BUSINESS STABILITY IS URGED BY HARDING

Industrial Chaos Held Invited by Administration.

MEDDLING IS CHARGED

Accusations of Democratic Extravagance and Mismanagement Reiterated by Senator.

MARION, O., Sept. 25.—An administrative policy to stabilize financial conditions and "make the American government the friend and partner of American business" was proclaimed by Senator Harding today in a front porch speech to a delegation of traveling salesmen.

Charging that the present administration had invited industrial chaos by meddling and experimentation, the republican nominee declared he wanted "it explicitly understood that my election to the executive office means a complete change from the one-man policy which has characterized our national government during the past seven years."

He also reiterated his accusations of democratic extravagance and mismanagement in the expenditure of public funds and asserted his purpose to reorganize many departments of the federal government on an efficient and economical basis. In that task, he said, he would summon the counsel of the ablest administrators of the country.

Large Crowd Cheers Nominee.

One of the largest crowds of the front porch campaign heard the speech and cheered the nominee many times as he contrasted his business policies with those of the Wilson administration.

Arriving on several special trains, the delegation marched to the Harding residence, howling a tumultuous greeting to the nominee, and, with the aid of the Columbus Republican glee club, two bands and three cheer leaders, serenaded him for half an hour with campaign songs and patriotic airs.

Standards bearing names of more than a score of cities were in the parade, and there were many banners pledging support. Several of the mottoes referred to Governor Cox's alleged attitude toward business and traveling salesmen, one of the largest reading "Traveling men—Jimmie Cox's 'parasites'; Harding's 'business ambassadors.'"

Franklin Delegation Arrives.

A delegation of republicans from Franklin county, Ohio, arrived in the midst of the serenade and made a noisy contribution to the demonstration.

J. J. Kazar of Bloomington, Ill., was spokesman for the salesmen, who came under the auspices of the Harding and Coolidge Traveling Men's league. In a short address to Senator Harding he declared the league would bend its efforts everywhere toward republican victory. He also suggested that a representative of the traveling salesmen should hold membership on the interstate commerce commission. In reply, the senator said the salesmen "ought to be represented in the federal government. They are an important factor in industrial life."

Leaders Confer With Senator.

Most of the senator's day was given over to receiving the salesmen and to conferences with their leaders, but he also had short talks with Senator Hale of Maine, Representative Kahn of California and Maurice Connelly, ex-democratic representative from Iowa. Senator Hale, one of the mild reservation group, issued a statement saying the people of this state had shown in the recent state election that they never will stand for the covenant of the league of nations in its present form or in any other form that does not adequately and completely safeguard the rights and sovereignty of this country."

Mr. Kahn, who is chairman of the house military committee, said he had only stopped over a few minutes on his way east to make campaign speeches for Harding and Coolidge. He predicted that California would go republican by 200,000.

TRAVELING MEN INDIGNANT

Editorial in Dayton News, Cox's Paper, Arouses Antagonism.

Traveling men in Portland and throughout the country are opposing Cox and supporting Harding. One of the main reasons is the fact that an editorial in the Dayton News, owned and published by Cox, calls traveling men "parasites." The editorial, which has aroused the commercial travelers of the United States, follows:

The art of salesmanship is a good deal of nuisance to the public. It has come to the point where every business of any magnitude must employ a purchasing agent, whose time is largely wasted by men who want to sell him something and from whom he has no intention of buying. Yet he must treat them courteously and listen to long rigmaroles in which he is not the least interested.

If there is no purchasing agent somebody else has to submit to innumerable interruptions of salesmen who are unmitigated bores. If a man would exercise the first impulses of his heart he would kick them out of his office if they did not take the first hint. That the salesman escapes with a whole skin in every instance speaks volumes for the good nature of the long-suffering business man.

If these statements apply to the "traveling man," what shall be said of the activities of the multifarious "agent" who has for sale every device under the sun? The housekeeper who has not the most forceful manner and who is not willing to be cold and brusque is at the mercy of peddlers who go from door to door. The man in an office building is no more immune unless he is fortunate enough to be in an office building which forbids agents to circulate; or is fortified by a private office sentinelled by an alert and always watchful office boy or secretary.

There is a certain amount of education to be learned from a capable salesman; and a book agent is a conversational blessing to many a person who finds time hanging heavy. But for a busy man or woman the thing in hand is of infinitely more importance than anything the average salesman can impart. The business man must see a certain number of men who represent firms with which he does business, and from these he can get all the gossip and information necessary about the state of the trade and its newest developments. Even without the aid of these necessary salesmen a man can get all the information he wants in other ways just about as thoroughly and in much less time.

People need to be fortified with an ever-ready reason for not seeing salesmen they don't wut to see; and they should have the grim fortitude necessary to close the conversation before it begins. To man who hesitates is lost, and the agent who is permitted to sit down has his victim at his mercy for a time.

Personal salesmanship has exceeded all reasonable limits. It is being exaggerated to an abnormal degree. There are hordes of pople running around the country trying to sell people things they do not want, or to get prices for them that are excessive because the cost of selling is excessive.

Some of these days we are going to awaken to the fact that the increased cost of living is, to a certain important degree, attributable to the tremendous effort being made to sell. The rewards of salesmanship are entirely too high, though it is natural that they should be.

A large percentage of those persons engaged in salesmanship—this does not include clerks who wait upon prospective customers who know what they want—ought to be transferred to the producing end of the industry. The trouble is that the ultimate consumer is having to pay for the unnecessary expense of the frantic effort to make sales.

Stanhope S. Pier, chairman of the Harding-Coolidge Traveling Men's bureau, is actively at work organizing the campaign which the traveling men are conducting for the republican national ticket. Mr. Pier is working in co-operation with the republican state central committee and has reported that the traveling men are practically united for Harding and Coolidge.

"The traveling men have not forgotten how heavily they were hit when the Wilson administration was inaugurated and when Mr. Wilson's psychological panic greatly reduced their earning power and practically cut off the incomes of traveling men who were working on commissions. They had hard sledding until the United States entered the war and the period of inflation began.'

Mr. Pier was invited to attend traveling men's day at Marion, O., and telegraphed Mr. Harding as follows:

"Am sorry cannot be in Marion on traveling men's day. Will be there in spirit. The traveling men of Oregon are working enthusiastically to roll up a big majority for the republican ticket in November."

DRYS TRAIL WETS OVERSEA

CONGRESS ASKED TO CANCEL CITIZENSHIP OF BREWERS.

Americans Resume Business in Foreign Lands, Says Resolution Adopted at Conference.

WASHINGTON, Sept. 25.—Resolutions demanding that congress enact laws providing for the cancelling of the citizenship papers of Americans who go to foreign countries "to engage in business outlawed in this country," were adopted today by the American section of the World Prohibition federation, meeting here in conjunction with the International Congress Against Alcoholism.

The resolutions also asked that such persons be deprived of the protection of the American government and that so far as possible they be restrained from representing themselves as Americans.

The resolution said many American brewers and distillers who had been "virtually expelled" here were resuming business in foreign lands, "thereby giving a wrong impression of the attitude" of the American people toward the liquor business.

BIRTHDAY CAKE STOLEN

Thieves Enter Home of Mrs. C. H. Taylor During Her Absence.

A birthday cake was the principal item in the list of things stolen from the home of Mrs. C. H. Taylor, 519 East Fiftieth street North, by persons who entered the building while Mrs. Taylor was downtown yesterday. The cake was intended for a party which had been planned for Mrs. Taylor's four-year-old daughter.

The cake had been decorated with four candles. Mrs. Taylor left the kitchen door open while she went out to buy a present for the little girl. Nothing else of much value was taken. Inspectors Niles and Horak suspect that the theft was committed by small boys.

BUTTER TO TAKE FALL

(Continued From First Page.)

it is thought that the market would be flooded. There is yet 60 per cent of a normal storage pack to be moved and this is the first consideration of jobbers.

Inclination to dabble in New Zealand and Canadian butter is increasing, however, as a means of getting the market down and some trading may result. Butter and eggs are the sole commodities that remain high and have a higher tendency.

Cowlitz Highway in Bad Shape.

KELSO, Wash., Sept. 25.—(Special.)—The Pacific highway is in the worst shape in months following the tremendous downpour of the past week. The big fills north of Ostrander have been badly washed by the rains, and the soft fills, not surfaced with gravel, are deep morasses. Cars must be towed. On the west side the highway is almost as bad. From Castle Rock north the west side road should be traveled.

Youth Injured in Auto Crash.

Edward E. Atkinson, 20, of 1991 East Ash street, was seriously injured last night in a collision between his automobile and a truck on Columbia river highway several miles from the city limits. He was brought to Portland and taken to St. Vincent's hospital. His injuries consisted of a broken jaw and a possible fracture of the leg.

$500 Loot Taken From Home.

Loot valued at about $500 was taken from the home of Robert Curren, 420 Wasco street, while the family was at church last night. Among the missing articles were a one-half karat diamond ring, a diamond stickpin and two gold watches. Inspectors Niles and Horack investigated.

Hood's Sarsaparilla
Makes Food Taste Good

Creates an appetite, aids digestion, purifies the blood, and thus relieves scrofula, catarrh, the pains and aches of rheumatism and gives strength to the whole system.

Nearly 50 years' phenomenal sales tell the story of the great merit and success of Hood's Sarsaparilla. It is just the medicine you need now. Hood's Pills help—fine cathartic.

150 OF 91ST REUNITED

VETERANS LIVE AGAIN ANNIVERSARY OF BAPTISM OF FIRE.

Salutations From Seattle and San Francisco and Germany Read to Assembly.

Two years ago veterans of the 91st division, recruited from the Pacific coast, moved from the friendly shelter of woods in the rear to face their baptism of fire in the Argonne. One hundred and fifty survivors of that crack "wild west" outfit which won laurels, still fresh in the memory of Americans, gathered at the University club last night—their first reunion.

Memories, joyous and sad, intermingled as "buddies" embraced for the first time and lived again the days when young America was battling for the freedom of the world. There were no vacant chairs, but a deep hush fell upon the assemblage, and many a tear sprang unbidden to the eye when a silent toast was called for to the memory of the comrades who remained on the fields of France and Belgium.

The memorial address of Colonel William D. Davis, commander of the 361st infantry, delivered in Belgium October 27, 1918, three days before his own death in action, was read by Jacob Kanzler, toastmaster of the evening.

Cabled from Germany were the greetings of Colonel William H. Johnston, former general in command of the 91st, read to the assembly.

Salutations from Seattle and San Francisco were brought by Arthur Lee of Seattle, former first lieutenant with the 364th, recipient of the distinguished service cross, and William Simmonds, ex-captain with the 364th, now of San Francisco.

Preliminary arrangements for the formation of a permanent organization in Portland of veterans of the 91st division were perfected when the following men were chosen to represent their former organizations on the temporary committee of such a society:

E. A. Valentine, 361st infantry; A. Goerner, 362d infantry; C. M. Ross, 363d infantry; T. Henry Boyd, 364th infantry; Daniel J. Coman, division staff; William A. Aird, 348th machine gun battalion; F. L. Mowry, 346th field artillery; Dr. Karl J. Swanson, 316th sanitary trains; Claud Davidson, 347th machine gun battalion; C. C. Fields, 346th machine gun battalion; Eugene E. Slater, 316th field signal battalion; A. S. Dietsch, headquarters division detachment; R. A. Peterson, 316th engineers, and David W. Hazen, war correspondents.

CAR HITS AUTO; 3 HURT

Two Women and Infant Injured in Crash at Salem.

SALEM, Or., Sept. 25.—(Special.)—Mrs. Bert Russell, 445½ Couch street, Portland; Baby Russell, 6 months old, and Mrs. Anna Tollman, 775 Bellevue street, Salem, all were injured in a collision at State and Cottage streets about 7 o'clock tonight, when an automobile in which they were driving with A. B. Kelsay of Salem was hit by a street car.

Mrs. Russell suffered one or two broken ribs and other slight injuries; the baby suffered a bruised foot, and Mrs. Tollman may have a broken collar bone in addition to other severe bruises.

Postal Certificates Stolen.

Postal savings certificates valued at $80 were stolen yesterday from the home of C. D. Miller, 1561 East Flanders street. The theft was not discovered until last night. Inspector Anderson investigated.

Community Picnic Postponed.

On account of bad weather the Community Service picnic to be held in Sellwood park today has been postponed.

The "Atiyeh"
Oriental Rug

—is more than a floor covering. It is a picture, eloquent in meaningful symbols, fascinating because of the mysteries that are conjured up in its history. We welcome the opportunity of showing you myriad masterpieces direct from our own buyers in the Orient.

Atiyeh Bros.
Alder at Tenth

A surprise to your palate—

some sliced pineapple or sliced ripe apple generously covered with

"Red Rock" Cottage Cheese

Eat it tomorrow!

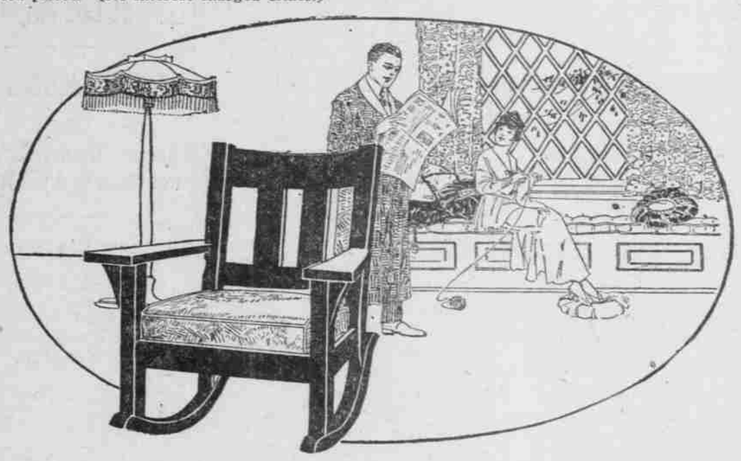
BIG DANCE TONIGHT
Columbia Beach
Good Crowd—Best Music

LINOLEUMS AND CORK TILINGS
Cork Floor Products Co.
202 Broadway, Near Taylor

Edwards
Home Refurnishing Sale

—Presents Furniture designed by artists, combined with strength and beauty; whether one piece or a houseful is selected, Edwards will arrange to fit your individual requirement. EASY TERMS even at reduced prices. (No interest charged either.)

Oak and Wicker Rockers
$17.90---$23.75---$29.50



—Over twenty to select from, and each one at a saving of from $2.50 to $9.50 that's off the regular selling price out of our regular stock. They were not bought for sale purposes.

—Solid oak Rockers with two, three and four slat backs, mostly medium heights; upholstered with genuine leather and craftsman's leatherette.

—Beautiful Wicker Rockers with cretonne and tapestry upholstered cushion seats and backs. Lustered Old Ivory, Frosted Brown and Baronial Brown finishes.

—There's scarcely a home and fireside where Rockers are too plentiful; usually there's a shortage—if there be a vacancy in your home now is a good time to remedy it and save several dollars, too.

95c and $1.10 Floor Coverings
79c, 89c Per Sq. Yd.

Thick, Durable, Sanitary and Waterproof

—Built with a heavy pulp felt and fiber lace which is treated with a waterproofing—surface is of pure white lead and oil. There are over fifteen patterns especially suited for kitchen, dining and bedrooms.

—Bring the measurements of your rooms that the required yardage may be reserved, as there is only one roll each of 6 patterns.

SAVE $108.75!

A Handsome Outfit of
3 Rooms—For Your Convenience
It's in the Fifth St. Window Today

$218.00 Walnut Bedroom Suite—Beautiful Bed, Chiffonier, Dressing Table, Bench with cane seat and old ivory reed Chair with cushion seat..... **$169.00**

$197.00 Dining Room Suite—48-inch top William and Mary period, mahogany finished Table and set of six William and Mary Chairs with genuine leather slip seats to match. Note the price..... **$161.75**

$153.00 Living Room Suite—Finished in mahogany to match the dining set: Library Table, Arm Chair and two Arm Rockers. Big value at the regular price, but now it'll be yours for..... **$129.00**

HEATERS!

For Every Requirement—Whether You Are Going to Burn Wood or Coal, or Both

THIS CHEERY CHILL-CHASER
At Edwards'
$17.50

—A remarkable value, too, if you are going to burn wood and desire a medium size heater for dining or living room. **This is the one.**

—Top and bottom are all cast, body is of heavy steel—notice the nickel foot rails and the nickel urn, top—especially note the price and decide for yourself.

Terms to Suit You

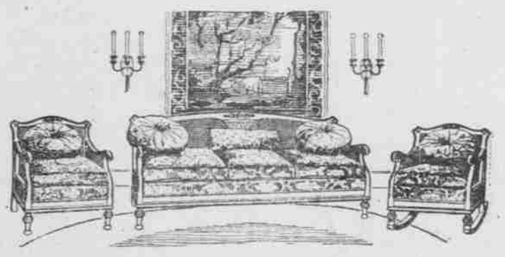
Three Handsome Suites and Each at a Handsome Saving

Beautiful Mahogany With Cane

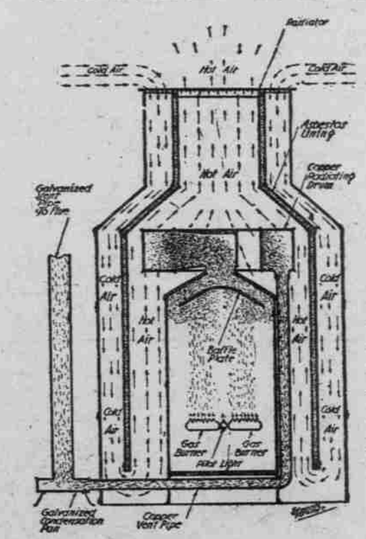
—$448.50 Mahogany with cane 3-piece set, upholstered in tapestry; a beautiful suite with pillows and fireside chair included at
—$352—

—$470.00 Suite of 3 pieces upholstered with purple and cream silk velour, priced now at only
—$379—

—$520 3-piece Queen Anne suite, upholstered with a very exquisite 2-tone blue and gold silk velour. This suite shows real class and is a remarkable value at
—$465—



GASPYPLES!



The Laborless
Odorless
Smokeless
Pipeless
Sanitary
and
Economical
Ventilator
Furnace

—No Dust
—No Dirt
—No Ashes
—No Soot
—No Coal
—No Wood
"Burns Only Gas"

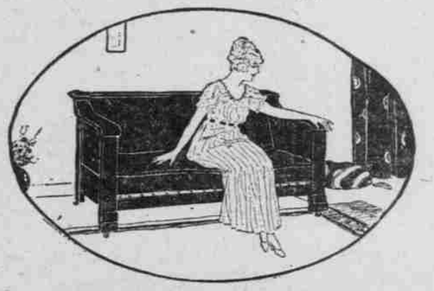
—The illustration above shows the "Gaspyples" interior. Note the arrows which point out the intake of cold and the outlet of warm air.

—There's a Gaspyples set up and connected right in the store—step up on the balcony yourself and see how quickly and evenly the heat pours out.

—Before buying winter fuel have Edwards measure the cubic feet of space in your house and learn how small the cost of operating a Gaspyples will be.

Installed on Easy Terms and Your Old Heater Taken as Part

Bed Davenports Also Reduced



The Three Most Popular Models On Sale Now at the Following Prices

$69.50
$76.75
$81.50

—Beautiful oak frames; seats and backs are upholstered with Craftsman leatherette—bed springs are the same as those used on steel and brass beds. Thick mattress can be used on these.

—Have a bed in the room where you didn't think there was room for a bed. Edwards will arrange terms to meet your requirements.

Use Both Ovens and Both Tops at the Same Time if You Like—No Restrictions Whatever When Your Home Is Served With This

Combination Range

Yes! The Vesta is two separate and distinct ranges built together upon one base.

—Edwards will install it with hot water coils and gas connected on the convenient terms of

—$25 cash
—$3 week
—No interest

—Your old stove taken as part, too. Vital facts you must not overlook
—They're pleasing, too!
—4-lid wood and coal cooking top.
—4-burner and simmer gas top.
—18x18-inch wood and coal baking oven.
—18x16-inch gas baking oven.
—Gas fire lighter (no more kindlings.)
—All nickel trimmings are plain (no grease catching scrolls), white enamel splashers on back and oven door, broiler underneath the gas oven. Same burner heats (both) gas oven and broiler.

A Good Place To Trade
Edwards Furniture—5th & Oak
Easy Terms—No Interest