

# AMONG THE MAKERS OF THE GOLDEN WEST

A railroad man who holds a position of the greatest responsibility in the Harriman system is J. P. O'Brien, vice president and general superintendent of the Southern Pacific. His first experience was gained as telegraph operator, and all his spare time was put in educating himself in the last detail of the transportation business. He had a practical training as general manager of the Iowa Central, a road running from Mason City to Marshalltown, and on southwest. It had branches to Fort Dodge, and other good towns in central Iowa, but it was sandwiched in between the Chicago and Northwestern and the Milwaukee and St. Paul, so that it had to rustle for business. O'Brien proved a mighty good rustler for traffic, and used to run whole train loads of fat stock out of the territory of his rivals. He also built up a big coal business and showed ability to get business in so many ways that before many years he was spotted for a position as traffic manager on one of the transcontinental lines. His promotion from the O. R. & N. to the general superintendency of the Southern Pacific lines in Oregon is a matter of recent history. It should also be understood that the construction of the new lines from Drain to Coos Bay, known as the Oregon Western, and the line from Natron to Klamath Falls and across the state to Ontario, known as the Oregon Eastern, are not in charge of Mr. O'Brien, but under the construction department presided over by Chief Engineer Hood of San Francisco. Only after those lines are completed will they be turned over to the operating department. Mr. O'Brien makes contracts reaching into the millions, having recently bought coal in Australia, Vancouver and Rock Springs the same day. The coal from Australia, 5000 tons, is to arrive at Portland by steamer, as does the 500 barrels of oil used daily. From the smallest matter of locating a switch for a sawmill siding to the largest affairs of construction, Mr. O'Brien gives the business his personal attention. One of the secrets of Mr. O'Brien's success is his uniform disposition to be fair and courteous, and look at a matter once in awhile and even oftener from the other fellow's standpoint. That is what a great many men connected with management of corporations east and west have never learned to practice to any great extent. Mr. O'Brien says one of the greatest problems of railroading is to get laboring men to carry out the improvements that the company he represents would really like to make. He says that over two millions dollars of expenditures ordered in Oregon are untouched because it has not been possible to get the work carried out by any contractor. Mr. O'Brien was recently elevated to the presidency of the Corvallis & Eastern road. He says it will eventually be extended into the Bend country and through Crook county, and that it will become a great wheat and cattle line. The timber business he does not look upon as the principal asset of the road's traffic, but favors mixed farming, that requires more people, more small farms, makes more business at all times of the year, and is the best territory to support railroads.

Western men are becoming noted

## CAN DRAW CHECKS...

Checking accounts enable folks to deposit their money and receive a passbook, against these accounts they are permitted to draw checks.

Checks may be given to parties for such sums as desired, thus avoiding frequent trips to the bank.

If interested call and see us.

**Salem State Bank**

E. K. PAGE, President.  
R. W. HAZARD, Cashier.

for a breezy way of moving and a bracing way of getting their official duties. The man of the west believes in doing things and doing them within the memory of the present generation if possible. It is Roosevelt's inhalation of the wild western ozone that furnishes the key to many of his precipitate movements that set the world wondering what is coming next. The western man is always appalled at the deliberation and slow methods of perception that prevail in official circles of the national capital. Many of the employes and especially those under the civil service system are apathetically slow to move, and while they are studying a caller's card the man from the west feels like hurdling over them and getting through with his business.

R. A. Ballinger, the new commissioner of the general land office, has that celerity of movement and action which is supposed to be characteristic of all the people of the great west whence he came to the capital. The germ of the "government stroke" has not affected him—not yet, at least—and his activity frequently provokes comment. A day or two ago he attempted to enter the land office building after hours, and was inebriately halted by the more or less argus-eyed doorkeeper.

"Here, you can't come in here," said the doorkeeper. "Who are you, anyway?"

"I am Commissioner Ballinger," was the reply. "Furthermore, I am the same Commissioner Ballinger whom you have stopped three times before this."

"I beg your pardon a thousand times, sir," said the crestfallen employe. "I hope you'll overlook what I've done. The truth of the matter is that you get about so quickly that I've never had a chance to get a good look at you. That's the reason I didn't remember you."

Mr. B. S. Josselyn, the new general manager of the Portland, Salem, Oregon City and Vancouver electric properties, has been given a very cordial reception on his arrival at Portland, and impresses all favorably as the right kind of a man to place in charge of such large interests. No public service corporation comes in contact with so large a portion of the public as a streetcar line and electric light and power plant. To interpret this service to the satisfaction of the public on a large scale takes a very high order of ability, the broadest kind of intelligence, and that sympathetic touch with the masses that is only attainable by a man of the right disposition and with the right preparation for his work. That seems to be the endowment of Mr. Josselyn. He has the qualifications of a worthy successor to Mr. Goode. Mr. Goode was worth millions to the properties he handled because of his basic intelligence and breadth of treatment. Public and capitalists felt secure in his hands. His sense of righteousness and public justice were strongly developed and wrong-doing in any relation did not seem to be a component part of his makeup.

The real value of corporate property, and especially public service corporations exists in the mental attitude of the men in control and in actual administration of the property. Is their mental attitude, he conception of their relation to the public right, the property grows in value and the service in popularity. The people pay cheerfully for good service proffered them in the right spirit. They pay grudgingly and with constant complaint if the harmonious relation of a public service corporation is once destroyed. Mr. Josselyn's record as proven by his constant promotions, has been that of a builder and popularizer of the corporation he has served. He has made them all good money and has made them valuable and sought after by substantial service. A Portland paper has these paragraphs in a sketch of the new manager of the Portland electric properties:

"While general manager of the Hudson Valley road, the longest interurban line in the country, Mr. Josselyn had a strike on his hands, or rather it fell to his lot when he was given charge of the property. The grievance, it seems, had been of long standing, and the men, unable to hold up any longer, stopped work. The company had been trying to operate cars and after a fashion,

had succeeded. But Mr. Josselyn, when he was given a free hand, went to the men's headquarters and after a heart-to-heart talk with them they all returned to work. This will give some idea of the new president of the Portland railway. He is not the kind who would try to settle strikes by sitting in a luxuriously furnished office and smoking cigars. He belongs to the type who get out and hustle.

"Mr. Josselyn is something of a fraternal order man and is high up in Masonry. In religious tendencies he is a Christian Scientist and while at Baltimore took a very prominent part in the affairs of Third church. This church is attended by some of the best known people there, among them Mrs. Carroll Brown, daughter of the late Marcus Daly; Mrs. Alexander Brown wife of the well known banker of that name and Mr. Oscar G. Murray, president of the Baltimore & Ohio railroad."

The Portland Democratic paper announces that Wm. M. Cake is to become a candidate for governor, while H. M. Cake is to forego his ambition to become United States senator, and that Stephen A. Lowell is not to become a candidate for the United States senate, etc. It is also announced that Frederick Mulkey is to enter the race for the senate with Mr. Fulton, and that Mr. Geer, etc., etc. The people will part of a whole lot of this kind of information and will settle down to a lot of hard thinking along the line of what does it all amount to, whom we honor with our votes. The question asked by all who think beneath the skullbone, and whose thought is not merely a kind of diaphanous mental perspiration, will be, what does he represent besides a mere desire to be honored, to be puffed up with official swellheadism? Is he really hunting an opportunity to do some thing needed to be done, or does he simply want to graft the easily gullible public in the much-abused name of party patriotism? All these gentlemen who are allowing their names to be used by the newspapers in connection with high and mighty offices should get it into their craniums, by a surgical process if need be, that office-getting and office-holding are not what they used to be. The people have set up new standards. The knight that goeth forth to slay the political dragon these days has got to have something besides party loyalty, voting the ticket through thick and thin, inscribed on his banner to win. The men who are doing things political from Roosevelt down to Governor Chamberlain or Mayor Lane, are men who are tearing the old party shibboleths to tatters, and running the long spear of non-partisanship down the throat of the spoils-consuming tax-eating dragon. Neither is it so popular as it used to be to merely hold down a job in a perfunctory political way, but public officials are now required to do something in the way of fighting the battle of public rights, instead of merely using public office to feather their own nests and promote jobs for special interests at public expense. About one official in ten has awakened to this fact and the rest are still office-chasers and dead asleep to the fact of the new order of things.

Waiving the U. S. senatorship matter, the Republicans of Oregon might as well awaken to the fact that no more spoils party-machine politician should be nominated for governor. Unless a candidate has the right political attitude toward the state administration of its institutions, toward the administration of public lands, towards the duties of corporations, and several other matters of equal importance, he cannot be elected governor. If he simply wants the office to add to his own personal luster and family fame, and has no definite ideas of curbing abuses in the legislature, of checking land-grabbing, of helping break up the monopolization of the public lands, has no ideas of anything but to graft the office for himself and his political creditors, then he had better not be nominated. No such man will be elected by the Republicans. The Republican party has too much of the blood of the covenant of the new consciousness in its makeup to elect a mere party huckster.

H. L. McCann of this city, and formerly of the McMinnville Telephone-Register, has gone to take charge of the Wheeler county high school at Fossil. He taught the North Salem schools during the illness of Principal Peebles, and is a man pretty well qualified to handle the high school at Fossil. His many friends here will wish him success and bespeak for Mr. and Mrs. McCann the usual courtesies and hospitality extended to newcomers in

that lively little city of eastern Oregon. Mr. McCann is a student and man of liberal and progressive ideas of education. He will work hard to advance the boys and girls that come into his care and keeping, and if he has the hearty support and cooperation of parents and friends of the cause of education he will make the school a very successful one. The touch of the school teacher upon a community is formative, and to be at its best it needs sympathetic support no matter who the individual. To get the best out of any man we must see the best there is in him, and instead of the teacher's best work being measured by the salary he gets, it is only an incident.

**A Wonderful Happening.**  
Port Byron, N. Y., has witnessed one of the most remarkable cases of healing ever recorded. Amos F. King, of that place says: "Bucklen's Arnica Salve cured a sore on my leg with which I suffered over 80 years. I am now eighty-five." Guaranteed to cure all sores, by J. C. Perry, druggist. 25c.

The man who waits to grasp opportunity is not in it with the man who makes opportunity.

**All the World.**  
knows that Ballard's Snow Liniment has no superior for Rheumatism, Stiff Joints, Cuts, Sprains, Lumbago and all pains. Buy it, try it and you will always use it. Any body who has used Ballard's Snow Liniment is a living proof of what it does. All we ask of you is to get a trial bottle. Price 25c, 50c and \$1.00. Sold by D. J. Fry.

A lot of men would be leaders if only they could find men willing to follow them.

**Constipation.**  
For constipation there is nothing quite so nice as Chamberlain's Stomach and Liver Tablets. They always produce a pleasant movement of the bowels without any disagreeable effect. Price, 25 cents. Samples free at Dr. Stone's Drug Store.

We run a good many schemes in to the ground by not aiming them high enough.

**Abraham Lincoln**  
was a man who, against all odds, attained the highest honor a man can get in the United States. Ballard's Horehound Syrup has attained a place, never equalled by any other like remedy. It is a sure cure for Coughs, Colds, Bronchitis, Influenza and all Pulmonary diseases. Every mother should keep supplied with this wonderful cough medicine. Sold by D. J. Fry.

The wise wife leads, never drives.

**Take the Postmaster's Word for It.**  
Mr. F. M. Hamilton, postmaster at Cherrycreek, Ind., keeps also a stock of general merchandise and patent medicines. He says: "Chamberlain's Colic, Cholera and Diarrhoea Remedy is standard here in its line. It never fails to give satisfaction and we could hardly afford to be without it." For sale by Dr. Stone's Drug Store.

**Ignominious End.**  
Bill Blastore—So Jim died a disgraceful death, hey?"  
Tom Trapper—Orful. He wuz shot by a high-sighted tenderfoot whot tuck him for a mountain sheep. —Chicago News.

**Salem's Favorite Best Cooking**  
RAREST Eatables  
CHOICEST FRUITS  
Always Served at the  
**White House Restaurant**  
McGilchrist & Son., Props.

**Outing Shoes**  
For seashore and mountains. All styles in leathers and canvas.  
Ladies' \$2.25 Tan Shoes now ..... \$2.00  
Men's \$3.50 Tan Shoes now ..... \$3.00  
Children's Tan Low Shoes \$1.25 now ..... \$1.00  
Children's High Shoes ..... \$1.75 and \$2.00  
**WHITE CANVAS SHOES**  
For Men, Women and Children at lowest prices.

**Jacob Vogt**  
345 State Street.

**Outing Shoes**  
For seashore and mountains. All styles in leathers and canvas.  
Ladies' \$2.25 Tan Shoes now ..... \$2.00  
Men's \$3.50 Tan Shoes now ..... \$3.00  
Children's Tan Low Shoes \$1.25 now ..... \$1.00  
Children's High Shoes ..... \$1.75 and \$2.00  
**WHITE CANVAS SHOES**  
For Men, Women and Children at lowest prices.

**Jacob Vogt**  
345 State Street.

## CHAUTAQUA CONVENES TOMORROW

The Willamette Valley Chautauqua assembly opened its fourteenth annual session at Gladstone park today and will continue until July 21. One of the most attractive programs that has ever been offered will be given this year.

Salem will furnish several able speakers and much of the excellent music for the series of entertainments.

Congressman Hawley, president of the association, will deliver an address Wednesday evening, July 17, on "Some Present Day American Problems." Mr. Hawley has had charge of the American history class at Chautauqua since its beginning. The class has been well attended during the past sessions and this year the course will be made more interesting by including the later history of the country.

Dr. B. J. Hoadley, formerly of the Willamette University, will return for the seventh year to teach English and American literature.

Dr. R. A. Heritage will go for the fourth time to be musical director at Gladstone. Music classes will be conducted daily from 8 to 10:30 a. m. and will embrace sight reading, harmony, voice culture and chorus work and will be free to all singers who will help in the Chautauqua chorus during the session. Members of the chorus also get season tickets for \$1.

Mr. Arthur von Jessen, one of the most able pianists, will be the regular pianist for the session.

Wednesday evening, July 10, Dr. Heritage, Mrs. Hallie Parrish Hinges vocalists, and Arthur von Jessen, piano, will give an evening's concert.

Saturday evening, July 13, the children of the Oregon City schools, who have been trained by Dr. Heritage will present the beautiful rustic cantata, "The Months and Seasons" in four acts and full costumes. The students have been working hard on this elaborate piece and it is expected they will give one of the finest entertainments ever presented on a Chautauqua stage.

**Outing in New Launch.**  
J. P. Rogers and several friends had a very pleasant cruise down the river Saturday evening in his new launch "Eagle."

The pleasure seekers spent Saturday night and Sunday near Lincoln and report a delightful time. Those composing the party were Mr. and Mrs. J. P. Rogers and daughter, Eleanor, Mr. and Mrs. O. T. D. Brant, Mr. and Mrs. R. L. White and Charles Denison.

**Ignominious End.**  
Bill Blastore—So Jim died a disgraceful death, hey?"  
Tom Trapper—Orful. He wuz shot by a high-sighted tenderfoot whot tuck him for a mountain sheep. —Chicago News.

**Salem's Favorite Best Cooking**  
RAREST Eatables  
CHOICEST FRUITS  
Always Served at the  
**White House Restaurant**  
McGilchrist & Son., Props.

**Outing Shoes**  
For seashore and mountains. All styles in leathers and canvas.  
Ladies' \$2.25 Tan Shoes now ..... \$2.00  
Men's \$3.50 Tan Shoes now ..... \$3.00  
Children's Tan Low Shoes \$1.25 now ..... \$1.00  
Children's High Shoes ..... \$1.75 and \$2.00  
**WHITE CANVAS SHOES**  
For Men, Women and Children at lowest prices.

**Jacob Vogt**  
345 State Street.

**Outing Shoes**  
For seashore and mountains. All styles in leathers and canvas.  
Ladies' \$2.25 Tan Shoes now ..... \$2.00  
Men's \$3.50 Tan Shoes now ..... \$3.00  
Children's Tan Low Shoes \$1.25 now ..... \$1.00  
Children's High Shoes ..... \$1.75 and \$2.00  
**WHITE CANVAS SHOES**  
For Men, Women and Children at lowest prices.

**Jacob Vogt**  
345 State Street.

## X-RAYS

If Judge Landis is in doubt about "Greaser John's" ability to pay fine, he should try the plan of Montana Justice of the peace, who a prisoner he had fined, a friend of his who had "shot up the town," complained that he didn't have the amount of the fine. "Well, Bill," remarked the judge, "the cop can't be fooling away its time, so the court taps you."

If the Japs are so badly treated this country as they assert, would they think they would quit smugling themselves into it.

What's the matter with the show that was to run in connection with the cherry fair? Seems to have been lost sight of.

The express companies are guilty of exorbitant charges. There is a point where things cease to be called charges and are classed as theft.

Governor Chamberlain is eminently correct. If we must ask other nations when and where we may move our battleships, what have we the ships for?

Let's see! Wasn't there some fear expressed at one time lest the Spanish fleet should head off the battleship Oregon while she was on her way from this coast to Cuba?

That baseball game on the Fourth has caused considerable comment, some people going so far as to classify it under the plain but somewhat emphatic name of highway robbery while others call it just petty larceny.

A press dispatch says the Standard Oil five gallon cans are three pints short, but then Greaser John does not know it, and his son, Willie hasn't time to tell him on account of his Bible class needing him constantly.

**At the Comer Reception.**  
The following program will be rendered at the Baptist church reception this evening in honor of Rev. Dr. J. R. Comer:  
Instrumental music—Miss Nina Bushnell.  
Prayer—Rev. F. E. Dell.  
Music—Stalwart quartet.  
Address of welcome to city—Mayor Rodgers.  
Address from the Ministerial Union—Rev. P. S. Knight.  
Solo—Miss Minetta Magers.  
Response—Dr. J. R. Comer.  
Music—Stalwart quartet.  
Benediction—Rev. Robinson.

**Bad Burn Quickly Healed.**  
"I am so delighted with what Chamberlain's Salve has done for me that I feel bound to write and tell you so," says Mrs. Robert Mytton, 457 John St., Hamilton, Ontario. "My little daughter had a bad burn on her knee. I applied Chamberlain's Salve and it healed beautifully." This salve allays the pain of a burn almost instantly. It is for sale by Dr. Stone's Drug Store.

# The Grand and Glorious Fourth

is now a thing of the past.  
**Now for Your Vacation**

You wish to have the best time possible. A few articles that will enable you to enjoy yourselves.  
**22 RIFLES FOR TARGET PRACTICE.**  
**HAMMOCKS YOU CAN PUT IN YOUR POCKETS.**  
**SWEATERS AND JERSEYS IN ALL COLORS AND STYLES.**  
As well as many other articles too numerous to mention in

**Fishing Tackle, Guns, Ammunition, Etc.**

Call and see us. Our stock is complete

**Watt Shipp**  
THE BICYCLE MAN