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DON'T YOU BELIEVE IT

HEYSE WRITES TO HOP-MEN

Of Oregon--Says Price Will Go Down Because of Overproduction Here and Elsewhere.

Hugo Heyse, a big hop merchant of Minneapolis, advises the hop-growers of Oregon not to hold their hops for a higher price. Following is clipped from the Oregonian and is of interest to growers in this state:

Hugo Heyse, a hop merchant of Minneapolis, who was a recent visitor in Portland, sends the Oregonian a statement addressed to the hop-growers of Oregon, which is printed below. Hopmen here will not agree with Mr. Heyse's estimates of the Pacific Coast crops. There is, of course, a good surplus of last year's production carried by the brewers of the world, but whether this carry-over stock will be sufficient to hold the market down and cause low prices to prevail remains to be seen.

Mr. Heyse's letter follows:

"Returned from my annual tour of the Western hop-growing countries, I have learned through various sources that the present condition of the hop market is unhealthy and cannot last, and the newspapers, in most cases through false reports made by false prophets, do not state the true state of affairs. The opinion of leading hopmen is that the largest hop crops in the history of the Western countries will be grown this year. There was a large yield last year, but the acreage is greater now than then, and the weather conditions have been more favorable. Reports from Portland, Or., state that the crop of Oregon has been estimated at 130,000 bales, but these figures hop dealers say are too low. They say that the yield will reach 140,000 bales at least, as against 118,000 bales last year. The Washington crop is placed at 60,000 bales, as against 52,000 bales in 1905. The California crop at 95,000 bales as against 70,000 bales of last year. To this we have to add the New York crop of this season—50,000 bales. That would give to the United States a total yield of 345,000 bales. If we consider that the total consumption is not over 200,000 bales, there will be a surplus of 145,000 bales.

"Supposing we take the first reports of this year that the crop in Germany is 40 per cent and in England 50 per cent less than last year's crop; then we have plenty of hops to supply all the demands of the English market. But according to the latest German reports the hop plantations were greatly benefited by warm weather during the last three weeks. The improvement was particularly marked in Bavaria where the entire crop will almost be as large as last year, and in Bohemia the well-managed gardens are making fine progress and the crop will be greater than heretofore expected.

"Taking all these figures into consideration and the further fact that all large breweries here and in Europe are well supplied with hops on account of the excellent crop of 1905, together with the low prices of last year, I think that as soon as the hops are packed and contracts shipped the excitement will subside and low prices will prevail. This is my firm opinion, to the contrary notwithstanding.

"The hop-growers are taking a false stand against the dealers, because they contracted for 10 and 12 cents, and on account of the raise in prices are trying to get back on us, and some dissatisfied growers dropped words to deliver poor and unclean hops, not thinking that we also had to make contracts with brewers on a small margin three or four months ago after closing our contracts with the growers, and that we had to be, and that we are, satisfied with a small margin in order to be on the safe side. I think it is much better for every sensible man to be satisfied with a small profit instead of taking chances with the future or an uncertain market.

"There is a general complaint against poorly picked hops in Oregon in the last few years, which has induced Eastern parties to buy California hops, and the times are past when everybody said Oregon hops are the best. If the growers do not think about this they will find in the future that they have acted wrong. In conclusion I will say: Boys, keep up the Oregon hops and your reputation.
HUGO HEYSE."

No Limit.

There is no limit to the salary the captain of industry is willing to pay when he sees the man he wants, says H. J. Hapgood, in a recent magazine article. One of the largest industrial combinations sent representatives 3,000 miles across the sea to offer a salary of \$25,000 a year to a man who had the qualifications necessary to establish and take charge of its most important departments. This flattering offer was refused, although the company was willing to go even higher, and the place is still unfilled. One might go on in definitely with instances like this.

So well qualified a judge as Elbert H. Cray, chairman of the board of directors of the United States Steel corporation, which pays out in salaries and wages about \$125,000,000 a year, sums up the matter when he says: "The real question is not the size of the salaries but whether the right men are drawing them. One man may be cheap at \$10,000 a year, while another man in the same position might be dear at \$1,000 a year."

The tendency of the business world just now is not to search for men who will take low salaries, but for men who deserve high salaries.

The difficulty does not lie in lack of ability any more than it does in the niggardliness of employers. It is true that the demands of business have increased enormously, and the man who was considered above the average twenty years ago, would not be up to the present standards. Human ability, however, has kept pace with the advance in business methods, and the average salesman, executive, clerical or technical man of today is even more capable than one in the same line of business ten years ago.

What employers need today is not more ability. There is enough of that in fact as well as in theory. A business man recently remarked, perhaps there is too much. What is needed is more men with the power and inclination to use the ability they have.

Employers want men who combine with their ambition, education and natural talents, honesty and the capacity for hard work. This sums up the requirements and the scarcity of men who meet them explains the world-wide search that is now going on. There is no lack of ability, but there is a lack of integrity, the energy and the infinite capacity for taking pains, without which even great ability can accomplish little.

"I could make more on some of the goods that are not advertised, if only I could sell the darn truck," said a grocer the other day. "The profits on goods that are not advertised are generally larger, but what's the profit when you can't get anybody to buy it?" It is the same old lesson—it costs money to advertise, but it pays.—Oregon Tradesman.

The following clever scheme was worked on merchants of Peoria, Ill., and is given to warn merchants against falling victims to any rogues who may attempt it: Party No. 1 enters, makes a small purchase and presents a ten-dollar bill. He receives his proper change and leaves. In a short time party No. 2 enters, makes a small purchase and presents a one-dollar bill. On receiving his change, he protests that it was a "tenner," declaring that he knows it was as it was the only bill of any kind in his possession. As an aid to identifying it in the merchant's drawer he says that he had noted a telephone number on the bill with a pencil, giving the number. Investigation shows the ten with the number written thereon, and frequently \$9 more in silver is handed out.—Ex.

Nobody wants anybody robbed; but if somebody has to be robbed—and we reckon some one has to be, as long as there are women, wine and fools—the public would vote by a large majority that it be the gas company.—Portland Oregonian.

Carlton, a small town in Yamhill county, has a \$30,000 hotel.

THE STATE FAIR A BIG SUCCESS

IMMENSE CROWD OPENING DAY

Largest on Opening-Day in the History of the Fair--Attractions Fine--Everybody Should Go.

Our correspondent at Salem says the crowd at the state fair in Salem was the largest on opening day in the history of the organization. Little was doing during the day the formal opening being in the evening, at which time the large hall where the opening exercises were held, was crowded to the doors. Governor Chamberlain opened the event with a speech in which he congratulated the fair officials upon the splendid showing, both in fruit and live stock, and upon the fair in all departments.

Marion has the largest of the county exhibits, of which there are six in all. Its exhibit was gathered and placed in position by W. A. Taylor, of Macleay, who has made a particularly good showing of grain, canned fruit, wool and apples.

Linn county's display was collected and arranged by E. C. Roberts and W. A. Eastburn, of Albany, who make grains their best feature. One exhibit in the Linn county booth that attracts wide attention is a glass jar containing a half dozen rout, some of which weigh 4½ pounds. The Linn county exhibit contains an excellent assortment of vegetables and some good samples of corn.

H. L. French, of Corvallis, has charge of the Benton county exhibit, which contains a number of unusual and attractive features. Among these is a collection of mounted game birds and a collection of polished wood. Benton makes a strong point of game and wool.

Vetch twelve feet tall and alfalfa seven feet are on display in the Lane county exhibit. With a large variety of vegetables and fruits, Lane puts out for inspection a fine collection of grain and grasses, particularly the latter.

Jackson county has all the other counties bested by long odds on peaches and possibly on apples and pears. Aside from its excellent display of fruit the Jackson county booth contains a good collection of grain and vegetables.

Columbia county has given most of its attention to fruit and vegetables, but has a rather limited display owing in part to the fact that the exhibit contains absolutely no products held over from last year's display at the Lewis and Clark fair.

There are only two contestants in the single farm competition. Mrs. F. A. Wolfe, of Ellis City, Polk county, has a splendid exhibit of products raised on her farm by the labor of herself and daughter Belle, who has assisted in preparing a tastefully arranged exhibit.

The other entrant is W. H. Hulbert, of Albany, who has done his county credit by showing what a wide range of excellent products of garden, field and orchard can be grown on a single farm.

The county and single farm displays take up the greater part of the exhibit space in the main pavilion.

Every train passing through Hillsboro is filled with state fair visitors. Many have gone from this city already, but tomorrow and Saturday will find a big increase of Washington county people at Salem. The fare from Hillsboro to Salem and return is only \$3.05, tickets good until and including September 15th. The fair is well worth seeing and everybody that can possibly go, should do so, even if but for a day. TONGUE WINS \$1,000.

Three track records were broken in the afternoon in the running races, and in the harness events Oregon bred horses won both races from the Californians. A great deal of interest was centered in the two harness events on the programme, because horses owned in Portland started in them. In the 2:25 pace

the victory of Lord Lovelace was popular with the Portland contingent, because the winner is the property of E. B. Tongue, of Hillsboro.

Taking second money in this race was Nick-Nack, owned by Bob Brady, a democratic politician. Mysterious Billy Smith started Hazel S., but Hazel did not have foot enough for the company she was in, and the flag fell on her. Lord Lovelace captured the race in two straight heats, and showed himself to be a colt of considerable class.

In the 2:25 pace, eleven horses started and half of them were wild horses. Swiftwater Bill was the worst of the lot and Ferringer had his hands full. After scoring several times Swiftwater Bill wanted to take the fence. In one of his wild plunges he broke his bike and there was a long delay getting them off. After scoring about twenty times the big, unwieldy field was sent away to a fair start, Swiftwater Bill ruled favorite, but he was badly out of it at the start and could not catch Lord Lovelace, who took the lead at the start and was never headed. Nick-Nack, Robert Brady's handsome bay gelding, was second, Dr. J. was third and Swiftwater Bill was fourth. The others were slung out and the flag fell on Topsy T., Joe Athby and Hazel S.

It was a two-horse race from the back stretch home between Lord Lovelace and Nick-Nack, Lord Lovelace winning by a neck. Time, 2:12½.

Lord Lovelace won the race in two straight heats. There was less trouble in getting the field away and after scoring twice they were all in line at the word. Lindsay took Lord Lovelace to the front at once, with Nick-Nack close up. Swiftwater Bill was off better and as they entered the back stretch Swiftwater Bill passed Nick-Nack and there was a pretty struggle between Lord Lovelace and Swiftwater Bill all the way down the back stretch. Turning the cut of the back stretch, Lindsay shook Lord Lovelace up and he drew away from the erratic black gelding. Coming up the stretch Masher came on with a rush with Mandolin and was second, pacing out Nick-Nack under the wire. The race was worth \$1000 to the winner.

Prunes Dried.
Bring your prunes to Prune Dryer, Seventh and Oak streets. Work guaranteed satisfactory. Open for business next week.

C. H. Rhodes, Hillsboro.

"To Cure a Felon"
says Sam. Kendall, of Phillipsburg, Kan., "just cover it over with Buckley's Arnica Salve and the salve will do the rest." Quickest cure for Burns, Boils, Sores, Scalds, Wounds, Piles, Eczema, Salt Rheum, Chapped Hands, Sore Feet and Sore Eyes. Only 25¢ at all drug stores. Guaranteed.

FLOOR SOAKED IN BLOOD

BAR ROOM FIGHT IN ST. PAUL.

Drunken Mob Kills Marshal Krecher in a Saloon Row--Several Others Badly Injured.

A telegram to the Oregonian from Salem, dated September 11th, says: One man killed, another dying and three more or less seriously injured is the result of a shooting affray which took place in the saloon of William Murphy, at St. Paul, this county, about 9 o'clock tonight, the outcome of a drunken brawl in which a crowd of toughs from Astoria, hoppickers, and Town Marshall J. A. Krecher and posse figured prominently.

Marshal Krecher is killed, another, a stranger, whose identity has not been established up to a late hour, is mortally wounded, and Albert Lambert, of St. Paul, one of the Marshal's posse, is shot in the arm. Two other strangers are shot, but their names and the nature of their injuries are not known here. Sheriff Culver was notified and started immediately by team.

The principals in the shooting affair escaped and it is thought will resist arrest in case they are overtaken.

The hoppickers were from the Hess-Raymond yard, under lease by Joe Harris, a hopbuyer of this city. They had been on a spree all day and made trouble in the saloon at night, when the Marshal and posse composed of Albert Lambert and Norce Manacie, went in to quell the disturbance. Trouble ensued and the shooting began. Manacie and several others were also badly beaten up in the melee.

The murder of Joe Krecher has roused the citizens of St. Paul and the verdict of the coroner's jury was a source of rejoicing. The hop yards around St. Paul have been noted for years for the rough characters that work on the fields. Hardly a season has passed, but that the saloons of St. Paul have been the scene of disgraceful fights and drunken orgies.

Rowdy hoppickers were in the habit of taking the town and running it to suit themselves. To avoid bloodshed the city officials had in the past refrained from placing the rioters under arrest. But the assault yesterday on old man Raymond was so brutal that Mayor Ray determined to put a stop to it, although he had hoped to accomplish the arrests without murder.

Joe Krecher, the murdered man, was one of the best known young men in that section of the county. He was a frail fellow and it was known to all that he was suffering

from heart trouble. The rough element took advantage of this and undertook to terrorize the town.

Krecher leaves a bride of a year, who has only recently risen from a sick bed, having lost her baby.

A Coos county man say 800 bushels of potatoes an acre can be raised down there.

75th Anniversary.

J. F. Pierce celebrated his 75th birthday anniversary at Forest Grove last Sunday. Mr. Pierce was born at Taunton, Mass., September 9, 1831, where he lived until 6 years of age; then with his parents moved to Peoria, Ill., where his boyhood was spent. In 1852 he departed alone for Oregon, reaching Washington county that year, and located on a donation land claim near where Greenville now stands. In 1874, under U. S. Grant's administration, he was appointed postmaster at Greenville, and in connection with a general merchandise store with the late J. C. Moore as a partner, held the office for seventeen years, during which time he was one of this county's best business men. His family consists of a wife and the following children: Mrs. Mary Peat, San Francisco; Charles W. Pierce, member of the Portland fire department, Portland; Mrs. Clarissa Ireland, Greenville; Mrs. Alice Foss, Portland, and Mrs. Elsie Davis, Portland. With the exception of the past nine years' residence at Forest Grove, Mr. Pierce has lived forty-five years at Greenville.

The Weather.

The long drought was broken by rain which began in the coast counties Wednesday and gradually spread to include the greater part of the state. The rains were heaviest in the coast counties, where they were accompanied by strong southerly wind; as the rain area advanced eastward the winds subsided, and, although the sky for several days was overcast and threatening, the precipitation was in the form of light showers, that were heaviest during Friday night and Saturday morning. They were sufficient to check the forest fires and to clear the atmosphere of smoke. Clearing weather set in Sunday, and Monday was a bright, sunny day. The temperatures averaged lower than the preceding week, due largely to cloudy afternoons, which prevented the usual diurnal rise during the middle of the day. The clearing weather Sunday was followed by a cool night, and frosts occurred Monday morning in the high, level valleys traversing the Blue Mountains in the northeastern portion of the state. The temperatures Monday night were also dangerously near the frost mark in the Rogue River valley, and it is probable some frost occurred in that section, which will be reported next week.

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