Business Offices—Verree & Cenk-York, Brunswick building. Chi-ger building.

co Office-R, J. Bldwell Co., 743 Market street.

THE COMING WAR AT SEA. England having joined France and Russia in their war with Germany and Austria, attention is turned to the relative strength of the contending forces at sea and stimulates speculation as to the probable course of naval warfare.

In capital ships England is 50 per cent stronger than Germany and in pre-dreadnought battleships she is twice as strong. Assuming that Italy will join Germany and Austria when Britain declares war, the French navy alone is about equal to those of Germany's two allies combined. This leaves out of consideration the Russian Baltic fleet, which is so weak by comparison as to be practically at the

The most obvious thing for the British fleet to do would be to cross the North Sea, meet the German fleet if it ventures forth and do battle. victorious, the British could then blockade the German North Sea coast, including the great ports of Wilhelmshofen, Bremen and Hamburg. They could also blockade the entrances to the Kiel canal and the Danish straits, thus shutting German commerce into the Baltic Sea. It is possible, however, that Ger-

many may avoid a naval battle until she can catch England at a disadvantage. This may have been her purpose in withdrawing her fleet through the canal to Kiel. She is evidently making the most of her opportunity to dispose of the Russian Baltic fleet first. Having taken refuge in the Baltic, her fleet could be reached only through the canal or the straits. sound, only a few miles wide, which divides Denmark from Sweden, and, Austrian preparations are on a simi-though they emerged in good position lar scale. for battle, would risk escape of the

for the time being, the Russian capital. She might hope clothed, though the drone has become in the meanwhile to destroy some of a maddened hornet. the British battleships by means of into the Baltic, while the other part have been preparing. prevented escape through the canal. the enemy's forces afforded an op- his enemy, and carries a loaded gun portunity to fight a nearly equal force. for possible use, it is certain that ly the whole French navy is concenbine with the British squadron in waters in order to fight the pare for war were utterly mistaken. combined Austrian and Italian fleets. Victory for the British and French enable France to transfer troops from North Africa to France unhindered and to blockade Italian and Austrian ports. Defeat for them would bay open to attack the French coast, all the French possessions in North Africa and all the British outnosts in the Mediterranean. French troops would be shut in North Africa, and Italy and Austria would be free to attack Egypt, seize the Suez canal and block the gateway to India, China and Japan.

England has an advantage in what is practically a double line of naval defense on her own coast. Were her dreadnought squadron beaten in the North Sea or Baltic, the German dreadnoughts would probably be so hadly damaged that they would not be much more than a match for an equal number of old-style battleships, of which England has forty to Germany's twenty. Before Germany could really command the sea and England at her mercy, she would have to win a second and perhaps a third naval battle, and after that must run the gauntlet of the

FOUND WANTING.

in an emergency than would naturally and prepared the way for its de-ly be expected from a boy of 17 years. feat in other districts. He and one of his friends, young Van Tassle, were bathing in the Willam- eral appointments which might ette when the latter got out of his strengthen Tammany, but has not depth and began to cry for help. In- come out strongly against that orstead of proceeding efficiently to res- ganization. He retains in office 82 and larger regular establishment. By cue him Charles started on his bicycle Republican postmasters whose terms superiority of numbers, superiority of to carry the news to Van Tassle's have expired, more than sixty of them family five miles away. Doubtless his to punish Senator O'Gorman for opposintentions were excellent, but his ing him on canal tolls, and the hungry their superiority in the final analysis course was unfortunate. More unfor- Democrats are angry. He permits tunate still was the fact that neither Federal officials in New York to fight of the boys could swim. We infer Tammany openly, and so hot is the that to have been the case. It is incredible that a boy who could swim teen New York Representatives called should have acted as young Baise did on him to complain that Federal of- sian forces as can be mobilized imin such a state of affairs.

are in much the same situation as nite promise. The state organization these two chums were when they en- is shot to pieces and the New York fore the Russians will become a very tered the Willamette River "to cool Sun forecasts that, in consequence of makes "cooling off" an indispensable factional quarrels, the Republicans butions constitute little more process for everybody. It is necessary will gain at least ten seats in the covering troops along the frontier and for health as well as comfort. Boys House and that twelve will be doubtand young men cannot be prevented ing heat of July and August and it is fifteen seats in that state alone, foolish to try to prevent them.

them all to swim. This would of itself for amendment of the currency bill

A youth who can begin to drown the instant his feet case to touch bottom. Even if he can make only a few strokes that few may bring him back to safety. But Daily, Sunday included, one year.

Become of Fortland, Oregon, Postoffice as Eulescription last matter of the can make only a few strokes that few may bring him back to safety. But there would still be accidents, though not surface in the convention being instructed to give him a vote of confidence. There is a majority of the delegates to the state convention being instructed to give him a vote of confidence. There is a majority of the delegates to the state may bring him back to safety. But there would still be accidents, though not agreat many, even if every youth not sunday, in months.

2.75
Daily, Sunday included, one month.

2.75
Daily, without Sunday, one year.

3.80
Daily, Sunday included, one year.

3.80
Daily, Sunda

know about it and the consequence is ing made, the Republican expectation the death of one boy and a saddened life for the other. The day is coming when we shall try to make our schools with the tide of public opinion runwith the death of one boy and a saddened of a minimum gain of sixty-five seats tected by irrigation and clover. In the next House seems moderate, when we shall try to make our schools with the tide of public opinion runexist. Most of it comes from as useful as possible and think a great ning so strongly against the Adminis-

WHO ARE TO RULE?

ancient tradition.

The Oregon City Enterprise tells a story of a recent meeting of Washington County Pomona Grange, called for the purpose of discussing measures to come before the people next November. The Grange has 272 active members and between ninety and one hundred were present at the symposium. The consensus of opinion is reported to have been against: The universal eight-hour law.

The \$1500 tax exemption. Against doing away with capital

ounishment. Against the tax for the unemployed.

It may be assumed that the Grange, representing a large class of Oregon farmers, is becoming weary of the chronic misuse of the referendum. Here are four measures, two of which bear heavily against the farmer and another of which is of immediate concern to all taxpayers.

Moreover, no good excuse can offered for the presence on the ballot of the capital punishment bill. It was defeated in 1912 by a vote of 41,951 ayes and 64,578 noes. The issue was fairly tried, clearly submitted and emphatically determined. Yet here the same old straw is to be threshed over again, because someone, or a group of somebodies or nobodies, is not satisfied.

Well, what if they are not? Are the people?

THE COST.

The staggering cost of war in money is indicated by the preparaattack through the canal tion of Germany for the conflict. would be practically impossible, for first budget presented by the Imthe Germans could dispose of ships as perial Chancellor to the Reichstag they emerged, one by one. Were the calls for the immense sum of \$1,250, British fleet to go through the straits, 000,000. The English Parliament has they would have to pass through the voted a war appropriation of \$525,-000,000. Undoubtedly the French and

But these sums do not represent Germans by the short cut through the all the investment of the nations, canal and a raid on the British coast present and past, in the forthcoming before they could return to its de- struggle. The German empire has The British would, by block- for fifty years been building up a ading the North Sea coast and both great fighting organization, army and outlets from the Baltic, practically navy. It has cost an inconceivable annihilate German ocean commerce sum, all procured through taxation and render the German navy useless from the toiling masses and pro-for the time being. ducers. Your soldier and your sailor Germany might suffer this condi- is a drone in time of peace who must tion to last for a short time, while she be fed and clothed by the busy bees destroyed the Russian fleet, ravaged of commerce and industry. But when the Russian coast and perhaps raided war comes, he must still be fed and

mines or torpedoes on the North Sea thought such a war as now impends the firing lines will be rendered into go from Russia to England and might therefore it could not happen. But return to duty after a few days or tempt the latter country to send one evidently it is to happen. It is the weeks at the rear. So long as there part of its fleet through the straits struggle for which all the nations is enough of a soldier left hanging

If a man lives always in the expec-German fleet might venture a tation that his neighbor, who was dash from its lair when division of once his enemy, may again become A secondary field of action would sooner or later the crisis will come. be the Mediterranean Sea. Practical- So it is with nations. They have been long preparing for war. Now there is trated there and would need to com- war. All who have thought that the way to guarantee peace was to pre-

WILSON'S NEXT TROUBLE.

after Congress has disposed of the rain a succession of staggering blows anti-trust bills will be concerned with upon the French military resistance. control of the next House. If he loses It is quite possible that the German this, his power to dictate legislation strategists have fixed Paris as their Europe. will cease next March and will be main objective. greatly weakened at the short session beginning in December. The prospect on the French-German frontier, the from drinking. What will be blame of his party's success is so extremely Germans are massing to the north it onto with Vodka done away with? doubtful that he has now begun mol- with the evident intention of avoiding lifying those Democrats who are ag- the heavily-fortified French frontier grieved, and the promise is held out positions and also the concentrated that he will take the stump in Octo- French armies. This explains the viober in some of the doubtful states. lation of Belgium's neutrality and the He expects the present huge majority invasion of Holland which invited of 145 to be reduced, and he contem- British preparation in the war. The plates that probability calmly, for German strategists argued that the messages from his field marshals, large majorities are unruly and not advantage to them of utilizing Belreadily amenable to control, but he gium for an advance on France would has good cause to fear that the scale more than offset British military co-

be turned against him. ascribed to Democratic legislation, the fact that they rate the English and continued high prices cause the military establishment lightly, the dominant party to be blamed for dis- maximum force which England could appointed hopes. This general senti- send abroad at this time not exceedment has done much to heal divisions ing 150,000 men and these comparing among those who oppose Democracy and to unite them against it. About efficiency with German or French fifty Democratic Representatives owe their seats to divisions among opponents and expect to be retired at the vance through Belgium along the rail-Charles Baise, of Salem, seems to Fall election. The President's course have shown rather less common sense has produced division in his own par-

In New York he has avoided Fedficials were obstructing their renomi-No doubt hundreds of other youths nation, but he gave them no very defi-The hot weather of this season the anti-Democratic reaction and the frontier. The present Russian distri-

Party discord is rife in other states.

The sensible thing to do is to teach semant of the currency bill the withdrawal of Austrian forces.

Party discord is rife in other states. against Poland as the demands of the French campaign will admit.

The withdrawal of Austrian forces

PORTLAND, WEDNESDAY, AUG. 5, 1914. deal less of making them conform to tration it would not be surprising if enough additional seats were won to insure Republican control.

Only about 27 per cent of the tilable land in the United States is under cultivation, and that which is the extreme. They waste work and exhaust the soil. When a man raises from ten acres no more than five throws away more than half his babbling stream?

hardly begun as yet to tap the re-

REAPING THE WAR HARVEST.

reported the toll has not been heavy. are very beautiful, But the war is still in its sparring Covering detachments and patrols have clashed for the most part with trifling losses of a few hundred. And what is a few hundred lives in such a war!

But once the thing has grown into the cauldron of fury that seems inevitable, the wounded will multiply by the thousands. Vigorous young men who are now marching forward in the heyday of life and health will be stricken down by the missiles of men they have never seen, but whom, in the insanity of battle, they seek to destroy. Since the vital organs offer a smaller target space than the remainder of the body, it follows that the number of wounded will exceed the number of killed. The small-caliber steel-jacketed projectile used by all participants is seldom fatal unless a bone or vital spot is hit. Occasionthrough the lungs survive.

Few living men have seriously portion of Europe not monopolized by some of those south Europeans. together use is made of him. He is permitted to remain out of action only long enough that the wounds may heal. Then he returns to the savage work of helping run up the casualty lists on the opposing side.

Germany has set out to crush France at the very outset of the great, many-sided struggle that is now on with constantly-increasing fury. velopments of the few hours since the ists leaving they will not need the French attitude became positive make lights, anyway. President Wilson's next trouble it quite plain that Germany plans to

Instead of a frontal attack in force operation with the French. The Ger-Unfavorable business conditions are man strategists make no secret of most unfavorably in point of military

troops. The assault at Liege and the adway towards Paris was made in force and naturally the French will have to send an immense force to neutralize this attack, at the same time leaving heavy forces against frontal and flanking attacks farther south. this strategy Germany has made the fullest use of her superior mobility organization and superiority of moblization the Germans hope to prove of war and bring France to her knees, stripped of the powers of further serious resistance.

In the meantime Austria must take care of Russia; at least of such Rusmediately for aggressive action. The Russian mobilization is notoriously slow and it will be several weeks bedangerous problem on the German the invasions have no consequence. men cannot be prevented ful, leaving only ten surely Demo- Germany, of course, has not left her into the water in the rag- cratic. Republicans expect to gain frontier wholly to the Austrians, makfrontier wholly to the Austrians, making as much of a show of

if it were tilled scientifically. The twenty-four hours. Perhaps the road ordinary back yard will grow food for surface suffers upon the whole as a family with some to sell under skill-ful hands. The sewage of Portland rain in Winter. This is one reason, would double the crops of the vicinity but not the only one, why sheltering if it were saved and utilized. We have trees are so desirable along country roads.

Which is the more pleasure, to travel to lovely spots or sit in the shade and look at pictures of them? Feverish activity in equipping One of the August magazines prints emergency reserve hospitals through-out Europe brings attention to the night sun seen from Northern Sweden, grim reality of warfare. Nothing is We dare say they show a good many quite so certain as that there will be of the interesting points of that phethe people to rule? Or only some of an immense harvest of wounded men nomenon as well as the ordinary eye to occupy these hospitals. So far as could pick them out. At any rate they

Should a coffee-house actually be opened at the old and unreverend Bottle House on Burnside street, the cause of virtue will have gained some. thing worth having. The bubbling fountains on the corners did more for temperance than a dozen laws could When we have found the right road to a desirable goal why not travel it?

Foreigners who are serving for misdemeanors in the Los Angeles jails will be given their freedom provided they want to go to war. The wiser ones will remain in the Los Angeles

The Administration rushes feverally men hit in the head or shot Mexico were able to get no response.

If the clash continues for a number of months the harvest of wounded will mount to a frightful total. That

pected to join in the Continental war. His talent is wasted in Mexico. Prince Bonaparte is anxious to en-

we heard that name before in connection with the French army? The Frenchman certainly appreciates a joke. The 100,000 Germans

in France are to be herded across the Spanish border. Shortage of fuel may throw Paris

It really is too bad those gadding Americans are shut off from scatter-

ing American dollars throughout The Czar forbids Russian sailors

If the Kaiser should win there wouldn't be room in the same world with him and the Monroe Doctrine.

About time for the Czar to receive some of those "I regret to reportsky

If it be true that the world loves a good fighter, the world's affections are to be hopelessly divided.

With the oil output curtailed old John D. must again be conjuring up visions of the poorhouse.

The trail of the victorious armies will be marked by the empty meat cans from America.

But where are the female regiments to uphold the equality of the sex in that European war?

Portlanders in Europe will have stories to tell when they get home.

Moratoriums are needed, but the great necessity will be crematoriums. Belgian forces may enter the conflict. A mere drop in the bucket.

Casualty lists from the deer-hunt ing zones should be along soon, Shade of Napoleon to Shade of Al

exander: "Pretty warm, Alex." Let everyone take up that "Swa the forest fires" slogan.

The American eagle has the dove peace under his wing. Hogan's ultimatum "Happy"

Hostilitles at East First and Ha

Great thing to be an American ju Hear the British Lion roar!

FOR BOOTH OR CHAMBERLAIN? Basis on Which the Senatorial Issue Is

Eugene Register.
A number of Democratic newspapers

cultivation, and that would be surjusted produces no more than a would you build a palace and surjusted produces no more than a would you build a palace and surjusted fraction of what it might. Our methods of growing crops are primitive in found it with gardens, lawns and the extreme. They waste work and little space of the decise woods near a little space in the dense little space in the dense woods near a little space in the dense little space in the dense woods near a little spa would grow under proper tillage he What is a vacation home without a protection of the Oregon lumberman

throws away more than half his time, labor and invested capital. If half the hills in a cornfield are vacant something is wrong with the man who owns it. He has not learned the elements of good management.

There is vacant land enough inside the limits of Portland to feed the city if it were tilled scientifically. The lem is to look after ourselves, letting foreigners look after their own interests. He does not believe in reducing the profits of Oregon farmers and the Oregon farmers and the Oregn farmers and the Oregon farmers and the Oregon farmers and the the profits of Oregon farmers and the wages of Oregon laboring men in or-der to open up new markets and make better times for New Zealand and

China and Argentina and Canada.

Mr. Chamberlain stands for free trade with the world. As the candidate of the Democratic party, he believes in unrestricted competition with every nation. He believes that Chinese eggs should be permitted to enter this country free, flooding the Oregon mar-kets and reducing the profits of the Oregon poultryman. He believes that New Zealand butter should be admitted to the United States free of duty to de-moralize the Oregon butter market and cut down the prices received by the Oregon dairyman. He believes in ad-mitting Canadian lumber free to the detriment of the Oregon lumberman. As Democratic Senator from Oregon, he voted for the Underwood tariff law that has brought all these things about. As a Democrat Mr. Chamberlain has a tender solicitude for the foreigner that

These are the issues in the Senatorial campaign this Fall, and it is to avoid them that Democratic newspapers and oliticians are turning to abuse of Mr.

WE WILL GET MUCH NEW TRADE European War Will Not Be Without Benefit to United States.

of Europe. Their shops and stores will be closed and great disorganization prevail for a long time. With our competitors doing no business we will petitors doing no business we will story. It's only extreme loyalty to the swept away and everything north to story. It's only extreme loyalty to the swept away and everything north to country that has held capitalists in or torpedoes on the North Sea thought such a war as now impends and thus reduce the odds to be possible. The only reason was st her. A call for help would that it would be too horrible and that

cannot. In other words this is where invested in this country. Germany an list in the French army. Where have this country and Japan will reap bene-fits. We shall have prefound sympathy Into a useless war, but we should not be too pessimistic. The other markets for investment in the world? What must buy somewhere and will buy of us. ROBERT C. WRIGHT.

On the Proposed A. M. E. Church. NEWBERG, Or., Aug. 3.—(To the Editor.)— I have read the account o the controversy between the residents of Halsey street and the congregation into darkness. With American tourof the A. M. E. Church with much inter est and have been expecting to see something from the clergymen of you ne sort and in view of the fact that all Christian churches are regularly taxed for the support of negro missions, there funds for these missions as, if the negro is unfit to occupy a house of worship the neighborhood of whites, it is also nfitting for the whites to go among them proclaiming a religion his case, is so completely forgotten. The race question is of no personal in-terest to me as I am a German-Amer-

arranged for these dainty people who are providing amusement for the unbeliever by their present performance. A. M. F. You and George Washington.

believe in common justice and doubt if heaven will be satisfactorily

Bernard L Bell in the Atlantic.
You and your great-great-grand-father are not very different the one from the other, save in accidents. You may not eat with your knife as George Washington did; you wear neither knee breeches nor a powdered wir; when you get a fever you are not bled; you write your "s" above the line, and not so that they look like deformed "fs"; you think and talk in the patois of the him and talk in the patois of the him and talk in the patois of the him to pay \$150 or \$200 for prison merely for information to embedding the patois of the him and talk in the patois of the him and talk in the patois of the him they collapses into a state when the country. Braichen magazine in the country. Braichen said he is making more than \$5000 a state in the country. Braichen said he is making more than \$5000 a state in the country. Braichen said he is making more than \$5000 a state in the said he is making more than \$5000 a state in the said he is making more than \$5000 a state in the patois of the Kankakee State Hospital for the Insane. If each in the year by his writing. He is uneducated, there and a hitch taken in there it is this sort of economy which he worked there and in the Joliet price of the new gowns for his wife or daughter without turning a hair.

"It is this sort of economy which he worked there and in the Kankakee State Hospital for the Insane. If each in the worked there and in the Allies is making more than \$5000 a state is

ical equipment reacted in him upon his ness environment and reacts in you upon your environment. The only difference between this age and any age that has gone before is a difference in accidents, a difference in environments. The same in all generations.

Ten Million Bees Invade London. ondon Cable to Chicago Inter-Ocean. London bridge recently. There were 10,000,000 of them bound for a bee farm at Bures, Suffolk, to begin with; there were also some others, healthy Er specimens, close by, a couple of dozen of which for a few glorious minutes may be said to have "made things

Eventually the carman and a parcels clerk tackled the romaining bees and put them in a box, but the few that escaped did wonders, and posspiring travelers fied as from an unseen terror.

Then and Now

The Revenue Cutter Service.

A number of Democratic newspapers and politicians are attempting to make political capital out of the fact that Mr. Booth is a successful business man. They dare not attack his character or his personal life, because they know that both are above reproach. Therefore, they adopt the only alternative that is left them and attack him because he has made a success of his business. It is a contemptible plan and savors of the methods of the I. W. W.

The issues in the Senatorial campaign in Oregon this Fall are in no scnee personal ones. R. A. Booth, the candidate of the Republican party, is a clean, upright and highly capable man who, if he is elected, will serve his state with great honor and credit. He has the qualities that will enable him to become a power in the United States Senate and to make the influence of Oregon felt at the National capital, George E. Chamberlain, at present the senators of Alaska Senators and Control of Senator from Oregon and the senators of Alaska Senators of the Democratic newspapers.

Senate and to make the influence of the toted by irrigation and clover. The stocked by irrigation and clover. The symbol is smoke is a nuisance that ought not to exist. Most of it comes from fires started with criminal carelessness, of course slashings must be burned, but the July and August smoke is mostly caused by fires in standing timber.

If you had all the money you wanted to spend and had made up your mind to build a vacation retreat for yourself what plan would you follow? Would you build a palace and surround it with gardens, lawns and fountains? Or would you cut away a little space in the dense woods near a cold brook and build a log house, is cold brook

PHILANTHROPY OF GREAT NATION. Wealth of Which We Are Divesting

Ourselves Could Be Used at Home. ASHLAND, Or, Aug. 3 .- (To the Editor.) - What is the sense of giving up the Philippines? Or what rationa Kamschatka there is a string of islands fencing in the whole Asiatic con-tinent, and all belonging to our rivals except the Philippines, which are only gateway to the mainland. If we abandon these they would be divided between England, Germany and Japan before the sun went down. Then would become of our Asiatic to We would have to do business the continent by "sufferance" which would be rather galling to our pride and the twenty millions our Govern ment paid for them would be tossed overboard.

Can you explain so we can under-stand it, how psychology so influences commerce as to make business good when facts prove differently? ness is good now, then with the great crops assured, it should be twice as good. Booms always come in July August, if at all, and when the crops

Twenty per cent more business fallures, \$88,000,000 gold gone to Europe thus far this year; prospects of \$25, 000,000 more to be sent to Colombia; \$500,000,000 already driven into Can PORTLAND, Aug. 4.—(To the Editor.)
-The pessimists pretend to see future istration that the United States will The Administration rusines reversible to the aid of a few Americans who are temporarily short of funds to buy terrapin in Paris. But Americans threatened with death and ruin in Mexico were able to get no response.

A local Serb craves to shoot his own brother in the Austrian army. The war lust is thicker than blood with

Sweden, Norway and other noncombat-ant countries to supply.

These papels will These people will not be broke and so far. For instance, there are said we shall sell to them because the others to be three billions of English money France have as much more. Do suppose they would consent to sit pinely down and swallow everything would happen if they decided to with draw and sell all their securities fo what they could get?

The world has grown so small in recent years that when one nation suffers others do. don't know much about psychology

unless it is spelled shy-collegey. R. D. RILEY. AS WE AMERICANS ARE SEEN

rights. So far I have seen nothing of Clothes as Unselfish Trait. Clothes as Unselfish Trait.

-London Cor. New York Times. Under the title "American Men and American Women," the Spectator takes seems a considerable difference be-tween theory and practice. It is to be tween theory and practice. It is to be hoped there will be no further call for against the frequent remark, recently revived by a French woman visitor to the United States, that Uncle Sam's sons compare unfavorably in looks and sons compare unfavorably in looks and general appearance with Columbia's daughters. The Spectator says:

"If a Frenchwoman thinks that the visible disparity between the clothes of American women and those of Ameri-

can men betokens some moral or social inferiority in the men resentment becan men betokens some and the comes almost an obligation on Englishmen, who know her misapprehension.

"The American man does not care about his clothes, not being a mere male bird which requires the better plumage. He is not a 'dude' and so buys a suit for \$15 or \$20—a suit that is turned out from standardized patterns more quickly even than a cheap motorcar—and with a seam let out year by his writing. He is uneducated, a guard in the Illinois State Peniteentary here, nois State P

think and talk in the patois of the highly organized society of the 12th century, not in the vernacular of rural Virginia in the 18th century.

But, after all, you and Colonel Washington are about the same in all points essential to humanity. The same passions rule you; the same needs impel you; the same sort of mental and physical equipment reacted in him upon his ical equipment reacted in him upon his local equipment reacted in him upon his ness versatility. His optimism and versatility are the only particular expressions of his courage. He is never down-hearted if his business has gone to pot for the time being, he tells himself that his wife will be wearessential things of life are the ing the best gowns in the city in all generations. and is sold up, he turns to another business with the energy of a boy and, perhaps, makes a second quicker than he lost the first. "He rides, hunts and plays games, when he can find the time, with the same sest and pluck. He need not bother about his clothes."

hum."

On the bumpy journey across London bridge to the train for Holmwood the box containing a hive broke and suddenly every one was in a hurry.

Eventually the carman and a parcels clerk tackled the remaining a parcels

Little Editorials on Business

Three Functions of an Ad.

An Eastern manufacturer who and never advertised his product to the consumer has earned and paid his stockholders 10 to 15 per eent every year.

The business has grown steadily and now has reached the point where larger concerns are feeling its competition.

"Up to this point we have been dvertised by our friends," said the nanufacturer, "but now our ene mies are advertising us to our dealers by pointing out the fact that we are not advertising our goods to the consumer.

"All I know about advertising s what I have read about it. Some if our competitors have grown faster than we have; therefore, advertising must be a good thing. "I am strongly of the opinion that we ought to tell more people about the merits of our goods, but

want to know where it is going o land me before I make the He had rend of the miracles wrought by advertising certain potential specialties when they were sprung on the public the first time He wanted to duplicate these suc-

esses with something startling, lever or sensational and opined that two or three ads would turn The first advertisement of vacuum eleaners, automobile starters, and other new labor-saving devices brought a large volume of business simply because they gave the news

about an article designed to meet a want hitherto unsupplied. But this prospective advertises manufactures an article used daily by every member of the family. It is a trade-marked line and there are probably 50 other concerns engaged in making similar lines, of

varying degrees of excellence. The advertising of a commodity must be continuous to be effective. The campaign should cover an entire season, a full year or longer. Such advertising is cumulative. It gathers strength as it progresses. An advertisement can do only

three things: First-Attract attention. Second-Create desire. Third-Force action.

These three things must be done wer and over again before the advertiser can hope to divert the attention of the consumer from other lines on which the demand and reputation has been established by good advertising.

The advertising that continuousperforms all three of these functions serves its purpose in helping the advertiser sell his goods at a

Twenty-Five Years Ago

From The Oregonian of August 5, 1889. Spokane Falls, W. T. Aug. 4 .- All f the business and part of the resience portion of Spokane burned to-night in two hours. Not a grocery, dry goods or provision store is left. All he banks were burned. The Northern

A meeting of the Multnomah Driving Association will be held at the White House at 8 o'clock this evening for the purpose of considering the advisability of giving another race within a few

Country roads are in a terrible condition, in many places the du four to eight inches in depth. Mrs. D. W. Williams, one of the old-

est residents of the city, died on Satur-day at the age of 95 years. She was for many years a member of the Bap-Captain M. Sebree, inspector of the Thirteenth Lighthouse District, been relieved and ordered to W

Colonel Marshall McDonald, of the United States Fish Commission, ar-rived here Saturday on a tour of in-spection, accompanied by George H.

Mrs. Edward Holman will leave for exterville tomorrow morning to visit

JAIL GUARD IS A BEST SELLER Jollet Attendant Says He Wrote the

Novel, "Once to Every Man," Jollet (III.) Dispatch to Chicago Tribune. Max Erxieben, a guard in the IIII-

Letter to the London Spectator. It may interest many readers at the oment to be assured that the attachment of honors by corrupt means is no modern invention, witness the folno modern invention, witness the following cogent posteript from a letter of the celebrated "Steenie" (Duke of Buckingham), to his majesty King James I, printed in Dairymple's Memorials: "Here is a gentleman called Sir Francis Leake, who hath likewise a Philosopher's stone: 'tis worth but a Philosopher's stone; 'tis worth but Eight Thousand; he will give it me if you will make him a baron; I will, if on command not the contrary, have his patent ready to sign when I come down. He is of good religion, well born and hath a good estate. I pray you burn this letter."

A Husband's Diplomacy.

Boston Transcript. Mrs. Eve-Can't afford to let me go to the seashore? Why not? My board there wouldn't cost much more than Eve_I admit that, my love, but think of all the money I'd have to spend entertaining myself in your absence.

Three Fish in One Trip. Birmingham (Ala.) Age-Herald.

"How many fish have you caught, uncle?" asked the passer-by. "Waat," replied the sgod darky, thoughtfully, "of Ah cotch dis heah one Ah'm afteb, an' two mo', Ah'll hab three."