DROPPING A PERSISTENT PILOT

Statesman

"No Favor Sways Us; No Fear Shall Awe." From First Statesman, March 28, 1851

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The Abuse of Credit

FOR the first half of the year the records of R. G. Dun lands for water and food.

& Co. show 13,771 mercantile defaults, with liabilities Recent researches made totaling \$337,089,083. These are staggering figures. While Washington university in St. the increase may be attributed to prevailing bad conditions in business, that does not fully explain the cause of such failure. The same six months in 1929 showed 12,172 failures. all the body at once. The total liabilities were much less, being only \$232,128,936. But for either year the totals seem overwhelming.

These figures show not only the normal misfortunes of business, but appalling lack of business judgment both on the part of those engaging in business and those extending into the general blood supply. If credit to them. Such a volume of business casualties seem altogether too large even for this country. It shows genuine poison is carried to every part of the body by the blood stream. commercial mal-adjustment that 13,771 should fail even in a bad year, and 12,172 in a reputedly prosperous era.

What were the defects? The causes which many investi-should be tied tightly around the gations have borne out are usually poor management or in- above the wound, or between the adequate capital. Individuals start in business improperly wound and the heart. A torn strip equipped either in training or financial backing. And they of shirt or handkerchief may be seem to get credit easily. Wholesale houses crowd their used. Or a string, shoe lace, neckgoods on them; landlords are eager to rent them space. Itie, a piece of rope, a wire, a piece of grapevine or a flexible switch, They start with high hopes; then the bills fall due. Often is good for the purpose. Whatever the proprietor has taken too much out of the till for his you use, tie it firmly, after which own salary to have enough left for meeting invoices for a stick should be inserted under goods, rent and overhead expenses. He staggers along a the ligature and tightly twisted. This stops the circulation of the few months and then goes out of business. The consequence blood from the wounded limb. is disastrous both for himself and for his creditors.

We believe wholesale houses and sometime, though not wash the wound with soap and often, banks share a lot of the responsibility for these defaults. They encourage the abuse of credit by extending the mouth is healthy and without credit too freely to those who really cannot use credit right. broken tissues. If access can be We do not mean to discourage the launching of businesses, had to permanganate of potash though in settled cities this should be done only after care-ful survey of the field and of one's resources. We do not ful survey of the field and of one's resources. We do not Keep the patient warm and admean that only those should be encouraged to enter busi- minister small quantities of cofthese failures falls on the creditors eventually, and in the meantime established businesses have suffered from the increased and unjustified competition.

The very force of her anger increased and unjustified competition.

The very force of her anger increased and unjustified competition. ness who give reasonable promise of success. The loss from fee until the doctor arrives. increased and unjustified competition.

ntime established businesses have suffered from the eased and unjustified competition.

The figures that we have quoted do not include indication in the figures that we have quoted do not include indication in the figures that we have quoted do not include indication in the figures that we have quoted do not include indication in the figures that we have quoted do not include indicate the formal and manual and manu dual nor financial failures, but for commercial and manufacturing lines including agents and brokers. There is one interesting feature of the Dun summary of the retail trade tions of the United States, snake division: the grocery classification shows fewer failures bites are rarely fatal. If you than in previous years. This was reported for the month of should happen to be bitten by a June of 1930 as compared with June of 1929 and 1922 For snake, do not worry yourself into June of 1930 as compared with June of 1929 and 1928. For a fever or fear, Quick action with about a year grocery insolvencies have been declining. This the local treatment immediately on would seem to indicate that the retail grocery situation is being bitten, together with the use becoming more stabilized and the mortality induced by the will have little trouble. invasion of the chain grocery has largely spent itself. This would seem to be borne out by the present pause in expansion of the grocery chains, and the declines in some of their

The National Association of Credit Men has done much toward the study of credit. But its work has only begun. Such a record of mercantile insolvencies as reported for the six months this year shows that all too many of our businesses rest on the insecure foundation of too much credit.

A Woman with Money

DICH women are often rather peculiar. There was Hettie question since the state commit-I Green whose eccentricities supplied many a reporter teemen refused even to read a with an interesting story. The other day a rich New York woman died, Mrs. Rebecca Swope, granddaughter of John G. cret ballot and gagged every cit-Mendel, who like John Jacob Astor, his contemporary, put izen except the "perfect 36" will recompense old J. the profits of his fur business in real estate. Mrs. Swope which claimed the almost divine his Sally and her oil." was worth fifty millions or so and lived with her two sis- right to dictate a gubernatorial ters, one of whom died in 1929. She was the only one of the state.—Klamath Falls Herald. trio who went out, and that was very rare. They all lived in a great brick mansion which survives among the tall business blocks at Fifth Avenue and 39th street, now the heart of the retail section. The women kept up the tradition of their grandfather never to sell any land which they acquired, tral America and South America. The press report gives more information about the fam- Present indications are that it

"The brick mansion, set among department stores, has been of the Pacific highway. The Pafor many years one of the unusual sights of the city. Beside it is a cific highway, already the greatspacious yard, as city yards go, fenced off from Fifth avenue by a est in America, will some day be high barbed-wire topped wall.

The yard was retained by the Wendel sisters, the story goes, in order that their pets might have a place to frolic. The house itself is said never to have contained a telephone, a phonograph or a

"Six years ago family traditions of the Wendels delayed for eight weeks the beginning of building operations on a 22-story structure on Seventh avenue almost behind the Metropolitan Opera

"The Wendels refused to sign a lease until shown to their satisfaction that emergency medical kits, in the clothing factories which were to fill the building, would not contain in all more than one pint of liquor. The estate's net income from the leasing of that property was fixed at \$1,000,000 a year for 21 years."

One thinks at once, that he might as well be poor if he gets no more enjoyment out of his millions than these hermit women. On the other hand, we middle class folk are forever criticizing the wealthy classes for their extravagance and ostentation. If you are rich there seems to be just no way you can please the people who aren't but wish they

Money Under False Pretenses

One thing can be said for the ed a series of advertisements telling the people of No one will dare accuse him of Portland what cheap power rates they now enjoy. Its second ad, in the Portland Journal, consisted principally of quake.—Albany Democrat Herquotations from the Journal telling the world how well and cheaply Portland is served. It quotes from the 1930 book on market data put out by the Journal as follows:

"Cheap power-Portland has the most satisfactory power rate of any city on the Pacific Coast when adequacy of current and all

year service are considered."

Yet all the time the Journal in its editorial columns has been telling what thieves and robbers the power trust was, and how much it was robbing the people. If the Journal had any conscience one would think it might twinge a little to accept money from a power company for running a big ad which quotes from the newspaper's own year-book to prove how big a liar its editorial page has been. A newspaper ought to make sure is lies or its truths harmonize.

Roosting on the press bench through the long-drawn out sessions of the state committee making a nomination, gave one the sensations of one of these flagpole or tree-limb sitters in an endurance contest.

Answer to Yesterday's Problem

36 pipes. Explanation—Change had already left the ship were larger used. In the season, 1100 people gathering from valley points to witness the decks, Dan'l thought Brander was watching the Saily. In all their events.

HEALTH

Today's Talk By R. S. Copeland, M. D.

Comparatively few persons are bitten by snakes in North America for the reason, that most people avoid their haunts. The re-



bat the poison, if bitten. It is in tropical countries DR COPELAND that the most

where danger-

snakes are found. In our country the rattlesnake is a deadly enemy to man. But how seldom is this snake met with these days, It is in the late summer and early fall that we are apt to run across the snake that is dangerous. When the water dries in the hills and mountains they come down into the low-

Recent researches made at Louis, seem to show that snake venom is the only poison in the world known to kill by affecting

First Aid Ttreatment In cases of snake bite, the purpose of any sort of docal treatment which may be applied, is to prevent the poison from getting not prevented from doing so the

If the foot or hand has been bitten, a ligature of some sort the limb, being careful to have it Then suck out the poison and

In the northern and eastern por-

Scissored Squibs

Editorial Bits from the Press of the State

"What will Mr. Meler do?" seems to be the all-absorbing letter from him to that bodysince the committee invoked senomination for the people of this

Other commissions are investigating the practicability of the Pan-American highway, which would pass through Mexico, Cenwould be an extension southward his steadily; and his hands dropthe greatest in the world.-Eugene Register.

The more we read of Governor Huey Long of Louisiana the more we think his front name should be spelled Hooey .- Astoria Bud-

Metschan is riding the elephant but no one has climbed on the Joseph platform to date. Our guesses are either Meier, Haney or Holman, or perhaps two of them, by the time the November balloting runs around .- Morning

Yes, it's just as hard to find the money for a car license in July as it used to be in January, but the kids had a better Christmas. Vacations can wait, but you can't postpone Santa Claus. — Dallas Chronicle,

It won't do to tell Willie, but most of the big jobs are held by men who caused their parents a lot of worry.—Medford Mail-Tri-

A Problem For You For Today

An anctioneer sold some goods on a commission of 3 per cent, and sent the owner \$4777.25. What was his commission?

destroyed by the evidence of his minds was the hought of the am-"Brander?" Faith cried in a thieving; he no longer feared the bergris. They had no notion of passion. "Brander? The thief man.

BY BEN AMES WILLIAMS

it! So you love me, Faith."

Listen and see!"

"What else?"

have me do?

ing?" she demanded wearily.

one. With you, Faith, it's me.

"Dan'l," she said steadily,

he end of it all? What would you

"See the truth," he said. "Un-

derstand that the Sally is lost-

fast aground here to rot her bones

wild to stick to her. We'll get out

the boats. You and I and Roy and

a man or two will take one; the

others may have the other craft.

"Leave the Sally?" she demand-

"I'll not talk with you. Dan'l.

"There's the ambergris," he re-

minded her." We'll take that. It

will recompense old Jonathan for

Her word was so sharp that it

feet, lending above her, pouring

out his pleadings; but she threw

him into silence with that last

word. The red flush of passion in

his face blackened to something

with the heat in him. He bent a

little nearer, while her eyes met

ped and gripped her arms above

the elbows. She came to her feet,

"Dan'l" she said warningly,

will, you'll go because you must,"

she might have mastered him even

wrench away. Her struggle fired

him. In a battle of strength and

strength she had no chance. He

she flung her head back that her

lips might escape him. He laugh.

ed. His lips were dry and twitch-

ing as she fought to be away from

him. He held her for an instant,

held her striving body against his

He had her thus in his arms.

forcing her back, crushing her.

when the door flung open and

Roy Klicup stood there. The boy

Then he comprehended that

which he saw, He screamed with

man with his strength of a boy.

Dan'l had laid his plans well;

own to revel in its struggles.

cried in desperate warning:

"Dan'l, Brander is -"

swung her against his chest, and

checked him. He was up on his

it's not fifty miles to-"

I'll never do that!"

facing him.

"Love me," he told her.

"Must a woman always be lov-

"Aye, Faith. It's the nature of

him stay, Willis Cox agreed to do as Faith decided. Long Jim, the harpooner, was loyal to Tichel. Loum, Dan'l did not trust. The them always to be loving-some man might stay with Brander if

he chose. But Dan'l had on his side Kellick, the steward; and Yella Boy, 'what's the end of all this? What's and Silva, and four seamen from forward, and seven of those who had shipped as green hands. Silva hated Brander no less than Dan'l, for Brander had taken the mate's berth that Silva had hoped to get. Sliva was Dan'i's right-hand man in his plans. And Roy, Dan'l away. See that it's hopeless and thought, was his own to do with

> as he chose. Mauger got some whisperings of al this of course, in the fo'c's'le. There was no effort to keep it secret from him; no effort to keep said openly that if the Sally did not float he was for deserting her; those might come with him who choose. Save Mauger, there was none openly against him. Tichel would stay, Willis waited on Faith's word, but the rest held off and swung neither one way

> nor another. All of which Mauger, with infinite stealth, told Brander, sneaking down into the after 'tweendecks at peril of his skin, night after night. Brander, fast-ironed there, and taking his calamities very philosophically, praised the little man.

> "Keep your eyes of er," he said "Bring me any word you get, Warn me in full time. And-find me a good keen file." Mauger fetched the file, pilfering it from the tool chest of Eph

"If you'll not go because you Hitch, the cooper. Brander workwill, you'll go because you must, ed patiently at his bonds, submit-he told her huskily and harshly, ting without protest to his cap-"You'll whine at my feet afore tivity. I'm through with you. You'll beg That night of the full moon aftme to marry you in the end." or they had failed to float the Sal-If she had been able to hold by Dan'l called Silva and bade

still, to hold his eyes with hers, him to prepare the boats. "Get food and water into them." then; for in any match of courage he said. "Take plenty. Make them against courage, she was the ready. Tell the rest of the men stronger. But the horror of him to lower if they've a mind. I'm for overwhelmed her; she tried to leaving.

Silva grinned his understanding. He asked a question. "I'm going down now to convince her," Dan'l said. come, no fear."

He went below and left Silva to prepare the boats. Old Tichel was on deck, but Willis had gone below. Tichel did not molest Silva. Discipline had evaporated on the Sally; it was every man for himself. Those who were for leaving ship were hotly impatient; and one boatful of men lowered. and drew slowly away toward the mouth of the cove where the Sally

There was no wind: the sea was glassy; and their oars stirred the fury of an animal, and flung the water into sparkling showers himself at Dan'l, tearing at the like jewels. Kellick, Yella Boy, and four seamen were in that idly as possible. boat. Five of the green hands and he had felt sure of success; but Tinch, the cook, caught the inhe had not counted on trouble fection, dumped food and water two weeks' tour in the interests failure to float the Sally, she into another craft and followed. would be crushed and ready to Silva got his beat everside. He fall into his arms, ready at least had with him two men—men of to yield to his advice and come his choosing, who had signed as

away and leave the ship where it green hands, but were stalwarts First Presbyterian church will now. He made sure the boat was hold a lawn social at the resi-After that Dan'l had counted on separating the crew by losing the other boats. The ambergis would be his; he would master the men with him. Faith and the treasure is this boat, as on the after deck.

The man in the two creft that

leaving that behind; and they did Not all the crew would go with not mean to be tricked out of

THE ROMANCE

OF AN

EVENTFUL

WHALING

CRUISE

176

FINALLY HAVE

HIM OUT ON

A LIMB!

"Where's she?" Brander ask-

"In the cabin. Mr. Tobey went to her. He's not come up yet." Brander considered. "Bring me a handspike," he

said. "It's time I took a hand." When Mauger had crawled on deck and returned with what Brander wanted, he pried open the filed frons, stood up, and shook himself to ease the ache of his muscles.

"Now," he said, "let's go see. He reached the deck. Maurer at his heels and started aft Silva. head above the rail, marked Brander's movements and signed his two men to follow, and the cabin to warn Dan'l. Brander followed him. Mauger, at Brander's back, heard Silva's rushing feet and turned to meet his

Brander was at the foot of the ompanion ladder when Roy threw open the after cabin door; he saw, as Roy saw, Dan'l gripping Faith so brutally. He heard Roy's cry, then Roy leaped to grapple Dan'l. Roy's eyes were opened in that

noment; he had become a man. Dan'l had told him they would leave the ship, had told him nothing of anger against his sister, and Dan'l counted on this, and feared no trouble from him. understanding. When Roy saw Faith in Dan'l's arms, helplessly fighting against his kisses, he eaped to protect her as if there had never been harsh words be-

ween them. The boy gripped Dan'l from be-The boy gripped Dan'l from be-man's Book of Haven. It is now Co., and its predecessor, Chas. H. clung to Faith. His encircing generally known that nearly all Phillips, since 1875.—adv. arm tightened about her, so that she thought her ribs would crack. When he flung her away she was breathless and sick with nausea, and she fell on the floor lay there, gasping for breath. Dan'l flung her away and swung on Roy. "You young fool!" he swore

"I'll kill you!" (To be continued)

Y esterdays ... Of Old Oregen Town Talks from The States-man Our Fathers Read

July 31, 1905 Actual work of grading has commenced at Hillsboro on the Portland, Nehalem and Tillamook railroad. The first 26 miles will he pushed to completion as rap-

"Tad" Shelton is home from of the Peters' cartridge company which he represents.

The Ladies' Aid society of the

BITS for BREAKFAST

Voyage of the Lausanne:

July 10th, under the direction of ern Indians.) the Oregon conference historical

for it is incorrectly given in several histories, ranging in their statements from the 6th to around the 20th.) "It was the greatest exodus ever sailing from an eastern port to any coast," says the history of the Catholic church of Oregon. Blanchet said: "No missionaries were ever dispatched to represent the various sects in any land under more favorable auspices than were the ladies and gentlemen belonging to the Methodist Episcopal church amidst the

This is certainly high authority. They represented in the contributions of funds to the missionary society of their church the adherents of every other church then known in America, and of many who belong to one church. The government of the United States, from the secret funds of the president, contributed about \$100 each for all the members of the expedition, including the women and children. This "great reinforcement," as it was called, was the direct result of the work of Jason Lee, performed in the interval after his arrival at the site of Kansas City, September 1, 1838, following his ride east from the old mission below Salem. Atwood in "The Conquerors" wrote:

wilds of Oregon.'

The Great Reinforcement "Lee brought to the coast in 1840 The largest missionary party That ever came o'er land or sea, To Oregon, to make her free; They built mills, and opened

farms: They erected storehouses and barns;

They established homes and schools; They built churches, and adopted rules

American: in form and fact, The result of Lee's work and tact."

~ ~ ~ The Lausanne brought the machinery for the gristmill and sawmill that made possible the beginning of the settlement on Chemeketa plain; the sawmill furnishing the lumber with which tween the mills and the first county agents for financing dwelling became Broadway when that part of the town that was named Salem, 10 years later (in 1850), was platted. At first the settlement, after Chemeketa, the name of the Indian camp, was called "The Mills," and the first postoffice was "The Mills." Then it was called "The Institute;" the government mail carrying contract was to "The Institute." Then came the name of Salem,

suggested by David Leslie. ~ ~ ~ In 1906, when Atwood wrote "The Conquerors," he was allowed by Rev. John O. Foster to copy a letter to him (Foster) from Mrs. Sarah R. Beggs, the last survivor of the Lausanne swung up aboard the Sally. Roy missionary party, then living saw Brander and leaped down to with her nephew and niece, Dr. and Mrs. E. J. DeBell of the Rosebud Indian agency, South Readers who followed Dakota. the Champoeg meeting of July 10th will be interested in that letter, on the voyage of the Lausanne. It follows: * * *

"Dear Brother Foster: I received your letter a few days since; in answer to your inquirmarried New Year's day, 1834, to Rev. J. H. Frost. In May, 1834, he joined the New York conference. In 1839 he was appointed as missionary to the Flathead Indians in Oregon by Bishop He forgot that the anger of a boy Hedding. (The Oregon mission is not overstrong. It was swept was always the "mission to the away now in a lightning flash of Flathead Indians." The Macedonian call of 1832 was the call of the "Flathead Indians;" the call of the so-called "Flathead Indians" who sent four representa-

tives to St. Louis, seeking the

white man's God and the white

the tribes of the west flattened the heads of their children, more The coming of the Lausanne or less. So there was no distincwas the theme of the annual tive tribe properly called Flat-Methodist day meeting held at heads. The name might have been Champoes Park on Thursday, properly applied to all the west-

"October 9, 1839, Wednesday, according to previous arrange-The ship Lausanne carried 38 ments, carriages came to convey adults and 19 children. This May- us to the White Hall dock in New flower of the Pacific went to sea York. The steam tug Hercules from the harbor of New York had been chartered to carry some October 9th, 1839. (The reader missionary friends and to tow our should fix this date in his mind ship into the bay. A vast multitude had come to witness our departure. At 10 o'clock a. m., all things being ready, we took an affectionate leave of those on shore, and, accompanied by as many as could be accommodated on the tug, were soon alongside the ship, and under motion for the bay, where we arrived about

> "After taking off some light articles on the vessel, some of the friends going aboard to see our cabins, we gathered on the Hercules for a brief religious service. After singing and prayer, Brothers Richmond and Campbell each had a child baptized. (Dr. John P. Richmond, who took charge of the Nisqually mission (where Tacoma now stands,) and who in 1841 delivered there the first Fourth of July oration in North America west of the Rocky mountains. Hamilton Campbell, a carpenter, who bought the live stock of the mission after it was dissolved, and became the richest man and the largest taxpayer in Marion county.)

> 5 5 5 "Dr. Nathan Banks, the missionary secretary, addressed us in a very pathetic and appropriate manner. One of the secretaries of the American Board (then representing the Congregational church only.) also made a short address. They sent out a missionary and family, Rev. L. M. Dibble, to the Sandwich Islands with us.

% % % "Now came the parting scene; amid sighs and tears, we bade a final adieu to friends and embarked on the Lausanne. The tug loosed from the ship and took a long half-circle route around our bow, then bore away for the city. Hats, handkerchiefs and flags were waved by us and also by them till distance obscured them from our view."

(This recital will be continued in this column tomorrow.)

BANKS FINANCE STOCK

COLLEGE STATION, Tex. members in purchasing good foundation stock for their herds.

MOTHERS now learn value of MAGNESIA



Because it is so helpful in keep. ing babies and children healthy and nappy, every mother should know about Phillips Milk of Mag-

This harmless almost tasteless preparation is most effective in relieving those symptoms of babies and children generally caused by souring food in the little digestive tract, such as sour-belching, frequent vo. iting, feverishness, colic. As a mild laxative, it acts gent. ly, but certainly, to open the little bowels in constination, colds, children's diseases.

A teaspoonful of Phillips Milk of Magnesia does the work of half pint of lime water in neutralizng cow's milk for infant feeding, and preventing hard curds. Its many uses for mother and child are fully explained in the interest. ing book "Useful Information." It will be sent you, FREE. Write The Phillips Co., 170 Varick St., New York, N. Y.

In buying, be sure to get gennine Phillips Milk of Magnesia. Doctors have prescribed it for over 50 years.

"Milk of Magnesia," has been the U. S. Registered Trade Mark of The Chas, H. Philli; : Chemical

GRAY HAIR EMBARRASSED HER SO SHE SELDOM TOOK HER HAT OFF

Used Tints-Results Were Very Disappointing. Then Used Lea's and Now Hair Is Beautiful and No Longer Gray

NO DANDRUFF NOW SINCE USING LEA'S

barrassed more or less about their gray hair—especially if it is dry and sort of dull and dead looking like mine used to be., Every time I combed my hair it would combout in handfuls and dandruff was always bothering me. When I came out of the haspital after being there two and one-half weeks my hair was a sight, so I began using Lea's Hair Tonic and its splendid. It's the only preparation I know of or ever saw that will bring back your natural hair color. My hair is identically the same shade as of old and full of life and lustre, thanky to Mrs. Lea's does not druggist. If out he will get it of his jobber for you, or send delige and hair, or turning gray should hesitate a moment. Lea's does its work beautifulty," writes does its work beautifulty," writes the effect your hair if it isn't gray it is inexpensive for only a few drops massaged into the scalp each in beautiful youthful condition and color an application twice a month keeps the scalp and hair in handsome condition. Obtain of your druggist. If out he will get it of his jobber for you, or send deligating the same shade as moment. Lea's does its work beautifulty," writes does its work beautifulty," writes