THE OREGON DAILY JOURNAL, PORTLAND, THURSDAY EVENING, MAY 15, 1913.

valuation has yet been announced, with \$230,555,544, a bout three would be for the entranchisement and if the supreme court in deciding tenths of the world's total. of women in states in which they The figures would not be so are denied the ballot! the Minnesota rate cases lays down a rule for arriving at valuation a alarming to railroad men were it | What an argument against equal

long step will be taken toward not for the fact that efficiency ex- suffrage it would be if the verdict quicker solution of future rate prob- perts have shown that cost of fuel June 2 in Portland is for bad offihas increased during the past thir- clais with resultant bad government! The presumption is that the roads teen years out of all proportion to

TIGHTWADS

S INTEREST in the Rose Festival

spectacle of begging alms from door

"原来

be long continued?

count upon the average person not increased gross earnings. The actual their city, their sex and their counbecoming excited over a proposed in- increase in fuel cost per year was try to register and vote. crease of five cents on a dollar \$153,368,200, or 199 per cent. In freight bill. The man who pays the the fiscal year ending June 30, freight doesn't as a rule, realize that 1899, fuel cost 5.88 per cent of he is paying it. He may protest gross earnings, while in 1912 it had occasional retaliatory outbreaks like

Subscription Terms by mail or to any address against increased cost of living, but jumped to 8.22 per cent. The that at Colorado Springs, where a he does not stop to analyze it. A five cent increase on every dol- cent, hence railroad men's present her own prerogative-a frying pan lar freight bill for a year, based concern over waste and inefficiency. upon present tonnage, would add Increased cost of coal at the mines \$150,000,000 to the railroads' an- no doubt accounts for some of the nual income. This added income increase, but the railroad men have would be sufficient to pay five per determined that solution of their damned spot!" Which is by way

fuel problem lies ultimately in greatcent interest on \$3,000,000,000. It follows that should the com- er efficiency from coal used and whose records will not bear inspecmission authorize the increased rate, closer cooperation with producers. present rates being high enough to The railroad fuel problem is simgive a fair return upon true valua- ilar to many municipal problems. tion, the railroads would be pre- It resembles Portland's present probsented with an extra capitalization lem in all things except that the of \$3,000,000,000 upon which to railroads have already selected men make future demands for still fur- of ability for the problem's solution. ther rate increases.

No wonder the people are de HERE has been no recent time manding honest, industrious, efficient men in public office.

WOMAN'S political organiza-

only their first choice.

in Portland when the people were so thoroughly aroused over a city election. BADLY ADVISED WOMEN

DEPENDENT NEWSPAPER

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SUNDAY

kept, the better you may govern

them. Appetite and reason are

two. I would rather have the

WE MUST BE ALERT

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lems.

There has been no recent time when so many men of high character were candidates for public office. These are improved conditions for

which the public must thank the Was it for this wrong use to door? new charter. It is doing its part of the ballot that women were en- Is there so little civic pride left loward a government of efficiency. franchised? Is it for this juggling and so poor a realization of the It differs hope. It lights the way, of the ballot on which they lose worth of the festival that the appeal

should be incentive as never be- two thirds of their voting privilege for funds is a graveyard wail, a fore for all citizens to go to the that some women sought the elect- moan on the midnight wind? poils and cast a patriotic ballot. - live franchise?

It is true that we have Coxey's The theory of the second and lot owners are marking the rents regiments of candidates. They look third choice is that they will aid in up higher and higher! like a wilderness of gloom. Yet the selecting better officials and there- What an exhibition of parsimony very numbers in this box-car con- by yield better government. The by rich landlords who sit on their

tingent are their own promise of endeavor is by the second and third property with its mounting values defeat and a true prospect for trium- choice voting to provide against mir and swelling revenues and hold phant election of effective officials, nority selections. How extraordinary their purse strings closed, while lit-There are a number of men in that some of the newly enfranchised the business men, struggling tenants,

the crowd who stand out as pre-emi- women should be the first to pro- and salaried people are importuned nently fit. When the records of all pose a stratagem for defeating this for pitiful sums with which to have been published the separation attempt to better the voting pro- finance the festival! of the sheep from the goats will be cess! The curtain should be rung down

easy, especially with voters who seri- Every voter is entitled to three on such displays. We should ously undertake to vote intelligently. votes on each office, to-wit, a-first, finance the festival generously and For the small group of better a second and a third choice. There willingly, or we should abandon it. men most of the second and third is not the slightest probability that We should not abandon it, for it is choice votes will be cast, and it is any officer will be chosen by first a splendid asset.

the second and third choice votes choice votes. It is in the second But it should cease to be a matthat will decide the result. In such and third choice votes in which ter of alms. It should not remain a view, the outcome should be fa- electors vote not on friendship but on a shoestring basis. It should vorable for a season of good gov- more on calm judgment that best not be an issue of the contribution ernment, for if the officials are fit, results are expected. The very end, box. It should not be a poverty government will be efficient because therefore, for which the preferen- social. It should not be a charity the new charter gives the officials tial system was adopted is to be ball.

opportunity to render effective ser- subverted as far as lies in their pow- It ought to be a sound, stable, vice er, not by ward heelers, but by substantial concern, financed by tax-But this favorable outlook must some of the newly enfranchised ation. It is the only way to reach not lessen the vigilance of the citi- women. the tightwad barons of city blocks. zen. It would be a disaster to get

This woman's organization is bada Coxey candidate at the head of ly advised. Its proposed course is the police. It would be calamity to disappointing. If all the voters folelect a blatherskite to the headship lowed the same program the result of the department of finance. tion would be a selfish, unwise and A were needed, was furnished would be chaotic. The whole elec-It would be a misfortune to name one of the nincompoop candidates as unpatriotic affair. head of the department of public Every registered elector is entiworks. It would be a crime to elect tled to a first, second and third four box-car candidates to the four choice vote. Every registered electcommissionerships; to spend about or should use a full privilege and \$12,000,000 of public money a year. cast a first, second and third choice We must be alert. vote

STEEL TRUST PROFITS RGUMENT for a square deal in tariff legislation, if any in the commissioner of corporation's report to the President. The report deals with the steel inmucus excreta when others must industry, and figures are given provhale your germs? ing that instead of the trust needing protection, the users of steel are in urgent need of more open competition as a remedy for robbing The claims of the city are higher Editor of The Journal-For the benefit prices. than the selfish claims of any canof our juvenile constituents who joined The report is timely in view of down tariff revision. The report is the coming contest on September 18, LAW'S STRANGE WAYS AW has strange ways. The able that an industry hetting from who, by the way, we hope is a loyal other day Judge McGinn, a 10 to 23 per cent profit on output, supporter of this grand work, that our circuit, judge in Portland, he- turning over its money several times came impatient because a \$30 a year, needs the paternal hand of had on exhibition at the state fair more appeal case came to him for ad- government to pilfer pockets of its exhibits than any other individual juvenile fair in the state. Also it was the judication. The court's valuable people. The United States governonly one to have a whole car to carry time should not be wasted in de- ment should go out of the grand

PERTINENT COMMENT AND NEWS IN BRIEF SMALL CHANGE In some lawsuits, both sides both win and lose. The women owe it to themselves,

"The pity, that all of them are "in the fight to stay." Wilson seems to take to presidency as if he were brought up to it.

If woman keeps right on µsurping Every year flies past more swiftly than the year before, when youth is man's prerogatives, she mast expect past The big foreign steamship lines are giving Portland a trial. The result is momentous. Only 131000 more product for the next ten years, and then some."

Only \$23,000 more needed for the Rose Festival fund, That should be -and broke two of her fingers.

easily raised. Lady Macbeth walked fearsomely Two automobiles are now in the pasin her sleep, exclaiming; "Out, senger carrying business on the Orford-Bandon route. of reminding certain local candidates

How many millions would some parts of the southwest give for some of Oregon's blessed rain? tion that self-effacement is prefer-At Gray's Harbor it is not the fiests, or the carnival, or the regatta, but the splash. And it's very easy to splash there; the towns are built on the water. able to insomnia.

"Many things are well done that are not worth doing," says the Cot-The congressman who resigned his seat that had been legally accorded to him, because he believed he was not morally entitled to it, is fit to be sent back, or otherwise trusted and honored. tage Grove Leader. But its editor would never dare to specify his wife's needle work.

Letters From the People

execute Huerta. Diaz and some other men now in power. But then, a little later, some other victor will execute (Communications sent to The Journal for publication in this department should be writ-ten on only one side of the paper, should not scored 300 words in length and must be ac-companied by the name and address of the sender. If the writer does not desire to have the name unblighted be should an state.) so dead that the present quest Carranza and a batch of his first folfor pittance contributions is to lowers. Is Portland so poor that to raise the name published, he should so state.) tion advises that women vote festival funds there must be the

Method of Disposing of Germs.

Eaker, Or., May 12 .- To the Editor of The Journal-I have read the ar-ticle from Osborne Yates in The Journal of May 9, regarding my letter about expectorating on the streets, wherein I stated that so much is said and such

determined action is taken against the auto and motorcycle speeders, while What a spectacle when tightwad apparently very little is said or done

Wilsonville's Juvenile Fair.

knowledge gained for the three or four

exhibitors to write a letter to any pn-

per telling of what they did and how,

and what prize they received, so that

others may learn and become interested,

treble and again have the best fair in

the county and the largest showing at

Lyal Hassbebrink, the fifth state prize

now has a silver loving cup.

aby, was our first prize baby,

Now I would like to ask any of these

months' labor expended.

the state fair.

and

chased more things that I did not want Tuesday, do it or send a telegram. to stop the greater danger, that of exthan any man of my age. Hence, it Create the impression that you will pectorating in places where people must may be interesting to salesmen to listen keep your word if it bankrupts you, inhale and be needlessly exposed to dangerous diseases. And I say again, of what constitutes good salesmanship. for a brief spell to a consumer's idea Remember names and faces. If you are not gifted in this respect, get a that there is absolutely no excuse ex-First of all, be good natured. I here little book and every evening set down ing any distinction between that and and now confess than nine tenths of the names of the people you have met the facts. In the meantime the people cept ignorance and carelessness, for expectorating in the street, on the what induces me to buy is the ability and some distinguishing characteristic sidewalk, in the office-either in a of the seller to jolly me along. Cheerof each of them. Write down any recuspidor or on the floor or in the back fuiness and signs that you feel good, yard. I ought to know. My father lived enjoy life, and are full of glee inside, his family. Study this. It's all a part 73 years and brought up two sons to manhood, and I have lived a few years from Mr. Rockefeller. of the important art of jollying us along.

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By Dr. Frank Crane.

I am not a salesman. But I am a

Carranza, if he wins, sufficiently, will

Have a thorough knowledge of your Have a good appearance. There may myself, and none of us has been guilty goods, also of the other fellow's goods. of the offense. Is it too much to carry be a few people left who like to see two clean handkerchiefs every time Learn how they are made and when, a dirty shirt and frayed cuffs, but they and who makes them. Respect your are growing scarcer every day. you leave the house, or, if you are

The art of salesmanship begins in the traveling, have a goodly supply of customer's desire to know and fill mind. Think success, think confidence, them and have them cleansed by the him up with information. State facts. Don't think a thousand dollars. Why think boiling process and turned into the Don't argue. fifty cents? These thoughts in your arouse opposition in the buyer's mind. sewer? Here is how I managed. Every Agree with him, or dodge the issue. brain will coze out of your face. You time my boys go to their work they Lead him around to some subject where will radiate these qualities. The greatfind two clean handkerchiefs in thei: you are at one. I hate to have a seller est factor in selling is personality. And pockets. One is used to expectorate in, try to prove to me I'm wrong. Perhaps personality is made by thoughts. I am: but I don't like to admit it. Avoid personal intimacies. Let me

the other for the nose. Every time I am; but I don't like to admit it. they come to their meals they put the talk about myself and look interested Use plain language. If you are mellsoiled handkerchiefs into a tightiy ing automobiles don't talk about car- while I am expanding. But don't speak covered receptacle, which is kept in buretors and reciprocating dudads and of yourself any more than you can help. a handy place on the back porch, and compound thingumbobs. Go somewhere Take an ax and chop the pronoun "I" two clean ones take their place in the and learn the English for these things, out of your vocabulary. What do you pockets. Every Sunday night cold and how to make them clear to a care? Jolly me along,

water is poured over these solled hand-In fine, be as human as possible. You washwoman. Never use a term when kerchlefs and they remain over night. there is any doubt whether the customer are not a catalog nor a printed circular. On Monday morning a boiler is placed understands it. We don't like to be You draw wages because you are supon the stove half filled with water in made appear ignorant, Tell the truth. If you are with a Don't be huffy, sensitive, impatient, which is one bar of good soap, three tablespoons of coaloil and a little car- firm where you dare not tell the truth, dictatorial, indifferent, egotistic, or me- able, and have gone on sawing just the bolic acid. The water is drained of! leave it.

chanical. Be a good fellow. Be the same. solled ones into the sewer. The Be' candid. Do not conceal things, kind of man people like to have around, dirty handkerchlefs are then put into When you attack a customer aim two The thing you have to sell has certain the boiler and bolled one hour, good merits; it ought to sell on those. To inches below his collar bone. If you and hard, occasionally being stirred. sell a thing upon merits it does not can make him LIKE you it is far and Then they are taken out and rinsed have is poor policy. away better than to try to PROVE any in warm water and hung out on the Be dependable. Even if you make a thing to his mind. Very probably he line to dry in the fresh air for a casual remark, for instance, that you hasn't much mind to speak of. But couple of days. Now, can you find an will send a man a bunch of blotters or we all have hearts. excuse for depositing saliva or other

LOST IN THE FORESTS

OREGON SIDELIGHTS

the ones "back there"

ting to be a larger city each week.

18

A CONSUMER'S VIEWS ON SALESMANSHIP.

(From the Aberdeen World.)

Taking the lumber business for a indorsed the road building campaign proposed by the Josephine county court, club sentiment being largely in favor of hard surface bighways, EUgene's streat ext, Col. Roberston of the Yakima Republic, gives his readers a little dissortation of the effects of the Underwood tariff bill on the northwest. The colonel

can see nothing good in the bill and Eugene's street cleaning investiga-tion has resulted in a report that \$135 a month can be saved by changing from the dry sweeping to the flushing syspractically predicts our speedy ruin if the measure becomes a law. Then the colonel flips into the lumber field, a place he has no right to go, saying:

"The lumber business of this state is paralyzed just now. The sawmills and shingle mills are doing nothing. Many thousand men are out of work. Hundreds of storekeepers find that their trade is

George Lea of Cottage Grove, the en-gineer who built Newport's water sys-tem, has been commissioned to increase its capacity to 11,000 gallons per diem, according to the Cottage Grove Leader. and timber workers supply is gone. The

merchants in Yakima lose business and Cottage Grove Leader: The Elmira find collections slow because the farm-Lumber company has received an auto truck 28 feet long from Portland, to be used to haul lumber from the Elmira ers can't realize on the products which the western Washington market would sawmill to the Eugene and Irving yards. The machine will carry seven tons of absorb if things were moving. So it goes. The effect of the slack times in the lumber business is felt all over the

state, and even beyond its borders. We Marshfield Record: The people who Marshried Record: The people who come here nowadays come to stay and they bring with them their families; when they are located here they write to the folks at home and tell them of the advantages of Coos Bay and induce our timber for posterity we are saving find that our opportunity to buy an unones "back there" to come here. It comes to pass that we are getourselves the trouble of doing a prosperous business and having many of the things we want.

"The reason why the lumber business W. B. Biddle, vice president of the Frisco railway system, is quoted in the Medford Mail Tribune as saying: "The in western Washington is slack, and why we of the Yakima country have recent floods and cyclones in the middle west have caused a great many people to look westward in search of homes. no markets for our products over there Some wars are good, necessary, noble, righteous. One of them is the war upon disease. It is being urged more successfully, because far more intelligently, than ever before. The fighters against disease are gaining ground and will gain faster. is just as plain as the arguments in favor of free lumber. The Kansas, Nebraska and North Dakota dealers, expecting to be able to buy lumber a little cheaper after the Democrats get through with the tariff, have cancelled all their orders, and if British (Mumbia competition proves to be worth anything to them they may buy all their lumber and shingles up there after the new tariff goes into effect. a book or a calendar, don't fail to do

"Here we have the unanswerable it. Forgetting is almost as bad as democratic logic and the unfortunate good buyer, and have probably pur- lying. If you promise to come back next facts. We find them everywhere in close conjunction with this tariff revision business. When we get so we can live on Democratic logic, there will be no necessity of any newspaper makthe facts. In the meantime the people will have to try to make a living out of what they voted for, and if they marks your customer has made about like it we hope they will let us know.' We are not making any defense of

the Underwood bill, because, in common with 99,999,990 out of our 100,000. 000 population, we don't know anything -and we doubt that the Republic can be numbered among the ten wise ones-

about the bill, but we do know a little about the lumber business, and the doleful picture drawn of it by the Republic is either cubist or post-impressionistic, Hundreds of men are not out of work and the mills are not in the state of idle decreptitude depicted by the Republic. The truth of the matter is that

the lumber business is just about emerging from the gloom that has hung over the industry these past several years. It is looking forward to a day, not so far distant, when it can get on its feet, and stand squarely. Conditions are better than they have been for a long time, though it is true that they might be better still. Most of the mills have paid little attention to the Underwood bill, accepting free lumber as a matter of course, or at least prob-

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INCREASED RAILROAD RATES

NCREASED railroad rates are didate. again demanded by the roads. and the people who pay the

freight must depend upon public officials for a square deal. While figures for a succession of recent months are not available, the increased showing for February would indicate that the roads will have some difficulty in proving their case hefore the Interstate Commerce Commission.

The value of intelligent, courageous and efficient public officials is illustrated in this demand of the roads for a five per cept increase on the plea that wages and other costs of operation have increased. The public must of necessity depend upon its representatives to see that it gets a square deal. It cannot represent itself; the railroad can and does.

A flat increase all along the line. such as is proposed, makes the situation more acute. The roads are entitled to a fair return upon the true value of their holdings, but they are not entitled to an extra penny over and above a fair return. The Tairoad s contention is that making owners only comfortably similar demand on the same plea and met refusal. The commission decided squarely against them on the facts, not their argument. Operating revenues had increased so as to more than take care of increased operating expenses. The commission said that under efficient . management additional tonnage could be handled with profit in spite of higher wages.

The question of efficiency will the commission reverses itself. The railroads have shown a disposition adverse to permitting the public, through its representatives, voice or opinion as to waste through ineffi- awakening to the fact that cient methods.

The weak spot in the railroad's claim that dividends must be earned cesses. They are attempting to find passed the suffrage amendment last

on inflated valuations. A five per weak spots in their administrative November. In return, the women cent increase on the present volume affairs and strengthen them, just as should justify the action of the of traffic would give the roads an men who do not run railroads are men by using the ballot that has income sufficient to pay five per attempting to put public affairs on been so generously placed in their that effect, and he sidestepped when an cent on a valuation of \$90,000 a a business basis.

hands. mile. Such a valuation is prepos- The International Railway Fuel But there is a higher reason. Any terous from the public's standpoint. Association will meet in Chicago election that is probably the most aspirant for office at the coming June ly commended as "brave and intelligent There are many stretches of track next week. Among the more im- important in the history of Port- election should be: worth more than \$90,000 a mile, but portant topics for discussion will be land is pending. The issue is good the average is much less.

the problem of increasing fuel cost. government or bad government. This question of relation of rates A conservative estimate places the What a splendid vindication it to valuation is now at issue in the world's locomotive fuel cost for will be of equal suffrage if the out-United States supreme court. No, 1912 at \$800,000,000, of which come is good government. What a authoritative method of arriving at American locomotives are charged splendid argument such a result wood or coal in the city, would not cost take a firm stand against that species struction.

larceny business. ciding petty appeals. Steel rails net 1612 per cent prof-A short time prior to this incident the Missouri. Kansas & Texas rail- it because the steel trust has a moway appealed a \$10 case from a nopoly in rails. Plates net 101/2 Texas justice of the peace to the per cent because there is competisupreme court of the United States! tion. Yet, nobody has claimed that On August 29, 1912, we paid to the chil-Yes, a constitutional question was labor is paid less in the plate than dren cash in hand \$151.25, and 18 orders and the goats. in the rail mills. Nobody has involved, but it was a \$10 suit. A Texas statute allows attorney's claimed that the plate mills con- The cash value of Oregon City was \$48. fees on claims for labor not paid tribute less, proportionately, to the The cash from Salem was \$68.50, and within thirty days. A track repairer country's prosperity.

sued the railroad on a claim for \$10 What other business, lacking a the peace added \$9 attorney's fees to say nothing of 161/2 per cent on at the Canby fair, which if divided no provision for appeal to state ness in the steel industry, as it has courts, hence the long jump to the developed under high protection, are United States Supreme Court. no greater, nor so great, as the The railroad's contention is that hazards of many industries that are

fees conflicts with article 14 of the wealthy. federal constitution, thus making The history of steel in America is

this extraordinary appeal possible. a succession of assaults upon indi- that they, too, may join in this year's If the track repairer decides to vidual enterprise. It is a succes- contest and make our number double or continue to fight for his \$10, he sion of assaults upon labor. It is must supply his attorney with \$40, a succession of assaults upon Amerrailroad fare to Washington. Once icans that their pockets may be in Washington, the attorney may rifled. find it necessary to walk back to America's overlords have over-

awakening to the fact that; greater efficiency in manage- tered are women who were strong ment must be brought about advocates of equal suffrage.

WOMEN SHOULD REGISTER DORTLAND women should prove sonville September 18. their right to the ballot. Many of them are not regis-

tered. Many of the unregisargument is a false premise-the if railroads are to be business suc- It was for them that the men

of R. C. Duncan in The Journal of yesterday, it seems to me Mr. Albee, who

is an aspirant for mayor under our new ommission form of government, has sealed his unfitness for that office by his own confession. He does not wish

to hurt the feelings of any corporation where attempted reductions would

The Portland Railway, Light & Power

assesses us for basis of 9-7-4 per kilowatt hour, which

to exceed \$40 per horsepower annually; of homicide which seeks and too often but coming from water power as the finds justification in the so-called "un-MRS. AGNES HOLST. Portland Railway, Light & Power com- written law." Crime is crime on whatpany generates it, does not exceed a cost ever pretext it may be committed. The

Wilsonville, Or., May 14. — To the horsepower yearly. Cditor of The Journal—For the benefit Will you promise to exert yourself in that is imposed and the courts naturally give due weight to extenuating circumat fair valuation of plant, over \$15 per law, to be sure, leaves a liberal margin office, if elected, to bring the rates now give due weight to extenuating circum-

in the Wilsonville fair in August, 1912, charged to a reasonable maximum, not stances. But no law worthy the name, threatened lockouts as clubs to beat and all those who expect to join us in in excess of those created by the city- whether written upon statute books or owned power plant of Tacoma, or else the conscience of men, ever contemplate convincing because it is inconceiv- 1913, I would like to say, through the move urgently and constantly to acquire that a jury should so disregard the incourtesy of the editor of The Journal, our own system? terests of society as to acquit a prisoner who stands clearly convicted and even

The telephone companies in Portland are extorting at least twice the rentals self-confessed. The peril of the "unwritten law" lies juvenile fair at Wilsonville shipped and that will produce ample interest on the reasonable cost of city installation, Will not so much in the fact that one gullty you pledge yourself to bring the present person escapes as in its tendency to un rates to that reduction or move for a dermine respect for all law and to jeopardize the peace and security of all met system of our own?

The gas company is charging an Even though there be extreme cases in its exhibits. At that fair we carried off equally excessive rate. Do you promise which our impulses would incline us to \$68.50 in cash prizes on our 48 entries. your efforts to compel a reasonable re-|condone certain offenses of this charthe balance of our carload not having duction to reasonable interest on a rea- acter, we must remember that if the been entered for lack of time and space, irresponsible spirit of "the unwritten sonable cost?

We also carried off five of Clackamas These questions, if answered affirmcounty's seven general prizes for its 10 oversweep justice entirely, and to tramatively and not smirched by any previ juvenile fairs. The cash value was \$48. ous actions to the contrary, will result in a tolerable separation from the sheep C. P. CHURCH. for goods delivered of the cash value of \$44, the total cash value was \$195.25.

Dr. Nussbaum Questioned,

Hillsboro, Or., May 13, 1913 .- To the Editor of The Journal-In his address at from the Canby fair \$8.50, which makes the K. P. hall Sunday, Dr. A. C. Nussa grand total of \$320.25, besides one haum made the following remark; "Since day tickets to each of the 108 children angels were once men and women on and got judgment. The justice of paternal tariff, nets 10 1/2 per cent, at the state fair and 15 one day tickets earth, and are still men and women in heaven, those in life affections 0.10 and fifty cents costs. There was output? And the hazards of busi- equally among our 108 exhibitors would bound together in groups and societies make yearly \$3 each, besides the ribeven as we see it here." bons and honors, mixed with so much

For several years the magazines, the Will the doctor kindly cite me to few passages in the Bible as authority reviews and the books have been filled for stating that "angels were once men with articles dealing with the changes and women," and oblige many readers in public opinion that are slowly comof The Journal, and his questioner? ing over the nations of the earth. It is

JAMES E. KERSHAW. noted everywhere and among all peoples. Even those who have read the most of

What Does the Fish Weigh. it are still bewildered, and well they Portland, May 15, 1913 .- To the Ed- may be, for this literature is only the itor of The Journal-I should like in-flotsam and jetsam that was tossed formation on the following: If I take about by a great tidal wave that rose common washtub and fill it with and swelled beneath, A flood of oratory water, and it weighs, say, 500 pounds, has been poured forth dealing with a tub and all, and I then take a live fish thousand different topics, with each that weighs 25 pounds and put this fish advocate deeming his topic the most into the tub of water where it will swim important of all. half way between the top and bottom. Now has come a time when analytic

course of justice,

Inviting Destruction,

From the Omaha World Herald,

We have not the prize list out for this of the tub, will the tub and water weight year yet, but expect to have it soon. We 25 pounds more than before the fish and synthetic methods must be applied trust the donations will as fully finance was put into the water? INQUIRER. to learn what the objective is which

has come finally to a substantial agreement that democracy is that goal. It is Los Angeles, Cal., May 12 .- To the not monarchy, it is not a limitation of Editor of The Journal-The carrying

ernment by force, to which all are tendvote, is largely due to the efforts of The Journal, and its fair, square ing, but toward democracy, government treatment of the matter that inspired by the consent of the governed. The sooner that all men in public life recogor of The Journal-Reading the letter the confidence of thousands. The preference vote method assures nize that fact and that the trend is all the election of a commission that will in that direction, the sooner will the

> ALFRED D. CRIDGE. oppose, if they fight on, will be crushed to earth.

"The Unwritten Law."

For his timely and straightforward words concerning "the unwritten law," opportunity arose in the legislature to Judge L. S. Roan, of the Fulton County define the city's rights. A short form Superior court, has earned the approval istence. There are some social philoso phers who begin to comprehend what ly commended as "brave and intelligent men a jury that ignored this plea and found "the defendant guilty of man, men onward for the last few years "The defendant guilty of man- really means, That "urge" found

than men, greater than political parties. As to the merits or demerits of this means the equivalent of \$276 for one horsepower annually. For power uses, it charges \$162 per horsepower yearly, is manifest and urgent need for the privileges for none. Those who stand

Doubtless the Republic's comment was intended for home consumption and as an explanation to Yakima farmers of the reason for their lessened crop of automobiles, but it doesn't sit well on this side of the mountains, where business is possibly in much better shape than on the cast side. The Republic knows all about goeducks and turnips and carrots

and irrigation, but it gets lost trying to wander among the tall trees. A compass is needed there and expert knowledge.

Pointed Paragraphs

Some girls are born foolish and some use peroxide. . .

Honest poultry dealers make money by fair means and fowl, . .

There are no game laws to interfere with the killing of time.

When the society ball season ends that of the moth ball begins. . .

When two women have different views they consider each other peculiar. . .

But when a man's face is broken it never by any chance breaks into smiles. law" is once tolerated it will tend to . .

Only a small percentage of the inforple down our civilization which has been so tollsomely reared. If permitted to mation given confidentially is worth man who believe they are justified, it anything. . .

will be seized upon by others who know they are wrong. The unwritten law is a During the honeymoon when other moral as well as a legal fallacy. It is women look at her husband the bride deceiving too many juries the country thinks they envy her. over. It carries the torch of anarchy

and the club of savagery. It should not While the family tree of the elephant be permitted to sway any jury from the runs mostly to trunk, that of the chorus girl does nothing of the sort. . .

> The man who throws himself at a young widow's head will soon find himself under her thumb-or foot.

> The girl with two or three good looking brothers always has more girl friends than she knows what to do with.

100 Cents' Worth for a Dollar

Being better dressed or more appropriately clothed, having more attractive furniture in your house, living in a better apartment, or owning a better automobile than your neighbor doesn't necessarily mean that you have more money to spend than he has. It might, and probably does, mean that you are more alive to the possibilopportunities that surround you.

The same qualities of mind and intellect which make one merchant a shrewder pur-chaser than another make you a better manager of your an-nual expenditure,

The merchant or the purchasing agent of any big or-ganization knows all there is to know about the things he buys. His dollar is 100 per cent efficient.

If some large organizations conducted their purchasing departments as loosely and thoughtlessly as some families they would be bankrupt before very long.

And yet there is really no good reason why every indi-vidual should not get 100 cents rth for levery dollar he nds for himself and his worth family.

JOURNAL advertisements point the way.

in greater

this wonderful child-mbor industrial all desire alike to attain. The world extension work as they did in 1912. Ascribes Credit to The Journal, Our juvenile fair will be held at Wilof the charter, although by a close the power of the people, it is not a gov-MRS. M. C. YOUNG. Questions for Would-Be Mayors. Portland May 14, 1913 .- To the Edl.

represent a majority of the people and goal be reached. That it will be reached not a minority. seems now a certainty, and those who

A democracy will not permit special From the Atlanta Journal. privileges. All privilege existing in the center of the productive system, whether secured by tariffs or other means will finally be swept out of ex-

light on the slaughter.

played their hand. The man in the A mere statement of the facts is White House will not be frightened

Texas. sufficient to illustrate how laws are by a bluff.

again be a controlling factor unless cases that cannot be fought. sometimes defeated by selecting test ROADS SEEK EFFICIENCY

