



It's a you parade.

Herzog-Meier

D. Fulps/George Kettner
503-644-9121 • cars@herzogmeier.com

Drivers wanted.

H. DWAYNE DAVIS, Broker

REALTY TRUST
GROUP

AS YOUR AGENT I WILL:

- Listen to you
- Communicate throughout the process
- Be present through closing and beyond

Cell 503/319-4057
Office 503/294-1101
Email hddavis@realtytrust.com
www.realtytrust.com/hdwaynedavis



Let's talk about your needs and create a strategy for your future.



ESQUIRE MOTORS, INC.
Since 1968

COMPLETE FOREIGN CAR SERVICE & REPAIR
EUROPEAN & ASIAN

- Quality Services Guaranteed
- Serving Downtown Portland Since 1968



503.226.6269

www.esquiremotors.com
1853 SW Jefferson • Portland

COMMUNICATE

business cards • newsletters • brochures • rack cards



Tel 503.281.8688 • Fax 503.249.1440 • www.impress-usa.com

Your #1 choice

24/7/365

503.227.1212



SPIRIT BODY MASSAGE

RICHARD LUDT - LMT



because...

The holidays stress you out,
20% off gift certificates now through the end of December!

Proudly serving the glbt community since 1998.

WWW.SPIRITBODYMASSAGE.COM

503.880.1019

LIC. #6665

Big City Produce

Local Folks, Local Produce

2004 BEST
Award winner
Best Sustainable
Food System

Little Store . . .
Big on
Diversity.



722 N. Sumner (at N. Albina) • Portland • 503-460-3830

LINNTON FEED & SEED

10920 NW St. Helens Rd • Portland, OR 97231 • Phone: (503)286-1291

DAY OLD CHICKS
POULTRY SUPPLIES
ORGANIC FEED

GARDENING SUPPLIES
ORGANIC FERTILIZERS
BEDDING PLANTS

HARDWARE
FENCING
PLUMBING



The unique shopping experience

northwest

Long Live Vintage Pianos

Going to the pound can be challenging for people who want to take each adorable puppy home.

Martha Taylor faced a similar challenge 20 years ago when she came across a warehouse full of pianos in Berkeley, Calif.

"There were 500 pianos that would be taken to the dump if I didn't take them," says Taylor. "So I took them."

After hiring someone to work on the pianos, following him around and learning how to do the repairs herself, Taylor opened The Immortal Piano Co.

Ten years ago, Taylor moved to Portland and brought the business with her. She claims her dog made her do it. "On a trip to Oregon, she acted like she was having diarrhea, so I pulled over next to the Welcome to Oregon sign, and she jumps out and just stares up at the sign."

Taylor, who is bisexual, knows a good thing when she sees it. "Finding pianos that deserve to be worked on is a challenge. About 80 percent of the pianos I go out to see are no longer structurally sound. Most are nicely weathered and neglected once they get here."

Taylor rebuilds vintage upright pianos, which "nobody in their right mind is doing anymore." She says she gets to "play God" and spends a minimum of 20 hours to bring a piano back to a basic playing standard. "It's wonderful to continue the craftsmanship of 100 years ago and know these objects will be around for another 100 years."

She says she sells her pianos to a lot of women in their 40s who haven't played since they were kids and to moms of aspiring musicians. "A lot of gay boys walk in here, too," Taylor adds.

Portlanders love the vintage pianos because, according to Taylor, most were originally built before 1928 and look great in Portland homes. "They're gorgeous pieces of furniture and history that are far superior instruments to what you could get new in the same price range."

The Immortal Piano Co. is located at 4011 S.E. Belmont St.

Put Your House on Stage

Gay-owned On Stage can transform a vacant house that has been on the market way too long into a hot seller. Todd McCalister and Allan Labeck, business partners and friends for 15 years, recently brought home staging to the Portland area. "It's pretty popular in Seattle and in Southern and Northern California," says McCalister, "and somehow it missed Portland."

McCalister, who previously owned an interior design company, says he got into home staging by accident. "I had real estate agent neighbors who had a home that was not selling that was vacant. I took my own furniture, loaded the truck myself, set it up, and the house sold soon after."

With house hunters looking at five to 10 houses a day, agents and owners need a marketing tool to give their homes an edge. "Once you put a house on the market, it becomes a business," McCalister says, "and you need to distinguish your house from the others around."

Some could argue that home staging is the

magic touch. "Often nothing is changed except we brought furniture in. The agent relists, and the same people who saw the place empty come back and make offers."

According to McCalister, 90 percent of people cannot visualize scale or size in an empty place. "We have contemporary, eclectic and traditional furniture, and we select which will compliment the

home it's going into to maximize its visual appeal," he says.

On Stage provides service seven days a week,

business watch



Martha Taylor of The Immortal Piano Co. brings beautiful uprights back to life.

which is great for folks needing to sell in a hurry. "Other companies have to rent furniture to do staging, but we have a 10,000-square-foot warehouse full of our own furniture," McCalister explains.

In the past year and a half, business has taken off for McCalister and Labeck, who work with more than 140 real estate agents in the area. "A lot of agents in our community are aware of us but don't know we're gay-owned," says McCalister. Maybe that's about to change.

For more information call 503-473-8838.

Greg's Brings Gifts to St. Johns

Greg's, the ever-popular gift shop at 3707 S.E. Hawthorne Blvd., has brought vivacious, locally made and imported home items to St. Johns, a blossoming district in need of foot traffic and window shopping opportunities.

The new shop opened last month at 8218 N.



On Stage co-owner Todd McCalister makes homes pretty enough to sell.