

ATTRACTIVE BAIT IS USED IN EFFORTS TO 'HOOK' BEN OLCOTT

Jackpot to Meet Campaign Expenses One of Allurements of Governor, et al.

NEWSPAPER AID INCLUDED

Fishing Has Not Been Very Good to Date, However, and Candidacy Issue Seems to Go Begging.

The active support of 14 newspapers outside of Multnomah county, and a contributed "jackpot" of sufficient size to take care of all campaign expenses, not to mention the personal effort and solicitation of Governor Withycombe and his cabinet, is the bait held out to invite by Governor Withycombe, Corporation Commissioner H. J. Schullerman, Examiner for the Corporation Department J. G. Richardson, Private Secretary G. Palmer Putnam, and the rest of the cabinet, when they meet next week in the interests of his candidacy.

Support Is Promised. When Governor Withycombe came down to Portland to put the proposition up to W. A. Adams, city treasurer of Portland, in an endeavor to bring him out as a candidate for secretary of state, Mr. Adams was a little dubious about getting into the fight without knowing who and what was going to get behind him.

This guarantee added a little rosiety to the picture, but Mr. Adams wanted to know about the campaign expenses. He had only recently gone through one campaign, and campaigning is expensive business, especially when it is state-wide suffrage that is sought.

"Jackpot" Is Bait, Too. When that subject was broached during the course of the negotiations, he was assured by Withycombe and his outriders that a "jackpot" would be raised of sufficient size to take care of the expenses, so that Mr. Adams would not have to spend his own money while bearing the Withycombe banner on the firing line.

So far as can be gleaned from the mysteries that surround the operations of the governor and his cabinet, the secretary of state proposition was first put up to Harvey Wells, insurance commissioner; then to A. L. Barbur, city auditor of Portland; next to Max Gellaher, county clerk of Multnomah county; then to George L. Baker, city commissioner of Portland; next to Rob-

ert L. Stevens, then to W. A. Adams then to Phil Metchan Jr. then to J. H. Ackerman former superintendent of public instruction and last to Charles B. Moores who today announced his candidacy.

Two big difficulties appeared to confront and stay the efforts of the governor and his advisers in their campaign to find an opponent to Olcott. One was that the movement did not come from the apparent desire of the voters of the state to have Olcott meet with opposition, but only from the personal and political antagonism of Governor Withycombe, and his desire, as expressed in the petition urging Mr. Moores to run, to have a secretary of state who will not oppose the governor in matters coming before the state board.

The second difficulty seemed to be a pretty general sentiment that it is a good thing to have someone on the board who will not "stand in" on all occasions.

BURTON IS DUE NEXT WEEK

Republican Candidate for President to Make Fight.

Senator Theodore Burton, one of the active candidates for the Republican presidential nomination, will spend all of next week in Oregon in the interests of his candidacy. He will reach the southern part of the state Monday, April 17, and will visit different southern Oregon towns on Monday and Tuesday.

According to O. C. Borkmeyer, Senator Burton's Oregon manager, the senator will reach Portland Wednesday morning, and will address the noon meeting of the Ad club on that day. He will be the speaker of the evening at Salem Wednesday night, returning to Portland Thursday, when he will address the Progressive Business Men's club at noon. Thursday night a rally will be held under the auspices of the Oregon Republican club. From Portland Mr. Burton will go to eastern Oregon for Friday and Saturday. He will then return to Portland and leave Sunday for a tour of the state of Washington.

M'ARTHUR POLICY OPPOSED

National Prohibition Question Is Raised as Campaign Issue.

The United Evangelical conference held at Oakley Green April 6 to 9 inclusive, in a resolution adopted at the close of the conference condemned the attitude of Congressman McArthur upon the Hobson amendment for national prohibition. The resolution as adopted is as follows: "We condemn the declaration of Congressman McArthur, who says: 'In regard to the Hobson amendment for national prohibition, I will not vote for it, nor any other measure of similar import. We are pledged to national prohibition, and therefore declare: McArthur must be defeated to make way for national prohibition. Should McArthur, from this dry state be re-elected on a pledge against national prohibition, it would be a national calamity. In justice to ourselves as well as America, we must all stand together and see this thing through.'"

WILSON ELECTORS FILE

Salem, Or., April 11.—With the same statement to the effect that the wel-

fare of the country will be best served by continuing the policies of the Democratic party as interpreted by Woodrow Wilson and quoting as a slogan Lincoln's advice against swapping horses while crossing a stream, John H. Stevenson and Bert E. Haney of Portland, Oliver F. Conhow of Roseburg, and Porter J. Neff of Medford filed for Democratic electors of president and vice president of the United States today.

Republican filings for office today were as follows: State senator—Frederick Steiwer of Pendleton, Twentieth district, for the unexpired term of Senator Burgess, resigned.

Representative in legislature—Allen Eaton, Eugene, Third district; Herbert S. Crocker, Newberg, Thirteenth district; J. L. Zipperer, St. Helens, Twentieth district; Percy E. Arlett and K. K. Kubli, Portland, Eighteenth district; O. Iverson, Clatskanie, Twentieth district; Ora H. Porter, Roseburg, Fourth district.

Wilson League Will Meet.

The regular meeting of the Woodrow Wilson league will be held at Central library hall tomorrow night at 8 o'clock.

The Lincoln Republican club will hold a regular meeting at Central library hall Thursday night at 8 o'clock. A special program of short talks on political subjects by various candidates and others, interspersed with music, has been prepared.

Hofmann Discovers His Task Is Simple

Search for Autos Among Newspaper Proprietors Accompanied by an Interesting Revelation.

W. J. Hofmann, who was appointed chairman of the committee to secure automobiles from the newspapers to be used in carrying saleswomen over the Columbia river highway next Sunday, is finding his duties remarkably simple.

The Oregonian has no automobiles. The Telegram has a small machine with big lettering, proclaiming its ownership.

The News has no machine. The Journal has a number of automobiles. But that it may not inflict embarrassment upon less well endowed contemporaries by undue ostentation, it will furnish one large automobile for the occasion.

Mears Departs for Bedside of Mother

E. C. Mears, Portland timberman, left on the Shasta limited this afternoon for San Francisco. Mr. Mears received word that his mother—Mrs. Elizabeth Mears of San Francisco, is seriously ill with pneumonia.

DEVELOP STATE AND FACTORY WILL COME THEN, HE DECLARES

Population Must Be Had Before Factories and Long Payrolls, Says Chalmers.

OPPORTUNITIES FREQUENT

Old Adage Declared Wrong—Real Trouble Is, When Knocks Comes, Nobody Home.

Spirit makes a city. It is more than riches, more than tall buildings, more than factories. These, indeed, may be but the expression of the spirit of a city's people.

Thus testifies Hugh Chalmers, often called the nation's greatest salesman, while in Portland yesterday. "If the people of this good city, Portland, have the right spirit," said he, "and if they co-operate, and if they take hold of the most important thing first, and if they all together with a hearty will, why, Portland can be made what you want Portland to be."

Get Population First.

Chalmers' relative to Portland's industrial problem. "God made the country and man made the town," he began. "Get out and attend to some of God's business—develop the country, and the town will take care of itself. Before you can hope for big factories and long payrolls, you must have a large consuming population in your trade territory. Don't think you have built a city if you attend only to the work that is to be done within the corporate limits."

To those whose idea of business is to make the maximum amount of money in the minimum time, Chalmers gave this advice: "There is one thing above dollars in business—that thing is service."

He stressed the need of training and supervision for workers. He declared that never would he hire a man he could not train. "The man who brings the greatest number of letters of recommendation frequently needs them most. 'Don't hire your wife's relatives. Don't hire those whose claims on jobs are not based on what they can produce and on the work they can do.'"

Advertising Is Explained.

Chalmers brightened his philosophy with anecdote and spiced it with epigram. He had the courage to add the moral. He glanced outside at the gentle drizzle which preceded the clearing skies of today, and he said: "I have just come from a storm. I have only two kinds of weather there—fine and unusual. I am glad you admit Portland has an occasional rainy day."

"Telling the facts is an obligation of advertising, whether you advertise your town or your business. 'Advertising does not create value; it tells of it. 'In advertising be honest, be sensible, be persistent. 'The chief factors in distribution are advertising and salesmanship. Advertising salesmanship plus public Salesmanship is advertising plus getting the order signed. 'Every business man is an advertiser whether he admits it or not. Our manners, our clothes, our appearance, our speech, everything that we do or say advertises us and we cannot deny it. Since you have to advertise, why not do it right?'

Newspapers Best Mediums.

"I am frequently asked what are the best mediums for advertising. Of course, that depends somewhat upon what you are going to sell. I think on the whole, the newspapers are the best advertising mediums, because people buy newspapers to read the news and they stumble into the advertising. 'My definition of a real salesman is a man who can sell anything to anybody who speaks that same language that he does. 'There is only one aristocracy in this country—the aristocracy of brains and decency. 'Every young man should grow up with a business and should develop step by step, but unfortunately, some men grow while others swell. 'The man who coined the phrase, 'Always on the job' did a good day's work. 'Must Have Enthusiasm. 'Sincerity is that quality which not only makes friends but holds them. A man cannot be insincere without injury to himself. 'A man must have enthusiasm. You will find the sapphire has a thousand glistening little lights which you cannot get out of the blue glass in a thousand years. What these little lights are to the sapphire, enthusiasm is to the man. 'The epigrams of business efficiency quoted are made to apply as much to private business as to the business of building a city. The expressions are lifted from a speech before the members' council of the Chamber of Commerce, and are truly characteristic of the man. Chalmers believes that the same qualities are needed for success in the community's business that are utilized in advancing personal business. He says that in both lines, too often, we profess to send by express when really we ship by freight. 'We repeat the expression, 'opportunity knocks once at every man's door,' when as a matter of fact opportunity is always knocking but in many cases there is nobody home."

Californians Lose \$40,000 Hard Cash

Man Accused of Fleecing Them by Promising Certain Dividends on Grain Investments Is Arrested.

Denver, Colo., April 11.—(U. P.)—At the request of the San Francisco police, J. A. Troupe, 65, alias Thompson, alias Taylor, alias John Abram, was arrested today by a San Francisco bucket shop on charges of fleecing Californians out of \$40,000. It was charged that he used the mails, claiming that he could pay a certain 10 per cent dividend on grain investments. The scheme, officers say, was to begin by making these payments, thus encouraging investors to send more money. Detectives allege Troupe swindled hundreds of victims, mostly people of small means. He reached Denver yesterday.

VETERAN SERVED HIS COUNTRY 3 YEARS

George Ralston.

George Ralston, who died at his home in this city, 577 Lexington avenue, on April 6, was born in Sullivan county, N. Y., on April 20, 1842. He was married to Mary Hunt at Jeffersonville, N. Y., April 25, 1877. Four children were born to them. Mrs. Ralston died in 1906.

On June 9, 1908 he married Mrs. Louisa Horsewell at St. Paul, Minn. George Ralston served in the Civil war as a member of Company B, 143rd N. Y. Volunteer Infantry, for nearly three years, participating in the defenses of Washington, D. C., and afterwards in the historic march of Sherman to the sea. He was a member of A. J. Smith Post, G. A. R., of this city, and a past commander. He also belonged to Blackmar Circle, Ladies of the G. A. R. Both organizations participated in the funeral services, conducted by Rev. F. H. Hayes in the parlors of W. C. Kenworthy, Sunday, April 9. The body was forwarded to Melrose, Wis. for interment.

British Aerial Board Loses Two Officials

Resignations of Earl of Derby, Chairman, and Lord Montagu, Vice Chairman, Accepted by Premier Asquith.

London, April 11.—(U. N. S.)—Premier Asquith has accepted the resignation of the Earl of Derby as chairman and Lord Montagu as vice chairman of the joint naval and military board in control of the aerial service. When the resignations of the Earl of Derby and Lord Montagu were tendered last week it was said they were dissatisfied with the limited powers of the aerial board.

Says Brothers Killed Officers.

St. Louis, Mo., April 11.—(U. P.)—Roy Lewis told police today that his brothers, Frank and Ora, killed Patrolman John McKenna and William Dillon last Friday. The youth said he was not connected with the crime, but claimed to know about it.

Arrest of the brothers was promised before night by the police. According to the assertion of Roy Lewis, the patrolmen caught his brothers in the act of robbing a garage and the brothers killed them in a gun fight.

TRAINMEN WILL PAY RESPECTS AT BURIAL OF LATE CO-WORKER

Funeral of Veteran Conductor of Hill Lines Will Be Held Tomorrow.

The North Bank and Great Northern railroad systems will join tomorrow in sorrow for Stephen Bywater, dean of the railway trainmen of the Hill lines, who died suddenly as he was being hurried to Portland on a special train early yesterday. Funeral services will be held at Dunning & McEntee's chapel at 2 o'clock and Seattle, Portland &

Spokane employees will march in the cortege to the North Bank depot. The body will be taken to Arnold's Park, Iowa, for burial.

Mr. Bywater was the first conductor in the North Bank's passenger train service on completion of that line. For 32 years he had been running trains on the Great Northern and North Bank. Rev. W. C. Calder will officiate at the funeral services tomorrow afternoon. The Order of Railway Conductors will be in charge. James Stansberry will accompany the body back to the old home.

The honorary pallbearers will be: L. C. Gilman, president Seattle, Portland & Spokane railway; C. O. Jenks, general manager; W. C. Wilkes, assistant traffic manager; F. S. Clark, purchasing agent; W. F. Turner, auditor; A. M. Lupter, chief engineer; C. A. Vermillion, superintendent of car service, and J. Dickson, superintendent of motive power. The active pall bearers will be: G. E. Votwa, O. F. Brigham, J. A. Dundon, J. P. Rogers, R. C. Wegner, A. W. Mathews, J. R. Thiehoff, H. M. Huston, W. L. Redding and F. J. Peterson.

Surviving Mr. Bywater are the widow and one son, Ralph.

War Prisoner Shot In Old London Tower

Name of Condemned Man Was Not Given; Charge Was Espionage and Court-martialed Convicted Him.

London, April 11.—(U. N. S.)—The following official statement was issued here today: "A prisoner charged with espionage and court-martialed March 20 was found guilty and sentenced to death. The sentence was carried out this morning."

The condemned man, whose name was not given, was shot in the Tower.

Mrs. Mesplie Asks Divorce. The Dalles, Or., April 11.—Mrs. Alma Mesplie of Mill Creek, is suing Julius Mesplie for divorce. Mrs. Mesplie accuses her spouse of failing to provide for her and their family of six small children. The plaintiff asks for \$1500 alimony and \$25 per month permanent alimony for the support and education of her children. The Mesplies are all well known residents of this section.

FASTEST GROWING SPECIALTY STORE IN THE NORTHWEST. Smartest of the Smart! 300 New Sports Hats, \$2.50 Instead of \$3 and \$4. —The sports hat has taken its place as an important note in this spring's fashions! For tomorrow—this big lot of the smartest sports hats goes on sale at an unusually low price! 12 different styles—some of which our artist has sketched above. Every new color and stripes—black-and-white, green-and-white, blue-and-white, etc. —You will find all the stunning conceits—hats that add a dash and color to the tennis court, the golf links, the motor trip—wherever one wishes to banish the conventional. —Hats that would easily sell for \$3 and \$4! The 300 will go in a jiffy when women see their smartness—at. \$2.50 —Main Floor

Easter Blouse Sale! For Assortments, Service, Newness, Price Portland's Foremost Blouse Shop. —Right on the main floor at the Emporium—a big, airy, light Blouse Shop that excels anything we know of hereabouts! —Here we take pleasure in showing you the new blouses—and they come on almost every express from the east! No urging to buy. —Wider variety, more styles, prompt service, lower prices. Easter Special No. 1 —Fully 15 different styles—unusually pretty and new. New Seco tub silks in dainty shades. Wide colored stripe mulls. Dainty little lingerie waists in marquisettes and crossbars. Equal them if you can! \$1.38 Easter Special No. 2 —A dozen fetching styles. Heavy Jap silks in white with dainty light blue or yellow collars and cuffs. Crepe de chine in white and flesh, flet edged. Also tailored style in crepe, with two-in-one collar. Unusually priced! \$2.98 Easter Special No. 3 —Choose from at least 14 styles—soft taffetas and crepe de chine in pale blue, maize, flesh, white, peach. Soft, pretty, clinging effects with shirred yoke, turn-back cuffs. All have elastic bands. Remarkable values! \$3.95 Easter Special No. 4 —Lovely, dressy blouses for Easter wear. One of washable satin has Georgette vestee, collar and cuffs. Another of Georgette has very large scalloped shawl collar. Shades of peach, rose, white. —Be sure to see them! \$6.95

Hats that are "head and shoulders" above any you've seen. For that "spring-y" feeling: "Vassar" Union Suits \$1 to \$4.50 Dunlaps \$5 Brewers \$3 Ben Selling Morrison at Fourth

SANITOL WEEK MAY 14TH. It is but a matter of months until the Packard Twin Six power plant will dominate land, air and sea. FRANK C. RIGGS COMPANY Cornell Road, 23d and Washington. You don't like to bake these glorious days! Holsum Cake provides appetizing and delicious dessert. No advance orders necessary—always ready in sealed sanitary packages at the grocery. Five kinds—gold, nugget, chocolate, silver and fruit—15 cents.

HOLSUM CAKES. You don't like to bake these glorious days!

What's in a Bank Account? DOLLARS and cents deposited do not make up the sum total value of a bank account. The co-operation that your bank should be capable and willing to lend —is of equal worth. In the rapid growth of the Northwestern National Bank, small as well as large accounts are being opened. Their owners are accorded exactly the same facilities and services. A call from you will be appreciated. Every department of banking available. NORTHWESTERN NATIONAL BANK Northwest National Bank Building Sixth and Morrison