

5500 DELEGATES TO HEAR GOVERNOR PORTLAND

Big Programme Is Ready for Opening of Ninth Annual Convention, February 15.

MAYOR ALBEE WILL SPEAK

Theater Party Will Greet Visiting Delegates to Sessions and Three Days Full of Entertainment. Auto Tour to Be Taken.

Governor Withycombe, Mayor Albee and Attorney-General Brown are among the public men of Oregon scheduled to speak before the ninth annual convention of the Oregon Retail Merchants' Association in Portland February 15, 16 and 17. J. R. Merrick, secretary, who has arranged the programme, expects an attendance of approximately 1500 delegates. The headquarters of the convention will be in his office in the Commercial building.

On the night preceding the convention all visiting delegates will be invited to participate in a theater party at the Orpheum Theater and the following night they will be guests at the Portland Ice Hippodrome, where a hockey game and fancy ice skating will be staged.

Wednesday afternoon an automobile sight-seeing tour will be taken, starting from the convention headquarters, and that night the delegates will be treated to an elaborate banquet by the Oregon Manufacturers' Association. During internations between convention sessions the respective manufacturers will conduct the delegates on trips to their respective establishments.

The following programme has been arranged:

Monday.
Morning—9 A. M. convention called to order by J. C. Mann, chairman convention committee; invocation, Dr. Luther R. Dwyer; opening address, Governor James Withycombe; address of welcome on behalf of the city of Portland, Mayor H. R. Albee; sponsor, Walter Denton, chairman of the Oregon Manufacturers' Association; address of welcome on behalf of the Oregon Manufacturers' Association, President M. D. Dunne; response, C. E. Tibbitts, Mayor of McMinnville; introduction of state president, J. L. Brockton; annual report of president of the association; resolutions and grievances; reports of local associations.

Afternoon—1:30 o'clock, report of committee on order of business; reports of local associations; continued discussion, "How to Conduct Successful Merchants' Association," led by J. T. Nicklin, Eugene, Ore., secretary Lane County Credit Association; address, "Relation of the Wholesale Retailer," Richard Adams, secretary Wholesale Grocers' Association; discussion, "The Collection of Delinquent Accounts," led by Charles Albert Small, secretary of LaGrande Retail Merchants' Association; "The Market," H. H. Cohen, of the Journal.

Tuesday.
Morning—9 o'clock, discussion, "How to Extend Credit," led by A. L. Jamison, McMinnville; "Combating the Mail Order Mail," led by George Hyatt, Enterprise; address, "Steering a Straight Course," R. L. Sabin; address, "Practical Co-Operation Among Merchants," Professor U. G. Dubach, Oregon Agricultural College; discussion, "Correcting the Gift Scheme Menace," led by Fred Hunter, secretary Washington Retail Merchants' Association; afternoon—1:30 o'clock, report of credentials and auditing committee; address, "Buying at Home or Abroad," F. L. Shull, Portland Flouring Mills Company; discussion, "Special Sales and How to Conduct Them," led by J. C. Mann, McMinnville; "National Co-Operation," led by E. McWilliams, advertising manager Meier & Frank; address, "Standardizing of Merchandise," H. W. Merrill, of Salem; discussion, "The Manufacturer to the Retailer," J. W. Kahle, president Crescent Manufacturing Company.

Wednesday.
Morning—9:20 o'clock, address, "The Signs of the Times," C. C. Call, president Union Meat Company; address, "Relation of the Consumer to the Retailer," Judge W. N. Gatenby; discussion, "Relation of the Retailer to the Employer," led by W. F. Woodward, president Woodward-Clark Drug Company; address, "Local Phases of the Gift Scheme Problem," George Bruen, Attorney-General; question box, conducted by H. C. Bennett, McMinnville; discussion, resolutions and grievances; miscellaneous business; election of officers; selection of next convention city.

LECTURERS ARE CHOSEN

MEN OF AFFAIRS WILL ADDRESS PACIFIC UNIVERSITY STUDENTS.

Professor Harrington Proposes to Give Impetus to Work of Youth by "Intension" Course.

Portland business men are to cooperate with Pacific University in a course of lectures designed to promote personal efficiency in the student body through contact with men of affairs who can speak from actual practice and experience. The subjects to be discussed have a direct relation to practical economics, applied sociology and present-day problems in political science. The course has been arranged by Professor Harrington of the Department of public speaking, who is conducting courses in public speaking for business men at the Portland Young Men's Christian Association.

Said Professor Harrington in explanation of the course: "Pacific University has taken the initiative in the inauguration of what might be called an 'Intension' course for the purpose of bringing the stimulating influence of the business world to bear upon the lives of the students."

The lecturers and their subjects are as follows: Mayor Albee, "Modern City Government"; J. C. English, "The Problem of the Unemployed"; M. R. Cummings, "Personality and Salesmanship"; E. J. Jaeger, "Co-operative Methods in Modern Business"; H. E. Thomas, "Elements of Success in Journalism"; C. L. Horn, "The Economic Value of Tourist Travel"; George L. Baker, "Elements of Success in the Dramatic Profession"; Dr. E. B. Hays, "The Relation of the Mind to Health"; L. H. Bowby, "The Economic Value of Right Living"; E. A. Burt, "Business Efficiency as Applied to the Application of the Law"; J. P. Jaeger, "What a Young Man Needs to Enable Him to Succeed in Business"; A. M. Griley, "The World's Demand for Strong Men"; S. Long, "The Relation of Moral Hygiene to Personal Efficiency"; Judge J. P. Hamilton, "Home Rule"; George E. Allen, "The Initiative and Referendum"; Judge C. E. Gantenbein, "The Law as a Career."

School Principals to Meet.
CENTRALIA, Wash., Jan. 30.—(Special.)—The programme has been announced for the next meeting of the Lewis County Principals' Association, which will be held next Saturday. A feature will be a discussion by C. E. Beach, Superintendent of Thurston County Schools, of "The Elimination of Examinations." The organization includes all of the school principals of Lewis County.

EAST SIDE BUSINESS MEN'S CLUB LAYS PLANS FOR BIG WORK IN EIGHTH YEAR

New Quarters Occupied, but Own Clubhouse Now Is Planned and Site Considered—Victories in Fights for Shipping Facilities Like West Side's Are Recited.



THE East Side Business Men's Club has completed its first seven years, and last Thursday night entered on its eighth year, with excellent prospects. The club was organized through the efforts of W. B. Hall, who was its first president. Dan Kella, C. A. Bigelow, H. A. Calf and some others to promote the general business interests of the East Side. H. A. Calf was its second president. C. A. Bigelow followed for one year, then George T. Atchley. W. Dorres, resigned, was succeeded by Dan Kella, who served out the term. H. A. Calf again served one year and was succeeded by M. B. McPaul, who has been elected for the ensuing year. The club has been especially active in the development of the warehouse district, where is located the great implement houses of Portland, the Portland Freight facilities have been provided through the efforts of the club by the Southern Pacific and the Oregon-Washington Railroad & Navigation Company and the Spokane, Portland & Seattle Railway. The "Hill Invasion" of the East Side was assisted by the club materially. The club took an active part in the adoption of the commission form of government, sending out C. C. Hall and other speakers as advocates. The club recently moved to 151 Grand, in the Edwards building, where it has convenient apartments.

President McPaul, in his annual report, outlining some of the club plans, past and future, said: "A few of the East Side merchants seeing the necessity of a concerted movement along business lines, organized the East Side Business Men's Club. There was much to be done and much has been accomplished. The scope of the club was well defined in the slogan adopted early in its history, 'A Bigger and Better East Side.' If a street needed repairs, a stagnant pool needed to be filled, and there were many, or any other civic work needed attention, the club went after it."

Public Service Demands Made.
The public service corporations came in for their share of attention. Discriminations against the East Side were many. The railroad would haul over here to the west side of the river and then charge \$10 a car to haul it back, or charge \$10 whether it was hauled or not. It was the same case going out, and it was no uncommon thing where a car coming in with a load was sent right out with the same load and \$20 collected for the freight and switch charges when it had been handled only once. All less-carload shipments had to be hauled to and from the West Side, and I want to tell you that we had to go to West Park and Hoyt street, but we all had to go there just the same. These conditions were not encouraging to a big concern looking for a location, and many who came to the East Side shied off and located elsewhere.

"We fought hard for what we believed were our rights, and now most of the switching charges have been abolished. Remember, I say most, not all. We now have local freight depots and freight yards here. The Southern Pacific, the O. W. R. & N. Company and the Spokane, Portland & Seattle Railroad Company are prepared to receive and deliver less carloads as well as full carloads, a business equal, I believe, to the West Side."

"I did not say the Northern and Great Northern have granted these privileges. We got it put over on us at the time the Spokane, Portland & Seattle Railroad made their contract to come in on East Third street."

"Now, if we have a car to load at an industry switch for a non-competing point on the Northern or Great Northern, we are still up against the same old charges. For instance, on a car coming from or going to a point on the Yakobi branch to or from an industry siding on the Southern Pacific or the O. W. R. & N. \$10 bridge and switch charges must be paid. Less than carload shipments to points on the Northern and Great Northern still must be hauled to the West Side. This is not right and we will probably have to take off our coats and go into another scrap with the railroad companies."

Work of Year Pleases.
The year past has been an active one in the history of the club and I am well pleased with the interest taken by the members. We need better quarters to take care of our increasing membership and enable us to do more and better work, and I hope our next annual meeting will be held in our own home."

There remains much to be done in the future. We want this side of the river to be so attractive, not only as a bedroom, but as a business location, that wholesale houses and manufacturers will flock to our midst. Our new East Side municipal dock



You Should Have a Player Piano

You Can't Realize the Many Pleasures and Advantages Until You Have One in Your Home

When you are all tired out by troubles, vexations and petty annoyances of the day—what can be more restful and comforting than an hour or so of good music—an hour with the world's greatest masters—or the cheering influence of the latest popular selection? The modern Player Piano is the finest diversion in the world for the tired business man. Did you ever actually know the exhilaration of playing a piano—expressing emotions which mere words can never utter? If you do not, you cannot realize what pleasure in life you are missing. With a fine player piano, such as can be obtained at Eilers Music House, a vast world of music is opened in your home. Anyone in the family can play the player piano, from father down to the kiddies. A player piano will have a refining and ennobling influence, such as can be obtained in no other way. Then, again, a Player Piano is a wonderful aid to a music student. Those who know music best appreciate the Player Piano most—the great masters have all come out emphatically in favor of the modern player piano, and it now has the indorsement of all our greatest pianists and the music-loving public.

We have announced throughout this week, in the daily papers, our wonderful sale of Player Pianos, both new and some which have been used slightly. Have you made your selection yet? If you have not and have ever felt the need of good music in your home, right now is the opportunity to gratify that wish. A great many musicless homes in Portland are taking advantage of the tremendous reductions in prices which are now being made by the Eilers Music House in this great Player Piano sale. Come in and examine this beautiful line of instruments. Hear and compare the leading and STANDARD makes of Player Pianos, side by side. This is an opportunity that you can have at no other store in the City of Portland. Perhaps you have held back in the purchase of the piano, player piano, or baby grand for that daughter of yours, or that son, or that wife, under the impression that the price is prohibitive. If this is so, our prices will astonish you. We have a great many instruments which have been taken in exchange, which can be had at unheard-of prices. There need be no home in Portland now that cannot have the delights and pleasures of good music.

Sale Continues a Few Days Longer!

If you are planning to take advantage of this special sale of little-used Player pianos, of standard makes, many of which are absolutely equal, and like new, as has been advertised the past week in the daily papers, you should not delay any longer. Many were sold the past week, which now enable the entire family to enjoy music at home.

THEY'RE THINNING OUT
Think of being able to buy during this sale a good, reliable, modern, highly improved, 88-note player piano for \$285, \$327, \$385, and some of the more fancy styles at \$445, \$463 to \$512, with a good supply of music rolls, free. You never had an offer to equal this heretofore, that we are certain.

A NEW PLAN OF EASY PAYMENTS, TOO

We are not exacting all cash, even at these low prices. But, for the mere simple interest we can make the littlest and easiest weekly or monthly payments.

No matter what instrument is selected, low-priced or high-priced, it carries our guarantee.

64 SEEKING PROMOTION

POST OF SERGEANT ALLURING TO MAJORITY OF PATROLMEN.

Examination, Open to All Policemen of One Year's Service, Will Be Held Next Tuesday.

Portland will have a decidedly small police force Tuesday, when 64 of the regular policemen take the day off to compete in a civil service examination for police sergeants. From the list of passing highest in the examination permanent appointments to a number of sergeants will be made by Mayor Albee.

The examination is open to all policemen who have been in the service one year or longer. The test will be in two parts, a written test having a weight of 50 points and the second an oral test having a corresponding weight.

Following is the list of policemen who will take the examination: Edward Burke, M. S. Sims, B. F. Wade, Harley S. Kasey, E. S. Glace, M. D. Wells, Walter Padresch, Ervin Thorpe, Philip R. Johnson, Axel C. Welch, M. M. Rudolph, Henry C. Bales, Charles M. Cason, Raymond J. Ellis, R. R. Evert, W. B. Stram, A. O. Anundson, Jerome Palmer, George B. Murray, Carl D. Henson, A. J. Langston, Ernest D. Park, Harold L. Stanton, John Wellbrook, William L. Miller, John LeWendberg, George E. Croxford, John J. Keegan, Michael E. Lillis, Ben F. Hunt, K. Whitehead, S. B. Vessey, Charles R. Maxwell, John McCulloch, R. A. Main, Valkenburgh, L. F. Russell, L. W. Maden, Francis Mallon, John M. Wise, John J. Keegan, John L. Cordes, R. E. Burks, B. F. Sherwood, R. L. Schad, Harley Davis, L. Stone, Albert E. Maas, J. D. Webster, S. R. Hennessy, F. H. Willett, H. H. Stark, William C. Epps, W. P. Courtney, H. H. Holland.

MOTHER AND SON BURNED

Man Saves Hired Help, Then Loses Life With Parent.

NORTH YAKIMA, Wash., Jan. 30.—Mrs. Louis Baxter, aged 75, and her son, Elgin, aged 38, were burned to

WASHINGTON DEATHS LESS

One Hundred Births to Every 52 Deaths Are Reported.

OLYMPIA, Wash., Jan. 30.—(Special.)—There were only 52 registered deaths in Washington for each 100 births during

LUMBERMEN FOR SILOS

Eastern Oregon Dealers Protest Against Forestry Changes.

LA GRANDE, Ore., Jan. 30.—(Special.)—With dairying and silos as its principle business, the lumbermen of Eastern Oregon held a session here yesterday and last night. The promotion of the dairying business and the erection of silos throughout this section of the state provided material for earnest discussion among the lumber-makers of this section, who see in this industry a property for the Eastern Oregon farmer that ultimately must benefit the lumber industry.

The convention went on record as favoring the extension of irrigation projects under state aid, where the conditions made this extension practicable and profitable.

The present compensation act came in for discussion and, while no action was taken, the lumbermen generally favored giving the act a fair trial before condemning it. The provision of silos for the state is dependent upon the present forest fire regulation laws, the convention pointing out that inasmuch as 64 per cent of the employed men in the state are dependent upon the lumber industry, it was only right that all of the protection possible should be afforded to the industry.

COMB SAGE TEA INTO GRAY HAIR

Darkens Beautifully and Restores Its Thickness and Lustre at Once.

Common garden sage brewed into a heavy decoction and mixed with alcohol added, will turn gray, streaked and faded hair beautifully dark and luxuriant; remove every bit of dandruff, stop scalp itching and falling hair. Mixing the Sage Tea and Sulphur recipe at home, though, is troublesome. An easier way is to get the ready-to-use tonic, coating about 50 cents a large bottle, at drugstores. Known as "Wynett's Sage and Sulphur Compound," thus avoiding a lot of fuss.

While wispy, gray, faded hair is not what we all desire to retain our youthful appearance and attractiveness. By darkening your hair with Wynett's Sage and Sulphur, no one can tell, because it does it so naturally, so evenly. You just dampen a sponge or soft brush with it and draw this through your hair, taking one small strand at a time; by morning all gray hairs have disappeared. After another application or two your hair becomes beautifully dark, glossy, soft and luxuriant—just as you appear years younger.—Adv.

PUBLICITY WORK STARTS

R. J. STAEBLI GOES TO SAN FRANCISCO AS REPRESENTATIVE.

Addresses to Be Made Daily on Scenic Attractions of Oregon With Motion Picture Illustrations.

After several years service on the staff of The Oregonian during which time he was successively assistant sporting editor, and editor of the automobile section, Ralph J. Staebli leaves for San Francisco today where he will do special publicity work for the Oregon State Commission at the Panama-Pacific Fair.

His acquaintance with the good roads work of the state through association with the movement in the last year will enable him to give daily talks accompanied by Oregon pictures on the attractive spots of the state and its prominence as a tourist country.

Mr. Staebli also will describe the resources of the state, using thousands of feet of development films for illustration. These will be shown in the Oregon building daily. He also will give the readers of The Oregonian the happenings of particular interest to Oregon people and will be one of the representatives of The Oregonian on the grounds of the Panama-Pacific International Exposition.

COLLECTION MEN ORGANIZE

Mercantile Agencies Association of Oregon Is Formed.

In order to regulate "fly-by-night" collectors, the mercantile and collection agencies of Portland have organized an association under the name of the Mercantile Agencies Association of Oregon. Weekly luncheons are being held on Tuesdays at the Hazelwood, where the objects and plans of the association are discussed.

Primarily the association was organized to bring about more thorough personal acquaintance, more effective business co-operation, and to regulate the important matters that may come to the collection business.

The association is composed of the principal mercantile and collection agencies in Portland, and plans are being formulated for holding a state



Ralph J. Staebli, Portland Newspaper Man, to Have Charge of Publicity Work for Oregon at the Panama-Pacific Exposition.

Mrs. Elizabeth Hamilton, of 63 North Twenty-second street, is president, and Alice H. Wilbur, secretary, for contributions of 10 cents or more to be used for opening workrooms at Lyons, France, for girls to be paid 20 cents a day for making garments for the wounded. The contributions are to be sent before February 5 to the president.