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Just Folks by Edgar A. Guest

TWO CLERKS

Two there were in the self-same store
Side by side on the busy floor,
Each with ribbons and silks to sell,
But one of them rose while the other
fell.

One moved up while all year long
The other was merely a part of the
throne.

Here's the story, so oft retold
In the busy shops where life's wares
are sold—
One sold silk from a crowded shelf,
And quite forgot he must sell himself;
One was cheerful and liked his work,
The other gloomy and just a clerk.

For this was his plan, to the long day's
end,
To make a sale and to make a friend.

It wasn't long ere the chief found out
He had a clerk being talked about;
He heard it from women but poorly
dressed,
He heard it, too, from the city's best;
And he learned it from something
which never fails
The growing sum of the young man's
sales.

Oh, boy, whatever your job may be
Go to it bravely and cheerfully;
Over the counter and from the shelf
Remember always to sell yourself;
Be at your best till the long day ends
For that is the secret of making
friends.

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A VERY UNTACTFUL SUGGESTION

In a misguided moment the Portland Telegram has conceived the idea that the Pendleton Round-Up should be staged in Portland during the 1925 exposition. The Portland paper's view is expressed in the following editorial:

If Pendleton could be persuaded to bring to the 1925 Exposition its world famous Round-Up the Exposition, the state and Pendleton particularly would score a great hit thereby. A Round-Up week would draw visitors from every part of the United States. It is Pendleton's entertainment, but so truly is it representative of the spirit of the west that as many exposition visitors as possible should be given opportunity to see it. At the Exposition it can attract an audience ten times greater than it could at its home grounds. The Exposition authorities would doubtless be delighted to offer the larger home within Pendleton, for a week, acted as host to the visiting world.

Pendleton's exhibition, he is remembered, is not of a kind with Buffalo Bill's Wild West show. It is a staged play. It is a contest for prizes and honors that attract the best riders and ropers in the entire West. Whoever sees this contest, sees the real thing.

The Pendleton Round-Up has acquired a wide and growing fame. Charles Wellington Furlong's volume, telling of this Western show, will be one of the year's best sellers in the opinion of the publishers. They believe it will be one of the popular holiday books.

Magazines are printing stories of the Pendleton show; railroads are advertising it extensively and the tourist attendance is growing year by year. By 1925 every reading citizen of this country will know of it and everyone will wish to see it. If the exposition can advertise the real Pendleton Round-Up as a fair feature, it will prove good advertising for Oregon. It would still be Pendleton's show though temporarily transferred to Portland. And this plan would not necessarily preclude the holding of a Round-Up at Pendleton the same year.

The 1925 fair is to be a Western offering. It will show what surprises the sunset rim of North America can offer a world growing weary of shows. The entire civilized world will be invited to bring natural and manufactured products here, and each state of the union will be invited to make a display in its own building as well as in the main structures. In the Round-Up will prove to be a feature outstandingly unique.

The old West is passing rapidly. Henry Ford has almost driven the cowboy and his pony off the trail that the sun goes down. But the Pendleton Round-Up still holds to the true spirit of the old West, and the world should see it in 1925.

Of course the idea is not workable, even should Pendleton wish to transfer its show to Portland during the year of the exposition. Experience has proven that the Round-Up cannot be staged in a large city. Most people who know the Round-Up know why. It cannot be done for the same reason that coffee of the flavor one can get around a mountain camp fire after a brisk day in the open cannot be served in a city cafe.

But even if the scheme were workable it would be a mistake to try it. We do not want the 1925 visitors to confine their sight-seeing to Portland. To encourage them to do so would be a blunder of the first water. They should be encouraged to see the state and its undeveloped places where opportunities await. Fair visitors should be urged to see Eastern Oregon, which has more unused land and more undeveloped natural resources than any other portion of the state. The super Round-Up of 1925 should be held in Pendleton and used as a lure to draw strangers to this region. They can be accommodated here as easily and perhaps more cheaply than in the exposition city.

If Portland is in good faith about making the exposition a state wide affair and understands the opportunities the travel of that year will create it will encourage the 1925 Round-Up in Pendleton and also other events that may be staged outside of Portland that year. It is needless to say that with a state tax proposed for the benefit of the exposition the suggestion by the Telegram shows an astonishing lack of tact. If exposition visitors are to be corralled in Portland and kept from other districts of the state then Portland should assume the financial cost of the exposition and the state tax proposed should be voted down.

The trouble with the unemployment conference is that it has devoted its time to an attempt at treating symptoms rather than the disease. The remedies proposed are surface cures and even if carried out would not accomplish much.

Portland can develop only as Oregon goes forward; if the people in the metropolis will stop thinking so exclusively of their own local affairs and will help promote Oregon development they will serve themselves as well as other districts of the state.

When Judge Denny brought the Mongolian pheasant to Oregon from China he performed a great service for the sportsmen—likewise the shotgun industry.

If you have objections to the improvement program planned by the council and the city planning commission now is the time to make your views known; this is "your town."

The sooner the Japanese question is handled without gloves the better it will be for the Pacific coast and the peace of the world.

Towns do not grow; they are built.

Tanlac Accomplishes Remarkable Results In Geo. H. Nickels Case

Prominent Wisconsin Man Says Tanlac Promptly Relieved Him of Bad Case of Stomach Trouble of Six Months' Standing—Gains 27 Pounds and Feels Fine As A Fiddle.



GEORGE H. NICKELS

It is an unquestionable fact that Tanlac is now being more widely endorsed by well known men and women than any other medicine on the American market. One of the latest to testify is George H. Nickels, well known lecturer, residing at 227 Wells St., Milwaukee, Wisconsin.

"Tanlac has not only completely restored my health, but I have actually gained 27 pounds in weight," said Mr. Nickels in referring to the remarkable benefits he had derived from the medicine.

"For something over six months, my stomach was very badly disordered. I suffered terribly from indigestion and dyspepsia. At times I would be in great distress and I would invariably experience an uncomfortable bloated feeling for hours after eating. I had no appetite scarcely and the little I ate would often make me deathly sick. My head ached until I felt like it would burst and I was so nervous I trembled like a leaf. When I got up in the mornings, I was so weak and dizzy, I couldn't trust myself to walk around and I just hurt all over.

"Tanlac has brought about a wonderful change in my condition for I am now enjoying the very best of health. My appetite is splendid. I relish my meals. Everything agrees with me perfectly. The nervousness, headaches and dizziness are all gone and I never have an ache or pain. I am

only too glad to tell others about the wonderful good Tanlac has done. It has no equal."

Tanlac is sold in Pendleton by Thompsons Drug Store and by leading druggists.

DIPLOMAT OF DIPLOMATS, SHEER INSIGHT GUIDES CHARLES E. HUGHES

One of America's Keenest Prosecutors to Act as Delegate at Disarmament Conference.

BY HARRY L. ROGERS
International News Service Staff Correspondent.

WASHINGTON, Oct. 2.—Charles Evans Hughes, counsel for the United States and Prosecutor-in-Chief in the case of the Principal Allied and Associated Powers et al, vs. War Armaments & Company, Unlimited.

In some such fashion one might describe the position of Secretary of State Hughes is to hold in the forthcoming "Conference on the Limitation of Armaments, in Connection with Which Pacific and Far Eastern Questions Also Will Be Discussed," which President Harding has called to convene in Washington on Armistice Day, November 11.

Will Play Stellar Role.
During his long public career Hughes has earned the right to a name of imposing titles and degrees. But it is as "Counsel for the United States" that he likes best to describe his present status. And though he has tackled some tremendously important "cases" during that career, there can be no doubt that the forthcoming conference is by far the highest job he ever undertook.

Upon the result of that conference may depend the future peace of the world, to say nothing of the possibility of saving to mankind hundreds of billions of dollars which now go to the maintenance of enormous competitive armaments. As chairman of the American delegation and potential president of the conference, Hughes will doubtless play a stellar role and certainly will be called upon to analyze with the foremost intellects of the leading nations of the world.

Training and experience have evidently fitted him for the task. As counsel for the Severe Ops Commission, and central figure of the famous insurance investigations in New York, Hughes earned a reputation as one of the keenest and most fearless prosecutors in America; during two terms as chief executive of the Empire state he gained the sobriquet of "best governor New York ever had"; as assistant justice of the United States supreme court he gave undoubted proof of his profound knowledge of the law, his passion for mastery of the subject at hand, his fairness and ability to take a broad, constructive view of issues which others were attempting to hold; and as candidate for the presidency of the United States in 1915 he showed such strength with the American people that for several days it was believed he had been elected.

A Proven Diplomat.
Few persons had thought of Hughes as a diplomat prior to his selection by President Harding for his first post in the cabinet. The fact remains however, that with the nation confronted by a score of the most difficult problems in its history, Hughes in seven months has established a practically unbroken record of diplomatic victories.

Though the armaments conference somewhat overshadowed the other undertakings of Secretary Hughes, there are completed tasks on his list which in themselves would suffice to establish the reputation of a secretary of state in ordinary times. The armaments treaty with Great Britain, which has opened the admission of republicans and democrats to the order of their importance, Hughes

has opened up the whole question of mandates when it had apparently been settled contrary to the views of the United States; he had brought about, intentionally or unintentionally, a suspension of decision on the question of the renewal of the Anglo-Japanese alliance; he has awakened new and immediate interest in the problem of the evacuation of Shanghai and Siberia by the Japanese and advocated with unmistakable emphasis the adherence of this nation to the policy of the "open door"; he has endeavored to attain a new stability in her international affairs, thereby averting the necessity of American intervention; he has given the United States a prominent position on the allied supreme council, the council of ambassadors and the reparations commission; he has achieved a peaceful settlement of the long-standing boundary dispute between Panama and Costa Rica, thereby adding greatly to his prominent position; he has taken a long stride in the direction of greater autonomy for the Dominican republic and the consequent withdrawal of the American forces of occupation.

May Act As Party President.
Other important matters are "set in the works" as Mr. Hughes himself likes to put it.

President Harding has stated that Secretary Hughes will be chairman of the American delegation. If precedents are followed he will also be president of the conference, for that honor ordinarily is accorded to the visiting nation. This means Secretary Hughes will preside at the sessions of the conference and, by reason of the publicity expected of him in his capacity of president, will have an important part in dominating the conference, a somewhat remote and peculiar man. He has a cheerful philosophy of life, but it is framed in a sombre setting.

Hughes himself has always mildly resented this distinction. On one occasion a group of reporters showed him a magazine article in which he was described as one who looked him-

DRESSMAKER MADE WELL

Followed a Neighbor's Advice and Took Lydia E. Pinkham's Vegetable Compound

Vernon, Tex.—"For three years I suffered untold agony each month with pains in my sides. I found only temporary relief in doctor's medicine until my husband saw an advertisement of Lydia E. Pinkham's Vegetable Compound. I mentioned it to a neighbor and she told me she had taken it with good results and advised me to try it. I was then in the last part of the time and my doctor said I would have to be operated on, but we decided to try the Vegetable Compound and I also used Lydia E. Pinkham's Sarsaparilla. I am a dressmaker and am now able to go about my work and do my household besides. You are welcome to use this letter as a testimonial as I am always glad to speak a word for your medicine."—Mrs. W. M. STEPHENS, 1102 N. Commerce St., Vernon, Texas.



Dressmakers when overworked are prone to such ailments and should profit by Mrs. Stephens' experience.

Write to Lydia E. Pinkham Medicine Co. (confidential), Lynn, Mass., about your health. Your letter will be opened, read and answered by a woman and held in strict confidence.



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at practically wholesale cost. Never in our history have we been able to offer such remarkable values in fine leather bags as at this time. We are buying them from the same source as the largest jobbers, making a saving that is tremendous. You should see these fine seal, goat, calf skin and hand tool bags that we are offering at \$4.75, \$4.50, \$5.95 and \$6.50.

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been chosen president of the United States. But you would be entirely certain that you were in the presence of no ordinary man.

This impression is due solely to the strength of his personality, for Mr. Hughes has none of the trappings of greatness. Contrary to the belief which until recently had wide prevalence, he is affable, with a good-humored smile which shows white, even teeth. Despite his fifty-nine years, Hughes gives the impression of great strength and vitality. He is a big man, nearly six feet tall and weighing in the neighborhood of 190 pounds. His hair, which is thinning in front, is gray, but his general appearance, heightened by unusual mental and physical vigor, is that of a man of early middle age.

Since coming to manhood Hughes has worn whiskers, and these habits of adornment have been a source of joy to cartoonists and the cause of some speculation among his admirers.

A Pleasing Speaker.
As recently as the presidential campaign of 1916 the notion prevailed even among his associates that Hughes was a distant, almost frigid man, and it is related with some show of authority that Hughes lost California and the presidency because he refused to shake hands ostentatiously with William Johnson. Certain it is that for fifteen years his oratorical, of whom he has made a host in his long public career, diligently spread the famous "chicle myth."

A friendly critic, writing of Hughes during the time he was on the supreme bench, said: "He is a student, and an ecclesiastical background, a somewhat remote and peculiar man. He has a cheerful philosophy of life, but it is framed in a sombre setting."

Hughes himself has always mildly resented this insinuation. On one occasion a group of reporters showed him a magazine article in which he was described as one who looked him-

self to the Alps and there insolitude "commenced" with Kant, solid geometry and Lycurgus.

"I plead guilty to knowing Kant," was his rejoinder, "but not to the solid geometry charge. As to Lycurgus I don't know what that might be. Do you think it is anything intoxicating?"

Hughes is a quick thinker, and a fluent extemporaneous speaker. His style is not so smooth as that of some of his silver-tongued predecessors, but it is distinctly pleasing. Above all, it is convincing. One feels that he has investigated the subject thoroughly and has a firm grasp of all its details.

Charles Evans Hughes was born in Glens Falls, N. Y., April 11, 1862. His father, a Baptist clergyman, was of Welsh descent, his mother Scotch-English-Dutch. Young Hughes, of whom it is said that he could read at the age of three years, was educated in the public schools of Oswego, N. Y., Newark, N. J., and the City of New York, at Madison (now Colgate) and Brown University, from which he was graduated in his nineteenth year, with highest possible honors.

Refused \$100,000 Request.
He then taught Greek and mathematics in Delaware, Delhi, N. Y., until the close of the year 1882, when he became a clerk in a law office in New York, meantime attending the Columbia Law School. From that institution he was graduated, with more honors and a prize fellowship.

In 1888 he married Antoinette, daughter of Judge Walter S. Carter, head of the law firm of which he was first a clerk and afterward a partner. Later the firm became Carter, Hughes & Dwight. Hughes leaving it to serve two years as a professor of law at Cornell.

Until his death the late Joseph Pulitzer was a great admirer of Hughes. In making his will Pulitzer left Hughes \$100,000 and made him executor of his estate, directing that no bond or security should be required. In

a cablegram at that time Pulitzer said: "Tell Hughes that I have left him a hundred thousand dollars in my will and made him trustee of my estate. Tell him he can accept it without embarrassment. Tell him, too, if he is so damned conscientious that he fears he may embarrass the World, or the Dispatch, that I'll arrange with them to tip him up the back whenever he feels he needs it."

Hughes refused to accept the \$100,000 and declined the position of executor, but he never lost the friendship of Pulitzer, who asserted to his death that Hughes some day would be president of the United States.

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Member of The Board of Lectureship of The Mother Church, The First Church of Christ, Scientist, in Boston Massachusetts.

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