

KNOWS WHAT IT is
HEN Senator Harding addressed his colfeagues in the
semate at the opening of the short session yeaterday
noon, he dwelt only a moment on cooperation, par naps, but heon, hatd a lot. The man who takes' the presidential
rcins next March now sees the other fellow's view point when it is a matter of differencee between president and senate.
Well should Mr. Harding know what it means to find Well should Mr. Harding know what it means to find oppo-
sition in the senate, for he aligned himelf during the past two
years with the ring which opposed without quarter the years with the ring which opposed without quarter the efforts
of the man whom he will succeed. President Wilson's shackles in the senate were upheld-by the man who now makes a plea to his colleagues for cooperation and a hope that they may "find
a common ground in the spirit of service."
That "common ground in the spirit of service" was one of That "common ground in the spirit of service was one of
ithe very requests which Mr. Harding, the senator, failed to see.
Iet us hope that Mr. Harding, as president, may, for the good let us hope that Mr. Harding, as president, may, for the good of the nation, get that for which he asks.

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\begin{aligned}
& \text { BUY CHRISTMAS SEALS } \\
& \text { ny years azo tuberculosis was }
\end{aligned}
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NOT so many years ago tuberculosis was generally regarded, both in medical and lay circles, as an incurab
ease. The afflicted man or woman was doomed. In recent years it has been demonstrated that tuberculosis is both curable and preventable and people have begun to real-
ize the folly of permitting it to take a toll of thousands of lives
every year.
This country lost 34,249 of her vigorous young men during
the war but last year the total number of deaths in the United the way but last year the total number of deaths in the United
States alone from tuberculosis was approximately 150,000 . The Red Cross, among its good works, is cartying on an ex-
tensive and aggressive campaign against the white plague. It is tensive and aggressive campaign against the white plague. It is
spending thousands of dollars in research and relief work. The funds are raised each December through the sale of Christmas seals. stickers is underway in Umatilla county for the sale of these little which goes to the national organization, every dollar invested by an Oregon citizen in these seals is spent in anti-tuberculosis Vork in this state. Your money goes for the protection of your
home family from the ignorance, carelessness and neglect of others,
Think
Think this over when you are approached by those offering
the Christmas seals for sale. the Christmas seals for sale.
Jackson county will find Cash Wood just what Umatilla
county now knows him, a mighty capable worker a county now knows him, a mighty capable worker, a friend of
the boys and beloved by the grown-ups. The friends the boys and beloved by the grown-ups. The friends of Mr.
Wood, and they are many, wish him well in his new field while regretting his departure from Umatilla county.
The man who wondered if things ever would cease going
higher found that they would.. The same is true now of things higher found that they would.. The same is true now of things
going lower. Better dot that Chjistmas shopping early.
Spokane physicians have subscribed $\$ 4000$ for a fight on
"quack' doctors operating in Washinfgton. They cannot make "quack" doctors operating in Washinfgton,
things too unhealthy for the imposters.
T N the last nine market days, the price of wheat on the Chicago market for December delivery has risen from
$\$ 1.58$ to $\$ 1.791-8$, a clear gain of $261-8$ cents, or an average gain of almost three cents a bushel per day. Wheat for
March delivery has risen in the same time from $\$ 1.481-2$ to $\$ 1.751-2$, a clear gain of 27 cents or exactly three cents a bushe per day. Monday's gain over Saturday's elosing figure was
$1-8$ cents for December and $81-2$ cents for March delivery.
The lowest mark in the Chicago pit was reached the day tres were closed at $\$ 1.53$ and March at $\$ 1.481-2$. With one ex ception, when a close at one-fourth of a cent lower was recorded, every market day since has brought a substantial advance in the
closing price of wheat. The figures, day by day, are as follows: price of wheat. The figures, day by day, are as follows
Nov. $26-$ Dec. $\$ 1.53 ;$ March, $\$ 1.481-2$.
 Nov. 30-Dec., $\$ 1.56$ 3-8; March, $\$ 1.50$ 1-4.
Dec. 1-Dec., $\$ 1.62$ 1-4; March, $\$ 1.55$ 3-4. Dec. 2-Dec., $\$ 1.69$ 1-4; March, $\$ 1.65$.
Dec. $3-$ Dec., $\$ 1.70$ 3-8; March, $\$ 1.65$.

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\begin{aligned}
& \text { Dec. 4-De., \$1.71; March, } \$ 1.67 \text {. } \\
& \text { Dec. } 6 \text {-Dec., } \$ 1.79 \text { 1-8; March, } \$ 1.75 \text { 1-2. }
\end{aligned}
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Indications pnmistakably point to a rise in the price of ment crop reports and export data warrant it, most of the dealcrs want it. The "Buy a Barrel of Filur"" movement is bound
to help stimulate the parchase of wheat by miller needs must soon be filled and foreign business will pick up as coon as means are found for the financing of the purchase of
grain in some of the impoverished nations. grain in some of the impoverished nations.
The price of wheat never has been so
of trading on the Chicago Board of Trade as it was July 15. The trend of wheat prices since that day has been invariably down-
ward. Not in the four and a half months of trading heve ward. Not in the four and a half months of trading have there
leen nine consecutive days in which rises have been recorded Teen nine consecutive days in which rises have been recorded.
The figures themselves are bearing out what the experts have predicted and wheat appears to be coming up gradually to a and has held it in hopes of getting that fair return.

# Why No Jewelry Sales 

A PROMINENT BUSINESS MAN ASKED US THE OTHER DAY, "WHY DONT YOU HAVE A SALE-AS THE CLOTHIERS DO?" We believe that if people knew the facts they would understand why jewelers do not have sales-and it is for that purpose that we briefly wish to state some facts in regard to the "jewelry" industry as a whole.

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\begin{aligned}
& \text { FIRST-Jewelry does not fluctuate in price. Gold is the standard and al- }
\end{aligned}
$$ ways remains the same price.

> SECOND-Diamonds are constan tly increasing in price, and in every diamond purchase you are assured that they will increase. Partly due to the shortage, partty due to the demand, and partly due to the method of marketing. To go into detaiss takes too much space-but the fact that you are assured of a constantly increasing value shows there is no decrease in the price of diamonds.

> THRD-There has been some increase in the price of jewelry during the last three years. Due to the faet that labor has increased all along the line from the mining to the retail salesman. BUT there is no inflated" jewelry. price in SUMMARYY-That jewelry as a whole is composed of gold which does sUMMARY not fluctuate. Precious gems are sure to advance each year. Iabor prices on skiked labor (and all jewelyy is made solely by skilled labor) -shows no sign of decreasing. decreasing.

Now as to "especially why" no jewelry sales:
There is an odium to any jewelry sale-because it is the method of the "pawnbroker"-and no jeweler who respects his name can afford to so asso-
ciate himself.

If a jeweler needs money-he can turn his stock back to the manufacturer as it is not perishable. So when he says he is selling to raise money-he is really selling to make money-because there is a profit attached in his sale
price. price

A pin for instance- of the same pattern can be sold for $\$ 1.00$ or $\$ 2.00$ it all depends upon the amount of gold put on it. Therefore you see how easy it is to allow the jeweler to mark his $\$ 1.60$ pin to $\$ 2.00$ and reduce it to $\$ 1.39$ for his sale price.

As long as jewelry is a commodity that allows deception there will be sales by the "fakir" and "pawn shop jeweler"-BUT THE JEWELER WHO IS BUILDING A BUSINESS-WHO PRIZES HIS NAME - WHO EX-
PECTS OTHERS TO VALUE HIS WORD-will not have sales, because it puts him in their class.

In jewelry, no goods honestly marked requires a sale.
Did you ever notice that in a jewelry sale a few staples are marked as "bait?" But you will pay for it on the other merchandise which you are not familiar with.

Of course no one would consider giving a gift from "a jewelry store having a sale." No one desires the "hargain counter" jewelry-it lacks prestige, dignity and the guarantee the assures you.

Just as the Doctor adheres to the ethics of his profession-just so does the jeweler of standing, refuse to attach his name to "a sale." It is is never justified and he knows it.

