

TELL ANECDOTES OF CANVASSING

Alice Price and Hilda Brant, Rivals for Leadership, Talk Over Work.

GOOD AND BAD DAYS IN HUSTLING CAMPAIGN

This is the Time for Everybody to Make Strongest Effort, as On August 15 Excursionists to Alaska Will Be Determined.

Alice E. Price and Hilda Brant, two rivals for leadership in district No. 1, met in the contest office yesterday. They exchanged anecdotes about canvassing for subscriptions.



Alta M. Wilcox, Cleone girl who is making good race for scholarship in music.—Photo by Browning.

cannot claim the honors alone of running an employment bureau in order to get votes. Before she read the article about Russell's trading new roomers for new subscriptions, she had made two bargains to find cooks for two different families. Either family promises to give her a year's subscription to The Journal as soon as she finds them a cook. And she believes she will be able to carry out her part of the contract.

Wants A Cook. One of Hilda's prospective patrons in this line is one of the finest homes in the northwest. The best of the house is in despair for a good cook, man or woman. Miss Brant, when she finds the cook that she thinks will be satisfactory will collect for the subscription before she delivers the cook. She says that anyone who would require her to find a cook before helping her with votes for an education might fail to make good with the subscription when he becomes sure of his meals. She tried to convince the man of the household that if he would advertise in the classified columns of The Journal he might find a cook for himself. Or, if he would subscribe for The Journal through her and read the "Situations Wanted" column, he would have no trouble to get a cook.

Good and Bad Days. Miss Price says that some days yield her very few votes; other days are better. On Wednesday forenoon in two hours she secured more money on subscriptions than she did in walking and talking all day Tuesday.

But Alice Price is not the kind to get discouraged at reverses or refusals. She smiles and keeps on trying to get successful salesmen and canvassers. Miss Daisy Wilcox, assisting her little sister, Alta M. Wilcox, came into the contest office just as Miss Price and Miss Brant were leaving. Miss Wilcox drew a new and large receipt book which indicates that she intends to write a lot of business.

Long Strong Pull. Now is the time for all contestants to make a long, strong pull for subscriptions. The contestants who will have choice of the excursionists to go to Alaska will be the ones who have gathered and reported the most subscription votes up to 11 o'clock midnight of August 15. Bear in mind that the leading candidates of every district will name friends of education who will go to Alaska wholly at the expense of The Journal.

Same Chance for All. In order to enable country contestants to compete in gathering subscriptions with city contestants, two days will be allowed for subscriptions to reach The Journal office. This will be accomplished in the following manner: Envelopes and express packages bearing subscriptions will show the hour posted or the same may be indorsed by express agents.

In this line to be counted the envelopes must bear date of August 15, and reach The Journal office by 10 o'clock p. m. The results will be announced on Monday, August 19. The contestants who are to choose people for The Journal's Alaska excursion will be notified of their privilege by The Journal. The company assemble at Portland August 24. Accommodations have been reserved for the party on the palatial steamer Jefferson.

BROWN'S SUMMER PLACE OPENED TO CHILDREN

Newport, R. I., Aug. 8.—Mrs. John Nicholas Brown today opened the grounds of her magnificent new estate, Harbor Court, for an afternoon of children's sports for the benefit of Emmanuel church. There were all sorts of sports for the little ones, including the use of the large toys which have hitherto been for the exclusive pleasure of Mrs. Brown's son, John Nicholas Brown, who is commonly known as the richest lad in America.

Heavy Travel to Seaside. Hundreds of people are going daily to Clatsop beach and Seaside. People returning from this popular summer resort say that never before have they had the excellent train service that is now being given by the Astoria & Columbia River railroad to these beach resorts only four hours ride down the Columbia river to the Pacific ocean. Two through trains leave daily, 8 a. m. and 12 p. m. Special train Saturdays, 2:15 p. m. City ticket office Third and Morrison streets.

PROBLEM HAS BEEN SOLVED

Holmes Business College Investigation Shows Alarming Conditions.

No one questions the growth of the northwest, and especially of the city of Portland. Eastern capital and eastern labor have been pouring into this city and assimilating themselves with the good things with which Dame Nature has provided this inland empire. But this easterner is a "wise old guy." He likes to bask in the sunshine of the westerner's generosity, but when it comes right down to business, he sits like the coachman on the box. The Holmes Business college, at Washington and Tenth streets, G. Holmes Lawrence, president, not only Portland's largest and most successful business school, but an institution which bears the reputation throughout the east of being the best equipped school on the Pacific coast some months ago made an exhaustive investigation. Business men from all over the United States who have settled in Portland were interviewed with a view to learning at first hand just what was necessary in the way of a commercial training to make their office assistants, stenographers and bookkeepers something more than mere machines.

The Holmes college wanted to know how long a stenographer or bookkeeper must be employed before he or she became of essential value to the firm. An astounding fact. This investigation brought out the astounding fact that the majority of the employers, who paid their stenographers and bookkeepers from \$15 to \$25 per week found that while the stenographers and bookkeepers were proficient in the technical side of their training, they seemed to lack two things, viz: Confidence in themselves in addressing people, and a total disregard of common sense when left alone to exercise their own judgment.

This busy man of affairs had to teach his stenographer before she was worth his salary to him. It was amusing to hear the closing chapter of the story which each employer told. After two years or more of this broad business training, and just at a time when the young lady was rounding into perfection as a business woman, she entered the field of matrimony, and as usual "lived happy ever after."



Herbert T. Vance of Philadelphia, new business manager of Holmes Business college.

an employment agency as the tradesmen have," said one employer, "upon whom we could call for our help, and have the assurance that some one would be sent us who could do our work." "This thing of continually breaking in new stenographers," said another, "is exasperating, to say the least." **Bill Hunt for a Man.** The Holmes Business college at once made a still hunt for a man who could duplicate the private secretary courses of the eastern universities, where they met the same obstacle five years ago. How well this search was rewarded may be judged from the following paragraph: Herbert T. Vance of Philadelphia, Pennsylvania, has been appointed business manager of the Holmes Business college. He comes to this institution with a thorough theoretical and practical training in business. He has been trained in the high schools, normal schools, business colleges and eastern universities. For three years he served as the managing editor of a large eastern daily newspaper. Prior to his advancement to this position he was a criminal court reporter on the staff of the same paper. This position gave him an excellent opportunity to develop into an expert stenographer. In order to make a more thorough in-

FILES SPIKE FOR ALTON'S BENEFIT

Government Begins Drastic Move Against Road That Rebated Standard Oil.

(Journal Special Service.) Chicago, Aug. 8.—Secret service agents of the government, attached to the Chicago branch of the federal service, have been compelled to abandon or defer their vacation periods to aid in the pending prosecutions of the Standard Oil company and the railroads named with it in the charges of rebating. The alliance between the railroads and the oil corporation, of which the federal attorneys have been notified, has caused a requisition upon the secret service bureau for every available man who can be used to frustrate the plans of the new allies. Captain T. I. Porter is said to have assigned every man at his command. District Attorney Sims and a score will be summoned from other points. Subpoenas commanding the attendance of minor employees of the Chicago and Alton railroad before the grand jury August 14, will be served without delay. Officials and employees whose testimony is desired by the federal body will be kept under constant surveillance. It is felt in the office of the district attorney that the allied fight against the government will be the transferring of all employees, whose testimony is essential to the hearing, to points where they cannot be found by agents of the prosecution. A dozen secret service operatives have been sent into the districts from which the special grand jury now is being summoned. Especial care is being taken to see that no veniremen who may present disturbing factors in the prosecution are placed on the grand jury.

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SAMPSON RETURNING TO ARIZONA HOME

(Journal Special Service.) London, Aug. 8.—General Archibald J. Sampson, late United States minister to Ecuador, and Mrs. Sampson, who have completed an extensive tour of Europe, are sailing on the Celtic today en route to their home in Arizona. General Sampson declares he will be happy to again take up his abode in Arizona, which region he says he has found to be superior in climate and in many other respects to any of the countries he has visited in Europe or elsewhere.

Investigation of the methods of the large business houses for stenographers and bookkeepers, he entered the employ of the United Gas Improvement company, as a corporation stenographer. The two years spent with this company convinced him that the business schools were not training office help for the higher class positions. In other words, he found that they were well developed in all the technical branches, but lacked that willingness to assume responsibility and that confidence to carry out a trust.

Mr. Vance resigned his position with this company and organized a commercial college, wherein he introduced a private secretary course. It met with spontaneous success.

To Train Private Secretaries. This course of study has been introduced into the Holmes Business college. Great things are expected of it, for it gives that preparation for the best class of positions, which is now only attainable after years of service. This course has been tried and has proven successful. It is, therefore, no experiment, but rather an assured successful innovation, which the Holmes Business college introduces to the northwest.

Mr. Vance, whose likeness appears above, is a man of pleasing and tactful manner and has the enthusiasm which is always contagious to young people.

DON'T BE BLUE and lose all interest when help is within reach. Herbine will make that liver perform its duties properly. J. B. Faughn, Elba, Ala. writes: "Being a constant sufferer from constipation and a disordered liver, I have found Herbine to be the best medicine, for these troubles, on the market. I have used it constantly. I believe it to be the best medicine of its kind, and I wish all sufferers from these troubles to know the good Herbine has done me. Sold by all druggists."

TEA Why drink poor tea? Of course you don't think you can't afford good. Try it once. Your grocer returns your money if you don't like Schilling's Best; we pay him.

Drive Straight for **Zu Zu** with a nickel and get a package of happiness. There's no other Ginger Snap so crisp and enticing. NATIONAL BISCUIT COMPANY

One of the Most Attractive Beach Resorts on the Pacific Coast Just Now Is **North Beach** Near the mouth of the Columbia River, on the Washington side, reached from the City of Portland on the splendid excursion **Steamer T. J. POTTER** IN ABOUT 3 HOURS. It is upward of 20 miles long, very broad and level and almost as compact as a composition pavement. It is dotted its entire length with towns, cottages, settlements, tent cities, villas, fine hotels, and all the amusement accessories of a popular summer beach resort. IT'S THE PLACE TO GO for rest, health and a good time. Thousands go there for their summer outing. Try it. **The Potter Sails Every Day** EXCEPT SUNDAYS AND FRIDAYS. See published schedules. Fare From Portland, Round Trip, \$4.00 Saturday to Monday Tickets \$2.50 Purchase tickets and make reservations at City Ticket Office, Third and Washington streets, Portland; or inquire of any O. R. & N. agent elsewhere for information. WM. McMURRAY, General Passenger Agent, PORTLAND, OR.

CHEAPEST STORE IN UNITED STATES **Boston Store** NORTHWEST CORNER FIRST AND SALMON STS. WILL BE **CLOSED ALL DAY TOMORROW** FRIDAY, AUGUST 9th TO INVOICE AND TURN OVER THE KEYS TO THE **PACIFIC COAST SALVAGE COMPANY** Which is authorized to turn the entire stock into money regardless of the loss entailed. This company takes possession of the store and starts the sale on Saturday at 8 a. m. The Pacific Coast Salvage Co. makes its own prices. It is the one event that makes all other bargain sales of the entire year seem insignificant. The Pacific Coast Salvage Co. tells its own story in tomorrow's papers. **THE BOSTON STORE** FIRST AND SALMON STREETS Everything That Men, Women and Children Wear! **WANTED!** 100 Salesmen and Salesladies and 25 Cash Boys—Apply Friday 10 to 12 A. M., Salmon Street Entrance

MIDSUMMMER SALE At **ROSENTHAL'S** Your money will do DOUBLE SERVICE here during the month of August. Prices on all SUMMER FOOTWEAR greatly reduced. **It Will Pay You to Investigate** LADIES' WHITE CANVAS BLUCHER OXFORDS AND GIBSON TIES, were \$2.50, now... **\$1.25** LADIES PATENT COLT AND DULL KID 2-EYELET GIBSON TIES, Good-year welt soles, grand value at \$3 ... **\$1.95** LADIES' FINEST PATENT COLT BLUCHER OXFORDS, in turns and welts, good values at \$4.00, now... **\$2.85** AND MANY OTHERS **Seventh and Washington ROSENTHAL'S Seventh and Washington** PORTLAND'S BEST SHOE STORE

Going **EAST** This Summer? Rates but Little More Than 1/2 for the Round Trip? —ON THE— **O. R. & N.** Two More Sale Periods Only Aug. 8, 9, 10, Sept. 11, 12, 13 PORTLAND to CHICAGO and Return... \$71.50 ST. LOUIS and Return... 67.50 KANSAS CITY and Return... 60.00 ST. PAUL and Return... 63.15 To all other points in the east and middle west and from all other points in the northwest, correspondingly low rates. 30 DAYS FOR THE ROUND TRIP. Stopovers within limit. **W**HEN you take a trip across the continent you, of course, want the finest scenery, the best and fastest trains, with through cars and most luxurious accommodations. Then buy your tickets at the City Ticket Office of the O. R. & N. **Third and Washington Streets** C. W. STINGER, City Ticket Agent **WM. McMURRAY, Gen'l Passenger Agent**