PORTLAND AND HER TRADE FIELD.

In the course of recent writings I have found some fault with the people of Portland because through our stay-at-home habit we lack knowledge of our own tributary country. I have now to make further criticism, namely, that through this same stay-at-home habit we lack knowledge of our own town. A lot of things may be learned about Portland by going even a short distance from home which it is impossible to learn if one stays forever within hearing of the town clock. Not only does a little jaunt about the country yield new and pertinent knowledge, but it gives one a basis for comparison which may be extremely useful in estimating the relative position and the relative energy of our own town as compared with its rivals at Puget Sound and elsewhere.

Nothing is commoner when a few Portland men come together than a general agreement that Portland is a "slow" town; that it lacks energy and push, that our efforts lack coordination and vigor; that Seattle or some other place has merits in these respects which we lack; that unless we get a move on something very bad is going to happen to us. This song has been sung so often that most of us have come to believe it. I am not certain but that I, along with the rest, have now and again contributed to this dismal chorus. But in the course of the past month I have been knocking about a good deal in places familiar and unfamiliar, and with more knowledge I am rapidly acquiring a more cheerful estimate not merely of the possibilities of Portland, but of its present and immediate status.

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If there ever was a time when Portland deserved the name of an old fogy town in respect of her business methods, that time is now past; and whoever will travel about a little in what may be called our home fields, will learn a thing or two useful for the enlightenment if not for the correction of his mind. I undertake to say as the result of some observation of this kind, very diligently pursued, that no business field in the country—not even that which lies close about Chicago—is worked with more intelligence or with better results than our own; and if this statement shall surprise anybody, I invite him to pack his grip and go see for himself. I refer particularly to the methods by which the jobbing merchants of Portland and our local manufacturers are seeking to maintain and develop the relationships of Portland to her business field.

It is now something less than 18 hours since I left Portland and during this time I have encountered in their progress from station to station, no less than 14 men representing Portland commercial houses, all extremely energetic, all knowing precisely what they are about and all apparently working with reasonable success. And these 14 men form a mere fraction of the army of trade whose members are steadily on the move in the interest of Portland business houses and who are bringing to our town an amount of business certainly not equaled by any other town in the country of equal population. There are two lodges or societies of commercial travelers in Portland, so I am told, whose memberships aggregate approximately 300, and there is probably another hundred men in the same line of work unaffiliated with these organizations. Four hundred men, therefore, traveling by rail, by steamboat, by stage and by private conveyance in regions remote from the railroad, are steadily employd in bringing business to Portland. And every one of them is a man of energy and an enthusiast for Portland.

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The drummer is a much abused man. It used to be the fashion to revile him as one of the nuisances of trade, as an evil which, even when tolerated, it was right to despise as a burden upon business rather than an aid to it. In the common view the drummer was a man who would rather tell an artistic lie than the plain truth, whose business it was to cajole the country merchant into buying what he does not need. There never was a time when this was the truth; and at this time nothing can be further from the truth. It takes a man of good powers to make a good salesman and no reputable firm would for one moment permit a man wanting in character or in business candor to represent it in its dealings with its customers. The man on the road has in his keeping the business reputation of his firm; he it is who largely determines what credits it shall allow and what it shall deny; he it is under the modern system who is the very life and spirit of trade. Nothing could be more ridiculous than the presumption that a firm like Allen & Lewis, or Lang & Co., or Corbett, Failing & Robertson, Fleischner, Mayer & Co., or the hundred other firms who make up the trade organization of Portland, would allow themselves to be represented in immediate dealings with their customers by men lacking business integrity, or wanting in the knowledge, prudence and the personal force essential to immediate success and to the general standing of the house. The commercial traveler therefore is a selected man, almost always a very well paid man and in every instance enjoying fully the confidence of his employer.

* * *

Under modern practice, the jobbing business is done almost wholly through traveling salesmen. The country merchant no longer goes to town at frequent intervals to stock up. On the other hand, attends diligently to his business at home and maintains his connection with general houses of supply through the agents of the latter who constantly visit him. Business is done nowadays in the back office of the buyer rather than over the counter of the seller, and therefore every sort of trade, excepting that which is retail in character and therefore purely local, is carried on through traveling representatives. Portland, for example, is represented by traveling salesmen in the lines of groceries, hardware, dry goods, millinery, stoves, carpets, furniture, drugs, agricultural implements, wagons and carriages, crockery and glassware, liquors, tobacco, fruits, fish, candy, crackers, tents and awnings, paints and oils, cloth, firearms, fishermen's supplies, barbers' supplies, paper, printers' supplies, and a hundred other lines. Allen & Lewis, for example, keep something like 20 men on the road constantly; Lang & Co., upwards of 15; Mason, Ehrman & Co., approximately 15; Wadhams & Co., about 12; Wadhams & Kerr Bros., 10; and so on. Fleischner, Mayer & Co. perhaps have a greater number than any other firm. In many instances one firm will have half a dozen men in the same field, each dealing with specialties—one selling cigars, another teas and coffees, etc. In the line of manufactures, Portland has a very considerable representation including cereal specialties, flour, feed, harness, oysters, beer, undertaking supplies and many other things.

What may be called the immediate Portland field ends at about Chehalis on the north, but Portland contrives nevertheless to do a very considerable business in the Puget Sound basin, due largely to the fact that the Puget Sound wholesale organization is a limited one, and largely again to the enterprise of the Portland houses. Each large grocery house in Portland, for example, maintains a resident agent either at Seattle or Tacoma who operates in competition with the local houses, while in many large lines they meet no competition excepting that of Eastern houses operating by the same methods. On the East, the Portland field extends throughout the Upper Columbia country as far as the Palouse district, which is almost wholly our own. On the southeast Portland has everything as far as Huntington and on merchandise originating on the Pacific Coast as far as Boise City. South, everything belongs to Portland as far as Ashland.

* * *

Portland's first advantage in her operations within the territory thus outlined is due to her very large capital and to the relative completeness of her trade organization. Every essential line of the wholesale trade is represented here and by houses abundantly able to protect themselves and the interests of the city. Nowhere is there a stronger organization in the grocery and hardware lines, and while the number of dry goods houses is limited, their strength is universally recognized. Again, the railroads serve the city in many advantageous ways.

Portland is not nearer in miles to the Palouse country than is Seattle or Tacoma, but the Oregon Railroad & Navigation lines give her direct access to that country, while Puget Sound lines must work over two lines of road and with the delays and vexations unavoidable under this condition. The Southern Pacific gives Portland the advantage in the territory north of Siskiyou Mountains, and her merchants deal with the various Coast ports north as far as Gray's Harbor and south as far as Port Oxford by schooners whose home port is Portland.

In her jobbing operations Portland has a great advantage in the mutual jealousies of the three considerable cities in the adjoining state of Washington. Whoever knows anything about the local sentiment of Washington will easily understand how difficult it is for a Seattle firm to do business in Tacoma or a Tacoma firm to do business in Seattle; and to a very considerable extent the same principle operates to limit the trade of Spokane. Thus the jobbers of each of these two towns are restricted to local trade: hence the impossibility of developing a general trade organization strong enough to compete with Portland in an effective way. There is, for example, no dry goods house comparable to that of Fleischner, Mayer & Co. in any of the Washington cities, nor is there likely to be, since in the nature of things it is impossible for a house operating in any one of these cities to command the trade of the whole state.

Portland has another advantage growing out of the fixed habit of the Oregon people. Neither Seattle nor Tacoma has ever been able to do anything here in any large or continuous way. Our people are wont to relieve their minds by more or less complaining and mutual criticism, but when it comes to business to the last man they stand by Portland with an amazing persistency. We may not pull together in the same loud and pretentious way which characterizes Seattle, but we do pull together practically, as every business man who has taken the trouble to look into things perfectly understands. The habit of the country is even more fixed in support of Portland than that of her own immediate people. Imagine the smile that would wreathe the features of the average Salem or Corvallis merchant if a Seattle drummer would land in town with eight sample trunks and undertake to divert trade from its customary channels in the interest of Puget Sound. The old Oregon spirit oftentimes supplies food for criticism, but it has its value all the same, for it gives to our country a kind of stability which cannot be created in communities where all are new and where there is none of the spirit which comes from long established connections of acquaintance and credit.

* * *

There is, of course, a vast deal of direct buying both from eastern jobbers and from manufacturers to the neglect of the local jobbing houses, but this sort or trade is very largely limited to firms operating in the cities and upon a very large basis. Great retail stores like those of Meier & Frank, Lippman, Wolfe & Co. and Olds, Wortman & King, in Portland, and the large stores in Seattle, Tacoma and Spokane, of course, buy direct from the same sources as the jobbers, but the rule does not apply to the multitude of stores throughout the smaller towns, which have not the capital to operate directly and whose business is not upon a scale which justifies them in buying in large quantities and for a long time in advance of the season of sale. For example, a firm like Meier & Frank months ago placed their orders for next winter's heavy underwear and are probably now making arrangements for summer wear for 1903. Of course the storekeeper at Chehalis or Corvallis cannot operate upon such long-arm basis. He buys in April for his sales in May and his orders for Christmas goods are sent in in November. To serve him a large stock must be maintained somewhere in the Northwest, and Portland is at once the most central point, the place where most capital is employed in the wholesale business, the place whose larger trade and whose most perfect organization enables it to lead and to hold it.

* * *

It would not be easy to suggest a method by which the jobbing trade of Portland could be increased. The home organization is everywhere complete, the home capital is ample and the business energy of our people is everything that could be desired, but much might be done to increase our retail business. Already it is vastly larger than that of any other town in the Northwest, as our several great department stores bear witness. Neither in Seattle, Tacoma nor Spokane is there a store comparable with that of Meier & Frank in Portland. Portland has not only the Meier & Frank establishment, but that of Lipman, Wolfe & Co., Olds, Wortman & King, with several smaller establishments ambitious to get into this leading rank. As matters now stand only the local trade of Portland with that of the interior towns as far as Eugene on the south and Pendleton on the east comes directly to Portland, and the reason is that the passenger rates between Portland and the towns lying farther away make it all but impossible for purchasers on domestic account to visit our establishments. It would mean much for the Portland retail trade if during a limited few days of each month, or even each quarter, an excursion rate were made by which the people of the interior could, at small expense, spend a day or two in the Portland general stores. Through co-operation between the railroad companies and the local retail establishments of Omaha, Chicago and other large towns in the middle West this method is employed with surprising advantage all round. Even a city so small as Sacramento, Cal., cheap excursion rates have been the means of making a close connection between the city and its contributary territory, and has worked with equal profit to the city storekeeper, to the country buyer and to the railroads which do the transporting.

Even more notable results have been attained in Germany under what is there called the Zone system, by which under arrangement with the railroads, persons living within a circle of 20 miles may visit the city at a fixed cost, the rate increasing as the distance increases by sections of 10 or 20 miles. At Vienna, for example, an arrangement has been made by which the residents of outlying districts may visit the city and return to their homes during the first three days of every month upon peyment of something less than 1 cent per mile. The passenger traffic upon the days when the rate is in force is enormous; the practice greatly stimulates the traveling habit; the railroads have found that their general business is increased rather than diminished by concession during the first three days of the month far below their ordinary rates.

Something like this has now and again been done in the Northwest and certainly with no disadvantage. Who does not remember the crowds brought to Portland two years ago by the street fair and the resulting benefit to the transportation companies and to the mercantile interests in Portland? Who has not observed the tremendous stimulation given to general business, including the business of transportation, each season by the annual Mechanics' Fair in Portland? It is not reasonable to believe that if some such arrangement could be made by which the country and the city could be brought together, say 12 times or six times per year instead of once as now, very great advantage would follow all around. Under the existing schedules it costs a domestic buyer at Pendleton between $13 and $14 for railroad fares alone to visit Portland and return home; and naturally the trip is not very often made.

There is, of course, another view of this matter—that of the local merchant. Naturally he would object to it as tending to diminish his own trade. And, possibly, it is better neighborship—and better business—to rest content with the wholesale trade and abandon the retail trade to the local dealer. The matter is, at least, one worth studying. A. H.

On the train, near Granger, Wyo., May 6.

BEFORE DENTAL BOARD.

Forty-Five Make Applications for License.

About 45 dentists appeared before the State Dental Board yesterday afternoon for examination. The examinations are being held at the North Pacific Dental College, and will continue until Thursday.

The following branches will be presented: Chemistry, by Dr. W. A. Wise, of Portland; prosthetic dentistry, by Dr. A. L. Beatie, of Oregon City; physiology and anatomy, by Dr. J. A. Logan, of Astoria; operative dentistry, by Dr. G. S. Wright, of McMinnville; pathology, therapeutics and materia medica, by Dr. J. L. Reavis, of Portland. Among those who will take the examinations are the following:

Alice M. McGilton, Lizzie C. Stewart, D. F. Pyle, William L. Martin, Ralph Hutchinson, R. W. Anderson, James F. Drake, Mary C. Adams, Franklin Boody, J. W. Leightman, W. G. Amos, Francis J. Frederick, H. W. Bowlby, P. J. Sharp, F. W. Hunt, R. S. Stryker, K. Moryama, S. A. Fulton, H. E. Kelty, G. S. Barrett, B. R. Stevens, W. G. Shearer, C. B. Poster, E. C. Rossman, E. E. Bailey, F. H. Walgermott, H. E. Barrett, N. R. Norris, W. N. Pintler, N. L. Smith, D. B. Stewart and George Larkin, all of the North Pacific Dental College; C. A. Tucker, Northwestern Dental College; J. W. Inglis, University of Michigan; W. O. Ogle and J. H. Tuttle, Chicago College; R. H. Walter, University of Pennsylvania; Robert F. Wendling, Philadelphia Dental College.

At a meeting of the Dental Board held yesterday morning at the Dental College building, it was decided to reorganize and elect new officers. No exception was taken to past action of the officers, but a desire was expressed to pass the honors around.

Dr. G. S. Wright resigned as secretary and Dr. J. L. Reavis as president stated that he had no objection to a change and would entertain nominations.

Dr. J. A. Logan, of Astoria, was elected president and Dr. A. L. Beatie, of Oregon City, secretary. Members of the board say that they have prepared their questions with a view of making them a fair and practical test. The majority of those taking the examinations are holders of D. D. S. degrees, and little doubt is entertained as to their ability to pass.

In the last examination given by the present dental board there were 12 applicants out of which one was successful. The general opinion is, however, that the present examinations will be of a less severe kind and that those who have sufficient preparation to make good dentists need not be alarmed. At the last examination the greatest number of failures was in chemistry. The chemistry examination was given yesterday afternoon, and those who took it are well pleased, and say it was a fair and practical test.

Folding-Box Trust.

CHICAGO, May 12.—The Daily News says today that it is announced that an amalgamation of folding-box concerns has been practically completed. The capital of the combination will be $10,000,000. This is in no way connected with the box board combination recently introduced to the public.

FORMOSA'S FLYING RUN

SHIP FROM PORTLAND REACHES QUEENSTOWN 108 DAYS OUT.

Local Row Between Sailor Boarding House Men Has Been Settled—Monmouthshire at St. Pierre.

Half a dozen grain ships arrived out at Queenstown or Falmouth from this port within the past three days, and among the number was the little bark Formosa, which made a rattling passage of 108 days, the best of the season. The Formosa carried a cargo of flour shipped by the Portland Flouring Mills Company, and as she has never been noted for fast passages, her performance is somewhat surprising. Two of the French ships, which left here together January 10, arrived at Queenstown within a day of each other, the Duguesclin making the run in 120 days, and the Fautril in 121 days. The Fifeshire arrived out Sunday after a passage of 132 days. The Thornliebank passed Browhead yesterday 156 days out, and the Barfillan, which loaded alongside of her in Portland, reported at Queenstown Sunday after a slow passage of 151 days from Portland.

The Thornliebank, Barfillan and Eugenia Fautril were dispatched by Kerr, Gifford & Co., the Fifeshire and Duguesclin by Balfour, Guthrie & Co. The Formosa carried a cargo of 27,493 barrels of flour. The cargoes of the other vessels were as follows:

Vessels—	Wheat, bushels.
Barfillan	135,517
Thornliebank	126,560
Eugenie Fautril	111,091
Fifeshire	74,457
Duguesclin	75,848
Total	523,413

RIVALRY IS ENDED.

Another Sailor Boardinghouse Combination Effected.

The white winged dove of peace having no other engagements to meet until after the termination of the present political contest has settled for a time in the camp of the erstwhile rival sailor boardinghouse men. Just what the effect of this latest combination will be, is difficult to learn, as the interested parties decline to discuss the matter, in fact some of them deny that there has been a combination. With two or three more men to be supported out of the business it is hardly probable, however, that rates will be lowered. This business seems to differ from the water front industries, inasmuch as the more competition there is, the worse it is for the shipowners. When Sullivan, Grant & Co. emerged from the expensive argument with the Howard D. Troop, they put the price down to $50 per man, and for a time controlled the business of supplying ships. Then at an expense of $5000 to $10,000, Messrs. Kinney & Lynch pried a way into the combination, and the rates were advanced to $55 with an occasional perquisite tacked on to keep the wolf from the door, where there was an increased number to feed and clothe.

As previously stated the effect of the latest combination is uncertain, but following out the experience of former periods of competition and absorbtion, it is probable that an advance will be ordered, to take care of the increased number of men engaged. Dick McCarron, for many years associated with Sullivan and the Grants, has retired from the firm, and will go east to live. In the encouragement of opposition in the sailor boardinghouse business, the shipowners have never profited in this port, and the matter of securing sailors on a fair and equitable basis will never be satisfactory until it is turned over to the local representatives of the ships.

YUKON STEAMBOATING.

Portland Navigators Have Started North and Tariffs Have Been Issued

Captains George Shaver, James Lee, George Raabe, James T. Gray and a number of well-known steamboatmen, have left Portland within the past few days for their summer tours on the Yukon. The Canadian owners of the steamboats are not particularly fond of Americans, but they find their best navigators come from Portland and for that reason a great many Willamette and Columbia River men go up every season on salaries greater than they could secure for an entire season here.

In anticipation of the early opening of navigation on the lakes and the Yukon River, the Alaska Steamship Association and the White Pass & Yukon route have issued their through joint passenger tariffs for the season. Rates are given between British Columbia and Puget Sound ports and Alaskan points, and show material reductions from the transportation charges of last season.

The Alaska Steamship Association ecomprises the Alaska, Humboldt and Pacific Coast Steamship Companies and the Canadian Pacific Navigation Company.

The rates in effect last season from Vancouver, Victoria, Seattle, Tacoma and Port Townsend to Dawson were $105 for first-class and $84 for second-class tickets; to Atlin, B. C., $55 for first-class and $45 for second-class tickets. According to the joint tariff for this season first-class tickets to Dawson from points named will cost $100 and second-class, $80; first-class tickets to Atlin, $50 and second-class $36.

Owing to the extra meals on the river the rates coming out of Dawson will be higher than going in. A first-class ticket from the Yukon metropolis to any of the British Columbian or Sound points named will cost $110 and second-class $85. These rates are against $125 and $95 charged for the previous season. No change is made in the rates from Atlin to lower British Columbia or Puget Sound points.

Local rates between Skagway and Dawson and Atlin have been materially reduced. Rates are also given into the Big Salmon country.

THE PILOT'S SIDE.

Men On the Bar Claim That the Ventnor Passed Them.

ASTORIA, May 12.—The bar pilots are not taking kindly the remarks of Captain Ferry, of the steamship Ventnor about his being delayed off the mouth of the river on account of not being able to secure a pilot.

Port Captain Boelling, who manages the business of the pilots, in speaking of the matter today said: "The agents of the steamer gave us no knowledge of the coming of the steamer, as is customary, but the pilot boat was on her station a short distance south of the lightship, and the steamer passed it at full speed and anchored near the whistling buoy at about 8 o'clock P. M., not 6:30, as is stated. The evening was clear and bright, bar smooth, but no wind. The pilot schooner was unable to reach the steamer until early the next morning when Pilot Matthews brought her in. If the steamer had approached the schooner a pilot could have been put on board and been brought in that night. The tug Wallula was outside, with a pilot on board, until nearly 6 o'clock that evening, and seeing no sail or smoke on the horizon, came inside for the night."

ALASKA CUT-RATE WAR ON.

Tickets From Seattle to Lynn Canal Points Down to $7 50.

SEATTLE, May 12.—An Alaska transportation cut-rate war, which probably will be bitterly fought, with disastrous results to the lines engaging in it, and a corresponding benefit to the traveling public, was inaugurated this morning. Before the day had closed, tickets to Lynn Canal points were selling at $7 50 and $5, first and second-class, respectively. The prevailing tariff has been $30 and $20. The entry of the Pacific Clipper Lines steamer Santa Ana on the Lynn Canal run precipitated the fight. When the management brought her North, the Pacific Clipper Line sought to join the Alaska Steamship Association, but its application for membership was promptly turned down. Its further request for the White Pass & Yukon Railroad to be allowed to sell through tickets via that line to the Klondike and other interior points was likewise refused. It was then that the Santa Ana, so to speak, decided to go it alone. She did so by cutting rates.

MORGAN'S MERGER.

Americans Will Have the Ships, But England Retains the Flag.

LONDON, May 12.—In the House of Commons today the president of the Board of Trade, Gerald Balfour, informed a questioner that, after considering the agreement of February 4, between the Morgans and the White Star and Dominion lines, it has been concluded that the vessels concerned were not precluded from retaining their British register.

The financial Secretary of the Admiralty, Mr. Arnold-Forster, added the information that the agreement of the Admiralty with the White Star Line was about to be renewed, with an additional provision, as follows:

"The company shall not, without the previous written consent of the Admiralty, transfer to a foreign flag any vessel subject to this agreement."

This provision, the Secretary added, already had been agreed to and an installment of the subsidy, on the terms of the new agreement, had been paid.

Manchester Canal Next.

LONDON, May 12.—The Westminster Gazette says it understands that while there is no question of J. Pierpont Morgan buying the Manchester ship canal, there is a possibility of an agreement by which the vessels of the fleet controlled by Mr. Morgan's syndicate will proceed to Manchester, instead of discharging their cargoes at Liverpool. Ships' dues and port charges are considerably lower at Manchester, and the latter city gives greater facilities for the distribution of beef and steel through the Midlands and the North of Great Britain. The Morgans informed the Associated Press that they did not know of any negotiations on the subject of the Manchester ship canal until they saw the report in the newspapers.

The China Mutual's Offer.

LONDON, May 12.—The shareholders of the China Mutual Steam Navigation Company have received a circular to the effect that the directors of the concern had an offer to buy out the business of the company for £530,000. The secretary denies that J. P. Morgan is concerned in the proposition.

Missouri River Steamer Burned.

YANKTON, S. D., May 12.—The steamboat South Dakota burned yesterday near Greenwood, Neb., while on a trip up the Missouri. Loss $32,000; no insurance. The passengers and crew escaped.

Marine Notes.

The tall masts of the French bark Asie are again reaching skyward, and all are in place except the mizzen, the broken stump of which was removed yesterday afternoon; the main-mast was stepped into place Sunday evening, and the most difficult part of the task is practically completed. The mizzen was lifted out without difficulty in a very few minutes.

The British ship Riverside, which left Portland in January, has been chartered to load general cargo at Hamburg for Portland. She made a very fast outward run from this port, and if she has good luck coming out, can make a fine round trip record.

The British ship Angerone was chartered yesterday for September loading at 30 shillings. It is reported that a larger vessel was fixed for new crop at 29 shillings, but the report could not be confirmed.

Domestic and Foreign Ports.

ASTORIA, May 12.—Condition of the bar at 4 P. M., smooth; wind southeast; weather rainy.

Brown Head, May 11.—Passed—British ship Thornliebank, from Portland.

Queenstown—Arrived—French bark Duguesclin, from Portland; May 11, French bark Eugenie Fautrel, British barks Formosa and Fifeshire, from Portland.

Falmouth, May 12.—Arrived—British ship Barfillan, from Portland.

New York, May 12.—Arrived—Saxonia, from Liverpool; Vaderland, from Antwerp; Messaba, from London.

London, May 12.—Arrived—Grosser Kurfurst, from New York.

Plymouth, May 12.—Arrived—Kronprinz Wilhelm, from New York.

San Francisco, May 12.—Arrived—Steamer G. C. Lindauer, from Gray's Harbor; steamer Queen, from Victoria. Sailed—Steamer Columbia, for Portland; steamer Aberdeen, for Portland; schooner, Bessie K., for Nome.

Moville, May 12.—Arrived—Parisian, from Montreal for Liverpool.

Hong Kong, May 10.—Sailed—Duke of Fife, for Tacoma.

Glasgow, May 10.—Sailed—Mongolian, for New York; Pomeranian, for Montreal.

Gibraltar, May 12.—Sailed—Aller, from Genoa for New York.

Plymouth, May 12.—Sailed—Pennsylvania, from Hamburg for New York.

Seattle, May 12.—Sailed May 11—Steamer City of Seattle, for Skagway. Sailed May 12—Steamer Dirigo, for Skagway. Arrived May 11—Steamer Bertha, from Valdes; steamer Cottage City, from Sitka. Arrived May 12—Steamer Humboldt, from Skagway.

NEW ROUTE TO YELLOWSTONE NATIONAL PARK.

The Oregon Railroad & Navigation Company, in connection with the Oregon Short Line, have opened a new gateway to Yellowstone Park, known as the "Monida Route." This new route will undoubtedly become the favorite one from this section; it takes in the famous Columbia River scenic attractions, the beautiful valleys and hills of the Blue Mountains, with privilege of a side trip from Pocatello to Salt Lake at small expense.

Get execursion rates and folders descriptive of the trip at city ticket office, Third and Washington.

STATE POLITICAL DISCUSSION.

Why Eastern Oregon People Should Vote for Williamson.

Pendleton Tribune.

J. N. Williamson, nominee for Congressman from this district, is making able speeches for the Republican party. Senator Williamson is a clear, forceful speaker, a good thinker and sound in his principles. He is opposed to the scuttle policy of the Democrats, favors the open-river question, and is strongly against the leasing of public lands. What more should the voters of Eastern Oregon want?

The river question is now taking on a very hopeful appearance, and Eastern Oregon needs a strong man in Congress to help it along. It needs a man in harmony with the administration, with the majority in Congress, and with his colleagues in the Senate and House. J. N. Williamson is all of these, and his sincerity cannot be doubted. He will faithfully do his best to carry out the promises he is making to the voters and to uphold the principles he advocates.

For several months the leasing question has seemed to be fading away, but recent action in Congress shows that the big cattlemen have not given up hopes. They are forming new plans and attacking the opposition somewhat unawares. The indications are that they will continue the fight as long as there is any hope of passing some kind of a leasing bill. It, therefore, behooves the people of Eastern Oregon to see to it that their representative in Congress is opposed to any such measures. The setback that Oregon would sustain if its grazing lands were permitted to pass under the control of the big livestock corporations would be serious, and the declarations of Senator Williamson should be upheld by an enormous majority.

Sugar of Chamberlain.

Corvallis Gazette.

Deny it as they may, dodge it as persistently as they are able, Democratic campaign orators and anti-organs cannot alter the fact that the issue in the present state campaign is the retention or abandonment of the Philippine Islands, and not the personality of candidates. The only effect their policy of denial and evasion can possibly have will be to convict them of being ashamed of their platform and its principles.

It is fortunate that both parties have placed before the people candidates of good character and more than ordinary ability, for this eliminates the question of personality and forestalls the bitterness that too often intrudes itself into a campaign where men and not measures are being considered. So far as their personality is concerned, Mr. Chamberlain and Mr. Furnish stand on common ground. In fitness for discharging the duties of the office to which each aspires, Mr. Furnish is easily Mr. Chamberlain's superior. While this should go far in determining the votes of those who are wavering between a choice of the two candidates, the vital question is this, "Will the voters of Oregon, by their ballots next June, indorse the policy of the Republican Administration in the Philippines, or will they declare against it." Should Mr. Chamberlain be elected the Democratic press of the entire country would declare that the State of Oregon had indorsed the scuttle plank in the Democratic platform. No one outside of this state will know or care what is the name of the man elected. The country at large will be interested in knowing only whether Oregon has gone Republican or Democratic.

And the Democracy of Oregon realizes this. They are endeavoring to coat the scuttle pill with sugar of Chamberlain. No better evidence of this fact is necessary than that furnished by the recent Democratic convention. The greater part of its time and attention was taken up with consideration of the Philippine plank. For the better part of two days the platform committee argued and quarreled over the language of this plank, and every spell-binding delegate who was permitted to enter the committee-room fumed and vapored over its provisions. And all for what? If the Philippine question is not an issue in this campaign, why did the late Democratic convention expend so much time and talent in defining its position on this question? For ways that are dark and tricks that are vain, the present Democratic campaign is peculiar.

A Hard Job on Their Hands.

Ashland Tidings.

Mr. Chamberlain as its candidate for Governor, and the Democratic party of Oregon, have undertaken a huge job in endeavoring to have the electorate of Oregon indorse their scuttle policy in the Philippines. In demanding that the American flag be lowered in the islands, and that the American Army slink away like whipped curs, these Oregon Democrats barter the honor of their party for less than the mess of pottage for which Esau sold his birthright. The old-time honor of the Democracy, now faded and gone, rested largely on the splendid National expansion achievements of Jefferson, Jackson and Polk. But for the sake of a political issue, and to get away, if possible, from the disastrous free silver and fusion record under Bryan, the regalvanized Democracy, under Chamberlain, has formulated a political issue based on a demand that the United States shall haul down its flag in the islands and abandon them forever. To what a level Democratic patriotism has fallen when it turns from the precedents marking the careers of Jefferson, Jackson and Polk, and demands that the American flag shall be hauled down in American territory bought and paid for. It is claimed by the Democratic issue constructors that the United States has no right to fly its flag over an unwilling people. But Jefferson did not consult the people resident in the province of Louisiana when he purchased that vast territory from France. The French inhabitants of that province were bitterly opposed to the transfer, and their antipathy to the United States lasted many years. General Jackson did not have the basis of a purchase to justify his arbitrary act of "annexing" the Spanish possessions extending from Florida westward to the Sabine River, and later when the United States paid Spain a fair "equivalent" for the territory, the Spanish settlers were furious at being forced to come under the American flag. The experience was the same when Polk brought under the flag the unwilling Mexicans resident in the Gadsden purchase territory, for which $10,000,000 was paid. No Democrat ever allowed his sympathy to bubble and boil over because the American flag went up in the Louisiana province despite the protest of its inhabitants. No Democrat ever cared a bean how much the Spaniards in Florida deplored their enforced annexation, and no Democrat ever worried himself about the feelings of Mexicans who were given no choice about a change of flags. The Philippine situation is substantially similar to the annexation methods of Jefferson, Jackson and Polk. Yet, with Chamberlain as its candidate for Governor, the Oregon Democracy proclaims itself in favor of a scuttle policy in the Philippine Islands.

It Was Different Then.

Shaniko Leader.

It is rather amusing to a person who listened to George E. Chamberlain's speeches in 1880 when he stumped Linn County as a candidate for Representative on the Democratic ticket, and to compare those speeches with the ones he is now making. In 1880 Linn County was Democratic by some 500, and a nomination was considered almost equivalent to an election, although there had been occasional sporadic exceptions in prior years. That particular year the Republicans were making a determined fight against an almost hitherto impregnable stone wall, and were making inroads all along the line. Mr. Chamberlain, among other things, said to the voters in these words: "Gentlemen, I am a Democrat, and was nominated by a Democratic county convention. Linn County is a Democratic county, and if I am elected I want to be elected by Democratic votes." Probably Mr. Chamberlain would like to use the same kind of argument today if the state was overwhelmingly Democratic, but under the circumstances he don't, as he now needs Republican votes, which in 1880 he did not care for.

Republican Ticket

State.

FOR GOVERNOR,
William J. Furnish.
FOR SUPREME JUDGE,
Robert S. Bean.
FOR SECRETARY OF STATE,
Frank I. Dunbar.
FOR STATE TREASURER,
Charles S. Moore.
FOR SUPT. OF PUBLIC INSTRUCTION,
J. H. Ackerman.
FOR ATTORNEY-GENERAL,
A. M. Crawford.
FOR STATE PRINTER,
J. R. Whitney.

Congressional.

SECOND DISTRICT,
J. N. Williamson.

County.

FOR STATE SENATOR,
Henry E. McGinn.
JOINT WITH CLACKAMAS COUNTY,
Herbert Holman.
FOR REPRESENTATIVES,
W. N. Jones.
Sanderson Reed.
William W. Banks.
John Gill.
W. R. Hudson.
D. J. Malarkey.
George M. Orton.
S. B. Cobb.
H. J. Fisher.
A. A. Bailey.
J. S. Hutchinson.
C. W. Hodson.
JOINT WITH CLACKAMAS COUNTY,
C. W. Nottingham.
FOR COUNTY JUDGE,
Lionel R. Webster.
FOR COUNTY COMMISSIONER,
Frank C. Barnes.
FOR COUNTY COMMISSIONER,
H. B. Chapman.
FOR SHERIFF,
W. A. Storey.
FOR ASSESSOR,
George E. Watkins.
FOR COUNTY CLERK,
Frank S. Fields.
FOR COUNTY TREASURER,
John M. Lewis.
FOR COUNTY AUDITOR,
Carl A. Brandes.
FOR COUNTY SURVEYOR,
John A. Hurlburt.
FOR CORONER,
J. P. Finley.
FOR JUSTICE OF THE PEACE,
Portland Precinct,
William Reid.
FOR CONSTABLE,
Portland Precinct,
Walter E. Jackson.
FOR JUSTICE OF THE PEACE,
East Portland Precinct,
Waldemar Seton.
FOR CONSTABLE,
East Portland Precinct,
Douglass Keenan.
FOR JUSTICE OF THE PEACE,
Mt. Tabor Precinct,
Thomas Graham.
FOR CONSTABLE,
Mt. Tabor Precinct,
Edward Wise.
FOR JUSTICE OF THE PEACE,
Multnomah Precinct,
Peter Williams.
FOR CONSTABLE,
Multnomah Precinct,
William H. Powell.
FOR ROAD SUPERVISORS,

District No. 1	J. L. Reeder.
District No. 2	S. A. Saybrook.
District No. 3	William G. Wallace.
District No. 4	John Hoffman.
District No. 5	S. W. Simmons.
District No. 6	W. H. Dougherty.
District No. 7	George Lewis.
District No. 8	J. F. Gilbert.
District No. 9	D. W. Metzger.
District No. 10	Robert Robertson.
District No. 11	J. C. Branham.
District No. 12	Thos. L. Evans.
District No. 13	Alex. Barr.
District No. 14	D. V. Hart.

City.

FOR MAYOR,
George H. Williams.
FOR CITY AUDITOR,
T. C. Devlin.
FOR CITY ATTORNEY,
L. A. McNary.
FOR CITY TREASURER,
J. C. Jameson.
FOR CITY ENGINEER,
W. C. Elliott.
FOR MUNICIPAL JUDGE,
H. W. Hogue.
FOR COUNCILMEN,

For 1st Ward	Charles E. Rumelin.
For 2d Ward	Frank Kiernan.
For 3d Ward	Fred T. Merrill.
For 4th Ward	Arthur K. Bentley.
For 5th Ward	B. P. Cardwell.
For 6th Ward	B. D. Sigler.
For 7th Ward	L. Zimmerman.
For 8th Ward	C. W. Kern.
For 9th Ward	John P. Sharkey.
For 10th Ward	H. R. Albee.
For 11th Ward	Charles E. York.

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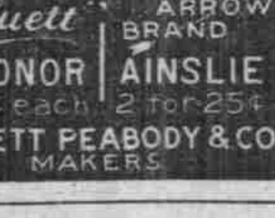

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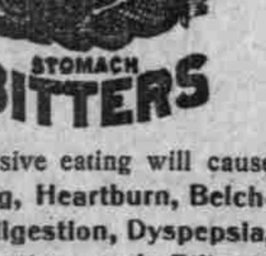

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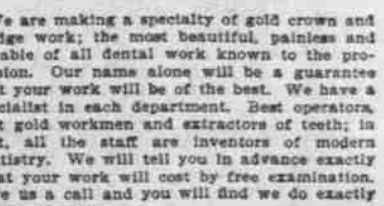

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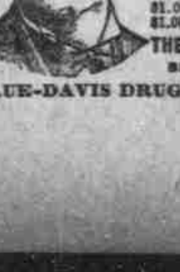

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