

IT'S A CINCH!!!

All Ready for the Biggest Fall Business
Pendleton has Ever Experienced.

With the Largest and Best Varieties of Dependable
Merchandise are Coupled the Lowest Prices.

We have made ample preparations for an excep-
tional business this season, showing bigger and
better assortments in all lines of stylish and de-
pendable goods.

Now Showing:

Men's and Boys' High Grade Fall Suits.
Ladies' Stylish Tailored Suits and Waists.
Wool Dress Goods and Flannels, Kimono
Flannelettes, Waisting, Etc., Etc.

Every day adds to this superb display of handsome
Fall Materials.

ALL REMNANTS AT HALF PRICE.

Silks and Dress Goods, Muslins,
Sheetings, Linens, Crush, Etc.

All at Half Marked Price. Take Advantage.

SEPTEMBER DELINEATOR NOW HERE.

The Peoples Warehouse

Where it Pays to Trade

Save Your Coupons

DRUMMERS' EXPERIENCES IN BRAZIL

Consul George A. Chamberlain writes that though the United States sold to the Brazilian port of Pernambuco during 1907 over \$1,250,000 worth of goods, only about a dozen American commercial travelers visited the port during the year, eight of them calling at the consulate. The consul thus reviews trade-getting methods:

It seems impossible to convince American firms who are try to enter the export market of the importance of good travelers as it is to persuade them to pack merchandise with due reference to the distance it has to travel and to the mode of transportation.

Travelers can not be had for nothing. The cheap ones invariably turn out to be very expensive and often permanently ruin a market for the careless firm that employs them. Three glaring examples have come directly under my notice during the last eighteen months.

Two of the three representatives in question had evidently been employed on the sole consideration of a speaking knowledge of Spanish. Their ideas of business methods in general were hazy, and they were absolutely ignorant of the simplest formulas of foreign trade. To my surprise they all represented firms well known throughout the United States.

The first of the three came out on an arrangement by which he was to receive \$4000, the first \$1000 in New York, the next at Buenos Aires, the next at Valparaiso, etc. He spent \$700 on his outfit and passage from New York to Pernambuco, and, never having heard of a letter of credit, express checks, draft payable to self, or even a money belt, bought three \$100 notes and put them away in a cardboard box in his steamer trunk, which was frequently left open during the voyage.

After landing at Pernambuco he

COFFEE

Why do we drink so much poor coffee?
Because good coffee is so good.

Your grocer returns your money if you don't like Schilling's Best; we pay him.

discovered that he was penniless, and then began a comedy of errors which lasted for months. He cabled for money; the firm sent \$100 to the telegraph office to be wired. It took the firm three months to find out that the money had never been sent and three more to learn that it is impossible to wire money to Brazil through any cable company.

In the meantime the traveler was in absolute distress. Not having received the \$100, he continued to cable on borrowed money. The tangle took eight months to straighten out. The firm lost their original \$1000 and the \$100 which they tried to wire to Pernambuco and finally sent there by draft. The traveler lost his credit and reputation and has been practically destitute in Rio and Buenos Aires for a year and a half, unable to get home and sure of trouble if he does. All this through sending one wholly ignorant of specialized work.

A Borrowing Tour.

The second case was that of an American who arrived at Pernambuco in financial difficulties. He was sent with a fine lot of samples and \$1000 to Rio de Janeiro. To his great surprise he had to pay \$600 duties on his samples. He soon exhausted what money he had left and started calling for funds. His firm wired orders on Brazilian banks, always sending about half what their representative required to meet past obligations.

He could not remain idle for two months waiting for proper funds and went ahead, covering all southern Brazil by borrowing from each customer enough to see him to the next town. His firm was well known and he managed to get the money, but with what damage to the credit of his employers can easily be imagined. He was still borrowing when he arrived at Pernambuco and told the writer that he owed sums of \$50 and \$100 as far back as Rio Grande do Sul, which he had left two months before.

Another Disaster—Lesson Learned. The third case that of an American who came to grief through being allowed to stay six months in one place and run up \$1000 debt for board and cablegrams before his employers found out that there was something wrong.

These three cases contain several lessons to firms and travelers alike. Inexperienced houses who wish to establish or increase their trade in Brazil should give the following considerations their careful attention:

There is an abundance of trade here always, and that it is worth going after can easily be seen by studying the statistics showing the purchasing power of the country. To secure a share in this trade it is absolutely necessary to send representatives. A deaf and dumb person, however, who knows how to do business and keep cheerful is a far better representative than a linguist who never saw a letter of credit or an order blank.

Expenses Are High.

American firms in advancing to send a man to do \$50,000 worth of business whom they can not trust with a letter of credit for \$2000 should not send him. Remember that a man who travels through South America and keeps his expenses down to \$10 a day is doing it cheaply. A bookkeeper on the Amazon gets \$500 gold a month and finds it difficult to live within that income.

If the representative of a firm is to be away more than a year, he should give bond. It will steady him and his principals will not be so reluctant to back him up when he needs help in an emergency.

State of Ohio, City of Toledo, Lucas County, ss.

Frank J. Cheney makes oath that he is senior partner of the firm of F. J. Cheney & Co., doing business in the City of Toledo, County and State aforesaid, and that said firm will pay the sum of ONE HUNDRED DOLLARS for each and every case of Catarrh that cannot be cured by the use of Hall's Catarrh Cure.

Sworn to before me and subscribed in my presence, this 6th day of December, A. D. 1898.

A. W. GLEASON, Notary Public. Hall's Catarrh Cure is taken internally, and acts directly on the blood and mucous surfaces of the system. Send for testimonials free.

F. J. CHENEY & CO., Toledo, O. Sold by all Druggists, 75c. Take Hall's Family Pills for constipation.

Maternity Ward.

Opened at St. Anthony's hospital—a maternity ward. Ward charges, \$1.50 per day. Private room charges range from \$2 up per day.

No one is immune from kidney trouble, so just remember that Foley's Kidney Remedy will stop the irregularities and cure any case of kidney or bladder troubles that is not beyond the reach of medicine. Pendleton Drug Company.

If you see it in the East Oregonian, it's so.

ORIENTAL TRADE SEEMS DOOMED

NEW RATES WILL CHANGE PACIFIC TRAFFIC.

Vice-President Schwerin of Pacific Mail Steamship Line, Talks of New Conditions Now Confronting Lines to the Orient—Japanese Steamships Have the Advantage.

On October 1st next the Southern Pacific and other Harriman roads and the Santa Fe via this port, the Hill roads via Seattle and the Canadian Pacific via Vancouver, will adopt new export and import rates on transpacific shipments, says the San Francisco Examiner.

These rates are to go into effect on November 1. The new export rates will represent a large advance over the present tariff, while the import rates will also be advanced but not to the same extent as the export rates.

Vice-President and General Manager R. P. Schwerin of the Pacific Mail said yesterday that in his opinion the Pacific Mail, the Hill and the Empress lines will be so handicapped by these new rates in competition with the steamers via Suez as to practically force them out of transpacific freight traffic.

Because of their large annual gold subsidies from the Japanese government, Mr. Schwerin says in his opinion the Toyo Kisen Kaisha company at this port and the Nippon Yusen Kaisha company at Seattle, will be able to remain in the business in spite of the advanced railroad rates and compete with the Suez lines.

When asked if there was a deal on to sell out the Pacific Mail to the Japanese or other people, he said:

"I do not know of any such deal. I don't see," said Vice-President Schwerin, "how the steamer lines at San Francisco, Seattle and Vancouver are going to exist under these new rates of the railroads. We have got to compete with Suez and if we can't make rates to meet it we will simply have to get out of the business."

"Curios, matting, tea, raw silk, earthenware and firecrackers make up the bulk of our imports from the Orient. These shipments annually via San Francisco, Seattle and Vancouver run up into the millions. In view of the new import rates of the railroads I cannot figure out how the steamer lines on this coast are going to retain this business. It will be left to the Japanese lines at this port and Seattle and the Suez lines to fight for the bulk of it."

"Machinery, cotton, beer and condensed milk probably constitute the bulk of the exports from the eastern section of this country to the Orient. The Suez lines already take a large amount of these articles and they will probably take them all when the new export rates of the railroads go into effect."

Flour and lumber shipments from this coast to the Orient are, of course, not affected.

Why James Lee Got Well.

Everybody in Zanesville, O., knows Mrs. Mary Lee, of rural route 8. She writes: "My husband, James Lee, firmly believes he owes his life to the use of Dr. King's New Discovery. His lungs were so severely affected that consumption seemed inevitable, when a friend recommended New Discovery. We tried it, and its use has restored him to perfect health." Dr. King's New Discovery is the King of throat and lung remedies. For coughs and colds it has no equal. The first dose gives relief. Try it. Sold under guarantee at Tallman & Co.'s drug store, 50c and \$1.00. Trial bottle free.

Umatilla "Beats Them All."

The hot air we are about to give you sounds like the fetid breath of one Lowndals of the Webfoot country, says a Hood River paper.

However, this wave of passionate heat comes from a sage and flea-stricken district of the Umatilla sands. The gas current comes from the jaw factory of one Colonel H. G. Newport, and explodes as follows:

"There is no doubt about our having the best irrigation project in the west and the best 20,000 acres of land now being developed in this part of the country. Within five years neither Hood River nor Yakima can hold a candle to us in the matter of producing early strawberries and other fruits and vegetables. And it makes a difference whether you get into a market along with other sections of the country or ten days earlier. And we will skin them both by that much at least, one year with another."

DeWitt's Kidney and Bladder Pills will promptly relieve all Kidney and Bladder disorders. Sold and recommended by Tallman & Co.

Read the East Oregonian.

The Reciprocating Churn

This churn rocks back and forth, with every revolution of the crank, the dasher working in and out vertically at the same time.

Made in 2 gallon and 4 gallon sizes, will produce butter in from 3 to 5 minutes.

Easily cleaned and so easily operated that a child can churn with it.

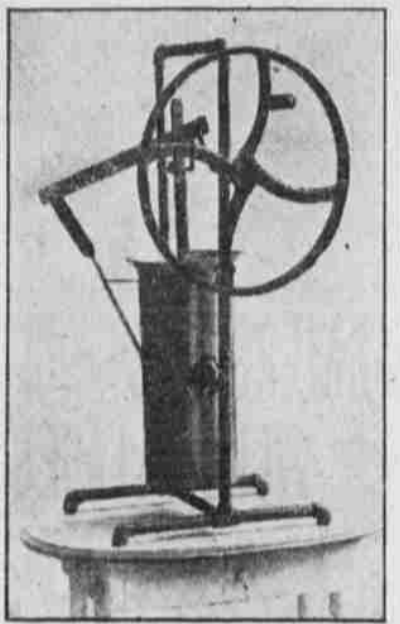
To take churn apart, disconnect connecting rod from bracket and churn dasher and lift churn from hooks—very simple, nothing to get out of order. Call and see it in operation.

Price \$5.00 and \$5.50.

Agents Wanted—We sell state or county rights to agents for selling the Reciprocating Churn. We reserve the right of manufacture, the churn being patented June 9, 1905.

We cater to the wholesale trade. For further particulars, address

The Reciprocating Churn Co.
310 West Webb Street,
Pendleton, Oregon.



LOCKSLEY HALL

SEASIDE, ORE.

Most beautiful location, overlooking the ocean, newly furnished, electric lights in every room, local and long distance telephone connections, fresh and salt water bathing, private and public baths in the house, 100 rooms, best known and most popular hotel. Seafood a specialty.

Rates \$2.50 and \$3.00 per day.

Special rates by the week and for families.

NORTH BEACH

Invites---Invigorates---Infatuates.

Nature's lavish hand endowed North Beach with every attraction as a place of rest, rejuvenation and recreation.

North Beach is a stretch of beautiful woodland dropping gently into the "Pacific" and skirted by 20 miles of smooth, sandy beach—delightful for bathing.

Buy a ticket over

The O. R. & N.

taking the Steamer

"T. J. POTTER"

down the river from Portland.

Mingle with the gay care-free throng, whilst sweet nature rebuilds worn tissues and renews life, energy and vitality.

The round-trip season rate from Pendleton is

\$13.15

"Outings in Oregon" contains the story of "North Beach" including hotel rates, etc. Ask

F. J. QUINLAN, Local Agent, Pendleton, Ore.

or write

Wm. McMURRAY

General Passenger Agent, Portland, Oregon.

COOL OFF!

to turn your kitchen in a breeze all summer long. The sultry August days will be almost unbearable unless you supply your home and office with

ELECTRIC FANS

to stir the air. We can furnish Electric Fans and every modern Electrical appliance at wonderfully small cost.



KEEP COOL!

While doing your week's ironing. It is not necessary to turn your kitchen into a bake oven if you have one of my

ELECTRIC IRONS.

Inexpensive, simple to use and always ready for use.

Price \$6.00, guaranteed for one year.



Electrical and Gas supplies of all kinds. House wiring, etc. See me for estimates.

J. L. VAUGHAN,

122 W. Court St.
Phone Main 139.

MAKE YOUR OWN STOCK FOODS BY USING SKIDOO HORSE AND CATTLE TABLETS

Crush and mix in feed or salt. Proper dose in tablets

Makes Your Stock Look Like the Top Price

For Horses, Cattle, Sheep, Swine and Poultry. They are made from the active principle or the condensed essence of the drug. They don't contain Sawdust, Ashes, Chop Feed or Bran. Are just as good when 10 years old as when 10 days old. They comply with all pure drug laws. Ask for and try once SKIDOO Condition Tablets, or SKIDOO Worm, Kidney, Chicken Cholera, Blister, Cathartic, Heave, Fever, Hog Cholera, Distemper, Pink Eye, Colic tablets or Loose Powder, Spavin Cure or Barb Wire Lintment. Distributed by THE BLUE BELL MEDICINE CO., incorporated; Capital Stock \$300,000.00; Watertown, South Dakota, U. S. A.

FOR SALE BY C. F. COLESWORTHY.