

METHODS IN CAMPAIGNS

Management Matter of Business as Well as Politics—Hanna's Work Notable Example—Cortelyou and His Trials.

By FREDERIC J. HASKIN.

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Washington, Aug. 14.—The management of a national campaign is a matter of business as well as politics.

Some of the most successful managers in the national, as well as in local politics, have been men who won their spurs in commercial affairs long before they took an interest in things political.

Mark Hanna is a notable example. Prior to 1896 he was looked upon as a successful business man rather than as a politician.

Yet when he entered the field of politics, Hanna was able to defeat such veterans as Joe Manley of Maine, Platt of New York, Quay of Pennsylvania and Clarkson of Iowa.

What has been said of Hanna is also true in the case of William F. Harney, who was chairman of the Democratic national committee in 1892.

He was known as a business man rather than politician. As many thought that Mr. Roosevelt made a mistake in 1904 when he named George B. Cortelyou as head of the national committee, for the latter had no experience in the game of politics, his work having been confined entirely to business and the government service.

But Cortelyou was a success.

That the head of the national committee is a ticklish position goes without saying. The chairman is oftentimes blamed for results quite beyond his control.

A case in point is that of Senator Carter of Montana who headed the Republican national committee in 1892, a year in which the tide had turned so strongly to the Democrats that the greatest of politicians could never have diverted it.

The problem of success in the management of national campaigns is divided into three parts. The first is how to hold the vote of the rank and file of the party and arouse their enthusiasm for the ticket.

This can be done only by educating them so far as the platform and the great issues are concerned. The task is not usually a difficult one where the ticket has not been nominated after a bitter fight or in sectional characters.

The second is how to present arguments in a manner so clear and ingenious as to convert voters from the other side as well as the great masses of independents, styled in derision "Mugwumps."

These independent voters hold the balance of power in the campaign. The third is what mistakes the other side is liable to make which may be taken advantage of for the sake of votes.

Most costly mistakes that any party manager was able to take advantage of was in the campaign of 1884, when James G. Blaine, in reply to the greeting of the ministers, did not immediately repudiate the speech of Dr. Burchard characterizing the Democratic party as one of rum, Romanism and rebellion.

It is true that the Plumed Knight did not do it, but before the Democratic managers had flooded the country with copies of the Burchard speech, by which to retaliate.

The advantage taken of the utterance of General Hancock characterizing the tariff as a local issue, was readily seen, therefore, that the campaign managers have their hands full, and that the result in a great measure depends.

Attaining Results.

There are several ways of attaining results. The first is through mass meetings. Most leaders claim that their value is limited to the arousing of enthusiasm and the rank and file of the mass meetings do not as a rule make votes.

As evidence it is pointed out that Bryan, in both his campaigns, had large and enthusiastic audiences, many people coming to hear his wonderful oratory, though determining not to vote for him.

The second is through the distribution of campaign literature. This means the speeches of party leaders, leaflets on the issues and badges and buttons with the party emblem and portraits and the names of the candidates. The third is the insertion of articles and editorials in the daily and weekly newspapers throughout the country.

This is one of the most important and highly effective methods. Much attention is paid to it by the party managers. It came into vogue when the tariff was an issue back in 1855. The controversy over free raw materials was then on. Both sides began to send articles on the subject to the press and then on other issues.

The national committee is aided in its work by a committee of writers and a committee. The information on which the campaign is conducted comes from two sources. First, from the managers themselves and those close to them politically. As they are from every section of the country their knowledge collectively covers the entire field. It may be stated as a general proposition that each manager is presumed to be in charge of the campaign in his territory.

The second source of information is the chairman of the various state committees. They are supposed to be continually keeping the national managers posted. Their information as to local conditions is derived from the heads of the local organizations.

Campaign of 1900.

During the campaign of 1900, however, Chairman Johnson of the Democratic executive committee revived the idea of having a direct representative in every election precinct throughout the United States. Abraham S. Hewitt originated it. He did it in the cam-

SCORE SHOWS CHANGES IN POSITIONS

District Number 1.

This contest district is made up of Multnomah county and includes Portland. Contestants in this district compete with one another, and at the same time with all contestants in other parts of the northwest.

- Ralph Robnett, 547 Stanton street, 47,795
Lenna B. Melton, 815 Grand avenue, North, 36,950
G. Adrian Smith, 142 Curry street, 19,715
Harry C. Cross, St. Johns, 8,755
Royal H. Cross, 437 Tenino street, 8,395
Clyde Cooley, 487 Tenino street, 7,810
David McK. Wilson, Linnton, Or., 7,350
Myrtle Rogers, 1941 Endicott street, 6,160
Frank Kennel, 331 Grand avenue, 4,130

District Number 2.

Contest District No. 2 comprises all of Willamette valley except Multnomah county (which forms a district by itself) as far south as Eugene. Contestants in this district compete with one another and at the same time with all contestants in all parts of Oregon.

- Freda Launer, Dallas, Or., 61,120
Olive Williams, Monmouth, Or., 24,385
Gladya Nelson, Corvallis, Or., 19,185
Beulah Gilkey, Corvallis, Or., 12,615
H. Earl Jackson, Forest Grove, Or., 9,810
Adela Volstead, Albany, Or., 7,885
Paul A. Numan, 367 State street, Salem, Or., 5,440
Charles Hibbard, Silverton, Or., 3,010
William Patterson, Philomath, Or., 2,645

District Number 3.

Contest District No. 3 includes all that part of Oregon south of Eugene and the counties of Oregon bordering on the Pacific ocean. Contestants in this district compete with one another and at the same time with contestants in all other parts of the northwest.

- Vernice Gilkey, Grants Pass, Or., 34,515
Sena Berkrem, Gardiner, Or., 17,540
Freda Hockinson, Medford, Or., 12,525
Grace H. Ryan, Gold Hill, Or., 5,270

District Number 4.

Contest District No. 4 comprises all of eastern Oregon and eastern Washington. Contestants in this district compete with one another and also with all other contestants.

- Roy Harper, The Dalles, Or., 21,220
Grayce McKinney, Blalock, Or., 20,975
Frances Gordon, The Dalles, Or., 5,015
Dolon Lilly, La Grande, Or., 6,845
Etta Shelton, Union, Or., 5,760
Margaret McCoy, La Grande, Or., 3,375
Gladya Rogers, Baker City, Or., 2,565
Kenneth Murray, Dayville, Or., 1,900

We herewith present the eleventh score in the educational contest, which includes all subscriptions received up to and including Wednesday, August 12.

In district No. 1, Ralph Robnett still continues his lead over Lenna Melton, and is working hard to hold first place. Harry Cross makes quite a lump in his score and is fast crawling to the front.

Adrian Smith, Roy Cross, Clyde Cooley and work on philomath and in determined to canvass everyone. Frank Kennel is on a vacation at Seaside and seems determined to hold first place. Get to work, Frank, and get in the winning.

Good Showing in Two.

District No. 2 shows up well, and Freda Launer, the little worker at Dallas, Or., is again at the head of all districts and leads in the contest. She and Ralph Robnett are in a tight race for first honor. Olive Williams and Gladya Nelson have made good gains.

Miss Nelson is now in the lead in canvassing in all parts of the valley, and we hear from Miss Williams that she is covering the rural districts near Astoria. Beulah Gilkey of Corvallis is one of the hardest workers in this district, and like her cousin in district 3, is going ahead with every contestant.

Charles Hibbard of Silverton is not doing much, but has many promises, and will surely be in the game in a day or two. With this publication we introduce William Patterson, the new contestant from Philomath, who starts out with nearly 3,000 votes. While Philomath is a small place, William intends to work all the surrounding country and land the scholarship in Philomath college.

With district No. 3 we find Miss Vernice Gilkey has increased her lead over the other contestants in this district, and is chasing the leaders in districts 1 and 2. Sena Berkrem makes a very substantial gain and is determined not to let Miss Gilkey get far away from her. Roy Harper and Freda Hockinson write that they are at work and expect to land many of their promises in a day or two. Grace Ryan is discouraged over the fact that Gold Hill is not a large town, but surely there is ample territory in southern Oregon, and there are no restrictions as to where she may work.

Changes in Four.

In district No. 4 we see several lively changes. Roy Harper increased his score over 3,000, and takes first place from Miss McKinney, who has so far made an excellent showing. Frances Gordon, the baby of our contest, enters for her first score with 5,015, and her credit, and jumps into third. Look out for the baby and watch her grow. Dolon Lilly, Margaret McCoy and Etta Shelton increase their score again and are keeping at it. Gladya Rogers, the new contestant from Baker City, jumps ahead of Kenneth Murray with 2,565. The contest is now warming up in a good shape, and every contestant is to win in his or her district. A great many are returning from their vacations, and contestants should catch their promises today. The contest period is short and only a few weeks remain. Every day counts, and to win you must make a dash for the sunshines, and the opportunity is before you. If you are not sure of your standing, get to work and make sure.

School on the voter in the west. That year 200,000,000 documents were distributed by the Republican campaign committee. These were printed in English, German, French, Spanish, Italian, Swedish, Norwegian, Finnish, Dutch and Hebrew. Over 2,000,000 copies of the letter of acceptance of President McKinley were distributed. The poster has come to be a big factor in every campaign. The Republican committee in the campaign of 1896. Several cartoons of Homer Davenport and the late Thomas Nast have been widely used by campaign committees. This year the campaign is very young, but already there is progress, for both Mr. Taft and Mr. Bryan are making campaign speeches for general distribution, into phonographs.

CHANGES HANDS

Red Front Takes Possession of the Hub Clothing Company.

The Red Front clothing company announces today the opening of their new store at Third and Burnside streets in the premises formerly occupied by the Hub. The Hub in fact lost the lease on the corner and now the shopping public of Portland have two well-stocked stores bearing the old and well-known name of "Red Front" Clothing store. The premises were situated at First and Taylor streets. The stock of clothing, hats, shoes and furnishings of the new Red Front store is certainly attractively arranged, and in fact the corner presents a very different look since the change of ownership. It is the aim of the management to inaugurate the policy that has made the Red Front so popular throughout Oregon and Washington during the past quarter of a century.

PORTLAND HEADS FOREST SERVICE

City Selected for Transacting All Business Within Big District.

Portland has been selected as the headquarters for the new district of the forestry service that will contain Oregon, Washington and Alaska and all the business that now goes to Washington, D. C., will come to Portland, where an office force of more than 50 clerks will be maintained. The moving of the offices to Portland will commence November 1 and will be completed by January 1, 1909.

The selection of Portland as head of the district follows the action of the forestry service in dividing the country into six districts and handling the business of each district in one city in that particular district. Instead of sending it to Washington. In this manner delays from 10 days to two months will be obviated and a much more satisfactory service maintained. The selection of Portland as headquarters for the district will be a cause of general rejoicing among people who

Could the blinded eyes, or the maimed limbs of Edw. R. Squibb speak, they would tell a story of suffering and privation in the interest of science seldom equaled in the history of the world. Small wonder physicians generally prefer to have their prescriptions filled with Squibb's medicines rather than the ordinary kind. Ours is a Squibb Drug Store.

Thomas says SMOKERS' WEEK For This Week Only— All the Standard Two for 25c Cigars 10c Straight

- Lord Baltimore Gatos El Principe de Gales
Ceusta Reys Jose Villas Sanchez & Hoyas
Optimos Sinceridades Garcias
Americans Gran Marcas El Sidelos
Van Dykes Romeo & Juliet El Versos

All Perfectly Conditioned

OWLS AND EXPORTS 7 FOR 25c LOWNEY'S CANDIES

The Perkins Hotel Pharmacy THE SQUIBB DRUG STORE Free Delivery—Phone Us Main 8624, A1011

Agents for Pictorial Review Patterns 10c and 15c

At a recent meeting of the board of directors of the Karo-Klapper Co. (Inc.) the following resolution was adopted: "That owing to the insufficient floor space to carry a complete line in every department, the manager of the store be directed to place on sale and dispose of the entire stock of dry goods department at whatever price it may bring; that he be further directed to put in a more complete stock of ready-to-wear goods. KARO-KLAPPER CO. (Inc.)

Rare Opportunity of Savings in Dress Goods We are going into an exclusive ready-to-wear business and are making an effort to close out all the yardage goods, including the dress fabrics, laces, embroideries, dress trimmings, etc. Everything in the dry goods department is going at cost and in many cases at much less. Avail yourselves of this great opportunity and save money.

Shoe Sales \$2 Children's Oxfords \$1.23 \$3.25 Ladies' and Gents' \$1.93 Misses' and children's tan and black Oxford Ties, fine vici stock, Blucher cut style, wide ribbon lacing, solid heel and counter, all sizes up to No. 2, value \$2, Saturday \$1.23 Ladies' and gents' high grade Dress Shoes, all styles, colors and sizes, values \$3 and \$3.25, Saturday special, the pair \$1.93

TO FRIENDS OF ORGANIZED LABOR THE MODEL BARBER SHOP At 91 Sixth Street IS DECLARED UNFAIR They Have Forced Down the Price Of cutting hair and are giving free shaves, shaving neck free and pressing neckties free As they have the finest shop in the city and do not graft They Should Not Be Patronized

75c Ladies' Muslin Drawers 47c \$1.25 Val. Corset Covers 79c Fine French muslin Drawers, trimmed in alternate rows of tucks and lace insertions, also in deep ruffles of Swiss embroideries; superb value for 75c, Saturday special, 47c Corset Covers, made of good lingerie nansook; with wide Valenciennes laces, insertions and tucks, in round, square or V-shape yoke; splendid \$1.25 value, Saturday spl. 79c

51.25 Men's Shirts 63c \$1.50 Value Shirts 88c Two Saturday specials in men's golf and stiff-bosom Shirts, in checks, stripes and small figures, with plain or plaited front, detached cuffs, double stitched throughout; regular value \$1.25, Saturday 63c only Better grade, made of superior French percale and novelty shirtings; val \$1.50, Saturday only 88c

have business to transact with the forestry service. In addition to the benefits that will be received by persons doing business with the forestry service, the acquisition of the office will be a distinction for Portland. It is expected that several floors in one of the new office buildings will be engaged to accommodate the large work of the forestry service. Several buildings are contemplated for the new offices, but no final decision has been made. With the establishment of districts to carry on the work of the department, the offices in Washington will be greatly decreased. Clifford Pinchot, chief forester of the Commercial club in reorganization is otherwise sweeping in the manner of establishing inspectors and clerks in cities other than the national capital. Under the new scheme there will be a head inspector in charge of the work in his district, which will include not only the handling of the inspection work but the clerical work as well. All matters pertaining to his district will thus be under his jurisdiction instead of part of the business being handled by inspectors in the field and the rest sent to Washington.

HOQUIAM TO MAKE ITSELF WELL KNOWN

Hoquiam, Washington, is organizing a chamber of commerce and will begin active work of advertising its resources and prospects this fall. Manager Tom Richardson of the Commercial club is in the Washington city helping to organize the new body and will spend several days there assisting the chamber in getting started.

A.B. Steinbach & Co.

FRIDAY and SATURDAY FURNISHING SPECIALS

\$1.50 Men's Light Weight Pure Wool Underwear

Finest texture, French make \$1.05 Friday & Saturday, Spl.

Soft Collar Neglige Shirts, including our entire line of Pure Silk, Pongees, Soiesettes and Mohairs.

- \$5.00 pure Silk \$3.50 \$2.00 Mohairs \$1.15
\$5.00 fancy Silk \$2.85 \$1.75 Soiesettes \$1.15
\$3.00 Pongees \$2.25 \$1.50 Soiesettes \$1.15

Fall Cluett and Monarch Shirts

On display—beautiful colorings and designs, in stripes and figures; we are showing a special line of the new corn shades. Cluetts \$1.50, Monarchs \$1.00.

BATHASWEET A Perfumed Luxury for the Bath BATHASWEET RICE POWDER As invigorating as a Sea Bath. Softens Hard water. 25 Baths 25 cents. Vegetable and Antiseptically Pure. All Ports. Bathing Sponges and Closets. Sponges Baby Powder and Face Powder. BATHASWEET IMPORTING CO NEW YORK

Store Open Until 10:00 P. M. Saturday

4 Great Values in Waists Lace, Net, Silk and Lingerie Waists Low Priced

300 ladies' lingerie Waists, made of fine nansook and Persian lawn, exquisitely trimmed in laces and embroideries, also tucks and insertions, buttoned in back or front, long or short sleeves, 30 styles to choose from; values \$1.50 to \$2.25, special for Saturday, 83c

200 ladies' lingerie Waists, made of superior grade of nansook and lawn, 20 distinct models, trimmed in lace and embroidery insertions in fancy scroll or diagonal effects, entire openwork embroidery fronts, lace sleeves, jumper effects and in many other new styles with tucked effects; values \$2.50 to \$3, special for Saturday, \$1.69

150 ladies' ecru and white net and lace Waists, made of fine Arabian nets, Cluny laces and oriental allovers, exquisitely trimmed in frills, panels, taffeta bands, etc., in more than 50 different styles, all silk lined; values \$5 to \$6, special for Saturday, \$2.93

28 pure white Jap. Silk Waists, entire front in clusters of pin tucks and fine French Valenciennes insertions in square and pointed panels with Battenburg medallions in center and over shoulder seams. Gibson girl effects, lace paneled cuffs and sleeves, values \$5.50 to \$7, special for Saturday, \$3.23

Advance Showing of Fall Suits

We are now showing the advance shipment of ladies' fall style Suits, strictly man tailored, in broadcloth, kersey and many novelty fabrics, in blue, black, brown, navy and striped effects. An expert buyer is now in New York and these are the sample lines shipped to us as an advance guard; every garment sold by us is fully warranted as to the styles, materials and workmanship; prices range

40c Ladies' Collars 14c 1,500 manufacturers' samples in ladies' collars, consisting of the Pluffy Ruffles stock collars, lace, braid and needlework stocks, linen and silk turnovers, collar and cuff sets and in hundreds of other styles; values 25c to 40c, choice 14c

10c and 15c Collars 6c Another lot of 500 samples in Ladies' Collars, popular shapes and styles; 10c and 15c values, choice, 6c

Ladies' and Children's Hose Ladies' hile gauge Hose, silk finish, 3-ply heel and toe, elastic top; regular value 50c a pair, Saturday special, 27c

20c Children's Hose 12 1/2c Children's fine ribbed cotton Hose, black only, double spliced heel and toe; regular 20c value, Saturday special, 12 1/2c

35c Sleeveless Vests 20c Ladies' fine gauze, Egyptian cotton sleeveless Vests, square neck, crocheted and silk taped; regular 35c value, Saturday day sale price, 20c

Post Toasties Look Good, Taste Good, ARE GOOD! Made from pearly white corn deliciously toasted. "The Taste Lingers" Popular pkg. 10c; Family size 15c Postum Cereal Company, Limited, Battle Creek, Mich.

During the campaign of 1900, however, Chairman Johnson of the Democratic executive committee revived the idea of having a direct representative in every election precinct throughout the United States. Abraham S. Hewitt originated it. He did it in the cam-