

PORTLAND'S CALL HEARD, PROGRESS STILL IS SLOGAN

Activities of Chamber of Commerce Recalled by Speakers at Annual Banquet—Knapp Elected President.

Oratory on topics of the greatest concern to modern day social, commercial and industrial life marked the annual banquet of the Portland Chamber of Commerce at the Commercial club last night. The speakers were C. S. Jackson, Rev. John H. Boyd, Edgar H. Piper, Hon. F. W. Mulkey and C. E. S. Wood. While all of them struck off in a jocular vein they led up to expressions of serious thought upon matters of the greatest concern to the community and the public in general.

The speeches followed the election of officers for the ensuing year, which resulted in accordance with the report of the nominating committee, presented by Chairman William MacMaster, as follows: President, F. C. Knapp; vice president, A. H. Averill; secretary, E. C. Giltner; treasurer, Ladd & Tilton; trustees, O. M. Clark, C. C. Colt, H. L. Corbett, E. W. Montague, D. A. Patullo and H. A. Sargent.

Wires Accepted.
R. R. Hope, member of the nominating committee, in moving the adoption of the report, stated that retiring Vice President Rodney L. Gilsen was in line for the position of president, but that he had declined the honor and so Mr. Knapp, former vice president also, was chosen to head the organization. Mr. Knapp had been called to Chicago on business a few days ago, but wired his acceptance. His acceptance, received by wire from Chicago, read:

"Please convey to our members my deep appreciation of their confidence, made greater by the fact that Portland occupies a very conspicuous position in the front rank of American cities. The officers and trustees of our Chamber of Commerce for 1912 will need the best advice and most loyal support of every member. Great questions must be faced and settled promptly if we keep what we have and get what we should."

Great Future of City.
"The making of the Panama canal will soon be past history and much of the world's business will flow through new channels. Pacific coast cities will be in the minds of business men of all nations—their good points weighed and classified. Our future position as a seaport depends on present actions. Natural advantages, like honest prayers, are good, but to get perfect results"

About Renting a Piano.
Where is the best place to rent a piano? At Ellers Music House. Every make of piano is rented according to its value. Cheaper grades of used pianos \$1.50 to \$2.00 and \$3.00 monthly, best makes \$4.00, \$6.00 and \$8.00 monthly. No cartage charged where piano is kept six months. Cartage one way is charged where piano is kept only three months. At Ellers Music House you will invariably find everything exactly as advertised. Alder street, at Seventh.

they must be supported by strong determination and willing hands."

Preceding the speeches, retiring President H. M. Haller read his annual report, touching upon every phase of the work of the chamber for the year.

As for membership, he stated that a large number of names are now being enrolled, an active campaign having been started in November. As to finances, he said the chamber has a balance of cash on hand in its various departments of \$4900, without a debt. The gross receipts for the year 1911 were \$25,950. Expenses during the year included \$8560 on publications and exhibits, which have been and are being used for free distribution with excellent results.

Booklets Issued.
During the year the chamber issued with the assistance of the Harrihan system, a number of booklets and bulletins which have been and are being used for free distribution with excellent results.

"I am confident," said Mr. Haller, "the literature put out during the past year by the chamber has done more to interest eastern people in Oregon than all that which has been published previously."

Mr. Haller stated that a number of publications had been issued giving shipping interests information about the river and harbor and he indicated the movement for the city to add to its harbor master's department a statistical branch through which complete data on the shipping could readily be obtained.

Exhibit Excellent.
The chamber's exhibit of Oregon resources, he said, is better than ever. A large number of specimens having been added during the past year. The Free Information Bureau in connection with the permanent exhibit, he explained, had been remarkably well patronized, the attendance averaging about 150 daily.

Information to homeseekers and capital seeking investment, he said, is being distributed in increasing volume and the chamber's daily mail is increasing very rapidly.

In speaking of the work done in the interest of rivers and harbors in the state, Mr. Haller said it has worked in very close harmony with the Port of Portland, the United States engineers, the commission on Public docks and the proper departments at Washington.

The chamber has also been industrious in matters pertaining to the opening of the Panama canal, the organization of the Associated Chambers of Commerce on the Pacific coast, and the promotion of the Panama-Pacific International exposition to be held at San Francisco in celebration of the opening of the canal.

The transportation committee, he reported, had accomplished a great deal of good during the year, and in this connection recommended that Portland, like many other cities of importance, keep a representative in Washington to inform the chamber promptly on matters that come up from time to time, in order that prompt attention may be given if required.

Opening Up Alaska.
The announcement that the chamber had recently arranged with other coast chambers to send a delegation to Washington to urge the opening up of Alaska was also the subject of applause, as was also the statement that the chamber had joined with others in urging that the battleship Oregon lead all other ships in the proposed parade through the Panama canal, on account of its record of past achievements.

In reference to railroad building in the state, Mr. Haller pointed to the activity of the various interests in building steam and electric roads in many directions, all of which mean an immense increase in Portland's volume of

trade and commercial prestige.

Commenting on his name having been placed first on the list of speakers for the evening, C. S. Jackson set a pace for those who followed by saying that the arrangement had brought to mind an old Biblical quotation that in turn suggested that "the worst shall be first and the last shall be worse."

Mr. Jackson spoke on "The Opportunities of the Chamber of Commerce as a Working Body." By way of introduction he said that the ultimate result of shielding men from their own follies is to fill the world with fools.

Man Must Relax.
"The man who does not relax and hoot a few hoots voluntarily now and then," he said, "is in great danger of hooting hoots and standing on his head for the edification of a pathologist and trained nurse a little later on. The madhouse yawns for the person who always does the proper thing. Improperity in the right proportion, relieves congestion and thus are the unities preserved."

Mr. Jackson made a strong appeal for education of children, the development of road, rail and river and the establishment of steamship lines out of Portland. He said the prominent and wealthy business men and capitalists of the city could well afford to reach into their pockets and draw forth \$500,000 with which to build vessels to carry on commerce between Portland and other parts of the world. He emphasized that they could well afford to donate this money in the interest of the city and the state in which they had made this money, in many instances without turning a hand to it. He pointed to the spirit of the pioneers who had built clipper ships and steamers in times when prospects were anything but promising, as compared with the prospects of today.

Faith Is Needed.
"We, as a community and a people," he asserted, "must cultivate in ourselves that self reliance to do everything for ourselves that is within our capacity and opportunity, to have initiative, also faith in ourselves."

"We have succeeded beyond our dreams in governing ourselves, in insuring self reliance to do everything for ourselves that is within our capacity and opportunity, to have initiative, also faith in ourselves."

"We have succeeded beyond our dreams in governing ourselves, in insuring self reliance to do everything for ourselves that is within our capacity and opportunity, to have initiative, also faith in ourselves."

"We have succeeded beyond our dreams in governing ourselves, in insuring self reliance to do everything for ourselves that is within our capacity and opportunity, to have initiative, also faith in ourselves."

Education Needed.
"Your neighbors' children, growing up unlettered and untaught, are just as much a menace to you as your own would be. In this government of the people, by the people and for the people, your untutored neighbor is just as strong a factor at the polls as you are. It is not common talk, how the illiterate element is so prominent on election day? We can never take the ballot from any class of people. We should not wish to do so. We must educate the people up to the dignity of lawmaking. In our state as individuals should insist that every normal child in our state should complete the elementary school work."

"You had better by far buy books and clothes and food for the children now,

and so turn them out creditable citizens, than to place a few years later in penal institutions, poorhouses and bread lines, or worse still, to have them overturning all your plans for decent and sane government by neglecting to sustain our common interest at the polls, or by falling into the hands of the evil, eager and eager grafter and vote corrupter."

Road, River, Rail Needs.
In pleading for better roads, rail and river facilities, Mr. Jackson said:

"How many of you are willing to contribute in time and money to improving and enlarging our transportation facilities? How many of you, for a little selfish participation in false profits and gains, are willing to consent to putting off the fulfillment of the harvest of opening these rivers, of building a better system of highways on both water and land; how many of you are willing to make temporary sacrifice for a future reward, which will offset such a sacrifice 20 to 1?"

"How shall this development be secured? Since the highway is essentially local in its field of action, it seems proper that the work of highway improvement, and the provisions of funds therefor, should be left for local or state initiative. The railway being continental in its field of action and the existing existing agency of both intrastate and interstate commerce, is properly subject to state and national regulation; but it is evidently the intention of the people to leave the construction and operation of railways for an indefinite period under private or corporate control. There remains for consideration the advisability of waterway improvements and the methods and agencies by which such improvement is to be accomplished."

Plea for Individuality.
Rev. John H. Boyd's subject was "A Business Man's Margin Beyond."

He made an impassioned plea for the merging of free individuality. The greatest thing in the world, he said, is personality, the individual man. Man, he pointed out, is such a superlative within creation that he is an end within himself instead of playing around some center. He held that a man ought to pride himself at that valuation.

"A thousand influences are at work to make a man incomplete," he continued, "until a complete personality is a very rare sight. Our country today is filled with men of dwarfed mentality. I was told not long ago by a prominent business man that when he was absorbed by the trust all he had to do and all he could do was to sit at his desk and carry out telegraphic instructions."

Then again we have another form, the absorbed personality. Such are men who permit their personality to be dwarfed by success in business. I plead for every man in successful business that there should always be a margin beyond his money making achievements. A man should be larger than his business."

"Every man should be able to say:

"Whatever may be the magnitude of my accumulations, I am going to be known for my personality; not for my means."

James J. Hill, the personality, looms larger than his millions. "I can show you how to do it. Get away from your office long enough to cultivate your soul. Every business man, every man, should be a faddist. No doubt every man present here this evening had a dream in his youth of some accomplishment that he would possess, perhaps it was music, perhaps art, perhaps science, but he fell into the grind of business, and I tell you, the avenue that was shut was perhaps the largest about you. In Europe the business man allows a margin of freedom from business. In Europe the municipalities command the brain weight of the communities because the successful business men have given time to consideration of other lines of thought than how to make money."

Edgar B. Piper spoke on "Population and the Panama Canal," emphasizing the fact that there is room in Oregon for millions of people in the country, a country that is equipped to support them abundantly. He said the opening of the Panama canal will have a wonderful effect upon conditions on this coast, as have canals built elsewhere.

Back to Farm.
"The most important question with us today," said he, "is how are we going to distribute the increase in our population?" He found answer in "Back to the Farm" movement.

Mr. Mulkey, president of the public dock commission, spoke of the work accomplished by the public dock commission and suggested that after the preliminary work has been carried to completion the power should be transferred to the Port of Portland commission with enlarged authority. He also said a belt line of railroad, owned by the port, will

How a Simple Paste Will Remove Hairs

(Modes and Toilettes.)

Many beauty specialists now employ a simple powder known as delatone for the removal of superfluous hairs and whitening the skin.

Persons wishing to remove fuzz or hairy growths from the skin without employing the painful and costly electric needles should buy an original package of delatone from the druggist and with a little mix enough water to form a thick paste. Spread this on the skin's surface and after two or three minutes rub off and wash. You will find the hairs are gone while the skin is left white and smooth.

While delatone costs a dollar a package, it is really the cheapest and most satisfactory thing one can use as it is unfailing.

be found necessary if the best results are to be obtained from the docks. C. E. S. Wood, the last speaker, emphasized the agitator, saying that if it were not for the agitator the people would still be living in caves and eating raw meat. "The agitator," he said, "was the weak member of the family who objected to being knocked in the head to furnish food for the rest of the members. That procedure was all right for the stronger ones, but it was rather rough on the one at whom the blow was aimed. Then, after a while, the family began to respect its own members and so attacked its neighbor, then the adjoining tribe and finally nation."

"Be an Agitator."
"Victories of all nations are in their childhood before they become glided at the top and rotten at the bottom. I want to plead that every member of the Chamber of Commerce be an agitator."

The hope of the future is the action of the present. Mr. Wood had been assigned the subject of "Railroads in Central Oregon," and in regard to these he said he did not like to say much now that they were in there, as he hated to kick a man when he was down. "But," he went on, "the railroads have not yet reached central Oregon as I understand it, for central Oregon is a tremendous area and the good work of building railroads there has only commenced. Bend is only at the foot of the Cascade mountains. President Haller was co-treasurer, General Charles F. Beebe, who had charge of the arrangements, as chairman of the entertainment committee, proposed a silent toast to the memory of the members who had passed away during the past year. They were Senator George W. McBride, William H. Corbett, S. B. Lathrop, John Veasen, J. Polivka and Thomas W. Jenkins.

GRAVES MUSIC CO.
111 FOURTH STREET

Annual Clearance Sale
of
Talking Machines

Most of these latest style Talking Machines were taken in as part payment on a new Edison Amberola, Victor-Victrola, or Columbia Graphonola. All have been put in perfect condition, and at the prices offered below, will not last long. If you want a Real Talking Machine Bargain, do not delay a minute. Bring in \$5.00, or even \$3.50, and secure one.

Regular.	Now At	Regular.	Now At
\$200 . . .	\$125.00	\$35 . . .	\$22.00
\$100 . . .	\$55.00	\$25 . . .	\$12.00
\$50 . . .	\$30.00	\$20 . . .	\$11.00
\$65 . . .	\$45.00	\$15 . . .	\$8.00
\$45 . . .	\$30.00		

Also Many Other Bargains.

All Records included are brand new, and your own choice from our stock of thousands of Records. Each machine guaranteed for one year.

All styles and make of Talking Machines carried. Come in and compare them side by side before buying.

12 Records Free with each Machine quoted below, without extra charge.

Regular.	Now At	Regular.	Now At
\$200 . . .	\$125.00	\$35 . . .	\$22.00
\$100 . . .	\$55.00	\$25 . . .	\$12.00
\$50 . . .	\$30.00	\$20 . . .	\$11.00
\$65 . . .	\$45.00	\$15 . . .	\$8.00
\$45 . . .	\$30.00		

Also Many Other Bargains.

All Records included are brand new, and your own choice from our stock of thousands of Records. Each machine guaranteed for one year.

All styles and make of Talking Machines carried. Come in and compare them side by side before buying.

GRAVES MUSIC CO.

THE OWL DRUG CO. Seventh and Washington Streets THE OWL DRUG CO.

Your Safeguard in Pure Drug
Buying--The Cut Rate Mark

To know that in buying your drug and other needs that you are thoroughly safeguarded as to quality, full weight, purity and full strength—that you have purchased at lowest possible prices, means genuine satisfaction. This is the steadfast policy of The Owl Store—to give you this satisfaction and service that will merit your continual patronage—it's our constant effort.

ROSENTHAL'S HOUSE CLEANING

SHOE CLEARANCE

Note these prices, which are unusually low for the quality of shoes offered:

Men's Shoes Regular Price \$5.00, \$6.00 **\$3.85**
In tan or black. Double soles. Just the kind of shoes for wet weather.

Women's Shoes Reg. Price \$5 and \$6 **\$3.95**
In black velvet or satin. An exceptionally good value. It's worth your time to come and see them.

Party Slippers Reg. Price \$5 and \$6 **\$3.95**
These are fancy Party Slippers in a great variety of styles. All colors of satin included.

Boys' Shoes Regular Price \$2.50 and \$3 **\$1.00**
We have 200 pairs of Boys' Shoes, odd sizes. Come and take them while they last at \$1.00 a pair.

We quote only a few of the great bargains we have to offer in this, our semi-annual house cleaning sale. See our window display, as space here does not permit of the many exceptional opportunities in footwear that we are now offering you.

Rosenthal's
PORTLAND'S BEST SHOE STORE
Seventh and Washington Streets

NEW IMPORTATION OF FINE PERFUMES

—from two of the leading French perfumers.
Godefrid Perfumes at \$1 an Ounce in the following odors: Muguet, Giroflee, Lilac, Clarypore, Tougere, Cyclamen, Violet, Bruyere.
Payan's Extracts at 75¢ an Ounce in the following odors: Crab Apple, Trefle, Lily of Valley, Sweet Pea, White Heliotrope, Rose Lys.

LOWERED PRICES ON PURE MEDICINAL WINES AND LIQUORS

California Port 30c	Hunter Rye 98c
at only . . .	Gibson . . . \$1.10
Rock and Rye, 49c	Black Swan . . . \$1.10
the 75c size, at . . .	Gin at . . . \$1.10
Cedar Creek 75c	Yel'wstone . . . \$1.10
Rye, straight . . .	Rye at . . . \$1.10
Jockey Club 79c	Burke's Old . . . \$1.10
Rye at . . .	Tom Gin . . . \$1.10
Gordon Dry 79c	Black and White . . . \$1.10
Gin at only . . .	Scotch . . . \$1.10
Cedar Creek 98c	at . . . \$1.10
Rye, bonded, at . . .	De War's . . . \$1.10
Oscar Pepper 98c	Special at . . . \$1.10
Rye at . . .	Cedar Creek Rye . . . \$1.69
Maryland . . . \$1.13	Imported Cognac . . . \$1.50
Reserve at . . .	Brandy at . . . \$1.50
Owl Bourbon . . . \$1.25	for hospital use . . . \$1.69
at only . . .	

OWL PRICES ON GOOD DENTIFRICE

Colgate's 20¢	Euthymol at . . . 15¢
Reckall at 20¢	Santitol at . . . 16¢
Berset at 20¢	Sheffield at . . . 17¢
Pebeco at 25¢	Sozodont at . . . 18¢
Lesley's, 2 for . . . 25¢	
Rubifam, 2 for . . . 25¢	
Lyons at . . . 11¢	Saponol at . . . 25¢
Listerine . . . 20¢	Calder's at . . . 15¢
Graves at . . . 9¢	Ar'ca at . . . 15¢

Discontinuing the Line of Richard Freres' Soaps

Highly perfumed Toilet Soaps from this famous French firm. In the delightful Trefle and Peau d'Espagne odors—two per cake is the regular price of these soaps. Now being discontinued at, special, the cake 19c.

These Makes of ALARM CLOCKS Are Dependable

The Siren at . . . 97¢
The Vibrator . . . \$1.25
The Admiral . . . \$1.25

COUGH LOZENGES The Best Brands

Stearns, Loden's, 5c Pkg.
Smith Bros', 2c's, 5c Pkg.
Eucalyptus and Red Cross Lozenges, 10c Pkg.
Reckall Cherry Lozenges, 10c Pkg.
Cough Lozenges, 15c package—2 packages for . . . 25¢

OWL LOW PRICES ON GOOD STATIONERY

You can always save by buying your Stationery and Writing Needs at The Owl Store.

CASCADE LINEN STATIONERY—large box of 48 sheets and 48 envelopes . . . 25c	USTACO STATIONERY—Very fine quality—box of 24 sheets and 24 envelopes . . . 25c
--	---

Continuing Clearance of all Leather Handbags At 1/2 Price