

Interested in the opening of commercial relations on a large scale with Asia and Oceania, for the future of Puget Sound as a shipping region depends in a large measure on the share which the United States will be able to obtain of the total trade of nearly \$3,000,000,000 which the trans-Pacific countries do with the rest of the world.

A WESTERN PIANO HOUSE

PORTLAND THE CENTER OF A VAST MUSICAL INSTRUMENT TRADE.

A Splendidly Equipped Establishment—The Most Extensive and Best Organized Business of Its Kind in the United States.

The position occupied by Eilers Piano House in the piano world is as unique as it is prominent. Possessing the great advantages and small profits, this house has built up an immense quick-sales business in a phenomenally short time, having been established but four years.

West for bacon, hams and lard. A field is open here for the establishment of large packing-houses to cure and pack the fine pork products of this state.

REALTY FOR 23 YEARS.

Market Now Healthier Than for Many Years.

Table with 2 columns: Year and Real Estate Value. Data points range from 1880 to 1902.

The foregoing table shows the annual amount of Multnomah County real estate transfers for the years 1880 to 1902, inclusive.

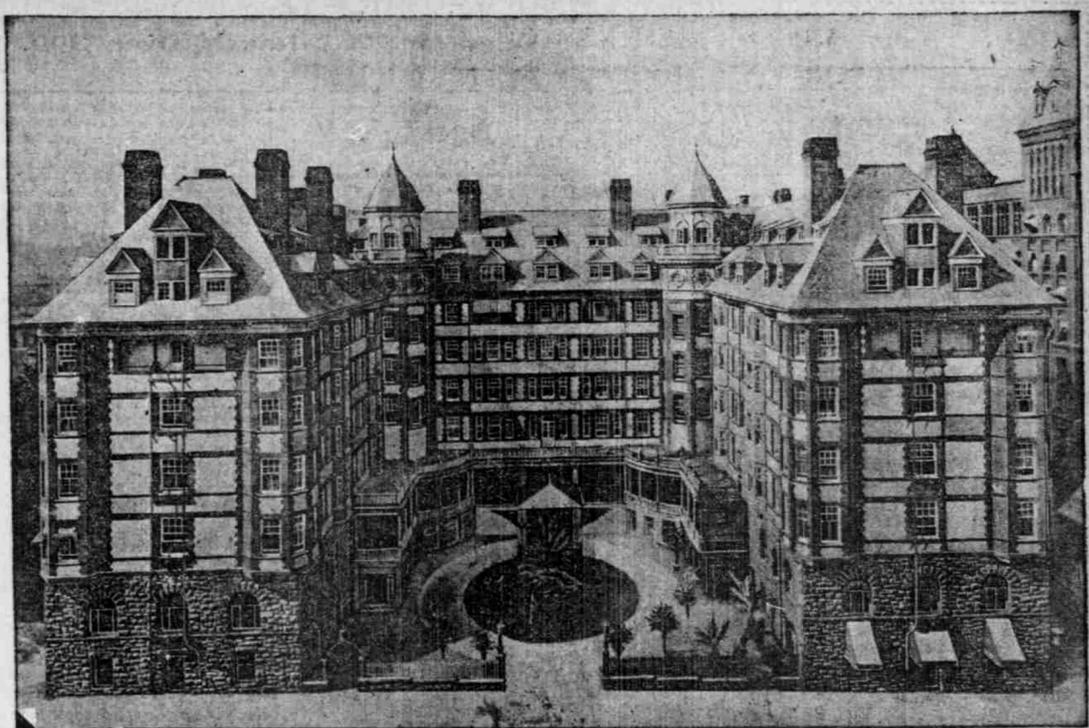
It will be seen that during this time 1889 was the banner year. It will also be seen, as well as remembered by not a few, that with the panic of 1893 the real estate transfers fell with a dull sickening thud, and continued on the down grade till 1896, when they seem to have struck hard-pin, and the transfers were the smallest for 12 years.

Since then there has been a steady trend upward, with 1902 showing in round numbers \$7,500,000.

The most peculiar aspect of the real estate situation with us is the practical absence of any disposition among buyers to speculate. The buying is almost wholly for actual use.

Real estate values here, during the last three or four years, have by no means kept normal pace with advancing improvements; and there is consequently a large room for real estate values to increase.

Portland is today as solid as a bullet, and in a more vigorous and healthy condition than ever before. The outlook is exceedingly bright.



Headquarters for Tourists and Commercial Travelers.

THE PORTLAND

Portland Hotel Co., Owners. PORTLAND, OR. H. C. Bowers, Manager.

Cost \$1,000,000.00. American Plan—\$3.00 per day and upwards.

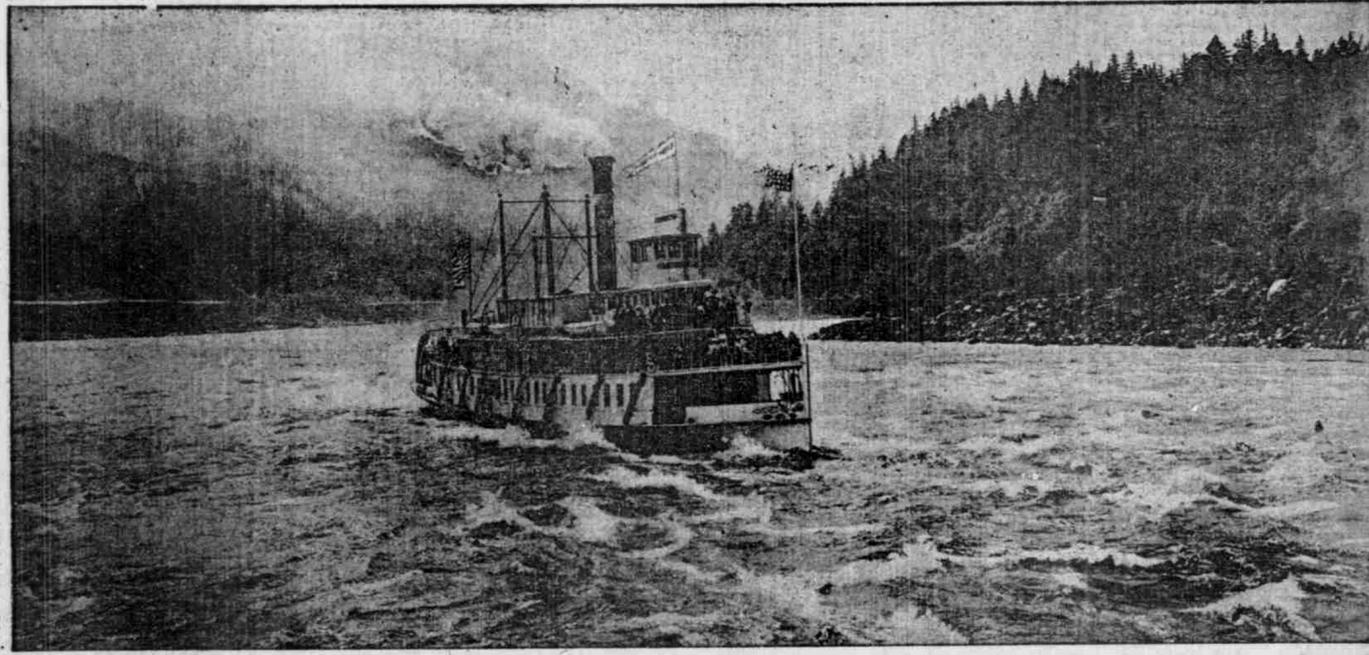
MIGHTY ACHIEVEMENT OF LEWIS AND CLARK

How the Hardy Explorers Performed Their Wonderful Task of Penetrating a New Country

LEWIS AND CLARK EXPLORATION.—It is a subject for gratitude and grateful remembrance. The foresight of the great commoner, Thomas Jefferson, in planning for and securing to the United States, to the American people and to coming generations that magnificent stretch of country reaching from the Atlantic to the Pacific Ocean, through the Louisiana Purchase and by right of discovery of the Columbia and its tributaries by Captain Gray, was remarkable.

COLUMBIA RIVER & PUGET SOUND NAVIGATION CO.

(WHITE COLLAR LINE.)



STEAMER BAILEY GATZERT IN THE HEART OF THE CASCADE MOUNTAINS, PASSING THROUGH THE RAPIDS OF THE COLUMBIA RIVER, APPROACHING THE CASCADE LOCKS.

The Bailey Gatzert has the reputation of being the finest-equipped stern-wheel excursion steamboat ever built. The accommodations of this boat cannot be excelled. Thousands of tourists from all parts of the world who have taken the trip up the Columbia River to the Cascade Locks and The Dalles, also down the Columbia to Astoria, can testify to this.

the United States Treasury Department. Between 1888 and 1901, both years ending with June 30, San Francisco's proportion of the total imports and exports of the United States fell from 4.55 per cent to 2.63 per cent; Puget Sound from 1.54 per cent to 1.19 per cent, and Portland from 0.83 per cent to 0.62 per cent.

business, which embraces every branch pertaining to piano handling, with the exception of actual construction, is the largest of any concern of the sort in the United States. The bulk of its operations are from Portland, where it has an extensive storage depot and elaborate show rooms.

THE FAIR DIRECTORS.

- Directors of the Lewis and Clark Centennial and American Pacific Exposition and Oriental Fair: H. W. CORBETT, Portland. H. W. SCOTT, Portland. ADOLPHE WOLFE, Portland. LEO FRIED, Portland. WM. D. WHEELWRIGHT, Portland. JAMES H. RALEY, Pendleton. SAMUEL CONNELLY, Portland. J. C. AINSWORTH, Portland. CHARLES E. LADD, Portland. PAUL WEBER, Portland. RUFUS MALLORY, Portland. JOHN P. O'SHEA, Portland. L. N. FLEISCHNER, Portland. J. C. COOPER, McMinnville. O. L. MILLER, Baker City. A. H. DEYER, Portland. GEO. W. RIDDLE, Astoria. WILLIAM D. FENTON, Portland. GEORGE W. BATES, Portland. J. M. CHURCH, La Grande. A. BUSH, Salem. B. VAN EUSEN, Astoria. F. DRESSER, Portland. A. L. MILLS, Portland. P. L. WILLES, Portland. President, H. W. Corbett. First Vice-President, H. W. Scott. Second Vice-President, Adolphe Wolfe. Third Vice-President, Leo Fried. Treasurer, First National Bank. Auditor, Adolphe Wolfe. Secretary, Henry E. Reed.

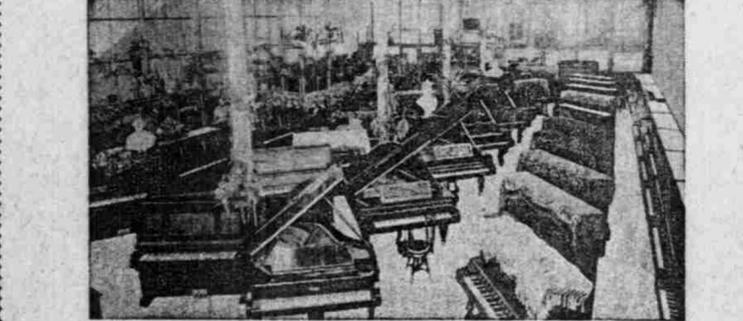
OREGON FLAX BEST.

Fiber Produced in Oregon Rivals the Product of Europe.

As a result of experiments thus far made, Eugene Boase, formerly a flax manufacturer in Wisconsin, and earlier of Belgium, says that flax fiber can be produced in Oregon to rival the high-grade flax of Europe. The flax can be made into many different grades of fiber, according to the needs, the cost varying according to the grade of fiber produced.

VIEWS OF PORTLAND'S Great Wholesale and Retail Piano and Organ House

The most extensive of its kind in the United States.



A GLIMPSE OF THE MAIN RETAIL, SALESROOM AND GENERAL OFFICES, EILERS PIANO HOUSE, 331 WASHINGTON STREET, PORTLAND. OTHER STORES AT SPOKANE, SAN FRANCISCO AND SACRAMENTO.



WHOLESALE PIANO AND ORGAN DEPOT, EILERS PIANO HOUSE. INSTRUMENTS ARE RECEIVED HERE IN CARLOAD LOTS ON THE COMPANY'S SIDETRACES AND SHIPPED TO EVERY PART OF THE GREAT NORTHWEST CAPACITY OF WAREHOUSE, FIFTY CARLOADS.

great natural resources in timber and timber products, in mines and minerals, in agriculture and stockraising, in fisheries, fruitgrowing and many other avenues for the employment of labor and investment of capital, should take advantage of the opportunity which the Lewis and Clark Centennial Exposition offers to make her boundless and matchless resources known to the world. It is an opportunity that will never again present itself, and your honorable body should make the very best use of it by voting a liberal appropriation for an exhibit that will place the State of Washington in the first rank of the states having exhibits at Portland. Our state will not be true to herself if she lets pass this chance to demonstrate her products in the vast region which the foresight of Jefferson and the courage and patriotism of Lewis and Clark saved to American sovereignty.

Oregon Cheese. Oregon cheese finds a ready market in California because the heaviest production here is at the season when the supply is shortest in California. Field for Packing-Houses. Oregon is so rich that it sends regularly \$1,000,000 a year to the states of the Middle

DELIVERY SERVICE OF EILERS PIANO HOUSE, SHOWING PECULIAR STYLE OF WAGONS USED IN PORTLAND, KNOWN AS "GOOSE-NECK TRUCKS." THE ONE IN THE MIDDLE OF THE GROUP HAS HANDLED OVER FIVE THOUSAND PIANOS.