PORTLAND PROGRESSIVES CAPTURE THE VALLEY

How the Solid Muldoons of the Metropolis Do the Monkey and Hand Organ Act With a Special Pullman Train for the Development of a Greater Oregon.

(With compliments of Col. E. Hofer, Salem representative at Klamath Falls.)

TO UNITE ALL OREGON THEY INVADE BUNCH GRASS REGION AND WAKE UP DEAD TOWNS

Chapman Made the Noise—Larson Furnished the Fun—Hyland Turned Loose the Oratory—Reduce Friction and Make Progress Possible Along the Line of the Least Resistance Carrying the Gospel of Good Will to the Rest of Oregon—Fun, Frolic and Fine Art in Community Publicity—Big Experience Meeting and Dinner at Portland Commercial Club.

Portland business men under the management of the Portland Commercial club have taken three commercial pilgrimages during the past month to Klamath Falls and Central Oregon, and will celebrate their successful conquests for business and the general development of the state this evening with a great dollar dinner at the Commercial club.

An Experience Meeting.

The dinner will be a gustatorial hummer, under the direction of chief hot air stokers G. F. Johnson, L. F. Weaver and Wm. McMurray, and there will be speeches, songs, pictures, stunts, and grunts of satisfaction over the success of their undertakings. It will be a general roundup and experience meeting, at which mavericks and kickers and buckers generally will be taken in and branded for future identification.

For United Oregon.

That is the slogan of the Knights of Progress who slide out of Portland on their missions of mercy, and to relieve the rest of the commonwealth of its shining dollars on the theory that no man or community is any good in the world until it is separated from too strict adherence to its glittering coin. Their excursions mean an expenditure of about six thousand simoleons each go to the cow counties.

Each for All, Etc.

One for each and each for all and for all you can reach seems to be the motto of the Portland bunch, and it is winning results for the metropolis of Oregon. What would Oregon be without this live bunch and the life they throw into the situation? Even the undertakers at Portland push for business on these boosting excursions, and have secret service men posting them as to possible funerals in the near future in the towns they visit.

Klamath Falls Train.

The Southern Pacific personally conducted special was the most perfectly appointed train that ever ran through the state. The Pullmans were connected up with telephones, so that at every stop the pilgrim could communicate with his family at home or call up some friend to make a date at the next town. The dining car service was as fine as could be had for money, and at various places additions not on the bill of fare gave agreeable surprises. At one place a crate of canteloupes rolled aboard. At another town a crate of strawberries as big as young chickens came into the car. Telegrams, newspapers, flowers and gifts of local production were shoved into the train all along the line. The train was personally conducted by Wm. McMurray, general passenger agent, and W. H. Jenkins, traveling passenger agent. Elegant badges and personally named and printed itinerary booklets were given each member of the party.

Members of the Party.

A. P. Blitz, Portland Brewing Co.
Judge Geo. T. Baldwin, capitalist, Klamath Falls.
Sol Blumauer, Blumauer & Hoch.
Otto Breyman, Breyman Leather Co.
Frank Barringer, E. C. Atkins Co.
H. F. Chapin, Kilham Stationery Co.
L. A. Colton, Pacific Paper Co.
C. C. Chapman, Portland Commercial club.
A. C. Callan, Pacific Hardware & Steel Co.
L. W. Carnahan, International Harvester Co.
Jno. F. Carroll, Evening Telegram.
G. S. Crego, official photographer.
J. S. Clemence, Chanslor & Lyon.
A. H. Ellers, Ellers Music house.
F. A. Freeman, Lumberman's National bank.
Geo. H. Fitzgibbon, W. P. Fuller & Co.
E. J. Failing, Failing-McCalman Co.
A. B. Galloway, Blake, McFall Co.
F. W. Graves, Graves Music Co.
J. J. Gammie, Honeyman Hardware company.
D. J. Gilmartin, J. G. Mack & Co.
Geo. M. Hyland, capitalist.
Sol Hart, Hart Cigar Co.
Harry Hamilton, Imperial Hotel Co.
L. A. Howard, Packard Motor Co Co.
E. Hofer, Capital Journal, Salem.
F. S. Harmon, F. S. Harmon & Co.
S. W. Hermann, Holman Transfer Co.
R. M. Irvine, Fleischner, Mayer & Co.
W. P. Jones, Merchants National bank.
W. H. Jenkins, T. P. A., S. P. Co.
S. O. Johnson, president Klamath Development Co.
C. H. King, H. L. Keats Auto Co.
S. A. Kroschel, Weinhard Bwg. Co.
H. A. Killam, Marshall-Wells Hardware Co.
Saml. C. Kerr, Wadhams & Kerr Bros.
H. G. Knight, Studebaker Bros. Co.
Geo. A. Lovejoy, Guarantee Fund Life Assn.
Geo. Lawrence, Jr., Geo. Lawrence Co.
J. Fred Larsen, Umbden Stock & Larson.
Wm. McMurray, G. P. A., S. P. Co.
L. W. McDowell, Ruth Trust Co.
W. F. McKibbin, Albers Bros. Milling Co.
C. H. Moore, Pac. Tel. & Tel. Co.
Julius L. Meier, Meier & Frank Co.
C. A. Morden, Morning Oregonian.
Harry Meyer, Mason, Ehrman & Co.
W. A. Montgomery, J. K. Gill & Co.
J. E. Murphy, Oregon Journal.
Geo. J. Major, Fairbanks-Morse Co.
B. E. Neustadter, Neustadter Bros.
N. C. Olsen, Warren Const. Co.
E. C. Oliver, F. S. Harmon & Co.
W. E. Pearson, McCargar, Bates & Lively.
C. B. Paddock, Hartford Steam Boiler Inspection Insurance Co.
Guy W. Pilkington, J. D. Pilkington.
C. E. Ramsby, Ramsby & Oswald, Gresham.
F. H. Rothchild, Rothchild & Co.
E. B. Rutherford, Fithian-Barker Shoe Co.
W. B. Roberts, Allen & Lewis.
A. O. Stafford, Dwight Edwards Co.
F. M. Seller, M. Seller & Co.
J. L. Sterrett, Schwarzschild & Sulsberger Co.
J. G. Thatcher, Jno. A. Roebling Sons Co.
B. H. Wickersham, Pacific Coast Biscuit Co.
Harold West, official stenographer.
W. A. Williams, Continental Fire Ins. Co.
L. F. Weaver, Studebaker Bros. Co.
C. B. Woodruff, W. P. Fuller & Co.
Excursion Committee—L. F. Weaver, chairman; J. L. Sterrett, F. A. Freeman, C. C. Chapman, L. W. McDowell, Geo. A. Lovejoy, L. A. Colton.
Train Committee—Geo. A. Lovejoy, C. B. Woodruff, A. H. Ellers.

Albany First Stop.

At Albany we made our first stop. We say, let no one imagine that town is slow. They were there with the autos, the parade was perfectly arranged, the immense armory was filled with bright business men and a few bright Albany women—Mrs. F. M. French chaperoning a bunch of pretty Albany girls, who served delicious coffee and sweet milk, and even took the free cigars for souvenirs to decorate their rooms with. A committee of handsome Albany women went to see the train off.

Chairman First Day.

L. F. Weaver, manager of the Studebaker Co., was chairman the first day. He also supplied an attractive feature of the trip, a Mr. H. G. Knight, flute and piccolo player, who led the martial music that was the life of every parade. Mr. Weaver is a man who takes broad views on progressive commercial lines for a greater development of the state. His addresses as chairman were bright and hopeful, saying the right thing at the right place.

Woke Up Ashland.

Communities are like individuals—they have characteristics. Albany has no sore places—having never had any state appropriations. Ashland lost out on her normal school and Judge Watson swung the big stick at Portland. Chapman of the Portland Commercial club parried this by saying Ashland had never sent a delegation to the State Development league.

Grants Pass was all smiling hopefulness.

Klamath Falls Divided.

At Klamath Falls the newer elements, largely from San Francisco, refused to attend the booster rally at Huston's opera house, presided over by Judge Geo. T. Baldwin, who represents the old substantial Linkville end of the town. The younger crowd have put up a $100,000 hotel, have secured the location of the $150,000 court house, are locating new industries on the upper lake. Judge Baldwin has put up a new hotel, has a large hardware business and a warehouse at the railroad.

If the two rival camps will just push it far enough, the competition will be the making of Klamath Falls. The Johnson-Wendling-Worden crowd are not disposed to be quitters, and the Klamath Development Co. have put Klamath Falls on the map. They captured part of the Portland crowd, dined them at the country club, gave them a launch ride on the Upper lake and S. O. Johnson went back to Portland with them.

Former Salemites.

A number of the Portland bunch were former Salem boys. There was S. W. Hermann of the Holman Transfer Co., a nephew of the late Ed. Hirsch, and Harry Meier, with Mason, Ehrman & Co. Both recall being boys at the Capital City, and remember all the old timers. Otto Breyman of the Breyman Leather Co. is a nephew of the Breyman brothers of Salem. At Grants Pass I met E. E. Rorapaugh, who knew my brother Frank in North Dakota in the eighties. At Klamath Falls I met John Loomis of Newport who has a ranch there.

Owns Several Houses.

F. M. Seller of M. Seller & Co., the only direct importers of fine chinaware in Portland, proved an agreeable traveling companion. His father started the business in 1859, and was one of the first merchants of Corvallis. About this time Portland began to outgrow Marysville, as the town up the river was originally called, and Mr. Seller, Sr., had the foresight to move down the river. They have large stores at Seattle, Spokane and Portland, and may some day establish a branch at Salem.

Champion Orater.

Geo. M. Hyland was presented with a beautiful stein for his readiness in making off-hand speeches as chairman of the Portland delegation. He has the happy faculty of saying the right nice thing and saying it with a bank. Nothing but his characterizing Eugene as "the smile of Oregon," at the University banquet, would have made everybody feel as good as they did feel after it was said. The talent for doing what he did and doing it so many times is a rare one, but Hyland has it.

We Caught the Train.

Geo. T. Lawrence, Jr., whose senior established a saddlery and harness business at First and Oak streest, within a block of where an uncle of the three Lawrence brothers opened up in the same line in 1857. I had a pleasant experience with Mr. Lawrence in Eugene, where we both missed the special train by two minutes. A friend rustled an auto and took us the fourteen miles to Junction in 35 minutes. We could not have made it but for a few miles out of Eugene is a piece of first class highway built by County Judge Thompson.

Major Just-as-Good.

Geo. J. Major represented the Fairbanks, Morse Scale Co., whose scales have become the standard by which other scale manufacturers get their wares on the market by advertising them as being "just as good as." This firm also handles electrical apparatus and mining machinery.

Wants to Fly Soon.

C. H. King, a fine-looking New Yorker, is with the Keats Auto Co., and has followed the game for eleven years. He has seen the development of the bicycle, the motorcycle, the motorcar, and the areoplane. He says he will live to see the study of the airship taken up by colleges and in the meantime is keeping up with the science of aerial navigation himself. He says it has all come about in a perfectly natural manner of progress along the line of the least resistance, via the pneumatic tire and ball-bearings to reduce friction and make high speed explosive gas engines possible.

Big Paper Houses.

L. A. Colton has been with the Pacific Paper Co. at Portland for 19 years. They started at Front and Alder with 10,000 square feet floor space and now use 125,000 square feet. This shows about the way all wholesale business has expanded at Portland.

Another Portland paper house, Blake-McFall Co., represented by A. B. Galloway, has been running 17 years. It started on Front and Stark in a space about 40 by 100 feet, and now has a six-floor building, 100 by 100 feet, at Fourth and Ankeny streets. Mr. Galloway is a native of Montana and a nephew of Judge Galloway of this city.

Got Into Music.

F. W. Graves of the Graves Music Co. went into the music business in 1893. He had one girl stenographer at $3 a week, in a room 18 by 45. He has today forty people on the payroll, one a woman at $125 a month, and carries a stock of $100,000, with a branch store at Spokane, and annual sales of $400,000. This represents a little of the magical power of personality. Mr. Graves was a money-lender by profession. A bad loan got him into the music business when he did not know one musical note from another, as all his experience had been with thirty and sixty-day notes with the jingle of coin as the only accompaniment.

Was Editor-in-Chief.

Lloyd W. McDowell, publicity agent of the Ruth Trust Co., was editor-in-chief and he had some able assistants.

At Grants Pass E. L. Churchill took us to see the wonderful sight of the trip—a hundred thousand salmon, weighing from ten to forty pounds, in the wier built by the government hatchery. The river for 1000 feet by 400 feet wide was one mass of live, leaping royal Chinook.

Pianos and Pork.

The Ellers piano house was represented by A. H. Ellers, brother of Hi Ellers, who has conducted the music business at Portland for thirteen years. He had not enough money to pay freight on carloads of pianos when he started. He could buy pianos on redit, but freight was always cash on the Southern Pacific. He has made money enough to get into a building built for him especially on one of the finest corners in the city. Hi Ellers has traveled in Europe and has a taste for the better things in music and has heard most of the great performers and singers. He is almost big enough a man to become United States senator.

J. L. Sterrett represented Schwarzschild and Sulzberger, one of the big four meat concerns of the United States, and his house supplied the steaks for the special train dining car. He is himself a living representative of the good food products supplied by his house.

S. A. Kroschel represented the Weinhard Brewery, and for three years has been manager of the firm's outside business in the Northwest.

A. P. Blitz represented the Portland Brewing company on the trip.

H. A. Killan has for ten years represented the agricultural implement department of the Marshall-Wells Hardware Co., a firm that started in business in an old stable at the east end of the Morrison bridge some years ago, and now occupies several blocks of buildings. Their floor space is measured by the acre and their sales extend over half the United States.

F. A. Freeman, cashier of the Lumberman's National bank, was one of the live men of the excursion. He was cashier for the Asiatic Steamship company and handled their business at Hongkong and Shanghai until it went out of business. He can come as near cornering a large share of the banking business of a city as any man in the game.

The Merchants National was represented by W. P. Jones, who had considerable experience in the east as a bank examiner, and that makes him a valuable man now for any banking house to have around.

Edward Murphy, Jr., was the cartoonist on the Daily Killer, a newspaper published on the train every day several times. There were regular morning and evening editions and specials for every city where the train stopped. In every issue there was appropriate character sketches from the Murphy scratch-pads, and considering that he had to do his sketching on a train running at fifty miles an hour, he did great work.

Wholesale Grocers.

Samuel C. Kerr represented the Wadhams & Kerr Bros. wholesale grocery. The business was started in 1865 by Wadhams, and Mr. Kerr has been with the firm from the beginning. They now employ about seventy-five men and do a business reaching into the millions. There are four other wholesale grocery houses at Portland: Wadhams & Co., Allen & Lewis, Mason, Ehrman & Co., and Lang & Co. The latter have established a branch jobbing business at Salem, and the time is not far distant when they will all have to consider doing the same thing at Salem and possibly at Klamath Falls.

N. C. Olsen was on the excursion for the Warren Construction company. The bitulithic pavement is used on all the streets of the cities we visited. In some towns cheaper pavement is used, but the finest streets are all put down with the bitulithic from Portland to Klamath Falls.

Boosted Exposition.

One of the live men of the party was Julius Meier of the Meier & Frank company, Portland's greatest department store. He is chairman of the San Francisco Panama Canal exposition that is to be pulled off in 1915, and in every city he boosted for the enterprise. He has some great plans in mind for Oregon at the exposition, and if allowed to work them out will prove to be the right man in the right place as head commissioners. He expects soon to call his commission together and formulate plans of procedure that Oregon may be creditably represented.

Additional Personalities.

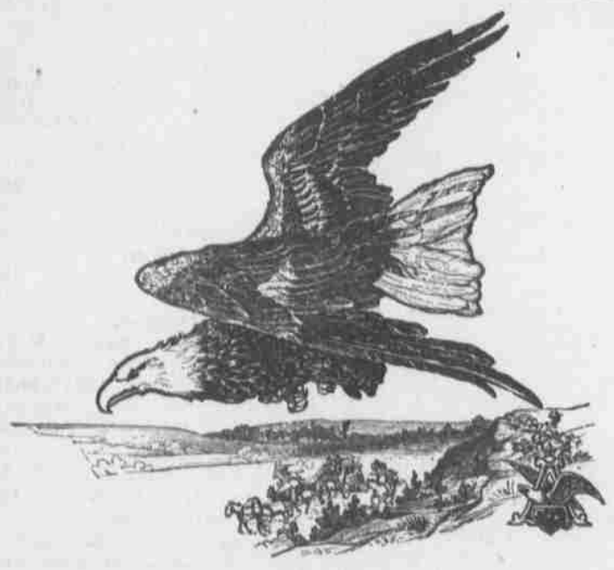
C. C. Chapman was the man on the box. He did everything to make the excursion a success from tooting the horn, banging the cymbals, hotairing the ladies when by chance the orators overlooked them, improvising a street program at any town where things dragged the least bit, getting out and circulating the Daily Killer, patting the babies under the chin, bragging on the big pumpkins, swallowing vast quantities of refreshments wherever they were offered, getting out stories for the press—there was no end of Chapman's activities, and on such an excursion he is indispensible. He had able lieutenants in B. H. Wickersham of the cracker trust, and J. Fred Larson, the inimitable Swedish impersonator. Where Larson picked up his genius for imitating that nationality so perfectly is a mystery. He does not look it and is frequently taken for a son of the Emerald isle by strangers.

The Boss of the Road.

B. E. Neustadter, of the big manufacturing firm of Neustadter Bros., who make the Boss of the Road overalls, was one of the jolly traveling companions, and proved one of the most gallant men of the whole excursion. From Eugene to Salem Mrs. F. H. Rothschild joined the party, and at the last dinner, Mr. Neustadter saw that she was presented with a bouquet of beautiful roses.

The Biographer.

The official biographer regrets that he cannot print a sketch of each individual member of the conquering band who have done so much to put Oregon on the commercial map and keep it there. The only reason why Portland is holding her trade and surpassing in many respects every other city in the Northwest, is because these men take their time, spend their money, and go out and rustle for it. If of them should have his name inscribed in letters of gold on the cornerstones of the new auditorium that will be erected in the city of Portland. They win not only the commerce but the hearts and the permanent good will of the rest of the state, the biggest asset of the city of Portland.



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