

## NOTED INSURANCE SALESMAN VISITOR

President of Vancouver, B. C., Club in Portland.

### LIVESTOCK IS HIS HOBBY

J. T. Watkinson Aids in Forming Local Chapter of One Hundred Per Cent Club.

J. T. Wilkinson of Vancouver, B. C., has the reputation of being one of the greatest insurance salesmen in the world and has managed several times to dispose of nearly half a million dollars' worth of life protection in one year. He was president of the \$200,000 club of one of the great American companies for ten years and is recognized as one of the most efficient salesmen in his line today. Wilkinson was at the Multnomah hotel yesterday, having come down from Canada to assist in the formation of the 100 Per Cent club here.

In Vancouver, Wilkinson is known as "Wings," a sobriquet he acquired when on the staff of the Vancouver World, for Wilkinson has been a leader boy, school teacher, raised or blooded stock, foreman and salesman in his varied career. While on the World he did a daily column called "On the Wings of the World" that attracted wide attention.

#### Orates Like Bryan.

"Wings" Wilkinson is an orator of the Wilton J. Bryan type with deep-felt voices and plenty of pathos. He has made a great success of nearly every line he has tackled, but one of the bitterest defeats he ever sustained was at the hands of the Lewis and Clark exposition in 1905. The Ladies' defeat ranked and when the Lewis and Clark exposition opened here "Wings" was on hand with the best of his flock and did his best to whip out the sting of his defeat, if possible. He traveled in the cars with his pets and lived right in the pens with them at the exposition ground, clipped growths and plants, and would be in first-class condition for the showing and managed to take 12 out of the 15 awards offered, getting his revenge.

#### Head of Club.

Wilkinson is president of the Vancouver 100 Per Cent Club and brought a still larger measure of appreciation to Portland from that city, especially for the reason of the exceptional treatment that visitors from the north state they received when they attended the large meetings, and from all that could be gathered Portland is assured of a hearty co-operation from the Canadians at all future Rose Festivals. That the imagination borders on the exuberant in this kind of the mind and that a same kind of people live on both sides was one of the things that Wilkinson said. Canadians were beginning to realize that he urged them to strive to promote good feelings between the two cities as much as possible.

"I just returned from a trip to Scotland," said Wilkinson before he started his return journey, "and there to 'Pusseyfoot' Johnson, who is in their midst right now waging one of his prohibition campaigns. When the fact that I was on this side of the country, the English were at back to normal and they want to take as much material from the world markets as they can in order to get their advertising and manufacturing firm back again. The Americans are in good standing abroad and you can look to a speedy resumption of foreign trade relations in the very near future and on a big scale, from all indications."

### FAIR DIRECTORS ELECTED

Officers of Lane County Carnival to Be Chosen Later.

EUGENE, Or., Nov. 7.—(Special)—Officers of the Lane County Fair association were elected at the annual meeting of the association in the courthouse yesterday. The directors will meet November 20 to elect officers for the coming year. Directors chosen were George W. Taylor, J. K. Green, C. P. Barnard, Ira P. Whitney, George N. McLean, G. W. Griffin and W. C. Yoran, all of Eugene; Or., and E. Ayres and S. C. Gales of Willamina; Or., O. L. Dunlap of Junction City, Or., H. H. Powers of Creswell, Or., H. C. Wheeler of Pleasant Hill, Or., W. R. Wing of Irving, Or., and R. W. Johnson of Point Terrace, Or.

### ALASKA IS DECLINING

Population Diminished 14.9 Per Cent During Last Decade.

SEATTLE, Wash., Nov. 7.—The population of Alaska has decreased by 623, or 14.9 per cent, in the last decade according to preliminary census figures made public here by W. T. Thompson, director of the Alaska district, United States bureau of education, who had charge of the 1920 count in the northern territory. Mr. Thompson's figures gave Alaska a population of 5,618, as compared with 64,558 in 1910.

Of the present population, 29,210 are white and 25,508 natives.

### BONDS ORDERED SOLD

Cowlitz County to Use Funds in Recruising Timberlands.

KELSO, Wash., Nov. 7.—(Special)—The board of county commissioners of Cowlitz county at its meeting last week ordered the sale of \$45,000 worth of county bonds, with which to provide money for completing the re-cruise of the timberlands of the county, half completed last year.

The bonds will be advertised for sale at once and as soon as the money is available the cruising work will be resumed.

### G. M. BROWN CARRIES LINN

Justice-Elect Polls 1765 Votes to Opponents' 70 and 15.

ALBANY, Or., Nov. 7.—(Special)—George M. Brown carried Linn county

by an overwhelming vote for the vacancy on the supreme court caused by the resignation of A. S. Bennett, justice, and I. H. Van Winkle carried the county similarly for attorney-general.

The official count for these two offices was completed by the canvassing board today and shows that Mr. Brown received 1765 votes for Justice against 70 for William O. Marshall, and 15 for William Smith. Remaining votes were cast for others, and because of a mistake made by some voters in writing in names on the ballot paper, various candidates for attorney-general received several votes for Justice.

For attorney-general I. H. Van Winkle received 1774 votes in Linn county against 435 for John Coway, 98 for O. Bailey and 22 for J. J. Johnson. For Justice of the supreme court Mr. Van Winkle received 94, Mr. Coway 27 and Mr. Bailey 15.

### FAIR DEFICIT DEFENDED

Bad Weather Said to Have Caused Financial Trouble.

YAKIMA, Wash., Nov. 7.—G. C. Fife, secretary of the Washington state fair, said today concerning the state board of accountancy report of a deficit in the state fair fund, that the state fair board "knew every minute where it stood," financially, and that

the deficit was due to bad weather during state fair week.

"Young Farmer, Aged Sixteen, Who Will Come to PORTLAND STOCK SHOW WITH COW."

"JIMMIE" WATSON OF TILLAMOOK AND HIS PURE-BRED HOLSTEIN COW.

which show the possibilities of growing grain and forage crops in that section.

The great need there is declared to feed approximately all the livestock that can be grazed on the sunken land, and the experiment shows that it is possible to do this.

This the experiments have shown to be possible, provided a proper selection of grains and forage methods is made and proper irrigation methods used.

### TACOMA WANTS HARDING

President-Elect Invited to Address Advertising Men.

TACOMA, Wash., Nov. 6.—To President-elect Warren G. Harding last night was telephoned an invitation to deliver the address at the opening session of the Pacific Coast Advertising Club's annual convention, which will be held here next year. The invitation was as follows:

"The distinguished men of the Pacific coast extend to you their sincere congratulations on the great honor conferred upon you by the American people and earnestly urge that you accept an invitation to deliver the inspiring address at the opening session of their annual convention, July 2, 1921, in Tacoma's world-famous stadium."

The message was signed by Kenneth C. Moore, president of the Pacific Coast Advertising Club's association, and Tacoma Advertising club.

### WOODMEN INITIATE 300

Eugene Candidates Are Guests at Dinner After Ceremonies.

EUGENE, Or., Nov. 7.—(Special)—The largest class of candidates ever initiated into any lodge in Lane county joined Eugene camp of the Woodmen of the World last night. More than 300 men from different parts of Lane county were given the work at the old armory. The Woodmen hall being too small to accommodate the crowd. The building was taxed to its capacity. Many members from neighboring and member towns came in the upper valley outside of Lane county attended the ceremony. The dense team at Woodman camp, Portland, put on the work. After the ceremonies were put over the old members and new members attended a banquet in Woodman hall.

### EMPTY GUN WORKS WELL

Alleged Bad Check Passer Run Down by Merchant.

MEADOW, Or., Nov. 7.—(Special)—When George Anderson, a well-known bad-check artist, tried to pass a check for \$26 at a local clothing store here Saturday and after close questioning started with the proprietors, William F. Isaacs and John B. Good, he was forced to hand over the check he suddenly turned and ran.

Mr. Goodrich jumped into a taxi cab, borrowed an unloaded revolver from the driver, took it to the bank and finding Anderson in a lumber yard a half-mile away, pointed the empty weapon at him. Anderson surrendered and was taken in the taxicab and turned over to the police. A number of other checks for various amounts, it is said, were found on his person.

### Holstein Breeders Organize.

KELSO, Wash., Nov. 7.—(Special)—Holstein breeders of Cowlitz county met in County Agent Blanton's office yesterday and organized the Cowlitz County Holstein Breeders Association, which will work for the improvement and increase of Holstein herds in this part of the state. G. H. Huntington, Castell Rock, was elected president; John Smearean, Woodland, vice-president; John Bogart, Woodland, treasurer, and T. Y. Blanton, Kelso, secretary.

### Free Police Rides Fought.

SEATTLE, Wash., Nov. 7.—T. J. Kennedy, assistant corporation counsel, will go to Olympia Monday to argue before the state legislature in the interest of the Seattle & Rainier Valley Railway company from a local court order requiring the company to carry city policemen and firemen free. The company claimed the privilege, and the company was ordered to restore the privilege under its charter.

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## LIVESTOCK GROWING IS GIVEN IMPETUS

Experiments Are Expected to Develop Industry.

### FEED DECLARED NEED

Trials Show Production of Forage Volume Needed for Range Stock Is Possible.

### BOY HAS VALUABLE COW

JIMMIE WATSON TO EXHIBIT BOVINE AT SHOW.

Tillamook Youth Is Laying Foundation for Large Herd of Pure-Bred Holsteins.

That it pays for boys to stay on the farm. Jimmie Watson, 16, son of a business man, is being proved by "Jimmie" Watson, 16-year-old son of Rollie W. Watson, secretary-treasurer of the Tillamook County Holstein Breeding Association.

Jimmie owns a pure-bred Holstein cow, "Canary Fobes Doe Kol," which he raised from a calf, and last year produced 18,362 pounds of milk. Jimmie sold this milk to the neighbors, then factory for \$460, and disposed of "Canary" calf for another \$100.

He is also a partner in the milk production of a pure-bred herd owned by his father, and last year milked these three animals, whose yield totaled more than \$100 in receipts. Jimmie has milked cows for the past three years. He gets up at 5 a.m., milks and takes the milk to the factory, takes care of his thriving herd morning and night. He is a strong, healthy lad, and in his spare time he takes part in all class activities and stands well in his classes. He is also an excellent musician and plays the piano in the Tillamook Boys' orchestra.

As a result of his hard work he has a large herd of pure-bred Holsteins, for which he is now laying the foundation. With his father he is engaged in the business of raising Livestock, especially cattle, next week, and expects to carry off a number of blue ribbons with the prize-winning exhibits from the Watson farm.

### 5 COUNTIES STUDY BUREAU

First Meeting of Week Will Be at Grants Pass Tonight.

### Spring Crops Best.

Best results were secured at the experiment station from crops of spring wheat, spring oats, spring rice, spring barley, field peas, sunflowers and alfalfa. Sunflowers, the well developed silage crop for certain Oregon conditions, gave yields ranging from 27.6 to 64.7 tons per acre.

The highest yield was obtained from a covering of two inches for the rows and a distance of 6 inches between plants.

Butter was 50 bushels of wheat per acre, which was the average of 15 spring wheat varieties under irrigation.

The great need there is declared to feed approximately all the livestock that can be grazed on the sunken land.

This the experiments have shown to be possible, provided a proper selection of grains and forage methods is made and proper irrigation methods used.

### SALE INCREASE SHOWN.

Percentage of increase in net sales January to September 30, 1920, over same period last year.

Hardware, 32.1; dry goods, 29.4; groceries, 24.6; shoes (decrease), 6.1; stationery, 36.8; furniture, 51.3.

Percentage of increase in net sales for September, 1920, over August, 1920.

Hardware, 32.1; dry goods, 29.4; groceries, 14.3; drugs (decrease), 6.1; stationery, 74.5.

As a result of the success of the movement for the securing of industries for Oregon, the Oregon State Federation of Farm Bureau is planning to ahead with this work in a more extensive manner than ever before, according to George Quayle, secretary of the chamber.

Mr. Quayle announced yesterday that the activities of the chamber resulted in the investment of thousands of dollars especially in the smaller industries in all sections of the state. What he said had largely been due to the work carried out through the issuance of the news letters.

These news letters, which give lists of needed things in various cities of the state, are now being issued every month to all persons interested in the betterment of the industry.

### HOTEL HOYT

Strictly Fireproof. Near both depots and convenient car service to all parts of the city.

Single rooms. Without Bath, \$1 and up. Bath, \$1.50 and up. ELBERT S. ROBE, Manager.

### FARMERS STORE WHEAT

Chairman of Federation and Agricultural College Director on Tour.

### OREGON AGRICULTURAL COLLEGE.

Corvallis, Or., Nov. 7.—(Special)—Paul V. Maria, director of extension at the college; Chester H. Gray, chairman of the American Farm Bureau Federation, and George A. Mansfield, president of the temporary federal farm bureau, are planning to go ahead with this work in a more extensive manner than ever before, according to George Quayle, secretary of the chamber.

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### BURIAL PLOT IS SOUGHT

Spokane American Legion to Dedicate Cemetery Ground.

SPOKANE, Wash., Nov. 7.—The American Legion plot in a Spokane cemetery purchased by the local post of the organization will be formally dedicated Sunday, November 14, it was announced today. The plot, 10x10 feet, will be in the interest of performing the original purpose of the federal government in establishing a national cemetery for the dead.

Meetings will be held in various districts throughout the state and it is hoped that the prevailing sentiment of the community regarding the federal plan may be ascertained.

The federation is comparable to the state chamber of commerce, as in

reality it is a state chamber of agriculture. It will touch upon every phase of farm life and agricultural activity," say those who favor it.

### FARM BUREAU SURVEY ON

Most of Walla Walla Crop Held for Higher Prices.

WALLA WALLA, Wash., Nov. 7.—(Special)—For the past month no wheat has moved out of Walla Walla county, and farmers apparently have determined to hold until price conditions are better. Banks of the city have told the farmers that they will help them.

Most of the farmers having obligations due to the banks have been unable to renewals of notes. It is said that but a small fraction of Walla Walla's 5,000,000-bushel crop has been sold, and that for early delivery when prices were high.

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