

NOTES COMING IN BY THOUSANDS

Intense Interest Shown in The Journal's Contest for a Free Trip to Hawaii.

BURNS TO THE FORE WITH A CANDIDATE

Miss Lucile Crate of The Dalles Gives Miss Emilie Crossan of the Same Town a Race to Hold First Place in That District.

By thousands from the city and from the country votes rolled in yesterday for the candidates for The Journal's free trip to Hawaii. The work of the committee is noticeable in the number of new subscriptions received, for it must be borne in mind that every new subscription paid in advance carries



Miss Lucile Crate of The Dalles.

with it a special coupon, which means a large number of votes for the candidate it is voted for. That the voting is now on in earnest is evident from the way some of the candidates, who have been near the bottom of the list in their districts, have made substantial gains. During the week the voting at Burns promises to take a big spurt. Word was received from there yesterday that a candidate will be nominated and an effort will be made to have the entire section show their votes on her. Baker City is also showing a big spurt and the mail returns from there contained several thousand votes. The third district is one in which a hard fight will be waged. At present Miss Emilie Crossan of The Dalles leads, but Miss Lucile Crate of the same city, who became a candidate recently, is developing considerable strength.

LAST WEEK OF PAIN'S POMPEII BEGUN

Spectacular Event at the Oaks Will Present Added Features Nightly.

But one week more remains in which to see Pain's "Last Days of Pompeii" at the Oaks. From this city the exhibition goes to San Francisco and Los Angeles, and from those cities returns to the east. Those who have not already seen this "summer-night show" should not fail to do so as nothing so gorgeous and "massive" in the way of open-air amusement has been seen in the northwestern country before. The attendance during the past week has increased nightly and it is estimated by the management and the railroad officials that close to 50,000 people have attended the week's performance. In spite of the cool weather prevailing on the opening nights, the management at the Oaks is endeavoring to prolong the engagement for three nights. For the coming week attractive pyrotechnic displays are being arranged. At tonight's performance the device, "Niagara Falls in Fire," will be repeated, in addition to an elaborate pyrotechnic program. Interest in the last nights of "Pompeii" will be increased by the giving of a number of special fraternal nights, as follows: Monday, Elks' night; Tuesday, Knights of Pythias' night; Wednesday, Masonic night; Thursday, Odd Fellows' night; Friday, Eagles' night; Saturday, Woodmen's night. On each of these nights emblems of the fraternal orders will be displayed in fire.

Business for South Bend.
Mrs. E. A. Hazeltine of South Bend, Washington, will be hostess at the Washington building for South Bend week, which begins Monday.



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WILL THE SLOW EVER AWAKE?

Philip S. Bates Talks Right Out in Meeting to Portland Business Men.

SAYS THEY ARE FOGIES AND WANT TOO MUCH

Gives Reasons for Supremacy of California and Sound Country Dealers in Oregon and Scolds Vigorously Captains of Commerce.

Philip S. Bates, in Pacific Northwest.

Throughout the vast interior section of Oregon comprising the southern part of Crook and all of Lake and Klamath counties, a condition in trade affairs exists unheard of in any other section of the United States. Vast in its area, full to overflowing in all the resources of which our state abounds, and settled with a class of people with ambitions that the future will be realized in the shape of the wealthiest population in any like area in Oregon, yet their interests are allowed to foster themselves, as far as any help or inducement from the wholesale trade of Portland are concerned. The people in this great section of Oregon state that they pay taxes in Oregon but live in California. Everywhere you go you find the California traveling-man. California products stare you in the face on every hand. The stage that takes you in and through this country comes from San Francisco. It is the ships of San Francisco, then to Madras in northeastern California, and freight from there to Oregon. The purchaser never heard of the Mitchell, Lewis & Staver, or the Molino-Bain people of Portland. The wholesale trade in this section was made by Levi Strauss & Co., of Frisco, Flaischner & Mayer's Mt. Hood overall, made in Portland, are an unknown quantity. The paint on the shelves of the general merchandise store comes from Frisco.

Never Heard of Portland Dealer.
The dealer never heard of Whittier, Fuller & Co., F. E. Beach & Co., Rasmussen & Co., or Fisher, Thorsen & Co. of Portland. They might all be known to you, but you find the California traveling-man. California products stare you in the face on every hand. The stage that takes you in and through this country comes from San Francisco. It is the ships of San Francisco, then to Madras in northeastern California, and freight from there to Oregon. The purchaser never heard of the Mitchell, Lewis & Staver, or the Molino-Bain people of Portland. The wholesale trade in this section was made by Levi Strauss & Co., of Frisco, Flaischner & Mayer's Mt. Hood overall, made in Portland, are an unknown quantity. The paint on the shelves of the general merchandise store comes from Frisco.

Wholesalers Lacking in Sentiment

This was in reply to a suggestion that the wholesalers of Portland should go after this business, even if it cost five years, for when transportation arrived the volume of profit for all further time would be assured to Portland, as the people would prefer to trade in their own country on reasonable terms than elsewhere. It is the lack of sentiment by the wholesalers of Portland that causes this great inland territory to turn to California for trade purposes. California has the sentiment and trials to overcome that Portland would have in going after the business. California overcomes them where Oregon dealers all complacently by and sleep the sleep of the truly great and satisfied. It is the lack of interest on the part of Portland trade that keeps this city and country so far behind the wheels of progress. Indifference and old-style methods of doing business in Oregon explain why Washington, with the same resources and conditions, but with truly up-to-date methods, forges ahead in population and wealth. Washington has been a state but a short time in comparison to Oregon, but you never hear of her people waiting for railroads or anything else coming to them. They go out and get what they ought to have, and people know that they are on the map. If you had such a section of country as is described in this issue of the Pacific Northwest at their doors ready to do business, there would be no margin of profit talk. The business would be bonanza.

Talks of Old Fogies and Hogs.

For instance, we find fruit and produce dealers in Columbia county, but 20 miles north of Portland, shipping to the sound because the old fogies of Portland in the commission business want to hog it all. It is this sort of profit that is the bugbear. The Portland merchant wants as much on his investment now as he made during the packing days of the early sixties and seventies. Others are a short lease in comparison to the business. You never hear of Portland merchants forming excursions to visit the trade of the outside country. Why? Because the trips are hard and tedious. If the country trade wants to meet the host, he is welcome to sit in the outside office and shake hands with the proprietor of the holy of holies in the inner sanctum and be proffered a cheap cigar. These things don't go any more. Competition here, the life of trade, means more enterprising firms locating in Portland, and to the woods with the present monstrosity contingent. We recently received a number of special gentlemen from Chicago, heads of houses of national reputation. They did not come to sell goods, but to meet the trade and give them the glad hand.

Did All the Jobbers Do This?

After their departure the jobbers of Portland gave them the laugh and wondered how they could afford to go so far away from home and spend so much money. They will soon realize when they find these same people erecting their own warehouses and taking away their agencies so as to conduct their own affairs on a business basis. The Portland jobbers could easily afford to establish a freight team to run from Pogeama, in Klamath county, east and from Shaniko south to Lake country to make two round trips a month into the same territory that is now being sold by the California trade. If this article is simple enough to be understood by the Portland jobber, I would close by making an illustration of the results to be obtained by doing business at a loss for a limited time in order that all future profit arising from a particular line of business could be controlled. The Hazelwood Creamery

company located in Portland but a short time ago. They began an active campaign in the establishing of their line of trade. In a large number of counties their work was purely of an educational character, from which practically no results were obtained for at least two years, and a constant expense was incurred.

Reason for His Success.

Gradually routes were built up, stations established, and now the returns are something phenomenal, and there is hardly a section in Oregon today in which some product of this hustling institution is not found. If they had decided to abandon the field after their first inspection, the state of Oregon as a whole would have been the loser. As it is now the dairy industry is receiving more impetus through the educational features of the Hazelwood Creamery company in our state than from any other means. The president of this concern comes from Spokane, Washington, which is sufficient explanation of his success. Any other line of trade can be established here as fully as we wish brains and energy. If Portland desires to acknowledge the lack of either, she need but continue her present treatment of the great section of country mentioned in the beginning of this article. Observe with the proper complement of nature's gifts, are looking for advancement in the best of good trade in the heart of Oregon. Will the Portland sloth awake?

INTERNATIONAL PROGRAM IN HONOR OF MR. GOODE

President of Exposition Will Be Guest of Foreign Nations at the Fair.

The foreign nations represented at the Lewis and Clark exposition by commissioners and exhibitors will hold a celebration this afternoon in the Auditorium, beginning promptly at 5 o'clock. Two or three thousand invitations have been issued for the event, which is in honor of President H. W. Goode. The ceremonies will begin with a band selection, "Hail to the Chief," and the other features of the program will be conducted by talented representatives of several of the foreign nations, as follows: Austria-Hungary—National air by band; Tyrolean song; Chardas music by Royal Hungarian Gipsy band; dancing by the Muses Stern and Neufeld. British empire—National music by band; entrance of representative group of the empire; song, "Rule Britannia," by Madama Marakoff; selection; Scotch march and dance; song, "Bid Me to Live," by R. J. T. White. France—National music by band; entrance of representative group of France; minuet by court ladies and gentlemen of 1802. Italy—National music by band; entrance of representative group of the nation; duetto, "Barcolana," by Signor Pasetti Scharf. Germany—National anthem by band; entrance of Germany's representative group; students in double quartet; act by German turner; ladies and gentlemen; solo, "Gretchen am Spinnrad," by Mrs. Erna Koch Carson. Holland—National music; entrance of representative group; Dutch folk dance. Switzerland—National air by band; entrance of representative group; dance by Swiss peasants. Russia—National anthem by band; entrance of representative group; exercises by Count Earsimoff with his troupe of Cossack Cossacks; banner-bearer. Japan—National anthem by band; entrance of representatives of ancient Japan; acrobatic feats by Japanese troupe. Oriental countries—Oriental sports and pastimes; Egyptian magician; Peris and Diamant, artistic chanting and dancing.

BIBLE STUDENTS WILL MEET HERE FRIDAY

Of especial interest to Bible students, irrespective of their church affiliations, is the Bible Students' convention, scheduled to open in a three days' session next Friday morning at the Woodmen's hall, corner of East Sixth and East Alder streets. A number of delegates are already in the city, and by Friday morning several hundred should be present, representing nearly every section of the United States and Canada. Several prominent lecturers will be present and will speak. Pastor C. T. Russell, president of the Watch Tower Bible and Tract society of Allegheny, Pennsylvania, but the more widely known as the author of "Millennial Dawn" series, and whose writings have reached the enormous circulation of over 3,000,000 volumes, will deliver two public discourses, Sunday morning, September 10,

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Of your illness is made by the physician—by the symptoms, history, physical signs—and a process of elimination of other diseases. There are bottled down and the doctor decides your affection is a certain one and then prepares his prescription to fit the case.

A PROGNOSIS

Is the probable length and final outcome of your illness.

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N. B.—Watch our ads. for announcement of the Photo contest.

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Then don't fail to come and look over our latest arrivals. The very latest in the framer's art; many familiar old subjects, some of Gibson's newest ones—those funny little "SUNBONNET GIRLS" and—well, the list is a long one—better just drop in and look them over. One thing about this store is that you are never urged to buy—we never insist on your taking anything but the courtesy of our employes. THAT'S GRATIS

Miss Hays Succumbs to Dread Tuberculosis

Floryanna Hays died yesterday after a long fight against tuberculosis. Miss Hays was formerly secretary at the Baker theatre, but had to retire several months ago because of her poor health. She went to Arizona, where for a time she improved, but the disease had taken

He, for Astoria.

Swift steamer Telegraph leaves Alder street dock 7:30 a. m. daily except Friday. Returning leaves Astoria 3 p. m., arriving Portland 8:30 p. m. Sundays leaves Portland 8 a. m., Astoria 2:30 p. m. Arriving Portland 9 p. m.

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Finished in quartered sawed oak with good size legs.

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