MACHINE PARTIAL FAILURE AS SLEUTH

Detective in Lorimer Case Admits Dictagraph Does Not Always Work.

"ROPING" MAN EXPLAINED

Process Consists of Gaining Confidence of Victim and Leading Him to Tell Secrets He Otherwise Would Keep.

WASHINGTON, Feb. 2.- Detective A. C. Bailey was cross-examined today before the Senate Lorimer committee as to his assertion that he "roped" Charles McGowan into admitting he testified falsely before the committee in saying he did not hear an alleged conversation on a train about the Lor-imer election fund. Bailey was on the stand when the committee adjourned

Chairman Dillingham announced that the committee had decided the exami-nation of all the witnesses summoned by the Government on the McGowan point must be concluded tomorrow.

Dietagraph is Partist Failure.

The principal assault was on the alieged admissions of McGowan in the presence of Bailey, and H. E. Kerr, of Detroit, at Teronto, when a dictagraph was employed. Bailey acknowledged that the stenographer in the adjoining room, working the dictagraph, did not get all that was said. The instrument failed to work at times, he explained. Bailey said that although the stenographer had never met McGowan, he could distinguish McGowan's voice from Bailey's or Kerr's.

The attorney demanded that Bailey give any "plausible" reason why he did not try to catch McGowan with the memey on his person the day he was alleged to have been paid for "perjuring" himself.

Bailey said he had been directed at that time merely to keep in touch with McGowan. Dictagraph la Partial Failure.

"Roping" Defined by Detective.

W. J. Lynes, representing particularly Edward Hines, the lumberman, first took Bailey in hand. For 15 years, the witness said, he had been "roping" for detective agencies. We don't understand 'roping'," in-

"We don't understand 'roping," Interrupted Chairman Dillingham.

'That is what we call getting a man's confidence and leading him to tell things he otherwise would not tell," explained Balley.

The drift of Attorney Hynes' examination was intended to discredit Balley as a witness. The attorney asked if Balley had not been discharged for dishonessly while a streetear conductor dishenesty while a streetcar conductor in New York. Balley said he had not. Attorney Hynes thought it incredible that after five days acquaintance with Balley, McGowan should have admitted his "perjury." but the witness seemed to atick to his story.

Fallibility Is Admitted. Attorney Hynes asked Bailey to ex-plain why some of his testimony was not exactly like his notes on the Mo-

Gowan "admissions." "I may have made a mistake. I am not perfect," replied the detective.

Balley said the phonographic process was tried on McGowan at Toronto, and on his chum, Stuart, two days after McGowan was "taken."

"I told Strart," said. Balley "that

"I told Stuart," said Bailey, "that Charlie told me he got \$1500. Stuart said: I wouldn't have done what Charlie did for \$500,000. Would you?" "Do what I asked" I asked "Go down to Washington and per-jure myself," Stuart replied."

DOCTOR AND GIRL IN ROW

(Continued From First Page.) she declared she resented. I told Miss McShane that I would do what I could in the matter, but that I would await

Ship's Captain Interferes The following day Miss McShane

came to me and said that Cantain Lockett had invited her and another inchaperoned young woman to sleep in a tent on the upper deck next to his cabin, but they had refused. She further said that Captain Lockett had in-

"We were walking on deck while she was telling me her story. Captain Lockett saw us together. He approached me and told me that Miss McShane was under his protection and forbade me being in her company. I told Cantain Lockett that the young woman had appealed to me and that I could see nothing wrong about us acting like ordinary human beings and doing as ladies and gentlemen abould aboard ship. The next time the captain saw me talking to Miss McShane he sent his first officer to me and ordered n.e to his cabin.

Captain's Attitude Resented.

"Upon entering the cabin Captain During the next two weeks Mr. Folk Lockett said to me: 'Doctor, I have will make a campaign of Missouri. requested you to cease being seen in the company of Miss McShane; now I

command you to cut it out.'
"I resented the captain's attitude and told him that I was an American citisen and a gentieman, and that he had no right to command or even request me to cease speaking or asso ciating with, any passenger aboard ship under proper circumstances. I will show you who is master of this ship, said the captain, his face flush-

Ing with anger.

"The captain rang a bell and summoned his first officer. I insisted upon having witnesses and sent for W. S. O Brien and Frank P. Beal, both passengers, the former a railroad man, and the latter a Y. M. C. A. man, who had been in China. They heard the conversation which ended in my defiance of the captain unless I violated rules or regulations of his ship, which I had not. The matter was dropped for the time being." ing with anger.

Skipper Refuses to Talk.

O'Brien and Beal both corroborated r. Stephenson's statements. Captain Dr. Stephenson's statements. Captain Leckett when pressed for a statement concerning the affair refused to talk. Miss McShane is 19 years old. She is a graduate of the Berkeley High School. Her parents live at Penn Grove. Schoma County, California She sailed for Yokohama on the liner Korea three months ago with the avowed intention of entering a French Catholic convent there.

"I enjoyed the ocean voyage going ever," she said, "but my homeward trip has been made disagreeable. I was in the convent at Yokohama six weeks

and I decided that I did not want to stay. I am a Presbyterian. I am fond of dancing and the convent authorities objected to my going to parties, so I decided to leave the convent and come

"I resented the attentions of Captain "I resented the attentions of Captain Leckett of the Persia. He tried to force himself upon me and another young lady. We were unchaperoned and Captain Lockett assumed to be our protector. We did not object to his protecting us, but he kept telling us that as master of the ship it was his duty to see that we were taken care of. Doctor Is Widower,

"He insisted upon monopolising our time on shipboard and wanted us to sleep in a tent near his cabin. That was teo much, so I told Dr. Stephenson about it. I noticed that he wore a Masonic watchcharm. Papa is a Mason and I felt that the doctor would look after me.

look after me.
"I told Captain Lockett to his face that I was old enough to take care of myself and did not need his protection." Dr. Stephenson's wife died several months ago in China and he is on his

way home to South Carelina with his little daughter.

Speaking of the trouble between Dr.
Stephenson and Captain Lockett, W. S. Stephenson and Captain Lockett, w. B. O'Brien, who was a witness to the controversy, said: "It was an unfortunate affair. I heard it all and am constrained to take Dr. Stephenson's part. So far as I was able to observe, Dr. Stephenson was a gentleman throughout the voyage."

PRESENT TREATMENT OF COR-PORATIONS HELD WRONG.

Financier Proposes Policy for Regulation of Big Business-More Patriotism, Less Politics Need.

NEW YORK, Feb. 2.- Somebody in this country is making a colossal mistake. What we need is more patriotism and less politics."

George W. Perkins thus complained of the Federal Government's attitude toward corporations in an address here tonight before the Traffic Club, an or-ganization of railroad men and merchants.

"There is no logical connection," said Mr. Perkins, "between the evils that have existed in our large industrial concerns and the remedies that the Government is trying to apply. In place of regulation, we are given to segregation and are told that dissolu-tion is a solution; while every precinct man knows that dissolution is a mere delusion. Government regulation is all right, but Government repression is all

"Congress could, in a short time, adopt a policy that would give both immediate and prospective relief, and this could be done by working some-what along the following lines: "First—Create at once a business court or controlling commission, composed largely of experienced business

"Second-Give this body power to li-cense corporations doing an interstate or international business.

"Third-Make such license depend on the ability of a corporation to comply with conditions laid down by Congress when creating such commission and with such regulations as may be pre-

scribed by the commission itself.

"Fourth-Make publicity, before and after license is issued, the essential feature of these rules and regulations. Require each company to secure the approval of said commission of all its Mairs, from its capitalisation to its

business practices.

"Fifth—Make the violation of such rules and regulations punishable by the imprisonment of individuals rather than by the revocation of the license of the company, adopting in this respect the method of procedure against National banks in "use of wrongdoing."

EX-GOVERNOR PRESENTS HIS CLAIM IN JOPLIN.

If He Cannot Get State Indorsement, He Urges His Friends and Wilson's to Decide on Progressive.

JOPLIN, Mo., Peb. 2.—Joseph W. Folk, ex-Governor of Missouri, formally opened his campaign for the Demogratic Presidential nomination here to-day at a meeting held under the auspices, of the Joplin Folk for President

Club.

In presenting his claims for the indersement of Missouri Democrats, Mr. Folk recalled the action of the state convention two years ago, which pledged its support to him. In reference to the candidacy of Speaker Champ Clark, he said he believed the Clark hoom was launched without the Speaker's convent, and that he was Speaker's consent, and that he was brought into the race by "his enthusiastic friends and the insistence of those elements opposed to the Folk candidacy."

candidacy."

The name of Weodrow Wilson was brought out by Mr. Folk in referring to the state convention, to be held here February February 20. He urged the co-operation of his friends and those of Governor Wilson, if he himself falls to get the convention indersement, in the support of a "progressive" candidate.

30 INDICTMENTS COMING Wholesale Dynamiting Arrests to Be

Made Simultaneously.

INDIANAPOLIS, Feb. 2.—Work was continued by District Attorney Miller today in completing the form of the 20 or more indictments which the Federal

investigation into the dynamite conspiracy.

It is said if any arrests are to follow, it will be arranged that they take place simultaneously three or four days after the jury reports. The delay will permit the sending of papers to the Federal districts in which any accused men are known to be.

A report from Chicago that Government agents were investigating a fire there hast December, in which records which might have thrown light on the dynamite cases were destroyed, was explained today in the statement that correspondence taken out of the fron workers offices here has led to search in many cities.

Noted Chemist Dies in Chicago.

Noted Chemist Dies in Chicago. CHICAGO. Feb. 2.—Dr. Waldemar Koch, associate professor of pharma-cology at the University of Chicago and one of the leading physiological chemists in the United States, is dead

Commission Rules Portland Is Natural Outlet for Valley Business.

COMPETITION NOT FORCED

Railway Can Make Through Tariff Over Longer Distance to Meet Competition, With Higher Intermediate Rate.

OREGONIAN NEWS BUREAU, Washngton, Feb. E .- The Interstate Commerce Commission today denied the application of H. S. Glies and other Williamette Valley merchants to reopen the Sacramento gateway on traffic moving from Eastern states to points in Western Oregon. In substance the Commissions holds that Portland and Willamette Valley points now have a more direct route via Short Line and O.-W. R. & N. roafis than they would have by way of Sacramento. The distance is about 500 miles less and the traffic crosses one range of mountains, while it would cross two ranges going through the Sacramento gateway. As the complainants admit that the present service is satisfactory, the Commission takes the view there is little to object to and in substance holds that these who do not want to route their ilication of H. S. Glies and other Wilthose who do not want to route their shipments over the Short Line and Co-lumbia River can ship by Sacramento, but also indicates that the railroads can reasonably exact a higher rate by that roule, inasmuch as the service over the shorter route is adequate.

Competition Cannot He Forced. "Complaint is brought," says the Commission, "out of mistaken belief that this Commission has power to order carriers to compete with each other."

other."

Proceeding with the main issues involved, the Commission holds:

"It cannot be said in truth that there is any transportation necessity for the re-establishment of the transcontinental freight rate to the Williamette Valley by way of the Sacramento-Siskiyou route, for it was admitted by one of the two witnesses for the complainants that the service given by the direct line was entirely satisfactory. That admission was not made as to rates, but as to service. Complainants feel that while they are well served rates, but as to service. Complainants feel that while they are well served under present conditions, they are not in a position to receive the full benefit of their location; by reason of the fact that both the direct line and the indirect line are now operated under the same management, which has entirely destroyed competition that previously existed and thus has placed them on the lateral instead of the main line.

More Direct Line Natural. "The situation, in a wore, is this: Two routes, which were formerly under separate managements, have now been merged, and traffic for which there was formerly competition is now forced by rate adjustment to move over a more direct line. So long as the public secures reasonable rates and prompt secures reasonable rates and prompts services by direct line, there is no substantial reason why traffic should not follow the line of least resistance.

"The Sacramento gateway has not been closed. Traffic may still move, if routed that way to Oregon points. The rate resulting from the combination of the combinatio

tion on Sacramento is, however, so much higher than that by the direct Oregon Short Line route that in effect the Sacramento gateway is closed. This the Sacramento gateway is closed. Inta-condition calls not for an order estab-lishing a new route but for an order establishing joint rates. Upon this question no issue has been here made and no evidence taken. Our power is limited to the establishment of reason-able rates and to the limiting of dis-

crimination.

"We have recognized in many cases that rates to Portland from the East are affected by water competition and from water competitive points at least are a margin below the reasonable rate. This being true, it would be manifestly beyond proper exercise of our power to establish the same rate to Portland by way of a line that is 476 miles longer and impressed by greater difficulties of operation by reason of difficulties of operation by reason of its high curvature and steeper grades, that obtains over more direct and more

operated routes. Rate Making Power Limited. "We can neither sever the Oregon Short Line from the Southern Pacific, so as to give them reason to compete, nor can we establish rates over the Southern Pacific which would bring Southern Pacific which would bring them into competition. Furthermore, it may be said that if the Sacramento gateway were still open as a real highway of commerce to Southern and Northern Oregon, the Commission would feel that this route, on Eastern business, was so direct that it might be permissible for the Southern Pacific to meet competition at Portland upon be permissible for the Southern recinit to meet competition at Portland upon the basis that it should not be compelled to maintain at intermediate points. In other words, that it might make the route to Portland by way of Sacramento, notwithstanding its long competing. haul, for the purpose of competing with the rate of the direct line, as well as water competition, and still make higher rates to intermediate "This is the policy which the Com-mission is pursuing in its application of the fourth section of the act."

LA FOLLETTE TO MAKE TRY

(Continued From First Page.) mately the regulars of the East would "throw" Taft and either take up Justice Hughes or look for a compromise out lows way or somewhere, where Senator Cummins would be sitting coy-ly awaiting a summons. Events of grand fury will vote on next Tuesday, at the conclusion of the Government's strated that there is to be no treachery among the Eastern leaders nominally friendly to Taft. Announcements that the last week, however, have demonfriendly to Taft. Announcements that are as binding as could be desired have been made and likewise preparations are under way by those once suspected to start active operations in the President's behalf with headquarters in Washington.

La Follette, whatever anyone else may do, is now in the race to the finish. been made and likewise preparations

STUBBS AMAZED AT HILLES

Kansas Governor Says Ohio Is Opposed to Taft's Nomination.

PHILADELPHIA, Feb. 2.—Governor Stubbs, of Kansas, today issued a reply to the statement given out by Secretary Hilles in Washington yesterday saying President Taft was gaining in strangth and "would be nominated and ciected." Among other things, the Governor

Coal, dry wood. Edlefsen Fuel Co. ** Says: "We have the amazing spectacle of

the President's private secretary trying to stop the rapidly-rising 'Roosevelt tide,' and put heart and hope into
his associates by claiming the State of
Ohio for his chief.
'I have reports of the most reliable
and trustworthy character which indicate that, unless conditions change at
the very last, a majority of the Ohio
delegates will be opposed to the renomination of the President."

GUNS TO BOOM FEBRUARY 12

President Taft and His Aides Will Speak in Different Cities.

WASHINGTON, Feb. 2.—The first heavy guns of the Republican pre-canvention campaign will be fired on the night of February 12—Lincoln's birthday.

President Taft will speak in New York: Attorney-General Wickersham will speak in Milwaukee; Secretary MacVeagh will speak in Lansing, Mich.; Senator Townsend, of Michigan, will speak in Detroit; Representative McCall, of Massachusetts, will speak in Minneapolis, and Representative McCall, of Massachusetts, will speak in Minneapolis, and Representative Minneapolis, and Representati

in Minneapolis, and Representative Hines, of Maine, will speak in Port-land. VICE-PRESIDENT IS SANGUINE

Sherman Thinks Taft Will Be Nominated and Re-elected.

WASHINGTON, Feb. 2.—Vice-President Sherman at the White House added his comment today to that of other Republican leaders who believe President Taft will be renominated and re-

"The situation, so far as President Taft is concerned, has improved won-derfully in the last four weeks," said

tories in November and not in Febru-ary. History will repeat itself this year," Mr. Sherman concluded. NEW YORK IS FOR TAFT

SUCH IS SENTIMENT REPORTED

Committeemen Say Voters Are Opposed to Roosevelt, Not Relishing Idea of Third Term.

BY COUNTY CHAIRMAN.

NEW YORK, Feb. 2 .- (Special.)-Reporting sentiment "all for Taft" among Republican voters, 40 chairmen of Republican county organizations throughout the state today reported to William Barnes, Jr., chairman of the Republican

state committee. Barnes had issued an invitation to chairmen of \$1 county Republican comchairmen of \$1 county Republican com-mittees in New York State to come here and talk politics, and 40 re-sponded. It was the first official can-vass of the state, and the report was that 40 counties were overwhelmingly for Tart and opposed to the idea of a third term for President.

The county chairmen from around the state said that voters were strongly op-

state said that voters were strongly op-posed to Roosevelt because they did not relish the idea of a third term.

In a telegram received yesterday by Ben Selling from Secretary Hilles, it was reported that President Taft has the solid support of Greater New York, comprising 23 out of 45 Congressional districts in New York State. The telegram said:

"Republican committee in Brooklyn, consisting of 263 members, unanimously indersed the President. Republican committee in New York County indersed President by vote of 583 to 17. These committees represent Greater New York City, which comprises 23 of 45 Congressional districts in New York

MILAUY MUSIN'I SMUKE

FRAU DRECHSEL SHOCKS SAN FRANCISCO HOTEL MANAGER,

Hereafter Women Must Shun Solace of Pungent Cigarette in Public Rooms of Hostlery.

SAN FRANCISCO, Feb. 2 .- (Special.) -Uplifted eyebrows and hostile stares will greet the next daring member of the gentler sex who indulges in a post-

the gentler sex who indulges in a postprandial clgarette in any of the public
rooms of the St. Francis Hotel in the
future. Manager Woods concedes that
it may be an European custom, but says
it will not be permitted in his hotel,
notwithstanding.

His fiat comes as the result of the
action of Frau Sophie Drechsel, a passenger from the steamer Cleveland, who
yesterday sauntered into the lobby of
the hotel calmly smoking a cigarette.
It was held in approved fashion between the first and second fingers. The
last finger was used to flick the burned
ashes into convenient receptacles.

Patrons and employes allke awaited
with interest the action of Manager
Woods, but Frau Drechsel had finished
before Woods was prepared to make

woods, but Frau Drechsel had histoed before Woods was prepared to make any statement. When it did come it, was to the effect that women in Europe were privileged to smoke and that, while it was not permitted in the lobby or public rooms of the hotel, the single infraction could do no harm.

"But," he concluded, "in the future—not so."

Fare Reduction Question Waits.

OREGON CITY, Or., Feb. 2.—(Special.)—President Josselyn, of the Portland Railway, Light & Power Company, has notified Secretary Latourette, of the Commercial Club, that he will be unable to confer with the committees from this city, Gladstone, Parkplace and Canemah, regarding the reduction of fares tomorrow evening, as had been planned. Mr. Josselyn wrote that he had to leave Portland for several days. It is probable that a conference will be arranged for next week. be arranged for next week.



Free Concerts to Demonstrate the New

February Victor Records A top-notch programme-no concert manage-

ment could afford such an array of talent.

A "request" programme-we'll give you a record supplement and you can pick out the selections you want to hear.

Just a hint of the variety:

5867 Carmena-Vocal Waltz Lyric Quartet Victor Mixed Chorus 31854 Songs of America, No. 1 17023 Lizabeth Ann In the Days of Girls and Boys Campbell and Burr Byron G. Harlan

Lucy Isabelle Marsh 60068 Just a-wearyin' for You 70066 Carmen Suite-No. 1, Prelude and Aragonaise Victor Herbert's Orchestra Enrico Caruso 87092 Canta pe' me (Neapolitan Song)

Ernestine Schumann-Heink

whether the liquor he drank was

Pension Surgeon Appointed.

ington, Feb. 2 .- Dr. Hewitt was to-

day appointed pension surgeon at Inde-

Always the same

good old

You

Can't Beat It

-because you can't

equal it. The bottles

bear the triangular

"The Finest Beer

ROTHSCHILD BROS.

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They Grow Hair

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erly Combined, Stimulate

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OREGONIAN NEWS BUREAU, Wash-

STORE OPEN TONIGHT



Morrison at Sixth. Victors, Victrolas and all the Records Steinway and other Pianos.

STEEL TO BE BRIEF

88336 The Cry of Rachel

La Follette Not Certain as to Uniting With Democratic Members.

NEWLANDS' MOVE FEARED

Proposal Pending, in Increasing Membership of Committee, Would Make Anti - Repub Combine Possible.

WASHINGTON, Feb. 2 .- The Senate committee on finance will begin hearings Tuesday on the House bill revising the iron and steel tariff. Members of the committee generally express

bers of the committee generally expressible the belief that the hearings would be completed within two or three weeks. Senator La Follette, who was present at today's meeting of the committee, said that he had not yet had opportunity to study the measure and was unprepared to express an opinion as to its merits. Even if he should unlite with the Democratic members in support of the bill, the regular Republicans on the committee would outvote the combination unless the Senate should adopt the Newlands resolution providing for the addition of one Democrat and one "progressive" Republican to this committee Some of the regular Republicans express apprehension that this course might be pursued. The committee now consists of eight regular Republicans, six Democrats and Senator La Follette, "progressive" Republican, making is members. The addition proposed by Mr. Newlands would increase the membership to 17 and give the Democrats and "progressive" Republicans a majority in case they should the belief that the hearings would be

the Democrats and "progressive" Re-publicans a majority in case they should unite.

CLEW TO POISON GONE

Body of Snead Witness Embalmed

poisoned, came to naught.

Throckmorton died last night from what is said to have been a mysterious illness. Physicians said his death resulted from alcoholic poisoning. A grand jury is trying to determine

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Resorcin is one of the most effective germ destroyers ever discovered. Betanaphthol is a most powerful, yet abso-lutely safe germicide and antiseptic, which prevents development of germ matter and creates a clean, healthy Before Court Order Is Served.

Before Court Order Is Served.

FORT WORTH, Tex., Feb. 2.—Because E. G. Throckmorton's body was taken from the hospital where he died to an undertaking establishment and embalmed before the court's order directing that an autopsy be held was served today, efforts to ascertain whether the state's principal witness against I. B. Snead, accused of having murdered Captain A. G. Boyce, Sr., was poisoned, came to naught.

Throckmorton died last night from what is said to have been a mysterious tilness. Physicians said his death resulted from alcoholic poisoning. A grand jury is trying to determine the state's a clean, healthy condition.

Pilocarpine, although not a coloring matter or dye, is an ingredient well established for its power to restore natural color to hyman hair.

Borax, because of its well-defined softening and cleansing properties is most useful in the treatment of scalp and hair diseases. Glycerine acts as a stimulant to the hair bulbs, and has a softhing, healing and nourishing influence. Alcohol is indispensable in medicine because of its antiseptic, attituded from the treatment of scalp and hair diseases. Glycerine acts as a stimulant to the hair bulbs, and has a softhing, healing and preservative qualities.

Recall "32" Hair Tonic is chiefly composed of these ingredients, which are compounded in a peculiar form, and we believe it is the most effective remedy known to medical science for

remedy known to medical science for scalp and hair troubles generally. W scalp and hair troubles generally. We personally guarantee it to eradicate dandruff and scalp irritations and to grow hair, even though the scalp in spots is bare of hair, providing, of course, there is life and vitality remaining in the hair roots.

We want everyone troubled with scalp disease, dandruff or loss of hair to try Rexall "93" Hair Tonic. If it does not remove dandruff and promote a growth of hair to the satisfaction of the user, we will without question or

a growth of hair to the satisfaction of the user, we will without question or quibble return every cent paid us for it. This guarantee is printed on every package. It has effected most satisfactory results in 93 out of 100 cases where put to a practical test.

Rexall "93" Hair Tonic is entirely unlike and in every particular different from anything else we know of for the purpose for which it is recommended. We urge you to try it at our entire risk. Certainly we could offer no better guarantee. Two sizes, 50 cents and \$1.00.

Sold only by the Owl Drug Co. stores in Portland, Seattle, Spokane, San Francisco, Oakland, Los Angeles and



We Get the Pick Of a Limited Crop

The famous Vuelta Abajo district of Cuba, yields, in limited quantity, the rarest tobacco in the world - the finest Havana tobacco grown.

Prom this limited quantity our trained experts in the field select the finest leaves for

Van Dyck "Quality" Cigars

These leaves undergo months of preparation in our own Cuban warehouses - are mellowed on native soil into superb fragrance and flavor.

Then they are shipped to one sactories in Tampa, and put into the hands of skilled Cuban workmen. So "Tampa-made" cigars of "Cubangrown" tobacco means a saving of duty that doubles the value and halves the

price of Van Dyck "Quality" Cigara In 27 Different Shapes 3-for-25c and Upward M. A. GUNST & CO .- "The House of Staples"

I want to secure the services of about ten first-class wide-awake salesmen to help handle my business. My office is now enjoying the biggest and best business that we ever have had and I haven't enough men to handle it. This month I am going to formally open Eastmoreland for sale and from present indications the sales this Spring are going to be phenomenal, therefore, I must be equipped to handle it.

Here is my proposition: Liberal commission, a powerful advertising campaign and the best and most talked-of proposition in Portland to sell—Eastmoreland, home of Reed College, which is now under construction. I have no room for dead ones, but to live, wide-awake salesmen I can give a position that is worth while.

Call at once on my salesmanager, Mr. J. F. Kinder, for further information.

F. N. CLARK 818-823 Spalding Bldg.

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"BIGGEST Y.M.C.A. IN THE WORLD" CAMPAIGN WEEK

JAN. 29 to FEB. 3 \$2-SAVED-\$2

On Y. M. C. A. Membership. Giving use of \$500,000 Club Building, Gymnasiums, Handball Court, Swimming Pool, Shower Baths, Library, Educational Classes, Employment Department,

Religious Activities. MEMBERSHIP \$5 to \$12 a YEAR

Call at the Y. M. C. A. and let a secretary show you through the building.

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ng, Binding and Blank Book Making Phones-Main 6201, A 2281. Portland Printing House Co. J. L. Wright, Pres. and Gen. Manage Book, Catalogue and Commercial Tenth and Taylor Sts., Portland, Oreg