

PROSPEROUS ERA TO COME BY NEW YEARS, GILMAN'S PREDICTION

President of S., P. & S. Asks Closer Cooperation of Business Men and Railroads.

INTERESTS ARE IDENTICAL

Study of Rate Situation Solicited for Purpose of Determining Whether Compensation Is Adequate.

"Already the skies are brightening in the east and before January 1 I believe we will have started on a period of prosperity that will make our people happy and contented and allow us, besides, to rally to the support of those rendered unfortunate by war."

L. C. Gilman, president of the Spokane, Portland & Seattle railway, concluded his address before the Progressive Business Men's Club yesterday with this declaration. His remarks dealt with the hardships that beset the transportation companies, with the legislation that included regulation of income and, at the same time, designation of what sums shall be spent with the increasing tax burdens and the wanton waste of public funds in spite of all, he declared, the time is coming and must come when the fullest cooperation of all branches of business will prevail, for the general good of all.

Mr. Gilman was introduced by William E. Conant, formerly general freight and passenger agent of the North Bank lines and now general manager of the Northwestern Electric company.

Secrecy Is Out of Date.

"There was a time," said Mr. Gilman, "when business men kept as far away from their competitors as they could get, believing that the success of their own success or lack of success to be their own. More recently has come the idea of getting as close to one's competitor as possible, with the realization that a study of the methods and successes of others, if applied to one's own business, would result in more good to all."

"I take it that this club is the product of that new idea. It is good that you recognize that the welfare of the community is your welfare, resulting in this new cooperation among the business interests—all for the good of all. I ask now that you widen your circle to take in us who are in the public service."

Transportation Is Essential.

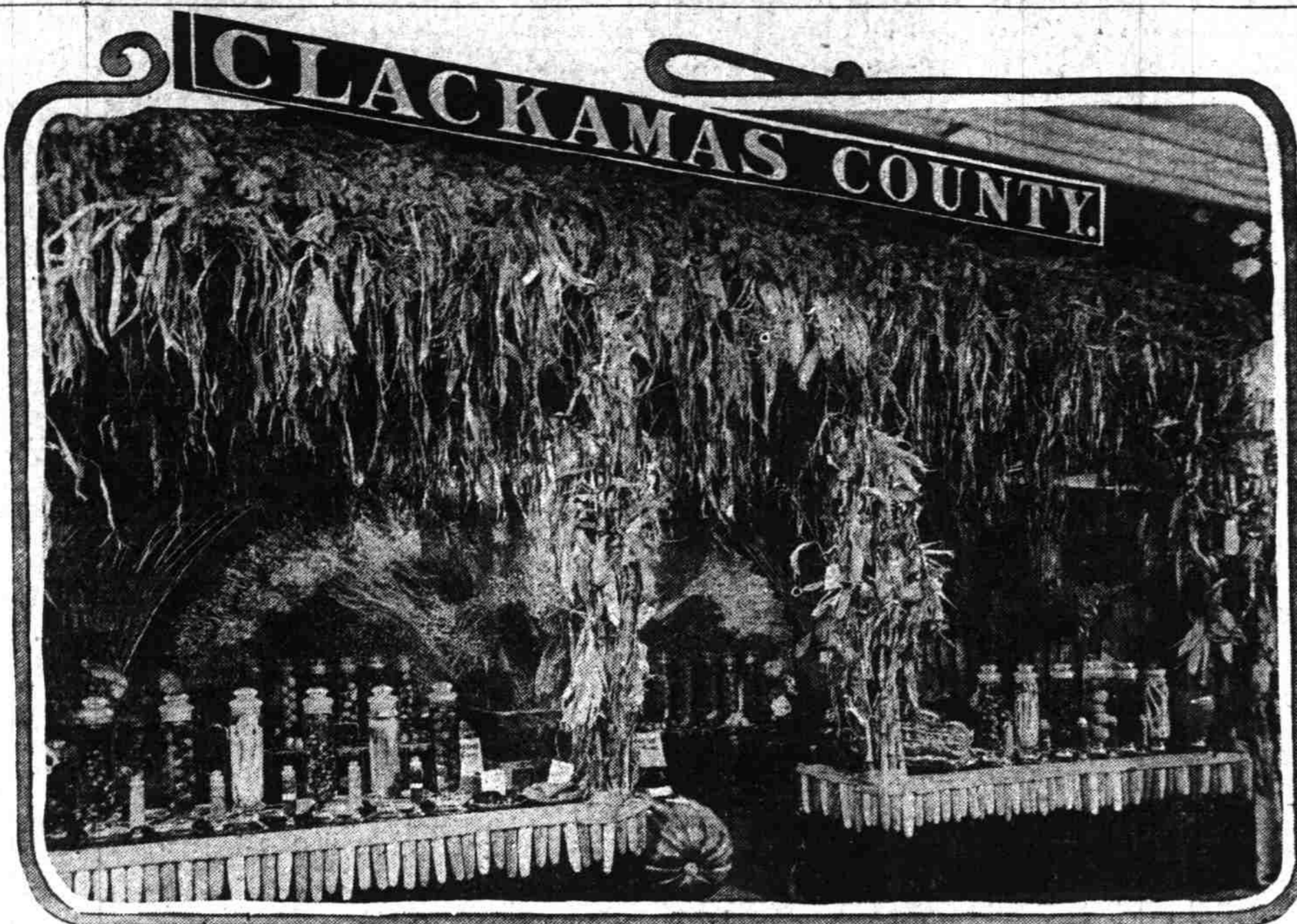
"We must agree that transportation is the prime necessity to business, by allowing those who have for sale to reach those who wish to buy. It is as essential as the air. Up to the Civil war, the country's transportation went to other nations, with the result that our merchant ships were the best that piled the seas. After the war, our energies were diverted from the sea to the land—to the exploitation of our own country."

"Up to the present we have covered the continent with a network of rails that have brought every part of the country into touch with every other part. We have built bridges, bored tunnels, thrown long lines of steel across the prairies and now there is an easy exchange of commodities between the people representing all the different and varied interests. This network comprises 240,000 miles, representing an investment of between \$15,000,000,000 and \$20,000,000,000. The railroad ministers to every want, material and sentimental, so far as transportation is concerned."

Railroads Financial Burden.

"In its financial aspect, the railroads have become the bulwark of American investment. Their securities form the foundation of the wealth of the multi-millionaire and, in the vaults of the savings banks are the security for the widow's mite. The

"MORTGAGE LIFTERS," GREAT SQUASH ATTRACT ATTENTION



Clackamas county's exhibit at Manufacturers' and Land Products show.

A blue ribbon squash that weighs 135 pounds and two grunting "mortgage lifters," better known by the name of "pigs" are two features of the Clackamas county exhibit at the Manufacturers' and Land Products show at the Armory.

The pigs are interned in a big box at the rear of the corn stalk canopied booth, and every day have been the objects of admiring eyes. The squash stands guard at the entrance, around it is grouped big jars of preserved fruits, and berries, stacks of yellow

dent corn, Texas strawberry, and a dozen other varieties, grains and grasses, root crops and cereals, all of which are commercially grown products of the district where 20 acres of land properly cultivated and operated in sufficient for an ordinary family and there is any quantity of raw land near markets for sale. The average price of farm lands, cultivated and uncultivated is \$59 per acre. This means that land can be purchased anywhere from \$15 to \$200 per acre dependent on location and condition.

There is a variety of things a man may do in Clackamas county and all manner of country to do it in. Lumbering, general farming, dairying, livestock and poultry raising are followed in the rural districts, while at Oregon City, the county seat, for example are the centers of industries. This city is the town of "power and payroll" and is the site of big paper mills and woolen mills.

Clackamas county is well provided in ways of transportation. Between Portland and Oregon City there is an electric interurban, another electric line runs to Bull Run, and rural ac-

other branch operates into the heart of the Estacada district. In addition the main line of the Southern Pacific passes through the county, and the Willamette river offers opportunity for water transportation. There are more than 2000 miles of public roads within the county of which about 400 are improved by stone or gravel base. In the mountains and at Oregon City water power is developed and electric- ity is cheap and available at almost every point for industrial or private use.

largest percentage of the insurance companies depend upon railroad investments for the permanence of their reserves. And so I do not think it too much to say that we regard the railroad's property as 'your property' as much as 'ours,' because of our transaction of your business and the security of your investments and savings.

"But I have been astonished to see men sitting on juries voting away thousands in insignificant personal damage claims and for property losses of trifling extent. I am surprised to see legislatures crippling the energies of railroads by restrictions and regulations that benefit no one and hinder the development of the country and the people."

Closer Cooperation Urged.

"I have felt and do feel that the time has come for closer cooperation between us of the public service companies and you who represent other lines of industry. "As for the need—it is for you business men to do more for the creation of sentiment in favor of the railroads or to remove sentiment hostile to the railroads. "Five or six years ago there sprung up a class of magazines of the 'knuckering' sort which, actuated by no motive whatever except the increase of circulation and advertising, showed the power of printer's ink. They had the effect of building up the solid wall of prejudice against the interests they attacked. This was followed by hostile legislation and the opportunities of politics who saw the surest way to success over the prostrate forms of the transportation companies. "Much has been done to relieve this

adverse sentiment, but much more is necessary. I appeal to you, the younger generation of business men. We are at your service. If you see anything wrong in our administration, come to us with the complaint, but do not take the view that we are trying to do something against the public interest."

Study of Situation Asked.

Mr. Gilman declared that if the request of the railroads last February and March for an increase in freight rates had been granted, so that they could show a fair return to investors, there would have followed an era of railroad development and improvement that would have started wheels long idle and that would have kept busy by night and day every sawmill on the Columbia river and Puget sound.

All Mr. Gilman asked in regard to rates, he said, was that the people make a study of the situation and determine whether or not the railroads can perform the service demanded of them for the compensation they receive.

"I am willing that the railroads remain in the anomalous position of being regulated both as to income and expenditures. If this study is made," he declared, "because the American people are just. I trust the people, that in the end they will have the rates fixed on the basis of what the people should pay and what the railroads should receive."

Taxes Have Become Burden.

Mr. Gilman rather apologized for bringing up the final part of his address, which dealt with taxation. He said he had become a monomaniac on the subject and so should be excused.

Request Is Tabled.

A request by Frank R. Meredith, secretary of the Oregon State fair, for a liberal appropriation for Multnomah county's exhibit at the 1915 fair was tabled by the county commissioners yesterday until the budget committee meets.

FRENCH ARMY RUN BY MAN IN PAJAMAS WHO CAN'T STOP TO DRESS

General. Bertholet, Joffre's Chief of Staff, Tumbles in Bed and Out Again.

WAR MAP HIS PLAYTHING

He Has Pins for Every Army Unit, Which He can Refer to Constantly in Reinforcing Lines as Needed.

By William Phillip Sims.

Dunkirk, France, Oct. 28.—(By mail to New York)—A man in pajamas—in pajamas most of the time, at any rate, since he is too busy to dress—is managing the French army.

commander. He handles the big questions—presses the buttons, so to speak. But General Bertholet, his chief of staff, does the actual work. It is General Bertholet who has too much work on his hands to get into his clothes. After several trips along the battle fringe, after meeting thousands of soldiers, in the course of the same day, some going north, some going south, some moving to the front, some retiring to the rear, in what looked like a hopeless tangle, it struck me more forcibly than ever that the modern fighting machine is the most complicated thing on earth.

Joffre Uses War Map.

Here's how General Joffre keeps track of it: In his headquarters hangs a map of the country where fighting is in progress—a map one one-thousandth the size of the country itself. This map shows every highway, railroad, canal, bridge, tree clump, hill, mountain, valley and swamp. Used in connection with the map is a wonderful collection of wax headed pins of all colors and sizes, representing various army units.

Into the room where the map hangs run many telegraph and telephone wires. Headquarters is also provided with a wireless equipment. A battle is about to commence. The troops have been distributed along the 200 mile front. A bell rings. "Hello!" "The Germans are attacking General Durand's division?" "They are in superior numbers." "The general needs reinforcements?" "All right."

"The officer who has received this information" by phone hurries into General Bertholet's bedroom. The general has just dozed off, but he is wide awake in a minute. In a twinkling he has located the pin representing General Durand's division on the big map. Ten miles back are more pins representing the reserves under General Blanc. More pins show that plenty of auto buses are nearby.

Quick Aid Is Sent.

"Order General Blanc," General Bertholet directs, "to reinforce General Durand at once by auto bus with 10,000 men four batteries of 70 millimeter artillery, 10 machine guns and three squadrons of cavalry."

Within two minutes General Blanc has received his instructions by phone. Within five minutes more he is executing them. Twenty or 25 minutes later General Durand has received the reinforcements he needed. Every time a bridge is blown up or a pontoon span is blown across a stream or a food convoy is moved, General Bertholet shifts some pins on his map.

RIGHT down the street-- you can't stop him; he's ready for what comes-- wind, rain, hail or snow, for he's wearing a



Moyer \$15 Balmacaan

the garment that has taken Portland by storm this Winter.

There's a lot of 'em at Moyer's-- tweeds, cheviots, fancies--all cut and tailored up to the top notch for style and service.

When You See It in Our Ad, It's So!

MOYER

First and Yamhill Second and Morrison Third and Oak

'Pincher' Hound on Duty Now--Polish Up the Dog Star

Seattle, Wash., Nov. 12.—Seattle has a new policeman. His name is Doherrmann Doherrmann, and Police Chief Austin Griffiths plans to use him in the next criminal case that turns up. Doherrmann Doherrmann is a thoroughbred Doherrmann Pincher hound, or police dog. He is said to be well trained, and the success or failure he makes in tracing crooks will determine whether more canine "policemen" will be added to the force.

More Money Asked For State Prison

Board of Control Estimates Cost of Running the Penitentiary This Year Will Be Increased Next Bimennium.

Salem, Or., Nov. 12.—The state penitentiary will cost more during the biennial period of 1915-1916 than it did during the biennial period of 1913-1914, according to the estimate of the state board of control, which has arrived at the conclusion that \$186,309 will be needed. While a total of \$203,500 was appropriated for the year 1913-1914, \$27,000 of \$28,500 appropriated for the building of barracks for trustees has not been used, and will be turned back, so the actual cost of everything, except the transportation of convicts to the penitentiary, which is not included in the estimate prepared this year, was \$176,500. The appropriation for maintenance and general and contingent fund for the next biennial period is fixed at \$150,000, while the appropriation for this purpose in 1913-1914 was \$147,000. Other items the estimate made this year are as follows: Cowbarns, \$10,000; cottages, \$4000; steel tank, \$3000; cement walk, \$2500; concrete feeding pen, \$1700; supplies, \$3000; painting buildings, \$2000; repairs and maintenance of pumping plant, \$2000; farm machinery, \$500; office equipment, \$500; general repairs, \$500; community auto trucks, \$2000. The general maintenance total \$45,500 and the salaries \$64,480, making the total \$149,980.

Bill Will Provide For Civil Service

Purpose of Proposed Law Is to Take County Employees on Barges Out of Politics.

Deputy District Attorney Pierce will draw up a bill placing employees of the county on the various bridges and ferries under civil service, to be presented to the coming legislature for passage, as the result of a meeting of the foremen of the various bridges and ferries on Wednesday. It is proposed that the present employees be exempted, but that all future employees be made to pass civil service tests. The law would take the appointment of these employees from politics, and it is believed it would greatly increase the efficiency of the service. In the past appointment of such employees has been a perquisite of the county commissioners and has frequently caused trouble between commissioners. Commissioners Holman and Lightner met with the foremen and captains and approved the movement.

British Labor Behind War. London, Nov. 12.—Arthur Henderson, labor leader in the house of commons, said British organized labor wanted the war fought to a finish.



OF COURSE both boys are happy, they have a right to be--

—One has on his new suit that mother bought at Ben Selling's — the other is wearing his new Blamacaan made just like father's — and, of course, it came from the same store.

—That's an important part of our duty here at this store — to clothe your boys as well as we clothe you. There's a whole floor devoted to the wants of boys and youths. You will find here the largest, newest stocks, and always at modest prices for quality so good.

—This store is known all over Oregon for its famous Norfolk Suits with the extra knickers. They are absolutely unequalled in fabric or workmanship at the price. Shown in all sizes at —Boys' Balmacaans and Overcoats in fancy weaves and in tweeds and cheviots, cut and tailored along smartest lines. Garments for rain and for the severest Winter weather.



Ben Selling LEADING CLOTHIER Morrison Street at Fourth --\$5 to \$12.50 --\$5 to \$12.50

New Telephone Directory Will Go to Press November 16th Please arrange for any change you may desire in present listings or advertising at once. Do You Appreciate --The Class of BUSINESS PEOPLE who ADVERTISE IN OUR TELEPHONE DIRECTORY? --That the listings in large type in the Main Body of the Book are placed there and paid for by the business man for the CONVENIENCE OF HIS CUSTOMERS? --That the CLASSIFIED SECTION (Pink Sheets) is complete in every detail? Every line of business is under the proper CLASSIFICATION. Have You Examined Your Telephone Directory? Its Familiarity Will Make Each Day Easier.