

NEW TODAY

One cent per word each insertion. Copy for advertisements under this heading should be in by 2 p. m.

PHONE MAIN 81.

***** OPEN FORUM *****

AS TO MAGAZINE AGENTS

To the Editor:
Your editorial of August 6 on magazine representations, while not without some foundation, is rather harsh and biased and apt to create a wrong impression among readers of the "Capital Journal" as to magazine salesmen as a class.

Selling subscriptions to magazines is as legitimate as any other business. High grade home magazines are recognized the world over and considered as competent cover and necessary in efficient home management. Every one has something to sell, and men and women need to be persuaded to buy even those things which would be of greatest possible advantage to them.

The salesman who will competently accept "no" for an answer without making a courteous effort to present his line of goods is hardly worthy of the name. Since the act of buying must take place in the buyer's mind, little can be lost in granting the salesman the courtesy of a hearing. And the reaction may come back later on. After all, he may have a worthy offer, that will benefit you. You may never know all about the proposition without realizing its importance in connection with yourself. People do not need to be informed so much, as to be deceived.

Another misconception may be caused by your saying, "Publishers fix the price and it is a case bet that anyone who sells at less than the publishers price is not going to deliver the goods."

The publishers do have a standard price for each magazine, although this varies in some cases from time to time. But most of them also have special rates in combination with other magazines, and for different periods of time on single magazines.

Some publications of very fine influence and wide circulation hold out strong inducements and grant liberal commissions to students who find it necessary and desirable to pay their own way through college. Many worthy and reliable students are "making good" on these "scholarship offers."

It is not difficult to determine whether or not they are reliable, as they carry certificates issued by the companies they represent, and strong local references.

The cold water that is frequently thrown over a salesman must either have the invigorating effect of a shower bath or he must permit himself to be drowned by it.

HARRY C. CRONISE,
194 South Church Street.

**RURAL CARRIERS
AND THEIR WORK**

Record of Business Done On Nine Routes Out of Salem In Past Three Months

The postoffice department of the United States, following the business ideas of all large corporations, keeps pretty close tab on its thousands of employees. Hence, once every three months, a record is kept of every day's business of all the rural carriers throughout the country. This record calls for the number of pieces of mail delivered each day during the month, the record is being kept, as well as weight. Also, a complete record of mail collected, giving weight, number of pieces and classification.

Of the nine rural mail routes out of Salem, two are in Polk county. During the month of July, the nine carriers delivered 134,316 pieces of mail, weighing 18,917 pounds. These deliveries were made to 2,988 families, who gave the rural carriers for collection 17,166 pieces of mail, weighing 1,534 pounds. The entire rural business for July shows that 6,134 more pieces were delivered than during last April, while at the same time, the April mail was heavier by 1,651 pounds.

Lyman McDonald, route 3, has the hardest job, or at least his route did more business when it comes to the number of pieces for the month, 21,093, or for the heaviest single day's business, 1,956 pieces, or for the number of families served, 348, and second for the total weight carried during the month, 2,612 pounds. His next averages eight hours and 45 minutes a day.

George Litchfield, on route 4, ranks second in number of pieces delivered in July. He also ranks second in number of hours worked on the average, 14½ hours averaging just four more minutes a day for the month. Mr. Litchfield delivered 18,100 pieces, carried 2,244 pounds, collected from 285 families, and averaged nine hours and five minutes a day's work.

James Albert has some pretty bad roads to travel on route 5. This is probably the reason he works longer on the average than any of the men, his day average being nine hours, 11 minutes. He comes third in the number of pieces of mail delivered, 16,435, and first when it comes to the number of pieces collected, 2,616, and first on weight collected, 185 pounds.

E. L. South on route 8 is fourth on pieces delivered, 16,189, but ranks first for the month of July in the weight carried, 2,661 pounds. He works on an average, eight hours and 23 minutes, and delivers mail to 260 families. From his route, he collected 2,182 pieces, weighing 150 pounds.

Percy Pugh on route 7 has some pretty level roads to travel and for this reason, Percy rides in an auto. He delivered 14,257 pieces, weighing 1,891 pounds, worked six hours and 11 minutes on the average and collected from 236 families.

James Remington, on route 1, puts in on an average of eight hours and 22 minutes and is acquainted with the names of all the folks in 164 families. In July he delivered 13,643 pieces, weighing 2,636 pounds and his hardest day's work was on July 6, when he carried 143 pounds.

W. Brasher, on route 2, drives a gasoline wagon while delivering the mail to 241 families and works on an average, six hours and four minutes. During July his deliveries were 12,500 pieces, weighing 1,709 pounds and his biggest day's work was on July 6, when he drove off with 170 pounds.

O. L. Fisher, on route 6, also spends his money for gasoline instead of work, and gets away with his job by working six hours a day on the average. He books for 200 families, delivered 11,482 pieces, weighing 2,978 pounds, and carried out 921 pieces July 6 weighing 134 pounds.

J. W. Cox, of route 9, is welcomed by 166 families. This route receives less mail than any of the nine. For July, Mr. Cox delivered 10,617 pieces, weighing 1,432 pounds. His biggest day's business was when he delivered 821 pieces. His heaviest load for the month was on July 6, with 127 pounds, and the average work a day was six hours and 53 minutes.

The government permits the rural carriers to use an automobile, provided it can be of service for six months of the year.

woodshed rafter, the "gingham vision" sings "In the Garden of My Heart" as she follows Old Brindle to the pasture gate, with barn full of shock fodder and kids tumbling on the hay stacks, the old man gears the mules and goes to town and buys a "money order" to send to Nellie out in Oregon whose barn contains half of bale of city bought hay and heap staines, and broken berry boxes. Nellie whose kids ask her "who was that man here Sunday?" Dad away hunting a dollar so much of the time they did not know him. But these Oregon kids are bright, observant, none so dull but what they know the letters A E D L O R S before they ever start to school because of the prevalent sign "For Sale"—another good work for the Commercial club—buy and burn these signs—else no one but a blind man locate here—the wise location seeker wonders why FOR SALE everywhere and goes on down the line, social \$4,000, civic \$500, industrial \$1,000, mercantile \$1,500, tourist \$2,500, agricultural \$650, administration \$4,000, contingent \$1,080, which one of these apartmentments aids Nellie on her small farm to "Try Salem First"—Reader.

To the Editor:
Your editorial of August 6 on magazine representations, while not without some foundation, is rather harsh and biased and apt to create a wrong impression among readers of the "Capital Journal" as to magazine salesmen as a class.

Selling subscriptions to magazines is as legitimate as any other business. High grade home magazines are recognized the world over and considered as competent cover and necessary in efficient home management. Every one has something to sell, and men and women need to be persuaded to buy even those things which would be of greatest possible advantage to them.

The salesman who will competently accept "no" for an answer without making a courteous effort to present his line of goods is hardly worthy of the name. Since the act of buying must take place in the buyer's mind, little can be lost in granting the salesman the courtesy of a hearing. And the reaction may come back later on. After all, he may have a worthy offer, that will benefit you. You may never know all about the proposition without realizing its importance in connection with yourself. People do not need to be informed so much, as to be deceived.

Another misconception may be caused by your saying, "Publishers fix the price and it is a case bet that anyone who sells at less than the publishers price is not going to deliver the goods."

The publishers do have a standard price for each magazine, although this varies in some cases from time to time. But most of them also have special rates in combination with other magazines, and for different periods of time on single magazines.

Some publications of very fine influence and wide circulation hold out strong inducements and grant liberal commissions to students who find it necessary and desirable to pay their own way through college. Many worthy and reliable students are "making good" on these "scholarship offers."

It is not difficult to determine whether or not they are reliable, as they carry certificates issued by the companies they represent, and strong local references.

The cold water that is frequently thrown over a salesman must either have the invigorating effect of a shower bath or he must permit himself to be drowned by it.

HARRY C. CRONISE,
194 South Church Street.

FREE PORTS ARE GOOD BUILDERS OF COMMERCE

CONGRESS SHOULD GIVE THEM PREFERENCE IN APPROPRIATIONS.

By Peter Radford.

This nation is now entering upon an era of marine development. The wreckage of European commerce has drifted to our shores and the world war is making unprecedented demands for the products of farm and factory. In transportation facilities on land we lead the world but our port facilities are inadequate, and our flag is seldom seen in foreign ports. If our government would only divert the energy we have displayed in conquering the railroads to mastering the commerce of the sea, a foreign bottom would be unknown on the ocean's highways.

This article will be confined to a discussion of our ports for the products of the farm must pass over our wharfs before reaching the water. We have in this nation 51 ports, of which 41 are on the Atlantic and 10 are on the Pacific Coast. The Sixty-second Congress appropriated over \$51,000,000 for improving our Rivers and Harbors and private enterprise levies a toll of approximately \$50,000,000 annually in wharfage and charges for what no tangible service is rendered. The latter item should be lifted off the backs of the farmer of this nation and this can be done by Congress directing its appropriations to ports that are free where vessels can tie up to a wharf and discharge her cargo free of any fee or charge.

A free port is progress. It takes out the unnecessary link in the chain of transactions in commerce which has for centuries laid a heavy hand upon commerce. No movement is so heavily laden with results or will more widely and equally distribute its benefits as that of a free port and none can be more easily and effectively secured.

S. P. BOARD OF INQUIRY REPORTS ON ACCIDENT

Board Charges Cause of Accident To Failure To Hear Yard Engine

The Southern Pacific board of inquiry which investigated the collision between the yard engine and the automobile truck which occurred at the crossing on Capital and Union streets in which seven convicts were injured yesterday and made their report of the affair. The members of the board were:

Fred Hansen, assistant superintendent; J. O. Johnson, Jr., roadmaster; W. A. Irvin, farmer; Geo. Wild, master mechanic; S. A. Manning, implements and Hardware.

Others present: Messrs. T. K. Campbell, chairman public service commission, and E. W. Moreland, engineer, public service commission.

The report in full follows:

This board finds that an automobile truck, occupied by its driver, three guards and 34 convicts, approaching railroad crossing at Capital and Union streets from the north at a speed of 12 miles per hour, was struck by a yard engine, running eastward at a speed of six miles per hour.

The chauffeur of this auto truck, when 100 feet from crossing, had a clear and unobstructed view westward for a distance of 100 feet, but failed to observe or hear approaching engine until within 45 feet from the track, stating that his attention was engrossed in an automobile that had just negotiated the crossing, which lead him to believe no train was approaching. The noise of auto truck and conversation of its occupants apparently drowned sound of engine bell, which was ringing.

Observing the engine, chauffeur immediately swerved his machine and the yard engine struck the temporary deck on auto truck a few inches from the rear end. The collision was not severe enough to dislodge the occupants of auto truck, but in their confusion they jumped, several falling on the track.

Employees on the yard engine were in their proper positions, and the engine appliances were fully operative.

It is the opinion of this board that the chauffeur of the automobile truck involved in this accident was engrossed in the automobile ahead, and neglected to exercise the precautions reasonable to expect of one undertaking to negotiate a railroad crossing.

TODAY OREGON TOMORROW

Last Chance to See The World's Popular Star Clara Kimball Young in 'MY OFFICIAL WIFE' A Vitagraph Master-piece. 10c Wed. and Thurs.—Alice Brady and Holbrook Blinn in "THE BOSS"

Tuesday Only Jackie Saunders and Henry King in "SAVED FROM HIMSELF" Detective Drama in 3 Parts. Picturesque France in Natural Colors And a Snappy Comedy

HOLBROOK BLINN AND ALICE BRADY IN "THE BOSS"

Holbrook Blinn and Alice Brady are the stars of "The Boss," the five-reel Wm. A. Brady photoplay which will be released by the World Film corporation. Alice Brady is the heroine of this photoplay which is based upon one of the greatest successes of her father, William A. Brady. Miss Brady plays the part of the young wife of Michael Regan, the political and financial

"Boss" who has risen to power and dominance by sheer force of iron determination to succeed; to meet and demolish obstacles; to triumph in spite of all, to win out at all hazards in the game of life. The overmastering, nay, the colossal personality of this character stands out in strong contrast to that of the Boss' wife, Emily Griswold. Holbrook Blinn is the "Boss." Mr. Blinn's powerful vigorous acting method is well suited to the part of "The Boss." This is Mr. Blinn's first appearance before the camera, and his work, in the opinion of all who have seen it, stamps him as one of the great motion picture actors in the world. Alice Brady and Holbrook Blinn in "The Boss" constitute a combination of dramatic values, which make the offering intensely exciting and interesting. At the Oregon theatre Wednesday and Thursday.

VICTIM OF FOREST FIRE

Vancouver, B. C., Aug. 9.—Forest fire here claim another victim today. Walter Richards, fire warden, was suffocated while fighting a fire at Staxo Lake, Sunday. He was rushed to Vancouver, but failed to regain consciousness.

THE VITAL PROBLEM OF AGRICULTURE

By Peter Radford.

There is no escaping the market problem and the highest development of agriculture will not be attained until it is solved, for a market is as necessary for the producer as land on which to grow his crop. Governmental and educational institutions have spent \$180,000,000 in the United States during the past ten years for improving soil production and improving seeds and plants, but very little attention and less money has been given to the marketing side of agriculture.

The problem is a monumental one and one which will never be solved until it gets within the grasp of a gigantic organization where master minds can concentrate the combined experience and wisdom of the age upon it. It is a problem which the farmers, merchants, bankers, editors and statesmen must unite in solving.

The Farmers' Union stands for all there is in farming from the most scientific methods of seed selection to the most systematic and profitable plans of marketing, but does not believe in promoting one to the neglect of the other. We consider the work of farm demonstrators valuable and we ask that governmental and commercial agencies seeking to help us, continue to give us their assistance and advice, but we believe that their influence should be extended to the marketing side of our farm problems also.

We cannot hope to develop manufacturing by over-production of the factory; we cannot build up mercantile enterprises by the merchants loading their shelves with surplus goods and no more can we develop agriculture by glutting the market with a surplus of products.

DARIUS

The neigh of a horse named Darius King of Persia, the six contending powers for the throne agreeing among themselves that the one whose horse should neigh first should possess the kingdom. This ancient method of settling disputes among politicians could be revived with profit today, if our partisan factions and petty politicians could only settle their disputes by the neigh of a horse, the bark of a dog or the Bray of a donkey, it would be a great blessing and would give our citizens a better opportunity to pursue the vocations of industry free from political strife.

Let those who pick political plums by raising rows and who flash swords dripping in the blood of industry understand that they cannot turn the public forum into a political arena and by a clash of personal aspirations still the hammer and stop the plow and that their quarrels must be settled in the back alleys of civilization.

A cent a word will tell you story in the Journal New Today

SACKS FOR SALE

No. 1 Grain Sacks 6c No. 2 Grain Sacks 5c

We also have on hand a full set of heavy farm tools. Look them over at the

Western Junk & Bargain House

Center and Commercial Sts.
Phone 706 At the foot of Center Street Bridge.

WANT ADS

OUR WANT ADS WILL ALWAYS BRING YOU SIGNAL RESULTS THEY CLEAR THE ROAD SO YOU CAN GET YOUR WANT. TRY ONE.

GRAIN YIELDS WELL.

The first man to thresh grain in this vicinity this season, so far as we have been able to learn, was Ed. McDonald, of Howell Prairie. The machine outfit at Pearl Burns started the run at his place last Thursday and proceeded to turn out a little better than 50 bushels of wheat to the acre. Others soon were enabled to know just how their crops had prospered. Wm. Lichty, Alpheus Sehar and others threshed the first part of the week. The yield, as we understand it, has not gone beyond 30 bushels of wheat, and has averaged something more than 42. This is far above an average year, as it will be remembered that ordinarily 30 bushels is a big crop. Prospects for prices, too, are good, but not so good as would have been enjoyed had it not been for the big rise in freight rates. At present wheat brings 85 cents.—Silverton Appeal.

HOW "TIZ" HELPS SORE, TIRED FEET

Good-bye sore feet, burning feet, swollen feet, sweaty feet, smelling feet, tired feet.

Good-bye corns, callouses, bunions and raw spots. No more shoe tightness, no more limping with pain or drawing up your face in agony. "TIZ" is magical, acts right off. "TIZ" draws out all the poisonous exudations which puff up the feet. Use "TIZ" and forget your foot misery. Ah! how comfortable your feet feel. Get a 25 cent department store. Don't suffer. Have well, tender, glad feet, feet that never hurt, never burn, never get tired. A year's foot comfort guaranteed or money refunded.

THE HOME DIRECTION SOLD

as ready in our To-let Ad Agent's - House - Rooms to-let - Try out. 50

WOMEN Love This Magazine

Come in or write to see a sample copy

McCALL'S is the Fashion Authority and Housekeeping Helper of more women than any other magazine in the world. All the latest styles every month; also delightful stories that entertain, and special departments in cooking, home dressmaking, fancy work, etc. that lighten housework and save money. McCALL'S has been a family favorite for forty-five years. It is the magazine that satisfies.

Mrs. J. T. D., a subscriber of Temple, Ga., writes: "You may put my name on the list with those who think McCALL'S MAGAZINE is worth twice as much as its cents a year—for every one in the family. So many pretty fashions and so much good reading I can hardly wait to see it."

Don't Miss This Offer

Write or call at the office of this paper

McCall's Magazine Free

Our Great "Family Bargain"

The Daily Capital Journal, delivered three months by carrier, with McCall's Magazine one year, and any one McCall Pattern free, for the regular subscription, \$1.35.

The Daily Capital Journal (by mail) one year, McCall's Magazine one year and any one McCall Pattern, all for the regular subscription price, \$3.00.

This offer applies to Old and New Subscribers alike—just as War Atlas offer does. It means that if you pay three months' subscriptions at one time to the Daily Capital Journal, old or new, back subscription or in advance, you will receive free McCall's Magazine for one year and choice of only one Pattern free.

The same offer applies to Mail Subscription to the Capital Journal—any time you pay \$3.00 you get the Magazine and Pattern free.

Subscriptions may be either new or renewal. Write or call at office of this paper.

We are enabled to give our readers, old and new, the benefit of this money-saving club offer, only because of a very special arrangement with the publishers of McCALL'S MAGAZINE.

FREE McCALL PATTERN

Each subscriber for this Great "Family Bargain" may choose from her first copy of McCALL'S received, one of the celebrated McCall Dress Patterns FREE, (value 15c) by sending a postal card request direct to The McCall Company, New York, giving Name and Size desired.

WOMEN Love This Magazine

Don't Miss This Offer

Write or call at the office of this paper

Choice of Pattern Free