

Olds, Wortman & King

The Different Store.

Olds, Wortman & King

Portland's Quality Shop.

Olds, Wortman & King

FIFTH AND WASHINGTON STREETS

WHERE THE WALLS ARE COMING DOWN

FIFTH AND WASHINGTON STREETS

WHO IS THE IMITATOR? You, the Public, Decide the Query....

"This Store Is Growing Every Day"

This store, now in process of dis-ruption of departments and dis-lodgment of stocks, preparatory to adding another building that will mean one-fourth additional selling space, states a positive truth at the head of this column. If the same can be as truly said of would-be competitors, there are about 150,000 "Missourians" now sojourning in this beautiful "Rose City" that will have to be shown. The fol-lowing TRUE INCIDENT, which hap-pened in another store the other day, shows the trend of public opinion on the subject.

Enter a lady, formerly a constant patron, but somewhat of a stranger of late—approached by a member of the firm. "Why Mrs. —, quite a stranger, what can we do for you today?"

"Nothing, I think, just dropped in to look 'round."

"What is the reason we don't see more of you lately, anything the matter?"

"Well, you look so lonesome here, I like to shop where there's more people. One always finds hosts of bargains where there's throngs of people. Guess I'll go over to the 'Different Store,' where the crowds are." And she came—and told of the incident. It's one of many sim-ilar ones, getting to be an everyday story. "Straws show which way the wind blows," and the trade winds are blowing the clouds this way, where everything in the house is price reduced.

Dislodgment Specials For the week in Domestic Corner

First Floor. Summer Dress Stuffs, Wash Goods and Linens. White Japanese Linens for smart, cool Summer Dresses, a fine wear-ing fabric—four qualities, greatly reduced:

\$1.00, this week.....75c \$1.75, this week.....\$1.25 \$2.00, this week.....\$1.50 \$2.25, this week.....\$1.75

300 dozen heavy bleached Nap-kins, size 18 in., \$1.50 value, spe-cial at.....\$1.15

100 dozen extra weight unbleached Turkish Bath Towels, size 18x40, value 12 1/2c, special, each.....9c

High-Class White Goods for suits and waists, all our 85c, 75c and 85c lines, special for this week, yard.....38c

Canvas Suitings, pure white, rich-ly mercerized in yarn, has the ap-pearance of silk, 35c and 40c val-ues, special, yard.....18c

Fancy Organdies, American make, but as sheer as the dainty, foreign weaves, in charming flower de-signs, 25c values, special, at, per yard.....15c

Final Slaughter Starts Today In Women's Knitwear and Ho-siery Aisles. Prices that must rid us of the stocks to save moving.

Extra special for the week—Women's "Merode" Silk and Cotton Vests and Pants, extra silk trimmed, white, vests high neck, long, low-neck sleeveless, pants tights top, knee and ankle length, \$1.25 value, spe-cial, each.....95c

Women's White Sleeveless Swiss Ribbed Vests, lace trimmed, 35c value, special, each.....23c

Yesterday's Oregonian contained a "spiel" from a whimpering store scribe anent the "originality" of "HOURLY SALES." The "origin" of these powerful trade pullers has been long since lost in the oblivion of the dim past. We doubt if it be within the memory even of the "Oldest Inhabitant" to tell where, when and by whom the "HOURLY SALES" were first spread and started upon a voyage which involved the touching at many ports. Perhaps, however, a few figures may prove facts that will settle forever in the minds of "discriminating people" the question as to what firm belongs the credit locally of introducing these Bargain Events to Portland. Under the signature of his firm, this same bilious scribe, last Monday, June 13, declared that his house "originated them in Portland" (whatever that means) FIVE YEARS AGO. By the files of the ads of this house, we prove that they were first used by Olds, Wortman & King, locally, in the Fall of 1893, nearly 11 years ago, later in 1896 and again in 1897. By his own admission then, his claim is baseless by about six years—a pretty good shot, at that, compared to some other claims by the same "ad-expert" (?) WHO IS THE IMITATOR?

Another Incident: On Friday, May 13th, this store announced an "EDUCATIONAL CONTEST," by which it invited its public to select by vote three teachers from Portland's schools, to be sent to the great St. Louis Exposition, at the expense of this house, in the interest of education, for the further-ance of the coming Lewis and Clark Fair. THE DAY FOLLOWING, Saturday, May 14th, another local store started, "FOLLOWING THE FOOTSTEPS OF OTHERS," in a similar move. THE PUBLIC KNOWS THE REST. WHO IS THE IMITATOR? Any Friday morning the public may see the ads of the previous evening, issued by this store, copied verba-tim by another store—but are the goods the same? The public says NO! It's easy to copy phrases and purloin whole advertisements—not so easy, however, to deliver the goods. WHO IS THE IMITATOR? As spoils of war, left behind by the retreating forces, we appropriate the following excerpts, which we ask our readers to apply this morning as best fits their fair and impartial judgment. "Following the footsteps of others," "some houses watch continually their successful competitors, and when they find them doing a rushing business they immediately rush to do the same thing; advertise a similar sale"—"but at the best it's only imitation, and is recognized as such by all discriminating people"—"We believe in taking the initiative and we continue to let the other fellow follow in the wake of our success. If he's satisfied to imitate, we're satisfied to let him. This store is growing every day. What the other fellow does is of little interest to us as long as he does not undersell us—that we will not allow." PORTLAND'S ORIGINAL HOURLY SALES START AT 8 THIS MORNING AT THE OLDS, WORTMAN & KING STORE. The story is told below in short meter.

Advertisement for 'The Sensation of the Hour Women's \$3 Shirtwaists 89c'. Includes a list of various goods like Golf Shirts, Women's Vests, China Cups and Saucers, Children's Bonnets, Men's Wash 4-in-Hands, Writing Paper, Wash Suitings, etc., and a list of 15 leaders to date with standing names like Winifred Mosher, Harrison, etc.

The Crowning Values of the Great Dislodgment Sales Are Here Today. SOME MAY LAST ALL WEEK. EVERY ARTICLE IN THE HOUSE—BASEMENT TO ROOF—REMEMBER, REMAINS MIGHTILY REDUCED!

\$9.98 Buys Women's New \$28.50 Suits Today. Words fail to express the values involved. The offer-ing surpasses all previous ones in Portland's garment-selling history. Every suit new this season and every one of the high grade in style, workmanship and finish for which this great Suit Store is noted.

Radiant Ribbons RADICALLY REDUCED. A splendid lot of beautiful all-silk satin Taffeta and fine Taffeta Rib-bons, 3 1/2 and 4-inch widths, the sort of ribbons that every buyer is calling for today—to reduce stocks at once, the 35c and 40c values at.....25c

THE SILK STORE. Stupendous, Heretofore Unheard-of Values This Week in the Great Dislodgment Sale of SILKS. Annex, First Floor. \$1.00 Shirtwaist Suit Silks, in checks, stripes and neat figured effects, a full color assortment to select from—special, yard.....62c

Teachers' Educa-tional Contest TOTAL VOTE TO CLOSING TIME OF SATURDAY, 6 P. M. The Vote Reaches the Enormous Total of Almost Half a Million in Five Weeks.

A vote with every 25c purchase. No employe at THIS store is al-lowed to influence, coerce or even suggest the name of any teacher to be voted for. The contest is open and above board, inspected con-stantly by an impartial committee of newspaper men of prominence and integrity. This house pledges its public that, as in everything else connected with it, the will of the people shall decide. No em-ployees are interested and no favorites played.

Sweeping Clearance Prices of Household Goods On Third Floor. Every Article Reduced! Special Dislodgment Prices—New addition to our half-priced Decorated Haviland China.

Chocolate Pots—Values \$5.95—special...\$2.98 Values \$4.50—special...\$2.25 Values \$3.50—special...\$1.75 Values \$2.90—special...\$1.45

Rich Decorated Plates—Values \$25.50 doz....\$12.75 Values \$19.00 doz....\$9.50 Values \$18.80 doz....\$8.40 Values \$10.50 doz....\$5.25 Values \$ 8.35 doz....\$4.18 Values \$ 5.60 doz....\$2.80

QUICK-MEAL Steel Ranges, the most perfectly constructed range made, every part fits, no loose joints, no space for cold air to enter oven or destroy drafts and no bolts to become loose.

Hundreds can testify to good qualities and perfect satisfaction of our Quick-Meal Steel Ranges. Special prices on stoves and ranges during sale. Order now, save money and get the best. Steel ranges, \$27.50 to \$65. Cook Stoves, \$6.50 and up. Coal Oil and Gasoline Stoves at money-saving prices.

Sensational Sale of PETTICOATS Starts this morning. Second Floor Annex. Ladies' \$1.50 Muslin Skirts.....99c Ladies' \$2.00 Cambric Petticoats.....\$1.29 Ladies' \$2.75 Cambric Petticoats.....\$1.97 Ladies' \$3.75 Cambric Petticoats.....\$2.85 Ladies' \$4.50 Cambric Petticoats.....\$3.29 Ladies' hand-made and em-broidered Petticoats of fine Nain-sook—\$ 4.50 values at.....\$3.00 \$ 5.50 values at.....\$3.67 \$ 8.00 values at.....\$5.34 \$10.50 values at.....\$7.00 \$12.00 values at.....\$8.00 Up to \$45 values for.....\$30.00