THE EUGENE WEEKLY GUARD

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OREGON MERCHANTS IN SESSION

TWO HUNDRED MILLIONS IS FRANCE'S DAMAGE BY FLOOD

Paris, Jan. 26—Premier Briand and Minister of Finance Cochery were in consultation today and estimated that the flood losses exceeded two hundred million dollars.

The flood waters are still rising an inch an hour and this morning the raging torrent was 27 feet above low water mark at Pont Royal with prospects of an increase to 31 feet by tomorrow morning. The whole of France is in the grip of an unprecedented storm, rain, snow and hail falling everywhere. The coasts are storm-bound and ships are fleeing to the harbors for refuge. A blinding snowstorm in Paris today coupled with bitter cold, added to the general consternation, and the suffering and misery of the poor and homeless. Every resource of the government, including the army, is employed today for relief of the situation.

One of the gravest causes of alarm is the continued rise of subterranean streams under the heart of Paris, flooding cellars and undermining the foundations of buildings. The streets in some districts are fallen in and traffic is generally demoralized. All bridges over the Seine are still standing but traffic over more than half has been closed.

Telegraph and telephone communication in many directions is impossible, owing to the grounded wires and the work of relief is greatly hampered on this account.

The situation is worse today than at any time since 1802.

GERMANY DECLINES REQUEST FOR DELAY

Berlin, Jan. 26—The reply of the foreign office to the request of the United States that th capplication of Germany's general tariff to American imports be deferred until March 31, is understood to be a non-acceptance of the suggestion for delay.

ONE IS DEAD AND ONE INJURED

Seattle, Jan. 26—A laborer named Smith, a German, aged 40, was burned to death in a lodging house fire at 506 First Avenue South, last night. Little is know of him.

Mark Moore, a marine cook, was severely burned but will recover.

STATE CONCLUDES HERMANN CASE

Damaging Letters Introduced Against Protest of Defense

Portland, Jan. 26.—In requesting an adjournment of court at 4:30 o'clock yesterday afternoon Prosecutor Heney announced that he would conclude the case for the government against Binger Hermann by noon today. So far as could be learned from Attorney Heney last night the only material witness remaining to be examined by the prosecution is Professor Filbert Roth, of the University of Michigan. Mr. Roth was chief clerk of the department of forestry under Hermann in 1901-2, while Hermann was commissioner of the general land office. He is relied upon by the government to identify three important but unsigned letters, relating to the creation of the Blue Mountain reserve, which were mailed from the commissioner's office in September, 1901. It is contended that Hermann neglected to sign these communications purposely.

WHITE SLAVE BILL PASSES THE HOUSE

Washington, Jan. 26—By a vivavoce vote the Mann "White-Slave" bill passed the house practically as introduced by Mann.

E. S. Holderman, of Cottage Grove, is in the city on business.

COUNTER BOYCOTT AGAINST UNIONS

Frankfort, Kan., Jan. 26—At a meeting here last night a counter boycott was organized against the unions joining the non-meat crusade. The farmers propose to quit using the products of the labor unions for one year. They also charge that the packers are back of the boycott.

Farmer organizations from all sections of the state are requested to join the movement.

OCCASIONAL RAIN TOMORROW'S FORECAST

Oregon and Washington—Occasional rain west; fair east tonight and Thursday. Brisk southwesterly winds.

Idaho—Fair tonight and Thursday. Colder tonight.

NEW RECEIVER OF PUBLIC MONEYS

Washington, Jan. 26—The president has nominated Robert Elwell to be receiver of public moneys at Olympia, Washington.

The Wheat Markets

Chicago, Jan. 26—Close; Jan. 112 5-8; May, 111¼; July, 101¾; Sept., 97 3-8.

Tacoma, Jan. 26—Bluestem, 117; Red Russian, 106.

ANNUAL CONVENTION OF STATE RETAIL DEALERS BEING HELD IN EUGENE

The fourth annual convention of the Oregon Retail Merchants' Association, which met at the Commercial Club parlors this forenoon at ten o'clock promises to be the most successful in the history of the association. There is a large attendance and the interest seems great. There is also a feeling of harmony that seems to pervade the entire delegation. Eugene is in gala attire for the occasion. The street flags are being flown and other decorations are to be seen about the business section of the city.

The Eugene Merchants' Protective Association has put forth every effort to make the visiting delegates feel at home. They are being given free street car rides and automobile rides about the city and the homes of the citizens are thrown open to them. The convention will end with a banquet tomorrow evening at 6:30 o'clock at the I. O. O. F. hall. Among the features of the evening will be several selections by the University of Oregon Glee Club. The banquet promises to be one of the most elaborate ever given in Eugene.

Convention Opens.

The convention was opened by President N. A. Perry of Houlton, who succeeded S. L. Kline of Corvallis, at the latter's death several months ago. Mayor J. D. Matlock delivered an address in behalf of the city, welcoming the guests and this was responded to by President Perry. Hon. S. H. Friendly welcomed the delegates in behalf of the Merchants' Protective Association and this was responded to by J. C. Mann, president of the Portland association. H. W. Thompson spoke in behalf of the Eugene Commercial Club and a response was given by W. C. Stumberg, of Vancouver, Wash.

President's Address.

President Perry then delivered his address, which was as follows:

To the Officers and Delegates Assembled at the Fourth Annual Convention of the Oregon Retail Merchants' Association:

Gentlemen—I am occupying the chair of the president through the will of divine Providence, who, in His wisdom has taken away from our ranks during the past year the men whom you elected to direct your destinies, the honored and revered S. L. Kline.

Thrust suddenly into this position, without preparation, without experience, I have done what I could during my short term toward the betterment of this organization. The position of president of such an assemblage of business men is an honor to any retailer, and while I became your presiding officer through the custom of succession, still, at your last convention, you honored me in making me your vice president.

I shall not attempt to review the ccomplishments of this association during the year, nor during the time which the office was occupied by my predecessor, because I am, in a sense, unfamiliar with the work done during that period. The secretary, in his report, however, will cover that ground.

Owing to the fact that I have only been president during the past three months, I will, in a measure, confine myself to the future, and, if you will permit it, make some suggestions that may have a tendency to increase the efficiency of this association, in the months to come.

I am convinced that the Oregon Retail Merchants' Association can be made the most powerful commercial organization in this state. The merchants are the backbone of every community. They are the important and the influential men in every section of the state. Their progressiveness and their public spirit make the village and the town and the city. If the merchants of any given community lack progressiveness, lack character, then the community which they serve will lack progressiveness and will lack character. In a measure the merchant has a great responsibility and in a great measure he moulds public opinion, just as influential men of any association are looked to for advice in matters of public interest; so I may say that becoming these moulders of public opinion, becoming the backbones of the different communities in the state and joining together in one compact organization means great power and great influence for that organization. In order to attain efficiency, however, we must spread the gospel. There are many beknighted communities, where the merchants have evidently never heard of the word co-operation. These merchants fight one another and do nothing in unison. Likewise they do not accomplish anything.

This association should be made broad, and should reach out into the highways and byways throughout the state and bring every retailer into its fold. There are weighty reasons why we should co-operate. There are many evils that should be evercome and there are evils that may come that we should be prepared for.

There seems to be a misconception in the minds of some merchants as to the principles of this association. Membership in the State Association does not bind any merchant to observe any set of rules. No man who joins this association takes any pledge that he will observe this price or that price, or that he will do this or will do that. This association needs no rules that shall bind men as to how they shall transact their business. The man who is progressive enough to join this organization is progressive enough to get a profit on the goods that he buys, and to be broad enough in spirit and manhood not to injure his brother competitor by unbusinesslike methods. These rules and these agreements are left to the local associations and they can handle them as they see fit. The State Association is content to leave that work with the locals. The State Association is a union of all of the locals in the state and it is an organization that a man can join who has no local. No member of this organization can be treated unjustly and not have protection if he desires it. The merchant who stands alone has only his own influence, and the merchant who belongs to this association has the influence of every member with him. One of the greatest evils that many retail merchants are bothered with is the question of paying cartage on shipments. Many of our brother merchants who happen to live in fortunate towns do not pay this cartage tax. They are exempt for no other apparent reason than that they are in a favorable geographical location. As a matter of fact they are in a competitive zone and the jobber does not dare to charge the cartage. The cartage charges to the merchants of this city will amount to thousands of dollars a year. If we can eliminate this it will do much to prove that the association can accomplish results and can assist the retailer.

This question is to come up for discussion at this convention, and in my capacity as president I advise that after a full and fair discussion if it appears that any of our members are being discriminated against that the whole power of this association be directed toward doing away with this evil.

There is another perplexing little charge that never appeared to me to be fair, and that is the question of packing and crating, wrapping, etc. The retailer has no opportunity to charge for this service, and in my opinion the wholesaler has no right to make this charge. If we can, in our discussions, see a way to obviate this evil, I believe that we should. Another question that comes up in every association is the cheap practice of some wholesalers of selling their goods direct to consumers, thus shrtting out their customers from such trade. The wholesaler who deliberately and purposely sells to the consuming trade should not have the patronage of any self-respecting retailer in this state. The wholesalers reply that it is hard to draw the line, and that the other fellow does it, that they did not know the party was a consumer. They offer all sorts of excuses, but they do it just the same. Now the wholesaler is not consistent. That very wholesaler will go up in the air and black list any manufacturer that sells direct to the retailer. The wholesaler maintains that the manufacturer should sell only through the wholesale channels. The wholesaler is right and he should be upheld, but, on the other hand, he should be condemned if he is so inconsistent as to sell to the consuming trade. This convention ought to adopt a resolution that when, upon adequate proof, a wholesaler is shown to have sold a consumer, his name should be sent to every member of this association, and the members should be loyal enough to withhold their patronage from such wholesalers.

Another question is the subject of credits. The State Association can be of great value to its members through the interchange of credit information, and this leads me to a suggestion, one that I believe will be of incalculable benefit to our members. I believe that we should take the matter of organization up in every county of the state, and that we should organize county associations and should meet in county conventions not less than once a year and preferably twice a year; that this county organization arrange a list of the dinquent debtors in their respective communities, and that these delinquents be reported to the state association. I believe that we will never retain our full efficiency until we try the plan forming good strong, compact county associations and I recommend and advise that this convention take up this plan and arrange to have by-laws drawn up that would be suitable for us in forming these county associations. You will find that if this is done that the next convention will have double the attendance of any previous one.

The secretary will no doubt, in his report, allude to the great successes we have had through our legislative committee. Another success that I want to take occasion to allude to is the Mutual Insurance Association organized by this association more than two years ago. The Beaver State Mutual Fire Insurance association is entering upon its third year. Its business during the past two years has been conservative and extremely successful, and to the policy holders it has saved 25 per cent of their premiums annually. I ask you whenever possible to give your support to this association, because

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GLAVIS GIVES EVIDENCE ON WITNESS STAND

Former Special Agent Is Nervous When He Begins His Story

Washington, Jan. 26—With Senator Nelson, of Minnesota, presiding, the congressional inquiry into matters concerned in the so-called Ballinger-Pinchot controversy began in earnest this afternoon with Louis R. Glavis in the witness stand.

The commitee is starting with absolutely a clean slate. All that has been said and written in the past is so far as possible forgotten and the case against Ballinger, or any one else upon whom the attack may turn, must be developed "in court" although in this court of investigation there will be none of the strict rules of evidence to exclude any character of the testimony which may be presented by the principals in the controversy.

Glavis was a trifle nervous when he began his story. At the time he began his work as field agent of land office on the Wilson Coal company case in Lewis county, Washington, in 1901 and 1904, Ballinger, he said was attorney for the Wilson people. He declared Ballinger's name did not appear in the records of the Washington Coal claims suit and that he did not appear in court. The witness said Ballinger, however, drew up an escaow agreement and prepared the deeds for the Wilson claimant. Ballinger then had no government position.

Land Decision

Seattle, Jan. 26—The United States District Judge, Cornelius Hanford, today decided that the title to 1040 acres of valuable coal lands in Lewis county, claimed by P. C. Richardson and several members of the R. A. Ellson family of Seattle, shall revert to the government. This is the land referred to by L. R. Glavis in his testimony before the Ballinger-Pinchot investigating committee at Washington this afternoon.

BIG PRIZE FIGHT MAY NOT OCCUR

New York, Jan. 26—The report that the Jeffries-Johnson match will shortly be declared off on account of the dispute between Rickard and Gleason over the place the fight will be held, is current in New York today.

Last Week of Big January Clearance Sale

Our Object is Not to Make Money But to Clear the Deck of Superfluous Goods.

We make the lowest prices because we don't pay 10% of our receipts to a sales agent. We can direct our own sales and sell for cash. Neither are our goods marked up to deceive you. Our reductions are genuine reductions.

25 Ladies' Suits ½ Price

These suits must go; we are determined to carry none into the next season. Our price the lowest, your opportunity the greatest. These suits are new, up-to-date garments, worth regular from $20 to $30; any time during this sale yours at half price; the suit..... $10 to $15

$3.50 NET WAISTS HALF PRICE

Silk lined, lace trimmed Net Waists; clearance price one half ... $1.75

$1.25 WASH WAISTS HALF PRICE

Winter Wash Waists, worth reg. $1.25; clearance price one-half; each 63c

WOMEN'S SKIRTS HALF PRICE

$5 to $10 Wool Skirts. We do not pay 10 per cent for selling them. Balance of the week at half price; each ..... $2.50 to $5

FURS HALF PRICE

We sell Gordon Furs; balance of stock, worth from $2 to $25, balance of the week at one-half price; each ... $1 to $12.50

50c TO 75c WOOL FASCINATORS

None carried till next fall—all go at half price; each ..... 25c to 38c

CHILDREN'S BEAR CLOTH COATS ½

All Bearcloth Coats, white or colored, closed out at half price. Remember, we we do not have to pay 10 per cent for selling; each $1.75 to $2.50

Children's Wool Coats, all sizes, closed out at half price; each $1.75 to $6

$6.00 CHILDREN'S CRAVENETTES, $2.00

$5.00 and $6.00 Children's Cravenettes; dark colors; clearing price, each $2.00

50c CHILDRENS UNION SUITS, 25c

Heavy fleece-lined Union Suits, sale price one-half; each 25c

There's No Better Time Than Now

For the young man to buy a suit. We are selling three-piece suits for young men at half price. These three-piece suits for young men at half price. These suits are worth $6.50 to $14.00; clearing sale price, each ..... $3.25 to $7.00

85c FANCY SHIRTS, 25c

75c and 85c fancy Colored Shirts; a great bargain; clearing price, each 25c

50c BOYS' SWEATERS

Clearing price one-half; each 25c

FANCY SOCKS—The pair 12 1-2c

OVERCOATS

We save you money on these; $15.00 Coats, $12.00. $20.00 Coats ..... $16.00.

SUITS REDUCED

You can buy $10.00 Suits for $8.00; $18.00 Suits for $14.40; $25.00 Suits for $20.00

Wool Remnants At Half Price

These short ends of suitings and dress materials are constantly piling up as a result of this great clearing sale; lengths for waists, skirts, and some suit lengths; also goods for coats; all go at half val.

50c Crib Blankets One Half

40 Crib Blankets, worth 50c; clearing price one-half 25c

$5.00 Women's Rain Coats $2.00

If you get one of these you'll have to hurry; only a few left; clearing price, each $2.00

Sweater Coats for Women or Misses, 75c

$2.50 Cream, White or Red Sweater Waists; sale price, each 75c

$1.50 Lace Curtains the pair $1.10

EUGENE SPRINGFIELD COTTAGE GROVE

HAMPTONS

WHERE CASH BEATS CREDIT

25c Crepe for Kimonas the yard 20c

ONLY THREE MORE DAYS

LEFT TO TAKE ADVANTAGE OF THE

Great Special Offer