

Capital Journal

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GEORGE PUTNAM, Editor and Publisher

A Business Genius

The business world owes much to John Wanamaker who passed away today at the ripe age of 84. He it was who lifted merchandising into profession, introducing the one price system and created and popularized the department store. He also was the pioneer in welfare work among employees.

Before Wanamaker's day, storekeepers and their clerks bargained and haggled with the customers, resulting in an elastic scale of prices and great waste of time. Stocks were meagre and profits large. Wanamaker visioned sales volume and small profits and effected economies in operation then undreamed of.

Wanamaker was the first large merchant to use the daily newspaper as an advertising medium and always wrote an editorial on store news himself which featured his display. It might be said that he discovered the value of printers ink to the merchant, for before his day most of the advertising consisted in stereotyped announcements and business cards with patent medicines the largest users of display. Today the large store cannot exist without newspaper advertising and the bulk of the newspaper business consists of store advertising.

Wanamaker was also the first merchant to manufacture a portion of the merchandise he sold, finding that he could make certain lines cheaper than he could buy. He also was the first to contract for the entire output of factories thus securing merchandise at lowest possible prices, being enabled thereby to undersell competitors.

Wanamaker revolutionized merchandising and lived to see his methods universally adopted. He won the hearty appreciation of the public and he lived to reap a reward in wealth and position attained by few. With it all he was a fine citizen and led in movements for the common good. He creditably played his part—and it was always a leading part—in the life of community and nation.

Wanamaker governed his life by many maxims. "Every undertaking," he once said, "is made up of the sum of past endeavors, plus ambition and the new visions." He thus summarized his own life: "Thinking, trying, toiling and trusting in all of my biography."

Then and Now

Expelling the Greeks in Asia Minor means expelling the Christians, for the word is used to designate a member of the Greek orthodox church, and not necessarily a Greek national. The Turk is therefore engaged in his old diversion of massacring Christians while the Christian world looks on indifferently and calls them Greeks.

The Turks are enabled to do this because of French aid and assistance rendered as the result of a secret treaty negotiated by Franklin Bouillon, her special envoy, with Kemal Pasha, of the Angora government. Through this treaty the Turk was supplied with munitions and given diplomatic help. When the Greek army had been annihilated, Bouillon was sent to burning Smyrna to convey the pleasure of France over the triumph of Turkey.

This attitude of France is in marked contrast to the expressions of France during the war and the two years following. Now the French make possible the massacre of the Armenians, then the French pledged aid to prevent it. Clemenceau stated to the Armenian Union Nov. 1, 1918 that

The Armenian populations may rest assured that the Government of the Republic will be glad to continue to give its full support in order to prevent the renewal of the massacres of which they have been the victims and to permit them to be liberated from the Ottoman yoke.

The reply of the Allies to Turkish objections to the peace treaty delivered to the Turkish delegates at Versailles, July 17, 1920, which was signed by Millerand for France reads:

"The Allies are clear that the time has come when it is necessary to put an end once and for all to the Empire of the Turks over other nations. The history of the relations between the Porte and the great Powers for a long period before the war was one long story of repeated unavailing attempts to put an end to the atrocities in Bulgarian Macedonia, Armenia and elsewhere—atrocities which started and shocked the conscience of mankind."

"During the past twenty years the Armenians have been massacred under conditions of unexampled barbarity and during the war the record of the Turkish Government in massacres, in deportations and in maltreatment of prisoners of war immeasurably exceeded even its own record. It is estimated that since 1914 the Turkish Government has massacred on the mendacious pretext of alleged revolt, 800,000 Armenians, including women and children, has expelled or deported more than 200,000 Greeks and 200,000 Armenians from their homes. Not only has the Turkish Government failed to protect its subjects or other races from pillage, outrage, and murder, but there is abundant evidence that it has been responsible for directing and organizing savagery against people to whom it owed protection."

"Though it is doubtful if the Turks constitute a majority of its people, the treaty even leaves Constantinople as the capital of Turkey. In view of the menace made by the Turks of their power in the past the Allies have had great doubts as to the wisdom of this step."

The change in French views shows that the imperialists are in control and willing that the Turk should again rule provided French concessions in Syria are protected and the menace of Grecian imperialism crushed. For this price France consents to the massacre and deportation of Christian populations by the unspeakable Turk.

Along State Street

If the safety slogan for the pedestrian is "Don't Get Hurt," the motorists should adopt, "Hurt No One."

Many college students earn their sheepskin with the pigskin.

Work, without system, is as useless as a stove without a fire.

When a man loses his temper he ought to advertise for his goat.

Forget your troubles. There's a lot more coming to you before you die.

Tip for the inventor: Don't waste time working on a new kind of corkscrew.

The American people don't care much what happens to the Turks, so long as it happens.

The man with a good opinion of himself may be a mighty poor judge of human nature.

Personally, we are perfectly satisfied to let every dog have its day if it will give us our nights.

PANTOMIME—By J. H. Striebel



The Regeneration of Malcolm Starmount

By Idah McGlone Gibson.

A Sailing Mystery

"This Miss Courteney is a great friend of Mr. Starmount's, isn't she?" continued the chief turning to Parker.

"Everyone in the city knows that is true, chief. Starmount's affair with Miss Courteney has been one of the bits of gossip on everyone's tongue."

"All right, Garretty, on your way. If the Courteney woman won't talk bring her here."

Mulcahy and Parker left with the detective. Parker wanted to get away and think. He did not dare call up Starmount or Nalda fearing it would be found out.

As soon as they had left the detective and caught a taxi, Pat turned to the lawyer and demanded: "Why did you tell the chief that Nalda Courteney owns that cigarette case?"

"Because he would have found it out anyway and by telling him I impressed him with my truthfulness. As a lawyer, Mulcahy, I have found that it is best always to tell the truth when you are questioned by an attorney or a policeman. Of course it is not always expedient to tell all of the truth, but certainly do not lie in a case like this or you will get into a mess."

"What do you suppose they will find out from Nalda Courteney?"

"I haven't the slightest idea what she will say. It will depend upon whether she thinks that she still has a sentimental hold upon Starmount or if she thinks that it is over. She'll tell whatever story she thinks will get money from him."

"I think we had better go over to Tennant's rooms and see what they know about him there."

At Dick Tennant's apartment another surprise awaited them. They found everything in the hands of a caretaker, who said Tennant had gone away for an indefinite stay. He had left the apartment the day before and was sailing on the Uruguay this morning. He had told the caretaker that he was going on the boat late the night before after a party at a friend's house during the day.

"So that's that," Mulcahy's tone was discouraged. He seemed to have run up against a stone wall.

"If you were a lawyer, you would know that it is foolish to give up until after the jury has filed in and given the verdict, the judge has arisen and put on his black cap—even then there is a chance to file objections and ask for a new trial."

"But what are you going to do next?"

"Well, I think I am going back to the house at the shore and see if Sather has communicated with Mr. Starmount and if not I am going down to the dock and see if anyone by the name of Tennant sailed this morning."

"Why not go to the dock first?"

"I do not want anyone to think we care whether Tennant has gone to South America or anywhere else unless it is absolutely necessary for them to know. Beside it is after 1 o'clock and I am hungry and I expect you are too."

Arriving at the house they were told that Starmount was out on the beach.

Both men walked down to the shore, which lay at the bottom of the garden directly back of the house.

"Look, Mulcahy!" exclaimed Parker.

Out on the raft were Mary and Starmount, their feet dangling over the sides, while inshore was Eddie burying his poor maimed feet in the wet sand, and looking perfectly happy.

"How do you suppose she got out there?" asked Mulcahy. "I'm sure she can't swim."

"I bet she swam a little. She has unbanded faith in Starmount."

"I'll say she has. Look!" exclaimed Pat.

Starmount had dived into the water and was inviting Marg to slide off, evidently saying that he would catch her.

where fear was absent from Mary's mind as long as 'my lord' was with her.

Eddie saw them coming in, and waded out to meet them. A break-or knocker him over.

With much laughter and noise he was rescued and Starmount came up on the beach with Eddie riding on his shoulders and Mary clinging to his hands.

"Hello, Ted! Get off your clothes and come and help me teach these youngsters to swim. Can you swim, Mulcahy? One of your duties will be to look after these water-babies when I am not about."

Obviously Starmount had forgotten all about the disagreeable happenings of the day before. His face was alight with the pleasure of a boy.

Seeing the ominous faces of the men he immediately became serious. "What has gone wrong?" he demanded.

Tomorrow—The Little Caretaker.

At the Bligh Theatre Today, Tomorrow and Thursday



CHARLES (CHIC) SALE as 'HIS NIBS'

Charles (Chic) Sale, the famous vaudeville headliner and protean comedian, is making his first motion picture appearance in "His Nibs," the Exceptional Pictures feature comedy which comes to the Bligh theatre today for a run of three days.

In coming to the screen, Sale is following in the illustrious footsteps of the various favorite film comedians, from Charlie Chaplin to Buster Keaton, nearly all of whom were first of all favorites in the varieties.

The Hickman Bessey Stock Co. will open their weekly engagement at the Bligh theatre this evening with an entirely new show entitled "Mother O'Mine." This is a dandy show, and something different than they have given us yet. They will be here for the usual three nights.

If Grown People

who are rundown in vitality and out of sorts, would but realize the strength-restoring power of rich, nourishing

Scott's Emulsion

they would not dream of doing without its health-building benefits. Rich in vitamins, Scott's has helped thousands achieve strength of body.

KILLS WIFE AND SELF, LEAVING SIX CHILDREN

Havre, Mont., Dec. 12.—John H. Hays, a rancher of this vicinity, killed his wife and himself early this morning, according to a story told officers by his 15 year old son, leaving six orphans. The 15 year-old boy, the oldest of the children, fled into the night with the mercury 30 degrees below zero in search of help, while the two youngest slept soundly through the tragedy a few feet away, undisturbed by the shooting or the commotion which followed.

The shooting resulted from a quarrel over a separation between his father and mother, the boy said.

Polk County Court

Circuit Court
W. E. Ferabee, plaintiff, vs. George W. Chesebro, defendant. Action for money.

Mary V. Kirkpatrick, plaintiff, vs. City of Dallas, defendant. Action for injunction.

Edgar Swan, plaintiff, vs. A. Schneider and F. Schneider, defendants. Action for transcript of judgment.

Bennie Bell, plaintiff, vs. Sadie Bell, defendant. Action for divorce.

Probate Court
Decree of final settlement made of estate of J. B. Durham, deceased.

Order made determining value of inheritance of estate of Charles H. Morris, deceased.

Percy Hadley appointed administrator of estate of John A. Hannum, deceased. Bond of \$1000 approved by court. F. M. Waters, E. A. Hastings and D. Taylor appointed appraisers.

Order made by court closing estate of Charles E. Herren, deceased.

Order made discharging guardian and releasing bondman in estate of guardianship of John E. Granville O., Sarah E., A. Evan, Mary E., and Carl A. Bosler, minors.

L. A. Dickinson, E. Hayter and Walter Williams appointed as appraisers of estate of W. Wynn Johnson, deceased.

Order made by court admitting will of W. Wynn Johnson, deceased, to probate. Martha Jean Johnson appointed executrix of estate.

Frank E. Lynn appointed administrator of estate of John M. Lynn, Sr., deceased. J. M. Grant, S. L. Burk and J. H. Foster appointed appraisers. Bond of administrator approved.

Order made for sale of personal property of estate of Susan Rhodes, deceased.

Order made approving inventory and appraisal in matter of guardianship of Henry and John Klassen, minors.

Marriage Licenses
Charles Utley, age 50, Mouthmouth and Mrs. Henrietta Ward, age 50, of Dallas.

\$10,000,000 LOAN TO RAILROADS AUTHORIZED

Washington, Dec. 12.—A loan of \$10,000,000 from the government to the Chicago, Milwaukee & St. Paul railroad was authorized today by the interstate commerce commission. The authorization is for a loan to run until March 1, 1930, and will enable the company to meet maturing indebtedness of a like amount, which the government now holds against the road. The company will deposit \$14,000,000 in its own bonds as collateral.

HOUSE VOTES TO GO ON WITH IMPEACHMENT

Washington, Dec. 12.—After an hour and a half of wrangling the house judiciary committee voted today in executive session to proceed with the hearing of impeachment charges brought against Attorney General Daugherty by Representative Keller, republican, of Minnesota in the manner insisted on by Mr. Keller.

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SAME PRICE

for over 30 years

25 Ounces for 25¢

Use less of

KC BAKING POWDER

than of higher priced brands.

The government used millions of pounds

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IRRIGATION OF SANTIAM LANDS CONTEMPLATED

About 40 Santiam valley land owners representing approximately 4000 acres met at Aumsville yesterday afternoon to discuss the formation of an irrigation district under the state laws. Joseph McAllister, from the state engineer's office, and Mr. McDonald, representing the Willamette Valley Irrigated Land company, met with the farmers in an effort to assist them.

In order that no time be lost before the feasibility of such a plan be determined, a permanent working organization was formed with Clarence Browne as president and J. H. McKinney as secretary. T. E. Thomas, A. E. Bradley, J. N. Duncan, Harry Colgin and J. W. McKinney were appointed to make an exhaustive report of the water rights and ditches of the old Willamette Valley Irrigated Land company, and draw up a plan for operation to be presented at the next meeting to be called at the discretion of the president. They will also ascertain the cost of the water, estimate the operating costs, the probable acreage, the sufficiency of the water rights, and all other points which are necessary to know.

When the reports of the committee are received it will be determined if the organization shall go ahead with the thought of forming an official bonding district. It has been estimated that between 12,000 and 15,000 acres would be irrigated should the proposition be carried out.

The problem facing the organization is the adjusting of the water and ditch rights of the Willamette Valley Irrigation company which are still in litigation. The company has approximately 1100 acres of dead land up the valley not far from Aumsville. With adjustment accomplished before the opening of spring it would be possible to deliver water to most of the farms for next summer. At present not all of the land is susceptible to irrigation but could be made so very easily.

The valley is said by surveyors to have a slope of about 20 feet to the mile, much more than it looks to the casual observer.

NAMES OF TOTS HERE

(Continued from Page One.)

not to forget any one but occasionally, of course, this happens. I would suggest that all children in your community write to me in care of The Journal—whether their parents be rich or poor. Then I can get some idea of their needs."

The Salem Elks, working with the assistance of The Capital Journal, will this year make a survey of Salem and will give Mr. Claus all possible assistance. They are determined that, if there are any broken-hearted tots on December 25 this year, it will not be because of their negligence.

Supplies Are Needed.
Clothes, food, candy, nuts and

Famous Old Recipe for Cough Syrup

Easily and cheaply made at home, but it beats them all for quick results.

Thousands of housewives have found that they can save two-thirds of the money usually spent for cough preparations, by using this well-known old recipe for making cough syrup. It is simple and cheap but it has no equal for prompt results. It takes right hold of a cough and gives immediate relief, usually stopping an ordinary cough in 24 hours or less.

Get 2½ ounces of Pinex from any drugist, pour it into a pint bottle, and add plain granulated sugar syrup to make a full pint. If you prefer, use clarified molasses, honey, or corn syrup, instead of sugar syrup. Either way, it tastes good, keeps perfectly, and lasts a family a long time.

It's truly astonishing how quickly it acts, penetrating through every air passage of the throat and lungs—loosens and raises the phlegm, soothes and heals the membranes, and gradually but surely the annoying throat tickle and dreaded cough disappear entirely. Nothing better for bronchitis, spasmodic cough, hoarseness or bronchial asthma.

Pinex is a special and highly concentrated compound of genuine Norway pine extract known the world over for its healing effect on membranes. Avoid disappointment by asking your drugist for "2½ ounces of Pinex" with full directions and don't accept anything else. Guaranteed to give absolute satisfaction or money promptly refunded. The Pinex Co., Ft. Wayne, Ind.

NAZIMOVA



Edison Console only \$175. This is absolutely the best buy in Salem; easy terms.

Geo. C. Will
432 State Street

money are needed in large quantities and the addresses of families in dire circumstances also must be had. Fred Erickson, chairman of the Elks' welfare committee, announced this afternoon that packages should be taken to the front door of the Elks' building, on North Liberty street, where they will be received by the steward.

"We want to make this a regular Christmas for all youngsters in the vicinity," Mr. Erickson said. "It's rather difficult for a grown man or woman to understand just what it means to a tot to be forgotten by Santa Claus. If we can just get a little assistance from each person in Salem who is willing to help, we can put across our Christmas work with no difficulty."

Help Salvation Army.
Persons acquainted with needy families are requested to send letters, briefly giving names and details, to the Christmas Relief, in care of The Capital Journal. All information will be held in the strictest confidence and no names will be learned by persons other than those officially connected with the movement.

Mr. Erickson today made it plain that the Elks' work is merely supplementing that of the Salvation Army and that the two organizations will cooperate at all times. The main idea, he explained, is to reach those youngsters who might otherwise be forgotten.

St. Vincent, Cape Verde Islands.—The American steamer Eastern Glade caught fire at sea, it was reported.

Kidney and Bladder Troubles Conquered or Money Back

For 40 years, said Dr. Carey, I have been prescribing my Prescription No. 777 (known for years as Marshroot) for kidney and bladder ailments and now that I have retired from active practice I have made arrangements with leading druggists to dispense this wonderful prescription at a moderate price, on the money back if dissatisfied plan.

Beware of kidney disease—thousands die of it every year who ought to be enjoying the blessings of life and health. Watch the symptoms. If you have specks floating before the eyes, puffiness, clammy feet or moist palms, backache or sideache, you ought to get a bottle of Dr. Carey's famous Prescription No. 777 right away.

It has wonderfully benefited tens of thousands of cases of kidney and bladder troubles and is the medicine you can always depend upon. Results are guaranteed.

A NOTE—Dr. Daniel G. Carey was a practicing physician for many years and his great Prescription No. 777 aided thousands of sufferers from kidney and bladder troubles. Hereafter you can always get this effective prescription in both liquid and tablet form at all reliable pharmacies in the country over. (adv)

Don't wait—don't buzz-buzz—use "Red Crown" Gasoline. You don't have to waste time getting started these cold mornings. You don't have to wait for the starter to warm up your engine. All you have to do is fill your tank with "Red Crown" and nothing else.

"Red Crown" vaporizes easily and uniformly in zero weather. It delivers 100% power at the jump of the spark. Fill at the Red Crown sign—at service stations, garages and other dealers.

STANDARD OIL COMPANY (California)
ZEROLINE
ZEROLINE good cold-start oils flow freely and lubricate perfectly in zero weather—protect the bearings—increase the power and flexibility of your engine.

QUICK STARTING!
100% Power

Oregon Pulp & Paper Co. SALEM, OREGON
Manufacturers of Glassine, Greaseproof, Bonds and High Grade Wrappings, Bleached and Unbleached Sulphite.

LADD & BUSH —BANKERS— ESTABLISHED 1863 GENERAL BANKING BUSINESS Office Hours from 10 a. m. to 3 p. m.

MARION HOTEL SALEM, ORE. OFFICIAL AAA An Hotel worthy of its reputation as the largest and most complete in Oregon out of Portland. Special attention given to Luncheon and Dinner parties.