

'GO AFTER MASSES' PANDOLFO'S ADVICE

Stock-Selling Arguments Dis-closed at Trial.

"FROZEN FACE" IS MET

Washington Money Hard to Get, Writes Vice-President of Motor Company; Case Nears End.

CHICAGO, Nov. 6.—Government attorneys today said they hope to finish the presentation of their evidence in the trial of 13 officials of the Pan Motor company, charged with misuse of the mails tomorrow or Saturday.

Much of the afternoon session was taken up with the reading of correspondence between H. S. Weigle, then vice-president of the Pan company, and S. C. Pandolfo. Weigle was selling stock in Washington state at the time.

"Go after the common people—the masses," Pandolfo advised him. "They are the boys. We want people for our stockholders who buy their stock in lots of five to 25 shares each. We want to distribute the stock widely and not to sell it in one lump. That line of talk is a winner in selling," he added. "Such people realize from the start that they cannot have any more than 25 to 50 shares of a stock they immediately want some of it."

"Get some man to introduce you and go about with you in any community you enter and give him 5 to 7 per cent commission on the stock you sell. Then capitalize his friends and acquaintances."

"The people here are lousy with money, but it is hard to get," Weigle wrote in return. "When you mention stock to a prospect in this country, he puts one hand on his pocket, the other hand on his watch, and looks at you with a frozen face."

Weigle resigned his position as vice-president of the Pan company while in Washington. "I have felt the responsibility keenly," he said, "and I feel that I have not had the education or training to fill the position properly."

L. R. Whitted of Denver, Colo., told of buying stock in the Pan Motor company and identified circulars that had been sent to him. He is a superintendent of construction in the treasury department.

One of the circulars read after Mr. Whitted had identified it was entitled "The Real Truth" and was in answer to a report published by the Monte Vista stock sales investigating committee, unfavorable to the company. Various persons and organizations are quoted in this circular to refute the statements by this company.

Mr. Whitted decided some time ago that the Pan company was not a good investment and wrote to the company a letter introducing in that evidence saying: "Too much of the value claimed for the stock is in intangible assets. Too much of the money paid into the company has been diverted into the promotion of it."

PUBLIC'S RESPONSE COLD

(Continued From First Page.)
pledged its entire co-operation to the Red Cross in this drive.

Whitened Finnish Tuesday.
Precinct captains will be confined in their solicitation for their precincts for every day of the drive except the final day, next Tuesday. On that day, celebrated as Armistice and American Legion day, all precincts may be held anywhere in the final whirlwind campaign.

According to Henry E. Reed, city manager of the drive, Portland chapter of the American Red Cross has spent an average of \$975 a month for the relief of ex-service men and their families this year.

The director-general of the railroads has instructed his regional directors to permit the Red Cross posters and solicitors at railroad stations. W. C. Lee, president of the Brotherhood of Railway Trainmen, has instructed the men under him to "use every honorable effort" to promote the cause of the American Red Cross in its membership drive.

SINGERS HELP IN CAMPAIGN

Official Red Cross Song Heard in Local Theaters.

"Do Your Share," official song of the American Red Cross, adapted to the tune of "Over There" and being sung during intermissions at the various theaters and moving picture houses in the city during the next five days by leading singers of Portland, who have volunteered to assist in the Red Cross membership drive.

This feature of the drive began last night and was enthusiastically received by patrons of the theaters. The programme and arrangements for the singers is under the direction of George Hotchkiss Street, chairman of the musical features of the campaign.

The list of singers included Mrs. Dudley Clark, Mrs. Fred Olson, Mrs. Ray Henke, Miss Fay Ruddick, Miss Alice Bender, Miss Irene Alleman, Mrs. Alice Price Moore, Miss Gertrude Hoover, Mrs. Blanche Ferguson, Mrs. Fay Huntington, Walter Jenkins, Otto Wedemeyer, Ernest Crosby, A. E. Davidson, George D. England and George Hotchkiss Street.

Sides giving the words and chorus of the song were shown on the screens at most of the theaters and the audiences joined in the song. Singers appeared at the Liberty, Baker, Hellie, Fantages, Hignett, Columbia, Peoples and the Star theaters.

Bond Interest Guarantee Asked.

SALEM, Or., Nov. 6.—(Special.)—The Silver Lake irrigation district has filed an application with the irrigation securities commission, requesting the state to guarantee interest on \$300,000 in bonds of the district for a term of five years. This irrigation district is located at Silver Lake and covers approximately 8000 acres. The proceeds from the bonds are to be used for construction of a reservoir and irrigation system.

Salem Water Supply Discussed.

SALEM, Or., Nov. 6.—(Special.)—At the monthly luncheon of the Salem Rotary club, held at a local hotel today, Paul E. Wallace discussed the water situation in this city. Mr. Wallace, who is an official of the Salem Water company, said recent tests showed the water supply to be free from contamination and of excellent quality. Frank G. Debebach spoke on the labor situation.

Today and Saturday
Choice of Liebes

Entire High-Grade Stock
of Misses' and Women's New

FALL SUITS

25% Less Than Regular Prices
Including virtually all the season's most desirable models, fabrics and colorings. Many newly arrived suits intended for regular stock at much higher prices.

Harry Collins and Other
Exclusive Models Share the

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Extra Special!

50 Suits specially priced for today and Saturday. Tricotine, Silvertone, Tweed and check Velours—in assorted colors. Your choice

\$38.75

"Bryn Mawr" Suits (Exclusive with
Liebes in Portland) \$39.50 and \$45

100 New Coats for Misses' and Women

Representing the most unusual
values offered thus far this season.

Materials	\$79	Styles
Tinseltone		Russian Blouse
Bolivia		Ripple Back
Pom Pom		Panel Back
Velour		Straight Line
Camels Hair		with Throw, Shawl
Frost Glo		and Convertible
Silvertone		Collars; String
		and Tie Belts
Navy	Taupe	Beaver
Rust	French Blue	Nut Brown
		Twilight

Fur Trimmed

With Opossum, Raccoon, Sealine, Nutria
New shipments just received make this sale doubly interesting.

Store Hours
9:30 A. M. to
6:00 P. M.

H. Liebes & Co.
ESTABLISHED 55 YEARS
FURS 149-151
BROADWAY

No Exchanges,
Refunds or
Reserves.

COAL OUTPUT INCREASES

SITUATION IN MOUNTAIN DISTRICT IMPROVING.

Colorado Governor Says Strike Caution Not Last Much Longer; Troops to Remain in Fields.

DENVER, Colo., Nov. 6.—Increased coal production in Colorado and New Mexico brought statements yesterday from operators and from Governor Shoup of Colorado that the strike could not last much longer. Some what the same view was expressed by Governor Carey of Wyoming on his return to Cheyenne from a conference with miners and operators at Rock Springs. "I expect the strike to end within the week," he said. Miners' officials asserted their cause was gaining.

There was nothing definite in the day's news upon which to base assertions that the strike was nearing an end. The Colorado Fuel & Iron company, largest operator in Colorado, announced that 48 per cent of the men had returned to work and approximately 30 per cent of normal production was obtained. Presence of troops in New Mexico resulted in resumption of operations on a large scale, according to operators at Gallup.

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For Infants and Children
In Use For Over 30 Years

Always bears
the
Signature of *Chas. H. Hitchcock*

HEAD STUFFED FROM
CATARRH OR A COLD

Says Cream Applied in Nostrils
Opens Air Passages Right Up.

Instant relief—no waiting. Your clogged nostrils open right up; the air passages of your head clear and you can breathe freely. No more yawning, snuffing, blowing, headache, dryness. No struggling for breath at night; your cold or catarrh disappears.

Get a small bottle of Ely's Cream Balm from your druggist now. Apply a little of this fragrant, antiseptic, healing cream in your nostrils. It penetrates through every air passage of the head, soothes the inflamed or swollen mucous membrane and relief comes instantly.

It's just fine. Don't stay stuffed up with a cold or nasty catarrh. Adv.

ming to indicate any attempt to re-sume operations.

Governor Shoup yesterday told labor representatives that troops would be kept in the coal districts of Colorado until the strike was ended.

FRENCH MINISTER IS OUT

Premier Forces Retirement of
Enemy of Peace Treaty.

PARIS, Nov. 6.—(Havas).—Premier Clemenceau this morning summoned to his offices Albert Le Brun, the minister of blockade and invaded regions, and demanded the minister's resignation, which later was ten-dered. The premier afterward received Andre Tardieu, head of the general commission for Franco-American war matters, and appointed him as M. Le Brun's successor.

M. Le Brun is running for election as a deputy from Muerthe and Moselle on the same ticket with Deputy Louis Marin, who cast his vote against the

peace treaty on the question of ratification by the chamber of deputies.

M. Clemenceau told the minister that he could not permit a member of the Clemenceau cabinet to figure on the same list with a peace treaty opponent.

DOGS HIT GOAT INDUSTRY

Attempt to Breed Given Up When
Animals Are Slaughtered.

VANCOUVER, Wash., Nov. 6.—(Special.)—In 1902 C. S. English and his father bought 220 acres of land near Camas, and settled down to make a home and a living. The next year \$14.50 was paid by them for taxes.

With \$0 acres of the tract improved, the tax this year on the same land, including automobile, truck and tractor, amounted to almost \$700. To get some return from the raw land, Mr. English bought 100 Angora goats and turned them loose to eat down the underbrush. The next year

there were 76 kids, but of this number only three were raised. Dogs singly and in packs preyed upon the helpless kids and destroyed 72 of them. Several years the experiment of raising goats was tried, but the dogs killed such a large percentage that the breeding had to be abandoned.

Mrs. Theodore Hoss on Tour.

CENTRALIA, Wash., Nov. 6.—(Special.)—Yesterday afternoon Mrs. Theodore Hoss, departmental president of the Ladies of the G. A. R., left on her annual trip of inspection of every circle in the state of Washington.

While she is gone she will visit 25 circles on both sides of the moun- tains and will be gone until Decem- ber 22.

\$62.50 to \$67.50

Suits

Specially Priced

\$49.75

Tricotine, serge, velour and silvertone in most attractive modes are yours to select from in this group of "practical" suits.

You Can Always Use
Crepe de Chine
and Georgette
Blouses at \$5.00

They are really splendid quality, some of severe tailoring, others softened by dainty touches of lace, embroidery and hemstitching. Our \$5 blouses have always been a special feature—you will find these exceptionally fine for the moderate price.

No approvals
No Deliveries

New "Togs" for Thanksgiving Gaieties

Prices on suits, dresses and hats have been so wonderfully reduced that you can satisfy your longing for "something new" with a clear conscience. Economical women look first to the Emporium for "better values," knowing that every demand of fashion, service and economy is answered here.

Make Sure of Winter Comfort With

One of These Coats \$29.50
Each group includes full-length models of velour, silvertone and mixed fabrics in loose-back effect or belted, as well as the popular short plush coats with fancy lining.



\$29.50 to \$33.50 Silk
Dresses Specially Priced

\$25.00

Dresses exceedingly smart—distinctive designing makes each one desirable for many occasions.



A fur scarf makes a wonderful gift. Have us lay one aside until you want it.

No Reserves
No Exchanges



500 Hats!

Trimmed hats priced \$10, \$12.50, \$15

\$16.50 Reduced to
Hats taken from regular stock and marked in some cases less than half. Beaver, velvet, feathers, flowers, embroidery, combine to make them unusually charming styles.

\$7.50

\$7.50

Here they are:
Five of these modish hats included in this group are sketched.

EMPORIUM
Z SWETT CO.
124 to 128 SIXTH ST. JUST OFF WASHINGTON

Many others equally attractive are here for your choice. You'll surely want one!

Our Great Annual Money-Saving Event Ends Tomorrow

Woolen Goods Sale

of the Brownsville Woolen Mills

Ends Saturday Night!

The Consumer Makes Real Savings on These
Staple Woolen Goods Sold "Mill-to-Man"

Cut Prices on All—

Men's Wool Underwear	Men's Wool Socks
Men's Wool Shirts	Men's Wool Mackinaws
Men's Wool Sweaters	Blankets
Indian Robes, Blankets	Auto Robes
Women's Wool Sweaters	Women's Wool Coats
Boys' Wool Underwear	Boys' Wool Hose
Boys' Wool Mackinaws	Boys' Wool Sweaters

Buy Your Winter Woolens Today or Tomorrow
and Save Money.



Woolen Mill Building

Brownsville Woolen Mill Store

Mill-to-Man Clothiers Third and Morrison Streets

You'll Come Round to the

APEX

Electrical Washer

Sooner or Later—
Why not start it working for you today?
We are making a SPECIAL OFFER This Week

PHONE

J. C. English Co.

Upstairs at 148 Fifth St. Between Morrison and Alder
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Father Time may bring on Gray Hair

—But we can still retain our youthful appearance by keeping our hair its original color—with the use of Prof. John H. Austin's—

Co-Lo Hair Restorer

A scientific process for developing the natural color of the hair in a similar manner to that of developing a photographic negative. It is positively the only satisfactory and lasting treatment for restoring color to the hair in a mild, beneficial manner.

Co-Lo Hair Restorer is absolutely harmless and will not injure either the hair or scalp; is not a dye; contains no lead or sulphur; will not wash or rub off; has no sediment and is as clear as water—pleasing and simple remedy to apply.

Co-Lo Hair Restorer comes in—
46—For Black and Dark Shades of Hair only.
47—Extra Strong, for Jet Black Hair only.
48—For all Medium Brown Shades.
49—For all very Light Brown, Dab and Auburn Shades.
Co-Lo Hair Restorer on sale at all Owl Drug Stores.—Adv.

BANISH SUFFERING WITH RHEUMACHOL

Don't suffer another day with back-ache. It is a danger signal that your kidneys are full of poison that will terminate more seriously if not taken care of at once. Rheumachol quickly cleanses and purifies the kidneys from this poison and saves you from such painful diseases as rheumatism, gout, lumbago and other diseases caused by poisoned blood. For sale by druggists or send \$1.00 for bottle and free booklet to H. E. Machol, Idaho Springs, Colorado.—Adv.

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CURE
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THE MILK OF MAGNESIA
TOOTH PASTE
NEUTRALIZES MOUTH ACID

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