

The Oregon Statesman

"No Favor Sways Us; No Fear Shall Awe."
From First Statesman, March 23, 1851

THE STATESMAN PUBLISHING CO.

CHARLES A. SPRAGUE, SHELDON F. SACKETT, Publishers
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Member of the Associated Press

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Chicago, 369 N. Michigan Ave.

Entered at the Postoffice at Salem, Oregon, as Second-Class Matter, Published every morning except Monday. Business office 215 S. Commercial Street.

SUBSCRIPTION RATES

Mail Subscription Rates, in Advance. Within Oregon; Daily and Sunday, 1 Mo. 50 cents; 3 Mo. \$1.25; 6 Mo. 2.25; 1 year \$4.00. Elsewhere 50 cents per Mo. or \$5.00 for 1 year in advance.

By City Carrier: 50 cents a month; \$5.50 a year in advance.

The Business of Auto Retailing

WE wonder if there is any business where the promise of quick profits is more alluring and the realization more disappointing than in the automobile retailing business. It is bad enough among manufacturers of cars, but conditions are worse among the retailers. Changes of models, trade-ins, dumping of cars by manufacturers, price-cuts, shifts in popular fancy all work against steady profits in motor car retailing. The boys who are in the game say that is what makes it interesting, they never can tell from one day to the next what is going to happen.

The set-up makes it hard for the automobile dealer. The manufacturers sign him up for a certain quota of cars which he must take or lose his franchise; next year the sales manager comes out from the factory, calls a whoopee meeting of the dealers in Portland at a big hotel, shows pictures of the new knock-out model, and signs the boys up for a fifty per cent bigger quota. The dealer comes home and starts digging. The cars keep rolling in from the factory. If they don't roll out fast enough he gets caught. Then he starts bidding upon used hacks so as to move his new stuff. Quickly he finds that instead of selling cars he has been buying them and has a warehouse full of spavined heaps yearning for the motor graveyard.

Or again the factory may decide to change its line of cars. The price is slashed on the cars in stock on which the dealer takes his loss, then he is out of merchandise for months while the factory gets into production. In the case of Ford the dealers were almost out of business for two years. Car buying psychology is a fickle thing. One time it runs to Pontiacs, another time to Hupps or again to Chevrolets. The same way in the bigger cars—Nash and Buick and Studebaker and Chrysler. There is the zest of competition in the business to be sure; but the mortality rate is heavy among the dealers.

The president of Willys-Overland has announced a new policy by that company. They are not going to step up their production this year, instead will continue at present levels. President Miller of that organization thinks the old program of increasing manufacturing schedules each year threatens to overwhelm the whole industry with disaster.

The writer has seen retailer after retailer of automobiles retire from the automobile business and mighty few of them get out whole. Some of course didn't get started right in the first place; but in the majority of cases it was the fiercely competitive conditions of the business which prevented them from succeeding. For automobile retailing to become a really healthy and stable industry there will have to be changes of policy on the part of many manufacturers, and change of policy respecting taking used cars in trade on the part of the dealers themselves.

Marion County Club Work

THE club work which has been carried on in Marion county under the rural school supervisor in the county superintendent's office faces suspension because of lack of funds. Faced with need for additional clerical hire in the office to care for the work, the county superintendent sought aid from the state college extension service which has funds for carrying on club work. The interview of Mrs. Fulkerson stating that the extension service would not come through with any money was correct, but it failed to state why money would not be appropriated to Marion county when it is being spent in other counties.

The reason for it is in the wording of the laws under which this money is appropriated. Under the state law where a county votes money to be expended cooperatively with the extension service of the college in agricultural or home economics demonstration work, then the extension service will appropriate from its funds derived jointly from federal and state funds and carry on the work in the county which cooperates. Marion county has made no such appropriation. Consequently this county has no county agent; it has no club leader; it has no home economics worker. The county superintendent's office has tried to fill the gap in sponsoring club work; but that does not comply with the terms of the law under which the money may be supplied by the extension service.

Marion county ought to have a county agent. Very few counties which have tried out such an office have abandoned it. The county court would do well to include in its 1930 budget an appropriation for cooperation with the state college to cover work of a county agent and a county club leader. The club work ought not to be abandoned, and if the court is progressive as in 29 other counties in the state, it will provide its share of funds to carry the work forward.

Yakima Considers Manager Plan

YAKIMA is voting on a city manager plan of government. Not that Yakima has had any political eruption or corruption so far as the record discloses, but because some folk think the nineteenth century model ought to be replaced with a 1930 machine for running city affairs. The Yakima Republic makes this comment about the campaign over the change in the charter:

That really isn't very surprising. Comparatively few people are interested in government in this country except on occasions where their pet prejudices of religion or their private business interests are involved. We prate about popular government and then fall even to vote when the elections are held. It takes thundering from the pulpits, columns of newspaper appeals, and the muster of all the clubs in the community from rotary to boy scouts to get the vote out at all and make even a respectable showing of our "good citizenship."

In Salem where there has been a merry war between mayor and council, probably only thirty-two people outside the officeholders and the newspaper reporters know what it is all about, if anything. The rest of the public lets George do it or not, just as George feels like. All the public wants is to be let alone; and the professional politicians usually see to that nicely.

The manager form of government is being boosted now just as the commission form of government was being boosted twenty years ago. It has much to commend it, but in the hands of skilled grafters the city manager would have plenty of sweet morsels to pass around.

Something to Look Forward to



10-21

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BITS for BREAKFAST

By R. J. HENDRICKS

A remarkable memory:

The Bits man has been trying to piece together the events connected with the visit of the famous Bishop Simpson in 1854, when he attended the second annual Oregon conference of the Methodist church, held in the Belknap Settlement in Benton county.

Valuable aid has been rendered in the gathering of photographs and materials by Hon. R. J. Nichols, born in that year in that settlement, and living there ever since. Of course, his memory does not extend back to the events of the great bishop's visit, 75 years ago, but his recollections of the talks he heard by those who were there and attended the meetings and heard the addresses are yet fresh.

Mr. Nichols was 11 when President Abraham Lincoln was assassinated, on April 14, 1865. Bishop Simpson delivered the funeral oration at the tomb of Lincoln, at Springfield, Illinois, following the procession of mourning from the nation's capital with the body of the martyred president. The closing words of that funeral oration have been held in the memory of Mr. Nichols for all the more than 64 years since they were uttered and carried in the public prints of the day. In a letter of a few days ago to the Bits man, written in long hand, Mr. Nichols quoted correctly most of the words—all of the beginning sentences, and the closing one. The last paragraph of the oration was in full as follows:

"Cheftala, farewell! The nation mourns thee. Mothers shall teach thy name to their lisping children. The youth of our land shall emulate thy virtues. Statesmen shall study thy record, and from it learn lessons of wisdom. Mate though thy lips be, yet they still speak. Hence is thy voice, but its echoes of liberty are ringing through the world, and the sons of bondage listen with joy. Thou didst fall not for thyself. The assassin had no hate for thee. Our hearts were aimed at; our national life was sought; we crown thee as our martyr, and humanity embraces thee as her triumphant son. Here, martyr, friend, farewell!"

Bishop Simpson was a great friend of Lincoln. The renowned church leader saw more clearly than most men of his day the impending struggle, and drew back from it with greater horror and shuddering than the average American. He deplored war, but he felt the impossibility of compromise on the issues that led to

to the conflict. The unwisdom of proposals looking to compromise he says clearly, too.

But after the war was on, Bishop Simpson was the most powerful orator of the nation, and the most persistent and vigorous, in urging its prosecution to final victory that would bring lasting peace and a reunited union. In 60 cities throughout the northern states he delivered his great war speech, "The Future of Our Country."

In this address, that brought every member of great listening throngs to his or her feet, shouting or weeping, he held there were but four possible issues of the war: 1. The nation might be destroyed and placed under the control of a foreign power. 2. The nation might be divided into two or more confederacies. 3. The south might win and southern ideas and principles be established throughout the country. 4. The nation might emerge from the conflict purer, stronger, and more glorious than ever before.

There was no speech of the period that compared with it; no orator of his day who had anything like his hold upon his hearers. He often substituted for his words in public addresses. He was everywhere in the work of the men and women of the nation in supporting the arms of the north; in caring for the sick and wounded soldiers, in building hospitals, in raising such sums of money for all these purposes as the world up to that time had never seen contributed for such needs.

Bishop Simpson was much with President Lincoln and members of his war cabinet. He was with the president at the time of decision concerning his emancipation proclamation. Lincoln said: "Bishop, I have always stood against the extension of slavery into new territory, but have maintained that the constitution protects the institution where it now exists. Any interference with the right of property in slaves would be unconstitutional."

Bishop Simpson replied: "We are doing many things now that in peace time would be unconstitutional. For instance, we are shooting down American citizens. The constitution gives them life, liberty, and the pursuit of happiness. When the constitution is imperiled and a rebellion is on, the first right the constitution has is self-preservation; and if granting freedom to the slaves would help to preserve the constitution, I care not whether the act goes over the constitution, or around the constitution, or under the

A Cinder Travesty

We see by our morning paper That our cinders will soon be gone; What shall we do without them, These "Friends" who've been with us so long?

No more shall our eyes be smarting, And our mouths be filled with grit; Our clothes plastered with sooty spots, Until we nearly fall in a fit.

No more can we look to the sky above And see come wafting down Those tiny, sooty, clinging specks, That light without a sound.

No more can the many tourists, Who've admired our parks and flowers, Leave to tell of the sight they saw During a Salem "cinder shower."

All these pleasures will be denied us, But be of courage my friend; Perhaps this is only another promise Upon which we should not depend.

Mrs. Geo. H. LaVelle.

Salem, Oregon.

Lay Sermons

SAYINGS AND BOOKS

"And all these sayings were noted about throughout all the hill country of Judea." Luke 1:65.

Such is the origin of Bibles and great epic poems and literatures of primitive peoples. There is the "noising about" from mouth to mouth in hill country and on the plains. Job sits at the door of his tent and hears the gossip of distant Bedouin sheiks through the travelers of the desert who come his way. A Greek professor in Alexandria hears from a neighboring Jew about some new and unique teacher in Jerusalem who ran foul of the priests and was executed on the cross. Miriam's song of victory is sung in many villages and at many camps, carried by vagrant troubadours.

"When 'Omer smote 'is bloom-in' lyre,
'E'd heard men sing on land and sea,
And what 'e thought 'e might require,
'E went and took the same as me."

So Kipling described the plagiarism of Homer, who caught up the verses of Greek tradition and gave them permanence and his own name as author. In the Hebrew Bible represents

the final setting down in literary form of the sayings and the stories of the Hebrew people. For instance, nothing was written of the gospels until toward the end of the first century. Mark was the first gospel written, and it was in part derived from an earlier work on the sayings of Jesus. The gospel of John, the last to be written, had the earlier gospels and the traditions as source material.

Folk have been slow in learning the truth about the composition of the Bible. To many it has been an object of worship, an idol almost, "very God of very God." Diligent inquiry has disclosed how the Bible is a growth, how it has been altered by zealous redactors and translators. There is of course no original manuscript of either the old or new testament. Our oldest copies of the old testament are in Greek and not Hebrew which was presumable, the original language in which it was written.

Protestants replaced the doctrine of an inerrant person with that of an inerrant book, and bibliolatory resulted. As they have learned that the Bible itself is not something to be worshipped but

to be studied as the setting down of the spiritual experiences of a profoundly religious people, they have found new revelations of truth. They have seen the struggles of a nation and of individual souls; they have seen the evolution of religious ideas from the crude pugnacity of the early Israelites to the fine philosophic idealism of Christ and his followers.

The noising about of sayings—how many, many of them were lost and never caught in the permanent form of the written or printed word. Trusted to the memory and the speech, the sayings died as soon as they were uttered, save for the few that were preserved in psalm or proverb or prophecy or history. Sometimes in reading the Bible one might let his mind drift to those far-off days when these things were really being said "throughout all the hill country of Judea," he might picture the characters in the dialogue, and reflect too on the words which perished.

THUG VERY POLITE

PORTLAND, Ore., Oct. 19. (AP)—E. W. Calkins, service station operator, was knocked unconscious and robbed here early today by a "polite" thug who greeted him with a cheery "good morning" then plugged him with a blackjack. Calkins told police he lost \$109.



The Charm of a Coat or Dress

—the making of which you supervised is enhanced by materials from KAFOURY BROS.

One of the prides of this famous store for women is its department of ready-to-make yard goods. Here are described only a few of the numbers now being shown.

- FOR COATS—there's no limit to the materials
- 54 inch Astrachan, for children's coats, or for trimming, yard \$3.98
- 54 inch Downy wool, unusually fine in texture, yard \$1.95
- 54 inch Flannel Coating, lightweight and pretty, yd. \$2.95
- 54 inch Velour, in a number of smartly popular colors, yd. \$2.98
- Mixed Tweed Coatings, these are the newest materials out, yard \$3.75
- Broadcloth, in the celebrated Kitten's Ear finish, brown and black are the colors, yd. \$4.95 and \$6.50

Fur trim in Fitch, black and brown, widths from one to six inches, and also made up in collar and out sets.

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ANNOUNCEMENT

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ALEX JONES, JR.

216 North High Street SALEM, OREGON

Old Oregon's Yesterdays

Town Talks from The Statesman Our Fathers Read

October 20, 1904

An exhibition of fine amateur photography has been arranged at the residence of Mrs. Claud Gatch. The pictures are sent out in what is known as "Salon portfolios" under a scheme originated by Curtis Bell of the Metropolitan camera club of New York. Invited contributors participating in Oregon include only Portland persons and Mrs. Gatch of this city.

The republicans have finally decided upon November 1 as the day for their grand whoop-up in honor of Roosevelt and Fairbanks. A street parade with bands, flambéux and other musical machines to make noise will be in the line of the night spectacle.

Governor Z. F. Moody is making some repairs to the front of his handsome residence on the corner of Winter and Court streets. A new and enlarged porch is to add to the beauty of the court street side.

OTHER EDITORS

ONION OMELET WAS GOOD
A cooking school teacher said down at Salem the other day that women pay out 35 per cent of the family income, and that is too big a part of it for her to handle. We take no stock in this part of the lady's lecture, but we are bound to say that the onion omelet about which she told next sounds good to us.—Yakima Republic.

More than 5,000,000 fruit trees now are growing in the Rio Grande valley.