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Dressing Up Sale

Porosknit Union Suits 65c Each

You're going away to celebrate the 4th. Dress up! Show your Pride for Pendleton

We offer you the opportunity to be the best dressed man on July 4th and at a price that will leave you some celebration money besides. Come and see for yourself.

HIGH PRICES EXPLODED. NO FIZZLES HERE



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For hot summer days at cooling prices.

\$5.00 Silks **\$3.50**

All colors and sizes.

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Big Reductions in low quarters. Tans, Oxbloods, Blacks and Greens, lace and button.

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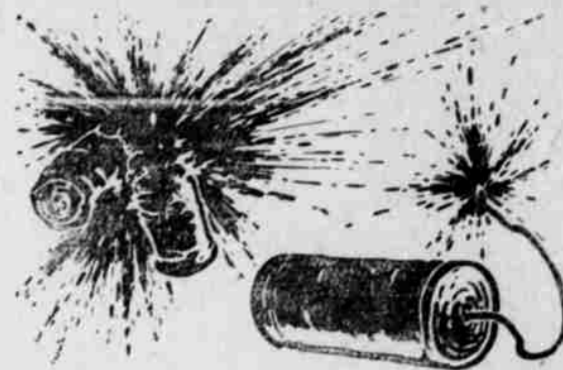
Bang They Go!

BANG! They Go

- \$30.00 Suits **\$23.50**
- \$27.50 Suits **\$21.50**
- \$25.00 Suits **\$20.00**
- \$22.50 Suits **\$18.50**
- \$20.00 Suits **\$16.50**
- \$18.00 Suits **\$15.00**
- \$15.00 Suits **\$12.50**
- \$12.00 Suits **\$9.75**



and our special line of **Summer Suits** \$10 to \$12 values, Celebration Price **\$8.50**



HATS

In endless variety from Autos at 75c to John B. Stetson's at \$5.00.



STRAW HATS

- 75c value **40c**
- \$1.00 Value **50c**
- \$2.00 Values **\$1.00**
- \$7.50 Panamas **\$5.00**

Bang They Go!

Fancy Ties Latest Patterns 35c and 40c val. **25c Each**

WORKINGMEN'S CLOTHING CO.

FOREST PROTECTION--NORTHWEST LOANS

Address by E. T. Allen of Portland, Forester of Western Forestry and Conservation Association, Delivered Before State Bankers' Convention

(Stenographically reported by Abner Jones for the East Oregonian.)

If you were asked to lend money to a man who had little actual assets except a highly inflammable building exposed to increasing fire risk; and you knew he carried no insurance on it, maintained no fire equipment, and even kept no watchman, you would be pretty likely to hesitate. No matter how good his business and personal standing, there would be too much danger that accident would weaken or destroy his ability to meet obligations.

To a large extent Northwestern banks are taking just this sort of risk without realizing it, in transactions behind which timber is the only real estate. Lumbering is our most important industry. Either directly or indirectly, therefore, it involves a large portion of bank loans, especially on the west side of the mountains. And back of the lumber industry, every time, timber constitutes the real resource upon which its solvency depends. Destroy all our timber and our lumber business is completely wrecked, and with it numberless dependent enterprises. Partial destruction has the same effect proportionally.

This is particularly true of the lumberman himself as a customer, although probably oftener than you realize the business of other customers would be seriously affected by injury to the lumber business of one or more concerns or localities. Although you seldom take timber as actual security by means of mortgage, you do furnish money to meet pay rolls, build sawmills, or buy timber land, when destruction of timber would certainly weaken the borrower's ability to meet his note. And as a rule you make no investigation of its safety.

Interest in this subject from a banking standpoint was first shown by eastern houses making a specialty of timber land loans, who are more and more insisting that borrowers meet certain standards of insurance in the form of fire preventive effort. Recently it has begun to attract attention here at home and Mr. Hartman kindly invited me to discuss it briefly here today.

In considering the fire hazard to which timber is subject, we must remember that while protection is increasing, so is the possible source of fire. Every year sees more campers in the woods, more settlers clearing land, more locomotives throwing sparks, and more logging activity to create dangerous slashings. All this still more than counterbalances the undoubted improvement of public sentiment on the fire question. Too few people realize that the great menace is the abnormal year which is certain to come occasionally when a combination of wind and hot weather will fan beyond control some of the small, apparently innocent, fires bound to be smoldering somewhere. We had such a year in 1902, when in a few days six billion feet of timber was consumed in Oregon and Washington. We will have another sooner or later.

These things, with the rise of timber values and consequent heavier losses, have led to a great change in the attitude of timber owners as a class. One by one they have begun to realize that to consider fire damage as the act of God, to be reckoned as a certain percentage of risk

on their investment, is to take a course unknown in any other line of business. In other lines, the proprietor protects himself and his creditors by insurance and every additional safeguard he can install, yet almost never is his property so peculiarly exposed to fire. Consequently the timber owner, although he could not insure, begins to protect. The first step was patrol. The best way to prevent fire is to prevent it, not to fight it after it starts. Any other system is like lowering the life boat after the ship has struck. One patrolman can put out a hundred incipient fires cheaper than a hundred men can fight one real fire, and the timber is saved besides. Naturally the next step is co-operation. If one man can patrol the buildings of two or more owners, it is cheaper to hire him jointly than to maintain several men independently.

In Idaho and Washington they soon went farther yet and formed co-operative associations, assessing the members upon their acreage. A few years experience taught that this brought great advantages beyond mere economy. It furnished means of bringing in the non-resident owner who could do nothing otherwise, the non-progressive owner who would not, and the small owner who could not afford to hire a man at all. It resulted in training an efficient force of men working harmoniously, and in simplifying having them authorized and backed to some extent by the state. In short it afforded just the same advantages for officering that a city fire department does over any protection which could be maintained independently by each city property owner.

But even more important still, the association began to influence public sentiment. Being semi-public and broad in its field, it was not subject to the prejudice which the individual timber owner may encounter. By affording means of advertising the sums spent in protecting a great public resource, it put its supporters in a strong position to ask for reciprocal help. Legislatures soon appropriated for state assistance. Railroad companies were reached and made to be more careful with fire. Careless lumbermen were forced to stop settling a bad example and warranting charges of reckless vandalism. The result has been that in Washington, for example, at a cost of less than a cent and a half an acre, nearly three million acres belonging to association members, with about five million acres more which did not pay but had to be patrolled with the rest, was brought through a very dry year with but 1600 acres loss; about a fiftieth of one per cent. Over 1300 fires were put out and not 6 reached any importance. Idaho shows the same record.

Now we are trying to do the same thing in this state. Oregon is behind the rest of the northwest in this work. Its legislature appropriates only \$250 a year for fire protection against Washington's \$23,000. It has a great many progressive timber owners. They spent \$40,000 on patrol last year. But in some cases this came to 5, 6 or 8 cents an acre because others did nothing. We have too many owners who do nothing because they think their neighbors must protect them anyway. We have organized several associations but find difficulty in getting this class to

join and bear their share. We also find many good individual patrols which will not co-operate and so remain less effective just because they fear this indifference.

Gentlemen, I have told you these things because I believe they affect your business. Even aside from your relations with lumbermen, you are more interested than perhaps you realize. Oregon has a fifth of all the merchantable timber in the United States. If manufactured and not burned, it will bring five billion dollars into the state. Even now, when we have hardly begun to cut, we sell nearly \$30,000,000 worth of lumber a year. It constitutes 80 per cent of all the freight which leaves the state. It brings more money than our apples, wheat, salmon and wool combined. It is sold elsewhere and brings in outside money, whereas many of our boasted products are consumed at home and merely effect exchange. And fully 30 per cent of this \$30,000,000 which will soon be \$100,000,000, goes to pay for labor and supplies and is circulated in every channel of agriculture and commerce in the farming counties as well as in the timber districts. The people of Oregon lose \$8 on every thousand feet of timber burned, while the owner may lose \$2. Nevertheless, some years more and some less, on an average we burn up timber which saved for manufacture would bring in seven to ten million dollars to be shared by every industry including the banks. We burn over our land which if protected could be cut again in 60 years. The additional loss on this is at least \$5,000,000 annually. There is practically no difference to the community between losing its wealth in this way and in riot or invasion actually plundering our banks and treasuries of \$15,000,000 every year. And I have said nothing of the damage to stream flow and countless indirect injuries. For one example only, the cost of your ticket to Pendleton and of your groceries at home is directly affected by the lumber traffic which helps support the railroads and buy their supply of ties, poles, and car material.

But to return to the immediate point. Clearly timber protected by its owner is a safer asset or security than unprotected timber. The more systematic the union of its owner with surrounding owners, for supporting machinery for patrol, fire fighting and moulding public sentiment, the less the danger of actual loss and the greater the sale value of the property. Bankers should impress this on their clients and adopt an attitude toward prospective borrowers which will influence the latter's action. While it may be going too far to imply pressure, you can at least ask the lumberman what protection he supports and show him that you think he should maintain patrol and join his neighbors in associate effort whenever the opportunity exists. If the banking industry will do this concertedly and consistently, it will have a strong effect.

PERKINA WINS HER WAY.

Melba's Protege to Be Heard in the United States.

Paris—Elizabeth Perkin is one of the American women who have made their mark not alone in Paris, but in Europe and in England. When Melba, the prima donna, heard her singing trills and scales in Marchesi's studio in Paris a few years ago she was struck with the birdlike quality of her voice, and the intelligence and artistic feeling she displayed, although but a tender slip of a girl. She took much interest in her career, and Miss Perkin accompanied her on a concert tour around the world, giving her the benefit of her art and experience. Finally she took her to

Kansas City, Mo., where she was welcomed with great enthusiasm. Later Perkin (whose family name is Parkinsson) sang with Melba in London at the Convent Garden Opera House and again with Caruso before London society. Next season she is to be heard in London and New York.

The best offering you can make to God is to enjoy to the full what he sends of good; and bear what he allows of evil, like a child who believes in all his father's dealings with it, whether it understands them or not.—Selected.

Weston Mountain Strawberries

The kind that have the Rich Flavor

When you start putting up fruit, remember this—we keep Economy Fruit Jars and extras and can furnish you with good cane sugar—if you want to save, phone Main 536.

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