/2 First street, Marshall 4801. A. McLaughlin, Arthur Westerbach, business agent. Hours, 10 to 12 A. M. MILLMEN'S UNION No. 1120—Meets every Monday, Carpenter's Hall, Grand avenue and East Pine street. R. L. Kautz, Recording Secretary, 71 East Seventeenth street; Ben Green, Financial Secretary, 213 East Seventy-seventh street, North. MOVING PICTURE MACHINE OPERATORS' PROTECTIVE UNION, LOCAL No. 159—E. Meets second and fourth Tuesdays of each month in T. M. A. Hall, 169 Park street, between Morrison and Yamhill, at 11:15 P. M. Cliff J. Vinson, secretary, P. O. Box 453. MUSICIANS—First Tuesday, 11 A. M., 128 1/2 Fourth street. Board meets Wednesday, 10:30 A. M., same place. H. C. Baner, Secretary. Main 6007, A. 5259. PAINTERS LOCAL No. 10—Every Wednesday, Labor Temple, 162 1/2 Second street. E. H. Pickard, recording secretary; 255 Hancock street; P. E. McLean, financial secretary; 5035 Seventh street S. E.; C. J. Stoltz, business agent. Telephone Marshall 765. PAINTERS LOCAL No. 279—Meets every Tuesday evening, hall 300 Labor Temple. Chas. Gorman, recording secretary; E. F. Harris, financial secretary, Labor Temple. PATTERNMAKERS—Meets second and fourth Tuesdays, 309 Alisky Bldg., 3d and Morrison. Frank B. Rauebig, 327 Sixth street. Telephone, Marshall 5784. PLASTERERS, U. A. LOCAL 51—Every Monday, 10:30 P. M., Labor Temple, 162 1/2 Second street; Phil Fellock, business agent. Telephone Marshall 765. PORTLAND CARD AND LABEL LEAGUE—Meets first and third Wednesdays, 8 P. M., Labor Temple. Mrs. L. Geo. Lehman, secretary, 501 East Washington street, telephone 424 4401; Will C. Shugart, secretary, 409 College street. PORTLAND PHOTO-ENGRAVERS, LOCAL 31—Hall 301 Labor Temple. Wm. Denney, secretary. P. O. Box 689. PRESSMEN No. 43—First Thursday evening, 126 1/2 Second. F. O. Gustafson, president; Wm. I. Harper, secretary-treasurer, Garden Home, Ore. RIVER STEAMBOAT MEN'S UNION—Meets second and last Saturday evenings, 264 1/2 Alder street. John Hoffman, business agent. SAILORS—Monday night, 51 Union avenue. G. A. Svenson, secretary. P. O. Box 2100. SANDSTONE CUTTERS—First and third Tuesdays, 8 P. M., Labor Temple, 270 1/2 Alder street. Geo. Lehman, secretary, 81 North Fourteenth street. SHEET METAL WORKERS—Friday evening, hall 301 Labor Temple, 162 1/2 Second street. W. L. Sullivan, business agent, Labor Temple. Marshall 765. SHIPWRIGHTS AND JOINERS No. 1020—Meets second and fourth Mondays each month, 245 Ash street. Charles Gregory, Secretary, 484 Union avenue. SIGN PAINTERS, No. 428—First and third Fridays, Labor Temple. W. H. Gordon, secretary. STEAM ENGINEERS—Meets every Saturday evening at Alisky Bldg., corner Third and Morrison, third floor. Wm. MacKenzie, secretary, 875 E. 9th street north. STEAMTITERS, U. A. LOCAL 235—Friday 8 P. M., Labor Temple, 162 1/2 Second. J. Kelly, financial secretary, Box 429. John D. Knass, recording secretary, Box 429. Telephone 2137. STEROTYPERS & ELECTROTYPERS No. 48—Meets second Wednesday in month at Bartenders' Hall, 205 1/2 First street. James B. Rogers, 92 Front street. Tel. Main 8134. TAILORS No. 74—Second Monday, Alisky Hall, Third and Morrison. John Barandum, secretary, box 620. J. A. Johanson, business agent, telephone Main 2450. TEAMSTERS LOCAL No. 162—Every Thursday at 12:45 Second street. M. E. Nolan, Recording Secretary, 129 Second street; Tab 176. THEATRICAL STAGE EMPLOYES, LOCAL No. 28, I. A. T. S. E.—Meets second and fourth Friday of each month in T. M. A. Hall, 169 Park Street. President, Herman Emery, Pantages Theatre; secretary, R. H. Clark, 346 Montgomery street, telephone A 4684, P. O. Box 590. TILE LAYERS AND HELPERS No. 42—Second and fourth Thursdays, 8 P. M., Labor Temple. W. C. Osborn, secretary, 125 1/2 North 16th. TIMBER WORKERS—Meets at 12:45 Second street every Sunday, 11 A. M., A. L. Bullis, president. P. D. Campbell, secretary, Milwaukie, Ore. TYPOGRAPHICAL No. 58—First Sunday in month 2 P. M., Moose Hall, 346 1/2 Morrison street. President, Henry Harder, Secretary, 2 Union avenue. WEB PRESSMEN—First Tuesday, Alisky building 265 Morrison street. H. Gyg. 350 Harrison street, secretary.

WORK WITH BRICKLAYERS

Organizations Out of Building Trades Will Fall Together.

Following is a copy of an agreement recently signed and approved by the executive boards of the Bricklayers, Masons and Plasterers International Union of America, and the United Brotherhood of Carpenters and Joiners of America: First: We agree to a general "offensive and defensive" alliance under the following conditions: Second: That no member of either organization shall work on any operation where workmen are employed other than those who are in good standing in the respective international unions.

Third: That in all "offensive and defensive" movements no subordinate local of either international union shall be permitted to take any local action whatsoever until the question requiring joint action shall have first been submitted by the presidents of the Bricklayers, Masons and Plasterers Union of America and the United Brotherhood of Carpenters and Joiners of America. Fourth: No movement of an "offensive and defensive" character shall be countenanced in cases where such would be a violation of existing agreements that have been submitted to and duly approved by the presidents of both international unions, as is required by the constitutional law thereof.

One-Story School Houses.

Except for those now under construction, Kansas City, Mo., probably will build no more schools more than one story in height. While larger grounds are required, the reduction in the cost of the buildings is said to offset the increased cost of sites, except in congested districts.

About Early Rising.

Gibbs—I believe in early rising, don't you? Dibbs—Well, there's no abstract excellence in early rising; it all depends on what you do after you rise. It would be better for the world if some people never got up.—Boston Traveler.

HOW SAVINGS GROW

In order to illustrate the rapid growth of savings with 4 per cent compounded interest added, we have prepared the following table:

Table with columns: Weekly Dep. of Savings, Rate of Interest, and Amount to Accumulate in 5, 10, 20, 30, 40 years.

\$1 OPENS AN ACCOUNT (Established 18 Years)

HIBERNIA SAVINGS BANK

SECOND AND WASHINGTON STREETS A Conservative Custodian Open Saturday Evenings, 6 to 8

Violet Oats



ALBERS BROS. MILLING COMPANY

SCHILLER CIGAR FACTORY

Wholesale Dept. 446-448 Stark Street BOX TRADE A SPECIALTY Phones Main 5655, A. 5643

Weinhard's Beer

The favorite beverage of the laboring men because of its health and strength giving qualities. Phones MAIN 72, A-1172 HENRY WEINHARD BREWERY

Portland Trust and Savings Bank

"THE BANK FOR SAVINGS" Safe Deposit and Storage Vaults Mortgage Loans Four Per Cent Interest on Savings NORTHWESTERN BANK BUILDING

Established 1890.

The CITIZENS BANK

Grand Ave. and Alder

4% interest on savings and your money as safe with us as in United States vault

WHY? Every dollar deposited in our savings department is invested in first mortgage loans, trust deeds or bonds, secured all the time; not part of the time.

No Person Ever Lost a Dollar Deposited in an East Portland Bank.

GOLDEN WEST

COFFEE TEA SPICES BAKING POWDER EXTRACTS JUST RIGHT A TRIAL WILL CONVINCE CLOSSET & DEVERS PORTLAND, ORE.



NEUSTADTER BROS.

Manufacturers of "BOSS OF THE ROAD" OVERALLS

Salesroom, Fifth and Ankeny Streets

Factory, Grand Ave. and E. Taylor St.

OLSEN-ROE TRANSFER COMPANY

J. W. Taylor President Res. Phone Tab 1118. W. L. Gray Secretary. TRANSFER AND STORAGE SAFES, PIANOS, FURNITURE & BAG GAGE MOVED, PACKED AND SHIPPED Office and Storeroom, 87-1/2 Front Street Phone Main 547, Home A 2247 PORTLAND, OREGON

HIGH GRADE CONFECTIONS

For a Delicious Breakfast Standard's ICE CREAM AND WATER ICES 269-71 Morrison Street

EASTSIDE FUNERAL DIRECTORS

F. S. Dunning, Inc. The highest class of service and goods offered at moderate prices, with a new conservatory chapel and motor service. There is no extra charge for day and night. Our parlors are never closed. Lady attendant. 414 EAST ALDER ST., COR. OF SIXTH Telephones, East 52; B 2625