VOTE TO TAKE TAX FROM OLEO

(Continued From Page One.)

on a uniform price basis were commended unanimously in a later resolution, which also placed the convention on record as favoring and concurring in the recommendations of President Kramer in his annual address.

Resolutions thanking Senators Gore of Oklahoma and McLaren of Mississippi for their defense of the retailers in a recent discussion in congress, were unanimously adopted.

Election This Afternoon.

Later the convention decided to hold the election of officers at 2:30 o'clock and to allow only three nominating speeches for each candidate. With a three minute limit on each.

Some discussion was aroused by the question of eliminating the statute of limitations in the matter of accounts. A motion was made by Charles Coon of Washington to have all delegates instruct their different legislative committees make an effort to have bills passed in the different houses making the limitation not less than six years. Several objected to the motion on the ground that legislation could be secured to entirely remove the limitations.

Mr. Moon's motion was finally carried.

"What, and who are cutters?" asked H. Hauch of California in the question box.

The interrogation brought about some debate as to where a distinguishing line could be drawn between the cutter and the legitimate retailer.

J. J. Higgins of Seattle, Wash., explained that a cutter was a retailer who either lowered a manufacturer's fixed price, or one who continued to sell staple articles at less than a remunerative price.

Appointment of Committees.

President Kramer today appointed the following delegates as a standing committee on legislation: J. R. Newberry, California; J. W. Houlton, Maine; J. C. Currie, Michigan; W. F. Pegford, Mississippi; L. Clohav, West Virginia. The following committee on ways and means: Frank Thompson, Texas; A. C. Penzel, Arkansas; J. P. Langan, Missouri; A. W. Popp, Illinois, and A. Gunther, Oregon.

Local grocers are disturbed because of the report that an attempt would be made to have the delegates make a demonstration for Dan Kellaher, candidate for mayor of Portland, and an officer of the association. They repeat that no such attempt was contemplated and attribute the circulation of the rumor to certain of Mr. Kellaher's political enemies. The name of the mayoralty candidate has not yet been mentioned in the convention.

Kline Out for Vice President.

During the morning session J. F. Paulding of Los Angeles, Cal., announced that the Pacific coast had not one candidate for any national association office. He was corrected by several who declared that S. L. Kline of Corvallis, Or., president of the Oregon Retail Grocers' association, was a candidate for president. Mr. Kline felt called upon to make some explanation. He told the assembled delegates that "he was not a candidate for president," as was stated, but did not say that he was not a candidate for the vice presidency. His name will be prominently brought out in the election as the candidate of the Pacific coast for vice president. In the announcement of Mr. Kline's candidacy in yesterday's Journal the word vice was inadvertently omitted before the word president.

It was announced by the Seattle delegation that all delegates and visitors would be entertained at that city June 9 and 10, with streetcar rides, luncheons, banquets and Puget sound trips. Wednesday, June 9, will be Grocers' day at the A.-Y.-P. exposition. A rising vote of thanks was tendered the Seattle association for the invitation.

Frank B. Connolly of San Francisco, Cal, next brought forth his report on the maintenance of the selling price, which has already caused so much talk. The report was unanimously adopted, and the delegates adjourned until 2 o'clock.

Some Late Arrivals.

Late arrivals follow: H. A. Atreight, Toledo, Ohio; Mrs. A. C. Streight, Toledo, Ohio; George Fleischman, Cleveland, Ohio; F. J. Jankersky, Cleveland, Ohio; J. Leipman, St. Louis, Mo.; Winfield Hartzell, Greeley, Colo.; Mrs. W. Hartzell, Greeley, Colo.; A. Bailey, Seattle, Wash.; J. W. Dright and wife, Colorado; M. S. Allen, Forest Grove, Or.; A. Robertson, Oregon City, Or.; T. F. Prichard, Rosalia, Wash.; R. P. Tumley, Rosalia, Wash.; Amos K. Bass, Arkansas; A. A. Tourley, Condon, Or.; V. T. Abraham, Forest Grove, Or.; W. D. Hawkins, Mississippi; Mr. and Mrs. J. A. Green, Cleveland, Ohio; J. J. Higgins, Seattle, Wash.; Mr. and Mrs. Charles H. Vananda, Ohio; Mr. and Mrs. J. T. Mulgreen, Council Bluffs, Iowa; Henry C. Christgan and wife, Brooklyn, N. Y.; Anthony Vieiar, Cincinnati, Ohio; R. L. Taylor, Corvallis, Or.; G. Riddish and wife, Denver, Colo.; H. A. Galbraith and wife, mother and son, Denver, Colo.; A. B. Horn, Tacoma, Wash.; Hermann Walker, Toledo, Ohio; F. A. Naber, Chicago, Ill.; J. A. Myers and wife, Everett, Wash.; F. A. Thomson, Gatesville, Texas; W. H. Dundinger, Coos Bay, Or.; A. Brown, Toledo, Ohio; O. E. Thompson, Cleveland, Ohio; W. A. Hill, Tacoma, Wash.; S. S. Schmidt, Chicago, Ill.; M. Turner, Banks, Or.; Julius Alm, Silverton, Or.; J. O. Gibson, Grants Pass, Or.; F. R. Coron, Grants Pass, Or.; E. P. Bourne, Helena, Mont.; Philip Carbury, Spokane, Wash.; S. M. Hellan, Toledo; A. L. Benham, Spokane, Wash.; R. Morris, Denver, Colo.; J. J. Garden, Canton, Maine; Edward C. Burbra, Cleveland, Ohio; Edmund F. Snow, Boston, Mass.; H. W. Schwab, Wilwaukee, Wis.; A. S. Geddes, Oregon; Frank Newton, Kansas City, Mo.; J. S. Carver, Ogden, Utah; C. M. Lees, Salt Lake, Utah; Robert Kidd, Roseburg, Or.; H. W. Kingbury and wife, Winona, Minn.; Mrs. Ella Holland, Winona, Minn.; G. S. Trout, Horwood, Ohio; Herman Schmidt, Grants Pass, Or.; A. W. Bower, Spokane, Wash.; J. H. Hellwig, Haywood, Wis.; A. C. Ekelund, Minneapolis, Minn.; A. H. Gorimstend, Superior, Wis.; S. H. Thurston, Minneapolis, Minn.; H. H. Rawlings, Spokane, Wash.; C. J. Kramer, Little Rock, Ark.; Ellis Kilgore, Sacramento, Cal.; P. H. Borden and wife, Portland, Maine; Sarah H. Taylor, Albany, Or.; Owen Bearn, Albany, Or.; Lloyd Bearn, Albany, Or.; W. H. Cook and wife, Springfield, Ohio; Emily Dustan, Boston, Mass.; Frank Longley, Little Rock, Ark.; George T. Stapleton and wife, John B. Thomas, Colorado; P. C. Williams, Bellingham, Wash.; C. L. Haggard and wife, Seattle, Wash.; F. Shurtleff, Los Angeles, Cal.; Frank Meller and wife, Cleveland, Ohio; W. P. Pigford, Meridian, Wis.; A. R. C. Davis Agency, Mo.; J. R. Newberry, Los Angeles, Cal.; Fred Harwig, Minneapolis, Minn.; James Roy, Vancouver, B. C.; P. B. Dunning, Vancouver, B. C.; John F. Weidenmann, G. W. Hanna, J. P. Langan, Kansas City, Mo.; Ellis L. Howland, Battle Creek, Mich.; L. M. Wood, Seattle, Wash.; S. L. Kline, Corvallis, Or.; Mrs. S. L. Kline, Corvallis, Or.; J. J. Ryan, St. Paul, Minn.; F. B. Connolly, San Francisco, Cal.; C. O'Donnell, South St. Louis, Mo.; Ed. Tonkin, Seattle, Wash.; Edward O. Quimby, Boston, Mass.; A. Vinton Cobb, Boston, Mass.; Mrs. H. Lamkin, Detroit, Mich.; John C. Sheehan, Minneapolis, Minn.; Walter Horn, Chicago, Ill.; John W. Lux and wife, St. Paul, Minn.; H. W. Janssen, St. Paul, Minn.; Mrs. J. W. Lux, St. Paul, Minn.; Mrs. John McGrath, St. Paul, Minn.; G. S. Allen, Fisher, Wash.; Mr. and Mrs. Samuel Wing, New Bedford, Mass.; E. G. Ashley, Toledo, Ohio; H. J. Beneke, Spokane, Wash.; Theodore Roth, Salem, Or.; W. B. Keyes, Salem, Or.; W. E. Greene, Vancouver, Wash.; John Adair, Astoria, Or.; A. H. Wordell and wife, New Bedford, Mass.; Otto Rauber, Cincinnati, Ohio; Lewis Schall, Cincinnati, Ohio; W. S. Wood, Lansing, Mich.; W. A. Bell, Eugene, Or.; C. Schmidt, Grants Pass, Or.; E. B. McAtee, Springfield, Ill.; H. W. Altman, Springfield, Ill.; Willis Simonton, Dallas, Or.; W. H. Rall and wife, Denver, Colo.; Ira B Thomas, Des Moines, Iowa; Charles H. Pulse, Richmond, Cal.; Harry Wissmann, San Francisco, Cal.; C. B. Pearson, Stockton, Cal.; Lewis Shattuck, Gresham, Or.; W. L. Baker, New York city; J. D. Campbell, Stockton, Cal.; L. P. Sullivan, Chicago, Ill.; W. A. Pepp, Chicago, Ill.; A. T. Jack, Oregon City, Or.; F. E. Albright, Oregon City, Or.; L. O. Powers and wife, Los Angeles, Cal.; J. W. Rider, Aberdeen, Wash.; W. I. Newcomb, Sebastopool, Cal.; W. T. Scholfield, Astoria, Or.

Alone in Sawmill at Midnight.

Unmindful of dampness, drafts, storms or cold, W. J. Atkins worked as Night Watchman, at Banner Springs, Tenn. Such exposure gave him a severe cold that settled on his lungs. At last he had to give up work. He tried many remedies but all failed till he used Dr. King's New Discovery. "After using one bottle," he writes, "I went abck to work as well as ever." Severe Colds, stubborn Coughs, inflamed throats and sore lungs, Hemorrhages, Croup and Whooping Cough get quick relief and prompt cure from this glorious medicine. 50c and $1.00. Trial bottle free, guaranteed by Woodard, Clarke & Co.

The Formula

on every package of

Orangeine

(Powders)

Shows you *why* it so quickly dispels Headache, Neuralgia, Colds, "Grip," Indigestion and Brain Fag.

SUBJECT: A FIXED MINIMUM PRICE BASED ON A FIXED VALUE

Address of J. F. Merryman of Chicago, representing the N. K. Fairbank company. Delivered before the National Retail Grocers convention on Friday, June 4, 1909:

Mr. President, gentlemen of the convention of the National Retail Grocers' Association of America, ladies and gentlemen:

I sincerely thank you for the invitation you have extended me as a representative of The N. K. Fairbank company to address you on the subject of "A Fixed Minimum Price Based On a Fixed Value." I will enter immediately upon a discussion of the subject.

I will confess that the system which we have adopted on the Pacific slope is not only a new one, but a somewhat imperfect one. All new and untried experiments must stand the test of time and in our country must run the gauntlet of the courts. A hundred years ago we had not a single chapter in our law books devoted to the laws of railways, of telegraph or telephone systems; but now we have immense libraries full of law books on these subjects. I lay down as a basis of our discussion two propositions: First, from certain known facts unknown facts become known; secondly, from certain well known legal principles unknown legal principles can be elucidated, and in turn become precedents as time rolls on and business expands. To illustrate the first proposition: When Thomas Jefferson was our minister to France, during the framing of our constitution, no explorer had ever entered the mouth or traversed the source of this great river—the Columbia. No one had ever beheld its magnificent scenery, which the delegates to this convention witnessed on yesterday—its scenery which rivals the Hudson and surpasses the Rhine; but Mr. Jefferson, philosopher as he was, reasoning that if the snows of the mountains melt and the rivulets and the rain from the watersheds run together and form the Missouri east of the Rockies, that there certainly must be another river west of it, and so he endeavored to persuade Ledyard, the explorer, to enter Russia and to come down on what is now our western coast, and that he would find a great river. Ledyard was so impressed that he entered the Russian domain, but was arrested as a spy and compelled to give up the expedition, compelled to change his plans, and his young life went out in an attempt to explore the Nile. Mr. Jefferson, afterwards becoming president, fitted out the Lewis and Clark expedition, and as they called to pay their respects at the White House he said to them that when they had gone up the Missouri and that when they had crossed over the Rockies, over on the other side they would find a great river, which they did, and after they had crossed the mighty summits of our mighty mountains, lo and behold yonder rolled the Columbia.

So it is in great business principles, and with these great propositions that each age must contend with. A hundred years ago land was the basis of wealth. As we merged from the feudal system of England and the European countries we brought over certain of their laws, and to this day we have covenants running with the land, or contracts running with the land. Some grantor living 75 or 100 years ago laid out certain lots, tracts or parcels of ground, and in executing his deeds to his grantees he specified that on this property certain houses for certain lines of business should not be erected. He may have been a temperance reformer and in his deed he may have stated that no liquor should ever be sold on the premises; no building should be erected in which a saloon was conducted; or like one of our modern grantors, he may have specified that no flats should be erected on the premises; or he may have agreed on a building line and fixed on 30 feet from the street as a building line. Now all these may have been done 75 or 100 years ago, and finally in time I buy the property, and I find that I must leave 30 feet of my ground vacant because, if I build one foot over the line or one inch over the line I am enjoined by my neighbors and a court in equity will fine me for contempt and put me in jail for contempt if I proceed with the building, because there is a covenant running with the land, which covenant may have been enacted 100 years ago, when our grandfathers were living. Now I must do all this because my neighbors have spent certain money on their property, and in consideration of their having built a house costing a certain amount of money and having built it on a certain building line, I must build mine on that building line.

Now, here is a package of goods, the Gold Dust Twins, on which more money has been expended by the N. K. Fairbank company than has been expended on any tract, lot or parcel of ground in the known world, not even excepting Broadway and Wall street in New York city, and on which more money has been expended in advertising and in a sales force which, during a quarter of acentury has belted the globe, than has been expended on any tract or parcel of ground in London or in Berlin. And yet you tell me that there can be no covenant running with this package. Then I say to you, if we haven't any law on the subject it is time we were making laws. Let us coin a phrase today. Let us make this convention historical. We have met on historical ground. Our fathers won Oregon under the shibboleth of "54-40 or fight." Let us declare today for a covenant running with the package and bring the courts of this country to a respect for our rights. And I say to this convention, speaking for the N. K. Fairbanks company, that if you will stand behind us, we will cut and carve into every can of cottolene a certain fixed price based on a fixed value, and we will exterminate every price-cutter in this broad land, no matter how wealthy, how powerful or how influential he may be. Why should some one dealer be permitted, after we have canvassed a city and spent thousands of dollars in it in working up a trade upon Sunny Monday or Gold Dust—why, I say, should some one dealer be permitted to demoralize our trade by cutting the prices on these articles, which are favorites in every household and use them to toll customers into his establishment and sell these articles cheap and swindle them on something else? Equity and justice should say that we have as much right to a covenant running with the package as a citizen has to a covenant running with the land. Therefore we have adopted on the Pacific slope a certain fixed minimum price, which is based on our articles which have a certain fixed value, and this system includes a legal notice, which I will now read:

"To dealers, wholesale or retail:

"You shall not sell, or cause or permit to be sold, either directly or indirectly, by means of gratuities or otherwise, any of our products for less than the current retail prices established by the N. K. Fairbank company, which prices are now, and until further notice will be, as follows:

"Cottolene—	
"Small size pail, each	$0.30
"Medium size pail, each	.50
Large size pail, each	1.40
"Sunny Monday Soap—	
"25 cakes or less, each	.05
"Fairy Soap (100-5c size)—	
"Per cake	.05
"Gold Dust, large size—	
"One package	.25
"½ dozen packages	1.40
"One dozen packages	2.75

"The conditions herein named are for the express benefit of the N. K. Fairbank company, and in case of the breach of said conditions by you in connection with any purchase of such products from the undersigned, you shall pay to the N. K. Fairbank company for each and every such breach the sum of $50, as the damages which it is presumed and agreed would be suffered by the N. K. Fairbank company from every such breach, said sum to be construed as liquidated damages, and not as a penalty, it being recognized that any such breach would result in material damages to the N. K. Fairbank company, the actual amount of which it would be extremely difficult or impracticable to fix. The N. K. Fairbank companuy may prosecute any action for any such breach in its own name."

A special label, printed in white letters on a bright red background, is attached to every box of the goods sold—thus reminding the distributer, whether wholesaler or retailer, of his individual agreement with the N. K. Fairbanks company. This label announced the lowest retail prices that may be accepted for the goods contained in the box to which it is affixed.

I know this convention will be interested in learning what progress we are making under this new system, and I am happy to inform you that both the retailers and the wholesalers on this coast nearly all of them are rallying to our support. We have word this morning from Pasadena that the retail dealers there are throwing out of their stores the goods of the manufacturers who will not adopt the minimum price system and putting ours in. Of course here and there we find a retail dealer who claims that his rights and liberties are being taken away. My rights have been taken away from me when I could not build on a certain piece of land as I wanted to build, and so his rights to ruin our trade, to demoralize our prices, to destroy the market value of our goods, have been taken away from him. Here and there we have found a retail dealer who publicly advertises that he has taken out the goods of the N. K. Fairbanks company on account of the contract system and that he is using in their place and stead the goods of our competitors, but he will come back. The public will soon begin to cry for Cottolene, and for the Gold Dust Twins, and before many moons wax and wane he will find he can't get along without them, and once more Sunny Monday will grace his shelves.

If you will pardon an anecdote, it reminds me of an incident that happened in the life of the late Senator George G. Vest of Missouri and a senator from Alabama. They were both members of the judiciary committee in the United States senate and on one occasion Chief Justice Fuller gave a dinner to the judiciary committee of the senate, and in the wee hours of the morning, after probably they had looked a little on the wine when it was red within the cup, they started home in a cab. Senator Vest was in a reminiscent mood, and turning to the Alabama senator, he said: "We ought indeed to be very grateful men. Here we are; we fought four years for the Confederacy and against the flag of our country, and when we couldn't get out of the Union and were whipped back in, here we are members of the senate, the highest law-making body in the world, members of the judiciary committee, the greatest committee in the greatest law-making body in the world, and have been wined and dined by the chief justice."

The Alabama senator couldn't stand it any longer, and he exclaimed: "Vest, give us a rest. They can't run their d—— country without us!"

So I think some of these retail dealers will find they can't run their stores without Cottolene, and without Fairy soap. And I am here to say to this convention that we intend to maintain this fixed minimum price system, and I am not going to return home until I have employed lawyers to bring injunctions and damage suits against every price cutter on this coast, and I say again, we intend to exterminate the price cutter; if not through the courts, we at least have the right to refuse to sell him our goods. The court of last resort in the state of New York has recently so decided—that the manufacturer has a right to refuse to sell his goods to anyone, whomsoever he pleases, no matter if it is impossible for that dealer to get the goods from anyone else in the United States.

Now to the Pacific slope delegates in this convention I have one question to ask: If one of our competitors had inaugurated this system on this slope and we desired to break it down, the first thing we would do would be to cut the prices on all our goods and slaughter them and attempt to fill every store with them on this slope. This is now being attempted by certain manufacturers in order to break down the fixed minimum price system, and I ask you today, are you going to desert us in this fight in order to make a transitory profit? I contend that so long as the goods of the N. K. Fairbank company afford a profit that is defensible before the retail trade, they are deserving of unqualified and unlimited preference at the hands of the retailer who is in favor of the policy of protecting retail prices. If any retailer disregards the protected price policy and encourages the sale of an unprotected, competitive article simply because the latter offers temporarily a little better profit, he is blind to his own best interests and is aiding in the defeat of the protected price policy.

In response to your demands we have adopted this policy. Again I ask, are you going to stand with us and stand by us?

(Here a large number of the delegates, led by Mr. Newberry of Los Angeles, stood up and yelled that they would.)

Gentlemen of the convention, it gives me pleasure to say that for 24 years I have have been in the employ of a manufacturer who always recognized that there were three parties in our firm—first, ourselves as manufacturers; second, the wholesaler or the jobber; and third, the retail dealer.

Again I repeat, we have always stood by the wholesaler and the retail dealer. Though there have been times when it was a great temptation to us to imitate the many business enterprises which in the last two decades have grown up around us and are selling directly to the consumer.

These factory-to-family plan concerns go into a community and enlist the services of the women and form clubs, holding out as an inducement that buying from the retailer is expensive; that what you buy from a retailer must pass through several hands, and that they save you the profits of the middlemen, and that by buying from the factory-to-family plan all profits of the retail dealer are eliminated. They even get up clubs in the churches; they even appeal to the ladies aid society in the churches, and to the missionary societies; and often the good sisters are induced to form these clubs in order to get a desk or a rocking chair for their dear pastor, forgetting that the deacon in their church may perhaps be in the furniture business, or in the hardware business, or in the stove business, and that all these schemes are injuring the church and sapping at its vitals and undermining its very foundations.

Every dollar sent out of a community to one of these factory-to-family concerns never returns. It is gone forever. It is like the snowflakes in the river, a moment white, then gone forever. But when we canvass a community our men urge that community to buy our goods at the retail store from the retail dealer. You in turn deposit your money with the local bank, and that money remains in the channels of trade, blessing your community. It is like the rain that falls into the rivulets, and the rivulets run into the rivers, and the rivers run to the seas, and the clouds drink it up again and bring it back, and again the rain falls and it enriches and twice blesses the land.

Now having said so many good things to you, I may be pardoned and permitted to say a few mean things. You do not always give us proper support when we are canvassing a neighborhood and endeavoring to exterminate the factory to family plan of doing business. You do not always allow your man to work with our regular order solicitor. Oftentimes you refuse to cooperate with us to the extent of allowing your order solicitors to work with our men. You sometimes regard us as enemies when we are your best friends, and I say without fear of contradiction that there is no other soap manufacturer in the country who is doing more today to educate the consumers to the fallacy of the factory to family plan than the N. K. Fairbank company through its work among the consumers on behalf of the legitimate retail distributers. Therefore we feel that we have a right to be heard on this subject, and that we have a claim on the good will and support of the retail trade.

Now allow me to say that there are strenuous days ahead of us, and it behooves us to hang together. It was an old patriot who, in the dark days of our country's history, when the clouds hung lowest, and when putting his signature to that immortal document the Declaration of Independence, which made him a traitor to King George, exclaimed, "We must all hang together, or we will all hang separately." It behooves us to hang together. I firmly believe that this fixed minimum price system based on a fixed value will solve our difficulties. There will be no necessity for gentlemanly agreements, and when we have perfected it, it will do away with all rebates. It will remove all fraud in the sale of goods, and there will be no necessity for net weights. Let us not be timid about it. Henry Ward Beecher tells us of a good man in New England who was so afraid of doing wrong that he spent all of his life without doing anything at all, and when he reached three score and ten he could only look back on a misspent life. We have all been so afraid of trusts and trust agreements that we have not been able to agree upon anything, and year after year we have seen our business cut to pieces and profit taken away from both manufacturer and retail dealer. Let us return to the old fashioned, the honest method of doing business, and do away with all schemes and prize package methods, and the demoralizing deals in which so many boxes are given away upon so many being bought. All of this will go when we have adopted the straightforward method of a minimum fixed price.

I believe that on this coast the courts will yet decide that there is now as much necessity for a covenant running with the chattel as there was in the old time for a covenant running with the land; and that a business system will be established which will save this country from the demoralizing conditions which now prevail by an attempted maintenance of a card list and cut throat competition; but until this plan has been clearly demonstrated that it is a commercial success and the retail dealers thoroughly satisfy us that they will stand by us and by their support make up any loss we may sustain from the big and little cash and department stores, and until the courts have fully declared that our business is lawful and legitimate, we can never afford to extend its operations east of the Rocky mountains.

To the delegates east of the Rockies let me say, perfect your organization. Bring about a unity of sentiment on this question in your city and state organizations, suggest to us what you regard as a fixed price on our products which will give you more than a living profit and line up your organizations and show us that you have something to compensate us for the loss we will sustain and the hostility we will incur from the big catalog houses and similar organizations.

Call off the carping criticisms of your trade journals who declare that they do not want retail prices fixed by manufacturers because they do not care to have their business put on a slot machine basis, and at the same time exclaim, "Save me Cassius or I sink!"

Since its earliest organization the N. K. Fairbank company has stood by the retail dealers and will continue to stand by them to the end. The country storekeeper and our country's history dwell together in memory. We can see an Abraham Lincoln with his sad, sallow face, sitting in the country store with his eye piercing futurity, revolving plans whereby a nation may be saved.

No one is more deserving of a competency in old age than the retail dealer who rolls the boxes and the barrels of sugar from early morn until dewy eve, and therefore let me say in conclusion, may God grant that the retail dealer may survive all the wrecks and panics of our fickle and frail business system, and that they

"Who danced our infancy upon their knee,
And told our marveling boyhood legends store,
Of their strange ventures happ'd by land or sea,
Shall never be blotted from the things to be."

RETAIL GROCERS REORGANIZE AND INCREASE FIELD

During the excursion Thursday the Pacific Coast Association of Retail Grocers was reorganized. Where before the association was comprised of locals of Oregon, Washington and California, it now consists also of Utah, Nevada, Idaho, Arizona, Wyoming and British Columbia.

Unity and harmony in business relations was sounded as the primary purpose of the new organization, and before the meeting was adjourned a resolution was passed placing the different locals on record as resolved to stand together on all matters affecting the trade.

Distinctly a business session was that held by the Pacific Coast retailers. Resolutions were passed recommending that each local fix a minimum retail price on goods, the effect of which is a demand upon the manufacturer to prohibit price cutting. The manufacturer will be asked to pledge himself to refuse to sell goods to the retailer who descends below the fixed minimum price on any special article.

President Newberry of San Francisco, Cal., was unanimously reelected, and J. F. Paulding was selected as secretary. The board of directors follows:

The following directors were elected from each state:

Oregon—J. C. Mann, Portland; A. S. Geddes, La Grande; W. A. Bell, Eugene; S. L. Kline, Corvallis; C. B. Merrick, Portland.

Utah—C. M. Lees, Salt Lake; Mr. Quaill, Logan; Mr. Gerrard, Fassen; J. S. Carver, Utah.

California—H. Hauch, Alameda; L. D. McLean, San Francisco; F. B. Fanisher, Sacramento; F. Connolly, San Francisco; J. Campbell, Stockton.

Washington—A. W. Bower, Spokane; E. O. Erickson; Tacoma; C. L. Hazzard, Seattle; Honorable C. E. Coon, Port Townsend; J. J. Higgins, Seattle.

Nevada—No directors elected.

Idaho—B. S. Deffenbach; Philip Carvary, Spokane; remaining directors not chosen.

Wyoming—B. S. Johnson, Ed Kelly, M. A. Kline, Cheyenne.

British Columbia — L. McTaggart, Vancouver; James Roy, Vancouver.

DELEGATES FLING INSINUATIONS IN DISCUSSING ETHICS

Internal strife marked the session of the delegates Friday afternoon. Division of sentiment between the east and west became more noticeable.

L. F. Padberg, of St. Louis, Mo., one of the directors of the association, precipitated a fight by declaring that in his belief, W. A. Cook, leader of the Ohio delegation, was not a grocer.

Springing to his feet, Mr. Cook answered that he most unmistakably was a grocer, but certainly not a saloon man, the latter a direct rap at Mr. Padberg who has been accused of paying more attention to his wine and liquor department than to his groceries.

During the afternoon a number of resolutions were considered. Resolutions declaring against a tax on any food products, condemning premiums with cereals, opposing the manufacturer distributing cards redeemable by themselves as tending to over-stocking, and one favoring minimum prices for manufacturer, retailer, jobber and consumer, and against placing the selling price on the package, were adopted.

Later in the afternoon Secretary Green was appointed official delegate to the international convention of weights and measures to be held in August at Oxford, England.

Allowed a half hour in which to address the delegates, J. K. Merryman, an attorney representing the N. K. Fairbanks company of Chicago, told of the efforts of the soap company to establish fixed prices, and declared that the manufacturer which he represented would be glad to extend the fixed price plan all over the country if the retailer would give support. Mr. Merryman was roundly applauded.

W. A. Horn, of Chicago, Ill, next delivered himself of a caustic criticism of the Chicago company. He declared that in New York, he had heard the same speaker advocate an entirely different policy. "The N. K. Fairbanks company is endeavoring to secure cheap advertising," averred he.

EXHIBIT OF QUAKER OATS ATTRACTS THE VISITING GROCERS

The attractive exhibit of the Quaker Oats company at the Hotel Portland has attracted many visitors during the grocers' convention. The exhibit cartons of the company have been arranged by E. M. Walch to represent a house, well guarded by the friendly Quakers who have helped to make the products of these mills known. Here several sorts of attractive foods, puffed rice, flaked corn and puffed wheat, are served to callers.

The "food that is shot from guns," according to the catchy description given to these puffed products, is an interesting contribution to the world's stock of edibles. To produce the puffed grains the cereals are enclosed in steel cylinders which, while revolving rapidly, are heated to 550 degrees. During this time the natural moisture contained in the grains steam cooks the product which is then shot from the hot cylinders into cold air. It is this final process which causes the puffing of the grains, explodes the tiny particles of starch and makes the food digestible as well as crisptly delicious. The whole process of "shooting" the cylinders is on exhibition at the Alaska-Yukon-Pacific exposition and on the opening day the puffed rice was shot at the crowds of people in a benedictory shower.

The headquarters of the company are at Chicago, and the mills are situated at Battle Creek, Mich., Cedar Rapids, Iowa, Peterborough, Canada, and Akron, Ohio.

PILES CURED AT HOME BY NEW ABSORPTION METHOD

If you suffer from bleeding, itching, blind or protruding Piles, send me your address, and I will tell you how to cure yourself at home by the new absorption treatment; and will also send some of this home treatment free for trial, with references from your own locality if required. Immediate relief and permanent cure assured. Send no money, but tell others of this offer. Write today to Mrs. M. Summers, Box P, Notre Dame, Ind.

ENTIRE PROGRAM SPEAKS OF ROSES

A rose day "Sunday at home" will be held at the Y. W. C. A., Seventh and Taylor streets, June 6, at 4 o'clock as a good introduction to next week's festivities. Not only the decorations but the program as well will bring the message of the roses and it will be a most charming and helpful day to all.

Following is the program: Address, "The Rose of Sharon," Rev. W. H. Foulks; soprano solo, "Rose in the Bud," (Dorothy Foster), Miss Beulah Cadwell; contralto solo (a) "Bowl of Roses" (Clarke), (b) "When the Roses Bloom" (Reichardt) Mrs. Hutchinson Wire. All women cordially welcome.

WAS SON OF GENERAL THEODORE ECKERSON

R. J. Eckerson, for many years a resident of Portland and a well known real estate and money broker, died at his residence, 703 Minnesota avenue, early yesterday morning. Mr. Eckerson succumbed from an attack of pneumonia after an illness of but four days.

He was a son of the late General Theodore J. Eckerson, U. S. A. and was born at Vancouver Barracks in 1857, while General Eckerson was stationed at that post. Mr. Eckerson was a prominent member of several patriotic societies, among them the "Sons of the American Revolution and the Loyal Legion, and was secretary of Mount Hood Council, No. 28, National Union.

Mr. Eckerson is survived by the widow and two children, Captain Theodore Eckerson of Sacramento, Cal., and Mrs. C. M. O'Connor of Robinson, Neb. His wife and son, who have been visiting in the east left St. Louis at noon yesterday and will arrive here Monday afternoon. Funeral arrangements will not be announced until after Mrs. Eckerson reaches Portland.

Syrup of Figs and Elixir of Senna

Cleanses the System Effectually;
Dispels colds and Headaches due to Constipation;
Acts naturally, acts truly as a Laxative.
Best for Men, Women and Children—Young and Old.
To get it's beneficial effects, always buy the Genuine,
manufactured by the
CALIFORNIA FIG SYRUP CO.
SOLD BY ALL LEADING DRUGGISTS
one size only, regular price 50¢ per bottle.

It's Tuning Time

If your piano needs attention, tuning, polishing, regulating, repairing, or moving, notify Eilers, 353 Washington st., or phone Exchange 23, or A-2350. We store pianos, too, and take good care of them.

Hassalo Sails Tonight.

The O. R. & N. steamer Hassalo will leave Portland, Ash street dock, tonight (Saturday) at 10 o'clock instead of tomorrow night. Schedule until further notice will be from Portland daily except Saturday and Sunday at 8 p. m.; Saturday at 10 p. m.

HORSE TRAINER AT EUGENE DISAPPEARS

(Special Dispatch to The Journal.)

Eugene, Or., June 5.—Numerous Eugene merchants and the management of the Lane County Fair association are wondering what has become of H. H. Thayer, a horse trainer, who had the associations' stables and racetrack leased for a period of a year. He left town Thursday night, leaving bills ranging all the way from $300 down.

Rent money buys a home at Gregory Heights. See ad on page 3.

The Tenderfoot Farmer

It was one of these experimental farmers, who put green spectacles on his cow and fed her shavings. His theory was that it didn't matter what the cow ate so long as she was fed. The questions of digestion and nourishment had not entered into his calculations.

It's only a "tenderfoot" farmer that would try such an experiment with a cow. But many a farmer feeds *himself* regardless of digestion and nutrition. He might almost as well eat shavings for all the good he gets out of his food. The result is that the stomach grows "weak" the action of the organs of digestion and nutrition are impaired and the man suffers the miseries of dyspepsia and the agonies of nervousness.

To strengthen the stomach, restore the activity of the organs of digestion and nutrition and brace up the nerves, use Dr. Pierce's Golden Medical Discovery. It is an unfailing remedy, and has the confidence of physicians as well as the praise of thousands healed by its use.

In the strictest sense "Golden Medical Discovery" is a temperance medicine. It contains neither intoxicants nor narcotics, and is as free from alcohol as from opium, cocaine and other dangerous drugs. All ingredients printed on its outside wrapper.

Don't let a dealer delude you for his own profit. There is no medicine for stomach, liver and blood "just as good" as "Golden Medical Discovery."

There Are None!

"JUST AS GOOD"

When others tell you that their's is just as good, they admit the superiority of

GEARHART PARK

GEARHART PARK IS A FACT, NOT A THEORY

Improvements All In and Paid For

PURE DRINKING WATER, ELECTRIC LIGHTS, SEWERAGE, PLANKED STREETS, HOTEL ACCOMMODATIONS, GOLF LINKS.

CHAPIN & HERLOW

332 CHAMBER OF COMMERCE

ILLUMINATE YOUR Store Front

WITH AN

ELECTRIC SIGN

REMEMBER!

BUYERS ALWAYS PREFER THE BRIGHT SIDE OF THE STREET

OUTLINE

YOUR BUILDING WITH ELECTRIC LIGHTS

IT ADVERTISES!

Our new system, adopted this week, covering sign and decorative lighting service, includes many new ideas. Let us submit plan and price.

PHONE CONTRACT DEPT.

Portland Railway, Light and Power Company