### ELLIOTT SOUNDS WARNING TO STATE

Attacks on Railroads Harm. He Says at Meeting of Development League.

ASTORIA LEADING IN RACE

Movement Begins for Re-election of President Wilcox and Secretary Chapman-News Hood River Apples Win Is Cheered.

(Continued From First Page.) brought out the largest and most enthusisstic lot of boosters ever assembled it the history of the organization, and while the historic old House of Repreeentatives may have entertained more dignified gatherings it never housed me Oregon speakers divided the programme with these from Washington in the de-velopment of a community plan of letvelopment of a community plan of let-ting the world know of the resources on either side of the Columbia River. There were probably 500 delegates to al-tendance and listening to the "shop-talks".

The first address was by C. N. Mc-Arthur, ex-Speaker of the House of Representatives, who brought greatings from Governor Benson to the convention. The ex-Speaker recounted efforts made by the Legislature, to appropriate money for publication of a state book devoted to advertising Oregon by counties. In-dersement of such a bill to be presented at the next session of the Legislature was

O. C. Leiter, city editor of The Orego nian; Fred Lockley, manager of the Pa-eific Monthly; R. J. Hendricks, editor of the Salem Statesman; A. B. Bailey, representing Southwestern Washington and the Tacoma Ledger, and John E. Gratke, of the Astoria Budget, also made short

talks.

Albert B. Bailey, of Tacoma, said that the people of Washington had a new religion—the religion of development, "In our new Bible," he said, "the word 'soul' is spelled 's-o-i-l." We are pulling down the tree-stump idols and clothing nakedness in garments of green and gold. The Christian Bible and our development Bible teach the and our development Bible teach the same thing—to make the land productive. It is plainly evident that the Lord is with us in our work."

### Astoria Invites Astor.

John E. Gratke declared that the Astoria Centennial celebration of 1811 would be the chief advertising feature of the Pacific Northwest, arrangements baving been made to bring Colonel John Jacob Astor to the celebration and land him at the spot where his ancestor stepped ashore from the ship Tonquin in

During the forenoon scenon, a tele-gram was received from P. O. Frebbach and J. C. Skinner, representing the Ash-land and Hood River districts at the Chicago Land Show. They announced that Oregon was attracting more attention at the Land Show than any other

very strong support of the annual Round-

Up at Pendleton.

Malheur County opened up an apple exhibit in the corridors of the Statehouse today showing half a dozen of the standard varieties grown on both irrigated and on dry soll. The apples attracted unusual attention.

W. L. Crissey, chief of the inquiry bureau, Portland Commercial Club, told of the great number of inquiries received daily from Eastern people.

daily from Eastern people.

One of the really clever speeches of the meeting was delivered by Frank E. Morrison, secretary of Success, a magazine published in New York. Mr. Morrison gave the delegates the result of his 25 years' experience as an advertiser. At 11 o'clock today the Portland Ad Club arrived at the convention hall, 50 strong, and immediately became the chief feature of the convention. Headed by President Merrick, the club paraded the streets, visiting the lobbies of the hotels and arousing no end of enthusiasm. The club acted as a special escort to President Howard Elliott and asso-ciated railroad friends upon their ar-

rival at Salem.

Mr. Elliott, in his address, sketched briefly the story of Oregon's development from the time that Captain Robert Gray discovered the Columbia in October, 132, up to the advent of the North-ern Parific, the North Bank, the Oregon Trunk, the Oregon Electric and the United Rallways.

#### Co-operation Shows Results. Continuing, Mr. Elliott said:

Here in Oregon, you have a powerful League, already widely known because of its methods and the practical results which have followed its work of inducing the various cities and towns to engage in the business of making their seconds. various cities and towns to engage in the business of making their resources and opportunities known to the world outside, and your work is being well done.

One effect of community advertising in all parts of the United States has been the increasing employment of trained, experienced and competent men, to specialize in this field. Co-operation among these specialists in industrial premetion and publicity has been brought about by meetings to discuss new methods of work, to originate new promotion plans, and for an interchange of tideas.

With these various organizations, the railways are gald to work in harmony, for

als new promotion plans, and for an interchange of ideas.

With these various organizations, the railways are gaid to work in harmony, for such co-operative work should yield good remits in the development of the country. Community advertising is now a tested business, known to be productive of results in permanent additions to population, both in the town and country, and in larger production and buying power. A merchant can said to his profile by joining heartily in the work of those who are trying to develop the whole state. Every business man has a deep interest in the good of his community which is not visionary or sentimental but measurable in dollars and cents. To credit him with prudence is but to express in other words the thought that his duty is to join in such work and assist it.

The old saying is "Advertising Pays." The should be amended to read that "Wise Advertising of Good Things Pays." There is a great difference between the booster and the boomer. The boomer may not have the right article to advertise, and although sincerely sunthmissile, his advertising in extra transpagns. The boomer is too apt to consider only the immediate affects of his efforts, not caving for any damage that may flow from his minguided energy.

Truthful Advertising Pays.

Truthful Advertising Pays.

Truthful Advertising Pays.

The booster builds on proved facts not only for the present but for the future, and he does not undertake to exploit an article or a situation unless it is worthy. When he has such a condition, wise advertising will consist of truthful statements of conditions that can stand the closest snalysis. Advertising resting upon such a hasts will need no apploagies or explainations, for the future will prove that in preparing it less than the full truth was told, pather than more.

The railways must of necessity devote much attention to immigration and development advertising as distinguished from the advertising which produces passinger business.

The work of rural development cannot be done by the town or the railway sione. It is necessary that each community, so

MEN PROMINENT IN CONFERENCE OF GOVERNORS TO DIS-CUSS UNIFORMITY OF LAWS.







ABOVE, A. C. VILLSON, GOVERNOR OF KENTUCKY, CHAIRMAN, AND WOODROW WILSON, GOVERNOR-ELECT OF NEW JERSEY. BELOW, JUDSON H'RMON, GOVERNOR-ELECT OF OHIO, AND HERBERT S. HADLEY, GOV. RNOR OF MISSOURI.

rely dependent upon the country back it, join with the railway in encouraging growth of business and industries; in acting experienced agriculturists and insing the number of successful farmers in its trade some

within its trade none.

A greater agricultural population creates a power for better roads, for the extension of rural mail delivery, the development of local telephone lines and a general improvement in all of the conditions surrounding country life. No reputation is better than that which provokes the remark "Himbrille is a good town." Good towns do not develop until the surrounding territory furnishes the business. Good towns do not develop until the surrounding territory furnishes the business. Good towns do not develop until the surrounding territory furnishes the fusion of the control of the following the new-comers and hold them out a helping hand. The investment that may be made by a town in advertising the country tribulary to it is one of the best that can be made. The distribution of such advertising matter can be aided by the railways. Publications made by local communities avoid the criticism to which a railway is subject if it favors one community as against another.

Safe Investments Preached.

### Safe Investments Preached.

Mr. Elliott presented many interesting facts concerning the Northern Pacific's facts concerning the Northern Pacific's great work of publicity, and concluded:
In addition to advertising the state and its resources, I suggest that the Oregon Development League exert its influence so that the United States and the investing world will understand and believe the fact that in Oregon a dollar wisely invested is safe and that the laws of the Nation and of the state will permit the owner to keep the Goldsr, earn a fair return upon it and make a reasonable profit if he uses ordinary common sense, industry and intelligence.

Delegates in Attendance -W. H. Davis, J. S. VanWinkle, Rehrbough, M. Senders, John B.

entry.
Ashland—George N. Cramer.
Ashland—George N. Cramer.
Astoria—J. D. Allen, H. H. Zapf, G. B.
chason, A. S. Skyles, B. F. Crawshaw,
Villiam A. Sherman, G. Wingate, J. Ezratke, C. R. Higgins, A. W. Norblad, Iraac
lerguim, J. S. Bellinger.
Ray City—R. J. Heldricks.
Hutteville—W. C. Kinyon.
Boise, Idaho—Relly Atkinson.
Brownsville—R. W. Tripp, Orea Stratton.
Canby—M. J. Leo.

Corvallis—W. K. Taylor, C. V. Johnson,
L. Stevenson.
Crescent—L. F. Wakefield.
Crescent—L. F. Wakefield.
Crescent—C. H. Sedgwick, L. D. Scargrough. A. Harrington, R. H. Parsons.
Dallas—J. E. Miller, C. L. Hubbard.
Aurice Hayes, H. G. Campbell, Tracy Staats,
Willis Swinton, R. E. Williams, J. R. Craven,
Dayton—F. W. Sigler.
Eigin—S. M. Slough.
El Monica—Sam B. Hay.
Estacadh—L. E. Heldis.
Eugene—S. H. Friendly, D. C. Freeman,
K. Pratt.
Forcest Grove—W. N. Ferrin, Edward Seymour.

Falls City-W. J. Hooker, L. W. Zerin,

Palls City-W. Hoose, L. W. Leris, Dr. L. Pfandhoefer.
Glendale-H. J. Simpson.
Gresham-Emil Kardell, H. L. St. Clair.
Grants Pass-George S. Calhonn.
Haifway-W. M. Lloyd.
Heppher-E. M. Shutt, R. F. Hynd.
Hillsboro-Dr. F. A. Balley.
Hood River-Albert Tosier, H. L. Wheeler.
Hot Lake-T. E. Curry.
Independence-H. Charles Dunsmuir, H.
Hirachberg, George W. Conkey, O. D. Butler.
W. F. Campbell.
Jefferson-A. J. Shumaker, J. F. Stelwer,
J. A. Aupperle.
J. A. Aupperle.
J. Markuson, C. F.
Hurlbert, M. V. Corbin, W. C. Washburne.
Klamath Falls-George T. Baldwin,
La Grand-J. H. Poaro, J. J. Carr, Druce
Dennis.
Lebanon-S. P. Beach, Samuel M. GarLebanon-S. P. Beach, Samuel M. Gar-

ennis.
Lebanon—S. P. Beach, Samuel M. GarLebanon—S. P. Reeves, H. T. Kirkpatrick, G.
C. Cruson, M. A. Miller,
Medford—J. A. Westerlund, C. A. Maloeuf,
Yilliam M. Colvig, Peck, T. T. Bennett.
Narahfeld—C. R. Peck, T. T. Bennett.

More-C. E. Johnson.

Moslar-J. K. McGrogor.

Newport-S. G. Irvin.

New York City-F. E. Morrison.

Nyssa-W. A. Teuish.

Ontario-Leon J. Chapman.

Oregon City-John Risley, O. E. Freytag.

G. E. Hayes. John Adams, L. E. Jones,

Thomas F. Rysa, W. E. Carli.

Pasco-Marvin R. Smith.

Pendictor-J. H. Gwinn, Frederick Steiwer.

Fertland-W. L. Crissey, C. C. Chapman,

Clark Williams. Theodore H. Wilcox, Wil
Ham Allen. R. W. Raymond, Tom Rich
sardson, E. L. Marvin, George C. Brockel
bank. Fred Lockley, O. C. Leiter, I. A.

ceddington, James J. Sayer, Mark Wood
ruff, F. G. Golheur, George W. Hasen, S. H.

Guild, J. L. Heoper, A. G. Clark, Maxim

Schumann, H. J. Gregory, W. J. Koch, H.

J. Hinesing, Adolph Loisei, A. Duchamp,

R. H. Crosier, John P. Sharkey, F. H.

Fred W. Johnson, C. B. Jacobs, John H.

Hullick, C. E. Arms, H. W. Johnston, W.

F. Magill, D. T. Short, F. R. Johnson, C.

B. Merrick, D. N. Mossesohn, A. D. Charl
ken, George F. Johnson,

Rossburg-B. C. Pitast, B. P. Schosser,

George Neuner, R. E. Josephson, Joseph

Michell.

Rickreal-James Clough.

Mullen.
St. Paul—Howard Eillott.
St. Paul—Howard Eillott.
Tacoma—A. B. Balley, A. L. Sommers,
Tacoma—A. B. Balley, A. L. Sommers,
Tackeley.

Tacoma A. B. Bailey, A. L. Sommers, Henry Blakeley, Tolsdo-J. F. Stewart, T. J. Christopher, Union-W. T. Wright, Wallows-R. H. Jonas, Warrenton-G. C. Barlow, George Schmidt, Woodburn-J. M. Poorman, J. F. Steel,

\* Oregon Development League at Salem yesterday, a special car and a special train assisting in transporting them to the Capital City.

The special train, operated over the Southern Pacific, had on board Presi-dent Howard Elliott, of the Northern Pacific and the members of his party who have been touring the Northwest with him. A. D. Charlton, assistant general passenger agent of the North-ern Pacific in this city, traveled with the party. The others on board were A. B. Driscoll, of St. Paul; George T. Slade, third vice-president; Thomas Cooper, assistant to the president; H. C. Nutt, fourth vice-president; W. L. Dar-ling, chief engineer; G. B. Richards, general superintendent; W. C. Albee superintendent: A. R. Coot, engineer of maintenance of way, and R. F. Bretz,

assistant Western agent. A special car on the Oregon Electric carried E. P. Shannon, assistant to President Stevens: W. E. Coman, gen-President Stevens: W. E. Coman, general freight and passenger agent: C. A. Coolidge, general manager: William Gerig, vice-president of the Pacific & Eastern; George M. McDowell, right-of-way ngent; J. F. Harding, traveling freight and passenger agent; R. H. Cronter, publicity agent; H. A. Jackson, general freight agent of the Great Northern, and M. J. Costello, agent of the passenger department of the Great Northern at Seattle.

Another local party consisted of M.

Another local party consisted of M. J. Geary, general agent of the Rock Island; Frank R. Johnson, general with the wonderful resources that this state has, with the coming transportation lines in the interior, coupled with the feeling that life and property are absolutely ing that life and property are absolutely secure, there is no reason why the development, there is no reason why the development of the Canadian Pacific, E. L. Cardall, secure, there is no reason why the development of the Canadian Pacific, and Willissen and the Canadian Pacific, and Willissen and Canadian Pacific, ment of the Canadian Pacific, and William Seachrist, general agent for the New York Central.

UNDERVALUATIONS CAUSE OF LOSSES TO GOVERNMENT.

Brownsville—R. W. Alego Canby—M. J. Leo.
Centrallia, Wash.—J. E. Barnes.
Central Point—W. E. Kahler.
Central Point—W. E. Malcon, W. K. Tichenor.
Clatskanie—B. L. Malcon, W. K. Tichenor.
Condon—T. A. Weinke.
Corvallis—W. K. Taylor, C. V. Johnson.

WASHINGTON, Nov. 29 .- After a onference lasting throughout the day between Secretary MacVeagh, Collector of New York: Attorney-General Wickersham and other officails of the New York customs service, no decision was reached as to the action of the Government with reference to the frauds in woolens and lineus at New

The frauds are said to reach large amounts which have been lost to the Government through undervaluations. Those who are accused of having defrauded the Government are said to have offered to compromise, provided there is no prosecution. Collector Loeb put this matter up to Secretary Mac-Veagh, who in turn consulted the At-

It is understood the Government is opposed to accepting compromises torney-General. opposed to accepting compromises where sufficient evidence has been obtained to convict by the unaided efforts of its investigators. In cases where the culprits have confessed voluntarily and have offered to make restitution; it is said leniency may be shown.

### CALLS EXPERT, AUTO GOES Machine and Mechanician Found in Vancouver by Police.

street, employed an automobile expert to repair his automobile yesterday afternoon and the expert met with such success at righting the machinery that neither he nor the automobile was found until 12:30 o'clock this morning in Vancouver. Doernbecker thought the expert had

Doernbecker thought the expert had succeeded in making his automobile run and was trying it out, until along toward midnight he suspected that the automobile was running too well. He told his fears to the police shortly before midnight and a general alarm was spread. The information did not stop within the city limits of Portland but was sent across the line to Vancouver. Night Chief Gassoway, of Vancouver, made a tour of the red-light district there and found the machine, with E. H. Crummers, the expert, and Victor Carlton. mers, the expert, and Victor Carlton, night clerk of the Rainier Hotel, in close ompany. The night chief arrested Crummers and Carlton and took possession of the automobile, awaiting further orders of the Portland police.

### Hotel Man Obtains Divorce.

Wallows R. H. John.
Warrenton G. Barlow, George Schmidt.
Woodburn J. M. Poorman, J. F. Steels,
sammer.

Railroad Men Go to Salem.

Portland railway officials were well

CHEHALIS, Wash., Nov. 23.—(Special.)

-W. P. West, landlord of the St. Helens
Hotel, was granted a divorce from
Bianche West, yesterday. The case was
not contested, the property interests of
the couple being settled out of court.

# RIGHTS OF STATES

Federal Regulation Declared Undesirable at Conference of Governors.

### **NEW PROBLEM CONFRONTS**

New Jersey Governor-elect's Fear Is That Corporations Under National Law Would Override Local Communities.

(Continued from Page 1.) great as the Nation in its scope and consequence. The great organization of business seemed to play with the states. to take advantage of the variety of the laws, to make terms of their own with one state at a time, and by one device or another to dominate whatever they

#### New Problem Presented.

We still did not desire rigid uniformity of law, even in these matters of common concern. It was still desirable that the concern. It was still desirable that the states adapt their regulation of the new forces to their own conditions. To put Federal law back of the great corpora-tions would have been to give them the right to dominate and override local conditions, to equip them with the ma-jesty and supremacy of the law which created and regulated them, and to level the variety of communities before them. "No absolute, uniform set of rules are likely to fit the infinitely various cir-cumstances of the states and their peode. Hence this conference.

"We have no foolish or pedantic jealousy of Federal power. But we do not believe the intervention of Federal power is either necessary or desirable. We are not attempting a task of mediation; neither are we trying to fend of neither are we trying to fend off

### Pedantry Is Deprecated.

"We ought not to allow ourselves to se pedants, stickling at words and obrases. We ought to deal with realities, and deal with them frankly. Let us dis-tinguish local power from personal in-fluence. The two things ought to be

easily distinguishable.
"Our problem is how to make our states efficient instruments in the regulation of economic conditions. It is the problem of railway regulation and of problem of railway regulation and of the regulation of the many other vast corporations. This is in no sense a private matter. Our corporations are not dealing with individuals so much as with communities. not dealing with individuals so with communities. If those who conduct them would look at their business from that point of view and conduct themselves in the temper and spirit of public servants, there would be no need

of regulation.
"So long as they do not, so long will they transact their business in the spirit of those who manage private affairs—for private gains, and not for public service—regulation will be nec-

"The task of right regulation, in the case of common carriers, is one in which you might co-operate with one another and with the Federal authorities."

### Convention Goes to Louisville. Governor and Mrs. Willson gave a

reception tonight at the Governor's A sperial train will carry the Gov ernors tomorrow morning to Louisville, where sessions will be held until Sat-

The Governors present are: Weeks,

The Governors present are: Weeks, Connecticut; Mann, Virginia; Pothier, Rhode Island; Kitchen, North Carolina; Fort, New Jersey; Noel, Mississippi; Vessey, South Dakota; Shafroth, Colorado; Deneen, Illinois; Marshall, Indiana; Hadney, Missouri; Norris, Montana; Harmon, Ohlo; Spry, Utah; Sloan, Arizona; Brown, Georgia; Draper, Massachusetts; Anzel, South Carolina; Willson, Kentucky. son. Kentucky. Governors-elect present are: Wilson, New Jersey; O'Neal, Alabama; Cruce, Oklahoma; McGovern, Wisconsin; Piai-

sted, Maine.
Governor Burke, of North Dakota, is expected to arrive at Louisville tomor-

TARIFF BILL WILL DELAY Hale Thinks Taft Will Not Press Reductions.

WASHINGTON, Nov. 29,-Senator Hale, of Maine, Republican leader of the Senate by virtue of his position as

### YOUR **ESTATE**

Do you stop to consider our Company can care for your property interests more economically and efficiently than in any other manner? Our only interest is to serve you well and to earn a reasonable fee for that service.

The business is handled with the same exactness as that of any other department of our Bank.

We can serve you through either the Trust Department or the Realty Department.

MERCHANTS **SAVINGS & TRUST** COMPANY

#### chairman of the party caucus and the committee on appropriations, foresees little of accomplishment in the coming short session of Congress. Beyond the passage of the usual appropriation bills and possibly of an apportionment measare and one providing an ocean mail bounty, he believes that no important

business will be transacted.

"The Democratic party," he said today, "has captured the House of Representatives by a great majority, and
has almost captured the Senate. Should an expiring Congress, in its last days, undertake, by any deathbed action, to rob the victorious party of its natural inheritance, it will be resisted to the utmost and nothing will follow but a protracted struggle which will shut the contraction important measures which ut certain important measures which otherwise may perhaps carry in both

Mr. Hale was emphatic in his declaration that there would be no tariff legislation in the coming session. He

legislation in the coming session. He went so far as to express the conviction that while the President may suggest a general programme, he will not try to force it on Congress. Mr. Hale made it clear that he was not speaking for the President.

Mr. Hale declared he did not lock forward to a combination of the so-called insurgent force with the Democratic party, "either now or hereafter." He said he fully expected to see the Republican party in Congress present a united front. Incidentally he referred to the insurgent leaders as men of "conviction and natural force of character."

Whom the Lord leveth, he chastiseth," said the Senator, "and the de-feats of 1910 will do the party good."

BELLINGHAM SOCIALISTS CAP-TURE MASS MEETING.

Business Men Gather to Discuss \$60,000 Deficit, Invaders Vote to Tax Professions.

BELLINGHAM, Wash., Nov. 29.-Soalists, who have been active in Bellingham recently, unexpectedly captured a business men's mass meeting called to-night to consider ways and means to meet the deficit of \$80,000 it is expected the city will have to face in 1911 as a result of the voters having wiped out the

saloons at the recent election.

The few business men who appeared in answer to the call of Acting Mayor Miller were startled to find themselves out-numbered by Socialists, who promptly decided in favor of licensing all non-

In spite of the fact that the state laws prohibit such a plan, a Socialist mem-ber of the meeting moved that banks, lawyers, real estate men, abstractors, contractors and men engaged in similar occupations be taxed in sums varying

occupations be taxed in sums varying from \$25 to \$2000 a year.

When Mr. Miller, chairman of the meeting, hesitated to put the motion, H. G. Cupples usurped the chair, and amid the protests of some of those present, called for a vote. The motion carried overwhelmingly, whereupon Mr. Miller immediately declared the meeting adjuvated.

### WHITE SLAVER SENTENCED

David Westman Must Serve Five



### Stop and Hear the New Victor Records for December

A most attractive list that abounds in light popular music from the new operatic and musical comedies recently produced in America.

You'l certainly enjoy such selections as these:

5800-The Girl of My Dreams..... .... Harry Macdonough and Haydn Quartet

31802-Gems from "Our Miss Gibbs"..... ......Victor Light Opera Company

16789-In the Sunshine of Your Love (from "Barry of Ballymore"). Harry Macdonough Society Swing Two-Step...... Pryor's Band

35182-Love Dance-Intermezzo (from "Madame Sherry")......Victor Orchestra Concertina (Clarinet) . ..... Charles Draper

70024—Parla Waltz.....Lucy Isabelle Marsh 70025—La Fille de Mme. Angot—"Politics" Duet ..... Mme. Lejeune and M. Devries

64151-Rolling Down to Rio.... Herbert Witherspoon 74187-The Star of Bethlehem ..... Evan Williams



WHOLESALE AND RETAIL Opposite Postoffice Sixth and Morrison

day to serve five years in the Federal Prison on McNeil Island for inducing his wife and her cousin to follow a life of shame. Westman was not dismayed by the sentence. He had been convicted on two counts of the indictment, one accusing him of transporting the women across the state line and the other of inducing

them to come to Oregon.

Two Greeks convicted of trafficking in "white slaves," and sentenced to serve six and eight years, will be taken to the Federal prison today with Westman.

Mrs. Westman has been given employment to earn a living for herself and Carrie Bledsoc, her cousin, is still

vasion of the Industrial Workers of the World brought 26 arrests here tonight One or two of them will have to serve terms, as they were released in the previous unsuccessful campaign under suspended sentences. Seven Industrial Workers of the World

oon afterward from his burns. Herbert McCutcheon, who tried to assist Wells, was also badly burned, but will recover.

Workers Attack Sheriff.

FRESNO, Cal., Nov. 29.-The second in-

assaulted Deputy Sheriff Lawrence Col-David Westman Must Serve Five
Years in Federal Prison.

David Westman was sentenced yester
David Westman was sentenced yester
David Westman was sentenced yester-

# Fry Some Doughnuts BEST YOU EVER MADE

## THEY WILL BE THE

You may feed them to the baby without fear of their hurting him. KAOLA is nothing more or less than the pure butter of the cocoanut. It is wholly a vegetable oil or fat. It is digestible.

### Adds 100 Per Cent to the Goodness of Things

Use KAOLA in place of lard or butter or any other cooking fat or oil for shortening, frying, baking, cooking-only use it in smaller quantities. KAOLA contains no moisture-that is why you use less of it. Watch for Sunday papers for KAOLA White Cake recipe-one of the most delicious cakes you have ever made or

Your Dealer Sells KAOLA-Also Recommends It

### The Full Value Baking Powder



Not how cheap, but how good, is the secret of the goodness of

### Crescent Egg-Phosphate BAKING POWDER

Sold in standard 1-lb. cans. It is moderate in price but high in quality and all around goodness. One baking will prove its superiority over ALL OTHERS. Buy a can, use it and if it is not entirely satisfactory in every respect, return the empty tin to your grocer and get your money

Sold by Grocers-25c per lb. No more-no

CRESCENT MANUFACTURING CO., Seattle, Wash.