PUBLISHERS' STATEMENT

PAPERS PRESENTED TO OREGON TEXT-BOOK COMMISSION.

American Book Company Sets Forth General Conditions of School Book Trade in Oregon.

SALEM, Or., July 9.—The subjoined pa-pers are copies of papers handed by Captain R. L. Edwards, of the American Book Company, to the School Text Book Commissioners today. It will be seen that they purport to set forth the gen-eral conditions of the school book trade eral conditions of the school book trade in Oregon during past years and at the present time. They are offered for publi-cation in The Oregonian simultaneously with their presentation to the School

To the Board of State Text-Book Com-

mers. Gentlemen: "For eight years past the American Book Company has maintained a branch house in Portland for the distribution of its publications in the State of Ore-gon. The maintenance of this branch has been at considerable expense, but the expense has been justified by the efficiency of this office in distributing the adopted school, books in all parts of the state promptly, and at the contract prices, or better. In the past 25 years, during which school books have been adopted and contracts awarded in Ore-gon, the adopted books have never been at all times accessible throughout the state nor sold at reasonable retail prices, there being no law prior to 1833 requiring ontract retail price, nor were they subsequently at the agreed upon or contract prices until this branch house

was established at Portland.
"In a state of magnificent distances. with lack of railroad facilities and with comparatively few centers of distribu-tion, the work of supplying any commodity under contract, and more particu-larly school books, is necessarily full of detail and very expensive. No jobbing house or general merchandise establishafford to give the care and attention to detail required by the conditions imposed by any contract made be-tween the State of Oregon and the pub-lishers of school books. In other words, the only way that any contract favorable and satisfactory to the school patrons of the state can be executed to the letter a publisher, however honest may be intent, is to have a depository in Portland under its own supervision and control. This house must devote its whole effort, under trained management, to the task of placing and keeping its publications at points accessible to pu-plis in every part of the state, near and remote, and at prices not exceeding those agreed upon in the contract. Such a plan necessitates a most intimate acquaintance with the various conditions and requirements of all sections of the state, not only of the needs of the schools, but the selection of suitable and compe tent persons to act as distributing agents. It requires the publisher to invest a large sum of money in placing his publications on consignment account in various parts of the state where there are no mer-chants regularly engaged in the book business, or where the dealers will not handle the books on regular terms, while the publisher, under his contract, is obliged to maintain a depository at such points. It is only by establishing direct relations between the publisher and these retail dealers that the former can carry out his engagement with the state and insure adequate supplies of books at all such points, and that they shall be sold at proper prices both at exchange "In 1895 the American Book Company

was the successful competitor for the patronage of the state in the leading branches of study. An important exception occurred in the case of the spellers, Reed's Word Lessons baving been adopted to displace Watson's Complete Spelling Book, formerly in use. The publishers of Reed's Word Lessons agreed to furnish that speller at an ex-change price of 10 cents. That is, pupils in all parts of the state surrendering an old Watson's Spelling Book, which they had used up to that time, and paying the sum of 10 cents were to receive a new copy of Reed's Word Lessons. The number of pupils at that time using a spelling book in the state, as shown by its own agency or depository. the state reports and verified by other "But, to maintain a depository with related school statistics, was about 44,000. its attendant expenses of rent, insurance." Allowing for wear and tear and loss, for pupils leaving school and for new pupils entering school who had no book to exchange, the minimum number who should have been entitled to the benefit of an exchange could not have been less than 50 per cent, or 22,000 pupils. Now how many pupils actually obtained this advantage? Evidence which we have in hand, and which is accessible to the members of this commission, demon-strates that just 1728 pupils benefited by this exchange out of 44,000 who were using the spelling book.

"Why this discrepancy? It is easily accounted for. First, having no employe or depository in the state to give intel ligent attention to the matter, the pub lishers of Reed's Speller failed to have an adequate supply of the book in Oregon with the wholesale house that had undertaken the work of distribution publisher having no knowledge of the onditions in the state, the number of books that would be required; no information as to the necessary sub-depositories, nor the time required for books to reach the many remote points in the state, the brief exchange period passed before a complete supply had reached Oregon. Thus pupils not fortunate enough to obtain their books within this limited exchange period paid the full rebenefit from the exchange price of 10 cents which the publisher had agreed to tenance. No house that does not maintain a depository can distribute its books in-

"At a low estimate, the failure to properly distribute this one small book cost the people of Oregon not less than \$3000 more than it would have cost if proper attention had been given by the publishers to the letter of their contract. Besides the financial loss, the schools of the state were delayed and held back for many months by their inability to get this spelling book, even at the retail

Another case in point is afforded by the experience with Brooks' Mental Arithmetic. This book was contracted for by its publishers six years ago at a retail price of 31 cents. It has been sold usually at 35 cents, while there are many places in the state where it has been sold at 40 and 50 cents.

"These instances in Oregon have been duplicated in Idaho, Washington and Montana, where books have been adopted whose publishers had no depository in the Northwest, but intrusted the delicate and sifficult duty of effecting the introduction and exchange of the books to the hands of local dealers, whose chief business was in other lines, and to whom the furnishing books was merely an incident. It should be remembered that the profit the dealer on books sold regularly at retail prices is much larger than when sold at exchange prices, hence, unless supervision is exercised by the publisher over the matter of exchange, the local sealer gives it scant attention. His inter-

all, were exchanged at an exchange price of 24 cents; the balance, 11,447, were sold af the introduction price. The total num-ber of Maxwell's books exchanged was 72 per cent, whereas but 4 per cent of Reed's Word Lessons were exchanged. The difference is accounted for by the voluntary extension of the exchange period, and the thorough distribution of the books among all the schools.
"The American Book Company has con-

stantly striven to perfect the mechanism of its depository since it was first established. It has not only fulfilled its con. tract with the state, but has voluntarily improved its facilities for distribution and has laid down its books at the doors

and destructive of his profit. He must | in the interests of this company, exercise wise discretion, equalizing the discounts so as to place all dealers in the state, regardless of locality, on an equal footing as to their profit. He must con-sider cost of transportation in making such discounts, as in many sections of Oregon the cost of distributing books from
Portland is from 5 to 15 per cent. In
fact, there are numerous matters of detail
in connection with the distribution and
"MERICAN BOOK COMPANY,
"MERICAN BOOK COMPANY,
"By R. L. Edwards, General Agent." fact, there are numerous matters of detail in connection with the distribution and handling of school books to which the publisher must give his close, personal at-

point with far more irresistible force to the interests of the citizens of the State

"To the Board of State Text-Book Com "In no other way, therefore, can the Board of State Text-Book Commissioners of State Text-Book Commissioners under secure a proper, adequate and prompt separate cover, we wish to offer the fol-

COMMON SCHOOL LIST.

Estimate Based on Actual Sales During Past Six Years of New Books Required in Event of a Complete Change of Text Books in Oregon-First Introduction.

ce	ent. Subject-	No.	Retail cost.	Total.	Total.	Old books at exchange price \$ 2,557 50	* retail price.t	Net Cost.	
25	5 Speller	23 250	\$0 20	\$10,230 00—\$ 5,812 50	10,230 00	\$ 2,001 00	\$ 5,115 00	\$ 7,672 50	
96	Second Reader Grade	23,250	25 35 40 60 60	8,137 50			ALC: NO. 12		
20	Third Reader Grade	18,600	40	7,440 00		- 1 P 1 V		0 150	
	74 Fourth Reader Grade	16,275	60	9,765 00		0.000.00	40.000.00	2222	
11	Fifth Reader Grade	11,625	60	6,975 00— 16,740 00	38,130 00	9,532 50	19,065 00	28,597 50	
26	6 Elementary Geography	12 950	1 25		34,177 50	8,544 37	17,088 75	25,633 12	
24	Primary U. S. History	13,950	60	8,370.00	majari on	opera de	A1,000 10	200,000 24	
10	6 Advanced U. S. History	19,300	1 00	9,300 00-	17,670 00	4,417 50	8,835 00	13,252 50	
. 8	8 Civil Government	7,440		5,952.00-	5,852 00	1,488 00	3,770 00	5,258 00	
30	0 Language Book	27,900	40 .60 30 60 35 35 50	11,160 00	-	4 455 54	44 444 44	20 500 M	
25	5 English Grammar	23,250	.60	13,950 00- 8,370 00	25,119 00	6,277 50	12,555 00	18,632 50	
30		23,250	60	13,950 00					
98	Mental Arithmetic		35	6,510 00-	28,830 00	7,212 50	14,415 00	21,627 50	
35	5 Primary Physiology	13,950	35	4,882 50	The same	0705.00	34444		
20	6 Grammar Grade Physiology	18,600	50	9,300 00-		3,545 62	7,091 25	10,636 87	
12	2 Music	11,160	130	3,348 00-	3,248 00	837 00	1,674 00	2,511 00	
	Total Penmanship, drawing and supplen	nental r	eading no	t included in	76,142 00 n above	\$44,412 49 estimate,	\$69,600 00	\$134,021 49	

Estimated that 50 per cent of all the pupils will exchange old books for new ones. This exchange price is put at 50 per cent of redail price.

1The 50 per cent of pupils not offering old books in exchange would have to buy outright at retail prices.

subdepositories and to keep its books on at uniform prices, than by giving the busisale at something over 200 places in Ore-gon, it has voluntarily extended credit and house to maintain its own base of supestablished trade relations with about 400 piles in the state. No house that is different dealers distributed all over the awarded a single book or series can carry state. It has established some 100 subdepositories at places not designated by
the State Board of Education, but which
are necessary in order to properly serve
the school patrons. It has thus made its

Montelth's Elementary Geography 5,184

Montelth's Comprehensive Geography 2,119

Maxwell's First Book 7,333

Maxwell's Introductory Grammar 6,873

Fish's Arithmetic, No. 1 4,915

Fish's Arithmetic, No. 2 4,440

Barnes' Primary United States History 3,291

Barnes' Brief United States History 2,948

Peterman's Civil Government, Oregon ed 4,208

Smith's Primer of Physiology 2,416

Smith's Primer of Physiology 2,890

Music Copy Books

Copy Books

salaries, freights and numerous other of-

house of its own in Portland or elsewhere

in Oregon, unless it has a sufficient vol-ume of business to pay the cost of main-

telligently, effectively and completely

throughout the state at fixed prices, no

matter whether these prices are small or

great. The publisher must exercise di-rect control and supervision over the re-

tail dealer, and make him, as far as pos-

sible, a party to his contract with the

with the local dealer as will give the lat-ter protection in the displacement of books

He must make such arrangements

incident to changes in courses of study, standard of excellence,

state.

*Average.

COMMON SCHOOL BOOKS.

Present Annual Sales of Contract Books in Oregon at

Publishers' List Prices.

books far more accessible than the most statement of fact inseparable from the

Such a course would have been impossitive stigation of all the facts bearing on the had its publications been furnished through the jobbing-houses, and not by

"But, to maintain a depository with all practically all of the books adopted its attendant expenses of rent, insurance,

Kally the whole school book business of Book Company can furnish first-class

Oregon. Anything less than this would books in every branch and in every de-

render the maintenance of a depository partment, and for these reasons we feel

BOOKS NOW IN USE OFFERED FOR READOPTION.

And Statement Showing Normal Cost Based on Annual

Sales During Past Six Years.

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impossible on economic grounds. No justified in asking the support of the

house can establish and maintain a branch | commission for the entire list of common

Av. annual

publishing house:

of its patrons at lower prices, in many supply of school books, insuring the lowing statement as to prices. With this places, than those called for by its con- schools against delays incident to a fall-While required by the State Board ure to promptly supply them, and accesureation, under the law, to establish sible to all the school patrons of the state

Total. \$ 2,200 00—\$ 2,200 00 1,744 30 2,040 \$5 2,444 00 2,535 40 2,200 80— 11,025 25 3,110 40 3,346 90— 6,541 30 2,232 30

2,933 20 2,749 20— 5,882 40 1,474 50 2,664 00— 4,138 50

724 80 1,445 00— 2,169 80

971 40— 971 40 3,637 04— 3,637 04 3,694 08— 2,694 08

\$47,557 17 \$47,557 17

\$2,933 20 2,749 20—\$5,682 40

school books to be adopted for the state.

We submit that the changes made should be those only that are clearly indicated as

necessary and essential to the welfare of the schools, and that in any branch in which the books are doing satisfactory

work, the people should not be put to the expense of a change. In those branches

in which changes are desirable, we submit that the books we have offered are in

every way educationally sound and up to

date, admirable in treatment, mechan-ically attractive and workmanlike, and in

we hand you certain tables, carefully computed and verified, showing just what is involved by a change of the common school books in Oregon at this time. In-troducing any series of standard text-books for those now in use will cost not less than shown by the tables herewith To change arithmetics will cost \$ 21.627 5

To change readers will cost. 22,597 50
To change spellers will cost. 7,672 50
To change geographies will cost. 12,252 50
To change histories will cost. 12,252 50
To change grammars will cost. 18,832 50
To change civil governments will
cost. 525,00

To change all books will cost. \$134,021 49 "This statement omits the subjects of nanship, drawing and supplementary reading, on which no sufficient data exists on which to base a statement. That is, if your Commission discard the present books and substitute others in the subjects named, the expense to the state will be \$134,621 49, which is an increase the first year over the normal yearly cost

of \$93,795 44. "But the American Book Company has maintained for a number of years past a completely equipped establishment for dis-tributing all its books in this state, which establishment it has been able to maintain because it has enjoyed a large share of the patronage of this state in school books. It has no wish to remove this office, as it will be compelled to do if any considerable portion of the patronage it now enjoys is taken from it. It therefore has de-termined to give to your honorable board the opportunity of substituting the latest and best of its own publications in place of those now in use, where desired, at such low exchange prices as will reduce the burden of expense to the minimum. It fully believes that the books it offers are superior to any other competing books. Few, if any, educators will maintain that they are less than the equal of competing books. For the sake of retaining the business in the state and continuing the organization it has established at Port-land, the company has decided upon such rigorous contract could have exacted, conditions of the case. A thorough in- a concession of exchange prices as amounts to \$100,000 bonus to the school patrons. That is, \$100,000, in round figures, represents the difference between a plete supply of new books, selected from its list of publications, and retaining the oks in lang civil government, for example, figured at retail prices, and the total cost of these fice expenses, it is absolutely essential that the company should have substantial that no other house but the American the pupils exchange all their old books for books at the exchange prices quoted if

> "But let us assume that not all of the pupils avail themselves of exchange prices, and reduce this number to 50 per cent, which is certainly the minimum. Then, basing the calculation on these figures and applying the same method to its own list, the total cost of an exchange at its low exchange prices quoted, the books not exchanged being supplied at the company's regular retail prices, is \$99,637 69. The cost of a like change to the books of any other publishing house, also cal-culated on 50 per cent of the pupils ex-changing books and the remainder buying at regular prices, will amount to \$134,-621 45, a difference in the American Book Company's favor of \$34,383 80, and our analysis of the cost of change will show a corresponding saving by using the publications of the American Book Company and a corresponding loss if the publications of any other houses are substituted

for those now in use.
"But these figures do not represent the total saving that would be effected by re-taining our books or by substituting any of our new books for those now in use For already there are in the schools of the state 3000 Milne's Arithmetics, 14,000 Natural Geographies, 10,000 Baldwin's Readers and 4000 McMaster's Histories, all of which are giving entire satisfaction to price as cheap as similar books can be offered and mantained at the highest grade the schools, are not taken into acetc., which otherwise causes an accumulation of books valueless to the dealer orable board to be selfish arguments, made

us frankly ayow that they are calculated to promote our own business interests, but we do not hesitate to assert that they vantages of the proposition we have sub-mitted. Should you accept it, you will save to the state not less than \$34,383 80 in the first year, if all the books are changed except grammar and civil gov-ernment, and will effect a proportionally larger saving if you should determine upon the readoption of any other of our text-books now in use. In view of the saving which we offer and the superior quality of the new books we have submitted, we respectfully urge upon your honorable Commission the propriety and wisdom of continuing to the American Book Company the school patronage of Oregon. Respectfully submitted.

"AMERICAN BOOK COMPANY,
"By R. L. Edwards, General Agent,"

LAND OF GREAT PROMISE.

Philippines Finest Country in the Eastern Hemisphere.

Parker, of Albina, recently returned from the Philippines, after two years' residence there, and is greatly enamored with the islands. He was connected with the Quartermaster's Depart-ment as wagon master, and in that capacity saw a great deal of the archinelago "Portland people know very little of that grand country," he said yesterday, "and they care a good deal less, but they are standing in their own light in ig-noring the finest country in the Eastern Hemisphere. The natural wealth of the island is beyond the computation even of those who have spent their life over there. Under Spanish rule the people were treat-ed like so many slaves, and the cream of their products went to support a foreign priesthood. These priests are the worst enemies the United States have to contend with, and many an American boy would have returned to his mother alive and well but for their treacherous machinations. They oppose American influence because they fear it will destroy their power over the simple-minded natives, and they do all they can to engender and per. petuate hatred of the Stars and Stripes think it was a godsend for these benighted people when Uncle Sam took possession of the islands and thus assured its inhabitants the equality and freedom they had been denied during the three centuries of Spanish rule. The Spanish choice lands all over the archipelago, and it will take the strong arm of the Gov-ernment to keep these Spanish friars from gobbling thousands of acres they do not rightfully own." Mr. Parker looks for no further trou-

ble with the natives except upon the Island of Mindanao, where the people of the interior are Mohammedans whom the Spaniards never conquered, and who still think they are invincible. "These people." he sald, "are likely to swoop down on the seacoast towns in hordes and slaughter the Moros by hundreds, carrying off their women and children as slaves. Then an army of 5000 men will be needed to fol-low these savages up into their lair and

teach them a lesson or two."

Mr. Parker brought over quite a num. er of souvenirs, which are now on exhibition at 246 Washington street, There are over 100 specimene of natural woods, many of which he carried on his back for weeks through a hostile country in order that his townspeople here might see what grows over there. A couple of bows with arrows, carried by the richer Ikorrotes, are amongst the collection. Mr. Parker thinks the interior of Luzon and Mindanao will prove to be good gold mining regions when prospected by Amer-leans. He saw considerable gold in the form of nuggets that had been taken out by the native women, who used cocoanut shells for pans. These women do not save the finer particles, but put them back in the streams again "to grow."
"There are now over 1400 Islands under

the American flag," he said, "and wealth abounds in them all, Everything that grows in the tropics can be found there in abundance and both vegetation and



MONDAY.

T all depends upon what you want in a soap. If you require simply a dirt remover, almost any soap will do. But if you care at all about the thing which is to be washed, you must think twice before you act. Any soap will clean linens and muslins, but Ivory Soap leaves them as white as snow. Any soap will clean sheets and table cloths, but Ivory Soap leaves no coarse, strong odor. Try it once!

> IT FLOATS.

General within the past two years and | the matter before 'Squire Conahan. After found him a brave, generous fighter, a hard worker and a man who cares little or nothing for his personal appearance while on a campaign. "When Grant re-turns from a three months' hike' in the interior." Mr. Parker said, "he looks like the worst old tramp you ever saw, but his attention to details and his steadfast interest in Uncle Sam's cause are cou. pled with the welfare of those poor peo-He is a worthy son of a noble

Mr. Parker will spend a few weeks resting up in Portland, as he feels rather "peaked" from his residence in the tropics, and desires to bask in civilization for

"It is good to see Portland once more, he exclaimed; "to gaze upon its well-clad people, to breathe its cool, pure air and let the eye rest upon the fresh green follage of the temperate zone. It looks queer, too, to see women and children going around with clothes on."

> The English Starling. Spectator.

The good done by the starlings throughout the Spring, Summer and Autumn is incalculable. The young are fed entirely on insect food, and as the birds always seek this as close to home as possible they act as police to our gardens and meadows. They do a little mischief when nesting and in the fruit season, partly because they have ideas. It was alleged this Spring that they picked off the cherry blossoms and carried them off to decorate makes assume grand proportions. Boat their nests with Later they are among the most inveterate robbers of cherry orchards and peckers of figs, which they man abound in the swamps, and the na-tives just love to cook and eat the flesh. always attack on the ripest side. But

the Alderman had heard both sides of the case he directed that the pig be killed and divided equally. Both sides protested, divided equally. Both sides protested, but neither would yield the ownership.
"The only way to settle this case," the 'Squire said, "is to get married and keep the pig in the family." After some hesitation the pair concluded it was a good idea. A marriage license was procured and the Allerman performed the cere and the Alderman performed the cere-

Drawing the Line on Jackson.

Tit-Bits.
A good story is told in Missouri at the expense of its once famous Governor, Ciniborne F. Jackson. Before he solved the enigma of love-lock he had married five sisters!—in reasonable lapses of con-secutiveness. After one wife had been lost and appropriately mourned be es-poused another, and he kept his courting within a narrow circle of his own relatives, for he rather liked the family

The antiquated father of these girls was almost deaf, and when the Governor went to this octogenarian to ask for his surviving daughter the following conversation ensued "I want Lizzie!"
"Eh?"

"I want you to let me have Eliz-a-beth!" "Oh, you want Lizzie, do you? What

"For my wife!" "I want-to-marry-her!"
"Oh, yes! Just so. I hear you, boy."

"I'm precious glad you do!" muttered "Well," slowly responded the veteran, you needn't hallon so that the whole eighborhood knows it! Yes; you can have her. You've got 'em all now, my lad; but for goodness' sake, if anything happens to that 'ere poor misguided gal, don't come and ask me for the old wom.

Jackson solemnly promised that he never

HIGH SCHOOL BOOKS.

Estimate of number of books in each subject required in event of a complete change in text-books for use of high school pupils in Oregon, First year's sales or supply and cost of same ar retail prices:

	No.	Cost,	Total			
11	required.	retail.	cost.			
Advanced Grammar	. 4,000	\$0.60	\$ 2,400.00			
Rhetoric and Com	2,500	1 00	2.500 00			
English Literature	1.200	1.00	1.200.00			
English Literature General History	2,000	1.50	2 000 00			
United States History, Advanced	200	1.00	200 00			
Civil Government	500	1.00	500 00			
Algebra	4.500	1 00	4.500.00			
Algebra Higher	5000	1.50	200 00			
Arithmetic, Higher	7.400	1 00	1 - 1 00			
Geometry	7000	1 25	975 06			
Trigonometry	97.0	1 25	197.50			
Bookkeeping	1 600	1 00	1 000 00			
Physical Geography	4.000	1 00	1,000 00			
r'hysiology	6,000	50	4,000 00			
Physics	3,500	1 00	9,500.00			
Chemistry	500	1.00	2,500 00			
Botany	600	1.00	000F 18F			
Astronomy	200	1 25 1 25	759.00			
Geology	100	1 25	250 00			
Zoology	100	1 00	125 00			
First Latin Book	800		800 00			
Latin Grammar	000	1 00	600 00			
Latin Readings	400	1 35	590:00			
Caesar	200	1 25	312 50			
Cicero	** 300	1 25	275:00			
Virgil	60	1 25	75 00			
Virgil	** 10	1 50	60.00			
Total			\$35,410,00			

The above estimate is taken from statistics of sales for past years, and is verified by a comparison with the number of pupils reported to office of Superintendent of Public Instruction.

There is nothing poisonous about these they have never developed a taste for de reptiles, and the only danger from their presence is of being encircled and squeezed to death.

"The natives will eat more disgusting their users, and it cannot fail to be noted by the Commission that all these thousands of pupils now supplied with these new books will be saved the expense of the animal died. We used to bury the mules which we were obliged to kill the saved the normal prices which we were obliged to kill the saved the normal prices which we were obliged to kill the saved the normal prices which we were obliged to kill the saved the normal prices which we were obliged to kill the saved the normal prices which we were obliged to kill the saved the normal prices which we were obliged to kill the saved the normal prices which we were obliged to kill the saved the normal prices which we were obliged to kill the saved the normal prices which we were obliged to kill the saved the normal prices which we were obliged to kill the saved the normal prices which we were obliged to kill the saved the normal prices which we were obliged to kill the saved the normal prices which we were obliged to kill the saved the normal prices which we were obliged to kill the saved the normal prices which we were obliged to kill the saved the normal prices which we were obliged to kill the saved the normal prices which we were obliged to kill the saved the normal prices which we were obliged to kill the saved the normal prices which we were obliged to kill the normal prices which we were obliged to kill the normal prices which we were obliged to kill the normal prices which we were obliged to kill the normal prices which we were obliged to kill the normal prices which we were obliged to kill the normal prices which we were obliged to kill the normal prices which we were obliged to kill the normal prices which we were obliged to kill the normal prices which we were obliged to kill the normal prices which we were normal prices which we their users, and it cannot fail to be noted by the Commission that all these thounew books will be saved the expense of any change, even the normal prices which we quote, if the books named are adopted.

"True, certain houses have offered althem, but the natives would dig them up and have a picnic cooking and devouring the nutrid flesh. We finally quit burying cators and cleverly cheapened in ways the carcasees and instead would invite which are calculated to deceive. These the aborigines to a feast when a mule books, which cheat the purchaser and dewas too far gone with the glanders." grade the schools, are not taken into account in this paper.

"We beg, therefore, to ask your care
"We beg, therefore, to ask your care-

starlings of the United States. They have a good deal in common with those bright, clever and famous mimics, the Indian my nahs, which they much resemble physical-iy. This was the bird which Bontius con-sidered "went one better" than Ovid's famous parrot:

Psittacus, Eois quamvis tibi missus ab oris Jussa loquar; vincit me sturnus garrulus Indis. The mynahs have also the starling's habit of building in houses, and especially in temples. There is a finish about the mynah's and the starling's mimicry which certainly beats that of the parrot. In their attendance on sheep and cattle the starlings have another creditable affinity. They are very like the famous rhinocerous birds of Africa, to which also they are nearly related. The rhinoceros birds always keep in small flocks, ev-ery member of which sits on the back of the animal, whether antelope or buffalo, or rhinoceros, on which it is catching in-sects. The starlings do not keep so close-ly to the animal's body, though they frequently alight on the back of a sheep or cow and run all over it. But when seeking insect food among cattle the little groups of starlings generally keep in a pack and attend to a single animal. Mr. J. G. Millais, watching deer in a park with his glasses, saw a starling remove a fly from the corner of a deer's eye. When they have run round it, and over it, and caught all the flies they can there they rise with little unanimous exclama-tion, and fly on to the next beast. Their Winter movements are also interesting By day they associate with other birds mainly with rooks. Gilbert White though they did this because the rooks had extra nerves in their beaks, and were able to act as guides to the smaller birds searching for invisible food. Probably it is only due to the sociable instinct.

No More Dread etthe Dental Chair

TEETH EXTRACTED AND FILLED ABSOLUTELY WITHOUT PAIN by our late scientific method applied to gums. No sleep-producing agents or

These are the only dental parlors in Portland having PATENTED APPLIANCES and ingredients to extract, fill and apply gold crowns and procelain crowns undetectable from natural teeth. and warranted for 19 years, WITHOUT THE LEAST PAIN. All work done by GRADUATED DENTISTS of from 12 to 20 years' experience, and each department in charge of a specialist. Give us a call, and you will find us to do exactly as we advertise. We will tell you in advance exactly what your work will cost by a FREE EXAMINATION.

POPULAR PRICES

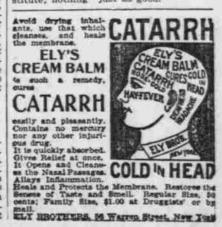


New York Dental Parlors

MAIN OFFICE: Fourth and Morrison ats., Portland, Or. HOURS: to \$ P. M.: Sundays, \$:30 A, M. to \$ P. M. BRANCH OFFICE: Avenue, Seattle, Washington.

SPLIT, BRITTLE, DULL HAIR. All Come From Dandraff, Which Is

Caused by a Germ. Split hair, harsh hair, lusterless hair, brittle hair, falling hair, all owe their origin to dandruff, which is caused by a measly little microbe that burrows into the scalp, throwing up the cuticle into dandruff scales and sapping the vitality of the hair at the root, causing the sev-eral diseased conditions of the hair till it finally falls out. Modern science has discovered a remedy to destroy the dandruff microbe, which is combined in New-bro's Herpicide, which may be had of any druggist. Aliays itching instantly and makes hair soft as siik. Take no sub-stitute; nothing "just as good."



ESTIMATE OF COST

At Exchange Prices in Event of the Adoption of the List Offered by the American Book Company, and Readoption of Texts in Language, Grammar and Civil Government.

Feed work Lessons we cite the trealing of achord hooks as merely an incident. It should be remembered that the profit to the dealer on books sold regularly at retail prices is much larger than when the sunshing book. Part 1, cloth	and anchorage of the boules to the bound					- V 10 01					tle groups of starlings generally keep in a	
of school books was merely an incident, It should be remembered that the profit to the dealer on books sold regularly at retail prices is much larger than when sold at exchange prices, hence, unless supervision is exercised by the publisher over the matter of exchange, the local leader give the matter of exchange, the local leader give is cann attention. His interests is much larger than the fine they are not to the dealer on books sold regularly at retail prices. 1716 Baldwin's School Readings by grades, first year. 1,550		Per	t. using book.				Total Total ex-	Old books at	t New books at ice.t retail price.t	Net, cost.	pack and attend to a single animal. Mr	r. 01
relial prices is much larger than when sold at exchange prices, hence, unless supervision is exercised by the publisher over the mixter of exchange, the local is easily specified by the publisher over the mixter of exchange, the local is easily specified by the publisher over the mixter of exchange, the local is easily specified by the publisher over the mixter of exchange, the local is easily specified by the publisher over the mixter of exchange, the local is easily specified by the publisher over the mixter of exchange, the local is easily specified by the publisher over the mixter of exchange, the local is easily specified by the publisher over the mixter of exchange, the local is easily specified by the publisher over the mixter of exchange, the local is easily specified by the publisher over the mixter of exchange, the local is easily specified by the publisher over the mixter of exchange, the local is easily specified by the publisher over the mixter of exchange, the local is easily specified by the publisher over the mixter of exchange, the local is easily specified by the publisher over the mixter of exchange of the local specified by the publisher over the mixter of exchange of the local specified by the publisher over the mixter of exchange of the local specified by the publisher over the mixter of exchange of the local specified by the publisher over the mixter of exchange of the local specified by the publisher over the mixter of exchange of the local specified by the publisher over the mixter of exchange of the local specified by the publisher over the mixter of exchange of the local specified by the publisher over the mixter of exchange of the local specified by the publisher over the mixter of exchange of the local specified by the publisher over the mixter of exchange of the local specified by the publisher over the mixter of exchange of the local specified by the publisher over the mixter of exchange of the local specified by the publisher over the mixter of exchange of the local specified by	of school books was merely an incident. It should be remembered that the profit	27% 1175	Rice's Rational Spelling Book, Part 1, cloth25,575 Rice's Rational Spelling Book, Part 2, cloth25,575	\$0 17 23	\$ 4,347.75 5,626.50	\$0 09 11	\$2,301 75 2,813 25—\$ 5,115 00	\$1,150 83 1,406 57	\$2,173 87 2,813 25	\$ 3,324 70 4,219 82	with his glasses, saw a starling remove a fly from the corner of a deer's eye	e. ar
27,90	retail prices is much larger than when sold at exchange prices, hence, unless supervision is exercised by the publisher over the matter of exchange, the local	25 26 20 171/2 121/2	Baldwin's School Readings by Grades, first year23,259 Baldwin's School Readings by Grades, second year28,259 Baldwin's School Readings by grades, third year18,600 Baldwin's School Readings by grades, fourth year18,275 Baldwin's School Readings by grades, fift year11,625	25 35 40 60 65	7,440 00 9,755 00	10 15 15 20 20	2,790 00	1,743 75	4,098 75 3,730 00 4,832 50	5,812 50 5,215 00	and caught all the files they can there they rise with little unanimous exclama tion, and fly on to the next beast. Thei Winter movements are also interesting By day they associate with other birds	e, an
Reed's Work Lessons, we cite the intro- fluction in 1855 of Maxwell's Series of Lan- guage and Grammar. The American Book Company voluntarily extended the period for introduction and exchange of these books from five months, endeavoring to make as far as possible a complete exchange of the old books for the ngw. There were sold in 1885 of Max- well's prammars the following: McMaster's Series of Lan- guage and Grammar. The American Book ARITHMETIC— McMaster's School History of U. S 13,500	ests lie in retailing the books.	30 35	Natural Elementary Geography	1 25	16,740 00 17,437 50	20 40	4,580 00 5,580 00— 10,160 00	2,790 00 2,790 00	8,370 00 8,718 75	11,160 00 11,508 75	mainly with rooks. Gilbert White though they did this because the rooks had ex-	it .
Company voluntarily extended the period for introduction and exchange of chese books from five months to fifteen months, endeavoring to make as far as possible a complete exchange of the old books for the ngw. There were sold in 1885 of Maxwell's First Book Maxwell's First Book Maxwell's First Book Maxwell's Advanced Total Maxwell's Advanced Maxwell's Advanced Maxwell's Advanced Maxwell's Advanced Maxwell's Advanced Maxwell's Advanced Maxwell's First Book Maxwell's Advanced Maxwell's Advanced Maxwell's Advanced Maxwell's First Book Maxwell's First Book Maxwell's Description of the old books for new ones. This exchange old books for new ones. This exchange price is put at 50 per cent of retail price. 30 Milne's Elements of Arithmetic 27,300 9 1,285 00 1,285 00 2,280 00 5,580 00 9,580	fuction in 1895 of Maxwell's Series of Lan-	15 10	McMaster's Primary History of U. S	1 00	8,370 00 9,300 00	20 30	2,790 00 2,790 00— 5,580 00	1,395 00 1,395 00		5,580 00 6,045 00	to act as guides to the smaller birds scarching for invisible food. Probably it	S 48
endeavoring to make as far as possible a complete exchange of the old books for the new. There were sold in ISS5 of Maxwell's parammars the following: Maxwell's First Book Maxwell's Introductory Maxwell's Introductory Total Tota	Company voluntarily extended the period for introduction and exchange of these	30 25 20	Milne's Elements of Arithmetic	50 · 65 55	8,370 00 15,112 50 6,510 00	10 20 10	4,650.00	1,285 00 2,325 00 930 00	7,556 25	5,580 00 9,881 25 4,185 00		0
well's rammars the following: Maxwell's First Book Maxwell's Introductory Maxwell's Advanced Maxwell's	a complete exchange of the old books for	15 20	Overton's Applied Physiology-Primary	50	5,185 00 9,300 00	10 15	The second second	697 50 1,295 00 558 00	4,650 00	3,290 00 6,046 00 2,371 50	New York Sun. A 3-weeks-old pig brought about a mar- riage at Wilkesbarre, Pa. The bride, Ma.	
Total	well's prammars the following: Maxwell's First Book	22	*Average. *Estimated that 50 per cent of all the pupils will exchange of	d books for	.\$148,637 50 r new ones.	10 This exchan	\$49,648 50 re price is put at 50	0 per cent of		11000 17	dlia Parkerson, is 52 years old. The bride groom, Hiram Johnson, is past the half century mark. Both have known each other since children. A few days ago Mis Parkerson noticed the pig in Hiram's per	h Al
"Of this number, 25,433, or 72 per cent of] ********* son protested. Miss Parkerson br		••••			Description of the last	Investment of the contraction	AND AND ASSESSMENT OF THE PARTY				I and she claimed the ownership, but John	1- 00