

W. H. Northman & Son **PORTLAND'S LARGEST, FOREMOST STORE** **W. H. Northman & Son**

THE GRAND OPENING OF THE NEW PUBLIC TEA ROOMS on second floor, under the management and auspices of the Y. W. C. A. occurs Saturday at 11 A. M. Tea, chocolate, sandwiches, cakes, wafers, gingerbread, scones and hot rolls will be served, the menu varying each day. The public is cordially urged to attend the opening.

A Million-Dollar Stock of Christmas and Winter Goods Is at Your Mercy! The Greatest Merchandising Event Ever Conducted in the West Is On!

We've a surplus of half a million—\$500,000—worth of merchandise in these stores; all new, down-to-date merchandise of the worthy sort. Winter goods, Christmas goods, staple goods. We mean to close the page of the year 1904 with the record sale of all our store life, with the longest list of value-giving sales to our credit ever attained by any retail house in the West, if not in America. The task we have set ourselves is to double the purchasing power of your dollars over and over again—to give you unparalleled and unexampled values for your money as will result in the most unlimited buying, with the undoubted assurance that in all human probability there will not come a time again in years—if ever—that such bargain opportunities will occur. We're bound to sell a half-million dollars' worth of goods, for something, ere January 1st, 1905. THE "STORE MANAGERS' SALE" IS YOUR CHANCE TO MAKE MONEY BY SAVING IT!

A Manager's Cleanup of Wrist Bags

Special Today
 \$6.00 to \$11.00 Wrist Bags \$2.49
 \$4.00 to \$ 5.00 Wrist Bags \$1.69
 Lorgnette Chains—values to \$8c 9c
 at each
 Values to \$2.00 at each 19c
 New Annex Store—First floor—Furnish the Pair-Way.
 THE WRIST BAGS—Ladies' finest quality of real black and gray dyes, with chain handles of oxidized gilt or polished silver. Extra fine quality.
 Values from \$8.00 to \$11.00—Special at \$2.49
 Values from \$4.00 to \$ 5.00—Special at \$1.69
 Only about 250 in the lot. Early selection is advised.
 BEADED LORGNETTE CHAINS.
 In coral, jet and handsome colored beadings.
 Values to \$5c—Special at 3c
 Values from 85c to \$2.00—Special at 19c

\$1.25 Royal Worcester Corsets Today 19c Pair

To close today, several styles of discontinued Royal Worcester Corsets in short or long effects, colors, drab, black and white, sizes 18 and 19 only; regular price to \$1.25 pair, special at, pair 19c

Two Remarkable Petticoat for Today Specials

"Petticoat Lane"
 New Annex—Second Floor.
 Particularly good news from Mr. Hansen's departments. Hundreds of women will avail themselves of this day's special offerings to fill petticoat wants. Nothing nicer for a dainty Xmas gift than one of these: Ladies' fine Cambric Petticoats, 22-inch fine lawn flounce, with two 1/2-inch tucks between clusters of seven fine tucks each, 13-inch blind embroidery and hemstitched under ruffle. Regular price \$3.75—special at **\$2.29**
 Ladies' fine nainsook Petticoats, 21-inch fine lawn flounce, two clusters of fine tucks each, three rows of heading between three rows of 3/4-inch Val. lace insertion and 3/4-inch Val. lace edging and plain lawn under ruffle. Regular \$4.50—special at **\$2.87**

We Ought to Do All the Christmas Shoe Business in Portland!

XMAS SLIPPERS
 Cost Less Here Than at the Factory

At the Shoe Store on the "Fair Way"
 Our Shoe Store manager is bound to do his share of gain on the month's business and so cure for himself one of the cash prizes offered. The \$50 looks about "Ernie's" size when one glances over these prices. Several of them are actually under cost to us. Hardly any ever. To buy Winter footwear now is to save materially on price.
 Men's \$1.50 black Opera-House Slippers, hand-trimmed soles, good, broad toes, at the pair **37c**
 Children's red felt, fur-trimmed Juliettes, turn soles, sizes 8 to 12—special 8 1/2 to 11—special 70c; 11 1/2 to 12—special 80c.
 Boys' House Slippers in black vic kid—Regular \$1.50 values, sizes 11 to 12—special 77c; sizes 9 1/2 to 10 1/2—special 87c.
 Women's drossy House Slippers, in patent colt or undressed kid, fur-trimmed, hand-turned soles—Regular price \$1.50, special **88c**
 Men's Fancy House Slippers, in tan or black, leather-lined, full round toe last—Regular \$2.50 values at, pair **\$1.48**
 Regular \$2.00 values at, pair **\$1.28**
 Regular \$1.75 values at, pair **\$1.09**
 Regular \$1.50 values at, pair **87c**
 Men's box calf, velour, vic or patent colt Winter Shoes, new goods—Regular \$2.50 and \$4.00 values at **\$2.37**
 Boys' box calf Winter Shoes, good, heavy soles, full round toes, sizes 11 to 13—pair **\$1.00**
 12 1/2 to 13—pair **\$1.25**
 13 1/2 to 14—pair **\$1.50**
 Men's box calf Winter Shoes, in double soles, full round toes and heavy plant uppers—Sizes: 8 to 8 1/2—Regular \$1.50 values at, pair **\$1.00**
 8 1/2 to 11—Regular \$1.50 values at, pair **\$1.25**
 11 1/2 to 14—Regular \$2.00 values at, pair **\$1.50**
 Velvet or felt fur-trimmed Juliettes, in black or red, hand-turned soles, full round toes, flat heels—Regular \$1.25 values at, pair **63c**

BY SPECIAL REQUEST THE BIG SALE OF WOMEN'S SUITS

CONTINUES TODAY
 Miss Bernard has received so many mail requests from out-of-town patrons who have been unable to get to the store yet this week, she has decided to continue the matchless Suit Sale for one more day. Today, however, will present the last opportunity to secure these splendid suits under price. A number of new ones will be added, making the collection unmatchable, even after three days of busy selling. Splendidly tailored, handsome SUITS, \$32.50 and \$38.50 values..... **\$16.85**

LAST CHANCE AT THESE TODAY Opera and Evening Coats 1/2 Price

All Opera or Evening Coats and Capes up from \$40.00 at half price. In the newest conceptions. Biggest line in Portland for selections, among them several of the famous Schroeder models.

Women's and Misses' Golf Vests and Sweaters Reduced

EVERY ONE IN THE HOUSE ON SPECIAL SALE.
 The Sweaters are in both blouse and Norfolk styles, soft but firm, pretty wools, plain red, white and fancies:
 \$3.50 and \$3.75 values at **\$2.39**
 \$4.50 and \$5.00 values at **\$3.18**
 \$6.50 and \$7.50 values at **\$4.65**
 Our regular \$5.00 and \$6.00 values for **\$3.19**
 Golf Vests, in handsome wools, white, red and fancy mixtures; our regular \$2.00, \$2.50, \$3.50 and \$4.50 values for **\$1.56**
 Above values for today and balance of week.

For Balance of Week Christmas Furs Recklessly Reduced

Fur weather and Xmas coming. Miss Bernard doesn't care a rap whether these choice furs want to be driven out in the cold or not—they've got to go; and these reductions should sweep them out quickly. Our regular prices on furs are the lowest in the city. The furs are the first and best selections of a prominent St. Paul manufacturer—the finest in America.
Beautiful Neckpieces
 Electric seals, black coney, sable and Isabella 'possum and black martens; lined with rich Siberian squirrel, silken cords, tassels and tails. Values from \$3.50 to \$38.50, and reduced this way:
 \$ 3.50 Neckpieces **\$2.18** \$20.00 Neckpieces **\$13.35**
 \$ 4.50 Neckpieces **\$3.00** \$22.50 Neckpieces **\$15.75**
 \$ 6.00 Neckpieces **\$4.15** \$25.00 Neckpieces **\$18.35**
 \$ 7.50 Neckpieces **\$5.15** \$27.50 Neckpieces **\$21.85**
 \$10.00 Neckpieces **\$6.65** \$30.00 Neckpieces **\$24.85**
 \$12.50 Neckpieces **\$8.35** \$32.50 Neckpieces **\$26.85**
 \$15.00 Neckpieces **\$10.50** \$35.00 Neckpieces **\$28.85**
 \$18.50 Neckpieces **\$12.35** \$38.50 Neckpieces **\$31.85**
 And other in-between prices proportionately reduced.

MAY BE YOU'VE WAITED FOR A SPECIAL SALE OF RAINCOATS

All Right—HALF-PRICE! Yes, that's right
HALF-PRICE
ANY RAINCOAT IN THE HOUSE.
 Too many and varied for detailed description. Cravenettes, some Priestleys; in tans, olives, Oxford grays, navys, blacks and handsome mannish mixtures. The largest stock in the West to select from. More than any other three Portland stores combined. Plain tailored mannish effects and all the latest in trimmings. Some with velvet collars. High-class tailored garments, at regular value \$12.50 to \$38.50—**Half-Price** Today only at.....

They're Up and Doing In the Man's Shop

Bargains Galore!
 First Floor—New Annex
 Hints of what to buy for "him" as a Xmas remembrance are here in plenty. To the list published earlier in the week we add this grand triumvirate of bargains for today and remainder of the week—

Men's \$5.50 Lounging Robes \$3.50
 Handsome plaid patterns in pretty, soft, fleecy gray and brown colorings of blanket cloths, with cord and tassels at waist. In "Sherlock Holmes"—best \$5.50 values we have ever been able to offer—Special **\$3.50**
Men's \$1.50 Mocha Gloves 75c
 A line of Men's Mocha Gloves, in Gray, full pique sewed, in sizes 7, 7 1/4, 7 3/4, 8 and 8 1/2 **75c**
Men's \$2.50 Fancy Vests \$1.29
 Men's Fancy Vests, gray with blue and brown stripes, \$1.29 and plain white pique—Regular \$2.50 values, for, each **85c**
 7c for Men's Shirts worth \$1.25 and \$1.50—Men's fancy Shirts, soft bosom style, separate cuts, in materials of Oxford and Madras, in very choice patterns; our best \$1.25 and \$1.50 values for **75c**
 22c for Men's Suspenders worth 50c—Christmas Suspenders, packed one pair in fancy box, white kid ends; our best 50c value, for, each **22c**
 Men's Nightshirts, worth 75c, for 45c—Men's Flannellette Nightshirts, soft, fleecy garments; a guarantee of good refreshing sleep for these chilly nights; our standard 75c value, for, each **45c**
 Only 85c for Men's Walking Gloves worth \$1.50—Men's Glass Kid Walking Gloves, full pique sewed, best and most desirable street colors; our \$1.50 value, for, pair **85c**
 92c for Men's Underwear worth \$1.50—Men's fine natural wool Undershirts and Drawers, in silver gray, Winter weight, very fine stock; our \$1.50 value, for, each **92c**
 46c for Men's Handkerchiefs worth \$1.00—Men's Christmas Handkerchiefs with initials, put up one-half dozen in box; our \$1.00 value, for, box **46c**
 Men's Neckties worth 75c for 50c—Men's Christmas Neckwear—English Squares and Four-in-Hands, the richest silks and newest patterns ever offered at the price; our 75c value, for, each **35c**
 15c instead of 25c for men's Hose—Men's Cashmere Hose, in natural, silver gray or solid black, medium weight; our best 25c value for, pair **15c**

Sensational Values for Today -- Ladies' Furnishing Shops

Valenciennes and Torchon Edges and Insertions
 10c FOR VALENCIENNES LACES WORTH 35c
 A lot of wide Valenciennes Edges and Insertions, 2 to 5 1/2 inches wide—Values up to 35c, for, the yard, 10c
 Also a lot of Torchon Edges and Insertions—Our 15c value, for, the yard **7.5c**
HANDSOME LACE COLLARS
 Lace Counter—First Floor
 Very handsome fine Lace Collars, made of net top Venise, Battemberg, Spangled or Irish Crochet Laces, very rich looking and stylish, to wear with evening waists—make most acceptable Xmas gifts. All are greatly reduced in price for this sale—
 Our \$4.50 values, for, each **\$2.25**
 Our \$4.75 and \$5.00 values, for, each **\$2.50**
 Our \$9.00 and \$7.50 values, for, each **\$4.25**
 Our \$12.00, \$11.00 and \$10.90 values, for, each **\$7.00**
APPLIQUE TRIMMINGS
 Sewed new Applique Trimmings in bands and galoons, in white, black and colors—
 Our 25c, 50c, 75c, \$1.00, \$2.00 and \$3.00 values, for, the yard, 15c, 32c, 45c, 80c and \$1.48.
HANDKERCHIEFS
 First Floor
 12 1/2c FOR LINED HANDKERCHIEFS WORTH 20c AND 25c
 Pure Linen Hemstitched Handkerchiefs in either sheer or cambric linen, a big lot of them—Our 20 and 25c values for, each **12 1/2c**

PHENOMENAL December Millinery Selling

Features the Progress of the "STORE MANAGERS' SALE" in the Daylight Salons of the New Annex—Second Floor. The millinery store has never had so successful a season as this. In elegance of styles and worthiness of materials, combined with lowest prices consistent with quality, this store leads every other Western house. And now comes the determination to "clean house" and get ready for a new season. The "Store Managers' Sale" is fruitful with saving opportunity. To the woman who needs a new hat for Christmas or likes a change in headwear for the functions of every-day life, we offer numerous chances to economize, few better than the one we print below for Thursday selling:
 200 very smart, new Feather Turbans, in black, white, castor, gray, light blue, etc. Hais appropriate for street, dress or evening wear. The best \$6.00 values in the city—special for today only at **\$2.49**

The Mills and Factories Undersold Right Here in the Women's Knitwear and Hosiery Department

First Floor
 A pretty strong statement, perhaps you think. The goods are here with prices to back our statement. We'll be glad to submit it to expert judgment. Positively the greatest values ever offered in the history of the store—
WOMEN'S UNDERWEAR WORTH \$1.25 FOR 65c
 Women's medium-weight silk and cotton "Merode" Vests and Pants, all sizes—Our \$1.25 value for, each **69c**
\$1.00 FOR WOMEN'S UNION SUITS WORTH \$1.75
 Women's silk and Cotton "Merode" Union Suits—Our \$1.75 value for, the suit **\$1.19**
\$1.00 INSTEAD OF \$2.25 FOR WOMEN'S UNION SUITS.
 Women's fine white silk and light-weight "Merode" long sleeves, ankle and knee-length—Our \$2.25 value for, the suit **\$1.59**
75c FOR WOMEN'S UNDERWEAR WORTH \$1.25
 Women's heavy-weight silk and cotton Vests and Pants—"Merode"—long-sleeve Vests, ankle-length Pants—Our \$1.25 value for, each **79c**
\$1.00 FOR WOMEN'S UNION SUITS WORTH \$2.50
 Union Suits, same quality as that described above—Our \$2.50 value for, the suit **\$1.69**
 All our heavy Winter-weight Stuttgarter Vest, Pants and Union Suits go at extra special prices—during this sale.
50c FOR HOSE WORTH 75c
 Women's black Cashmere Hose, full-finished—Our 75c value for, pair **59c**
Women's Hose
50c FOR EXTRA SIZE HOSE WORTH 75c
 Women's extra size black Cashmere Hose, full-shaped and finished—Our 75c value for, pair **59c**
50c FOR WOMEN'S HOSE WORTH 75c
 Women's black Cashmere Hose, full-finished—Our 75c value for, pair **33c**
25c FOR WOMEN'S HOSE WORTH 35c
 Women's black fleecy-lined Cotton Hose, white sole—Our 35c value for, the pair **22c**
CHILDREN'S HOSE
 Children's fine high-grade black Cashmere Hose, strictly first-class in every particular—
 Sizes 2-5 1/2—Our 50c value, for, pair **35c**
 Sizes 5 1/2-7 1/2—Our 50c value, for, pair **35c**
 Sizes 7 1/2-9 1/2—Our 60c value, for, pair **43c**
 Sizes 9 1/2-11—Our 70c value for, pair **49c**

Rare Bargain-Finds in "Book-lovers' Lane"

Yesterday's list is added to. Never sold so many books in any one day previous to Xmas week as yesterday. And no wonder when one may buy Christmas books and stock libraries at these prices as well known. Mr. Evans indeed bids strong for the book trade this holiday season, for hope you'll win a prize "Phil."
SPECIAL TODAY
45c for Leather-bound Classics worth 60c—A series of neat little volumes, bound in leather with gilt top and marker, neatly boxed. The list includes some of the best and most popular works of the world by the most popular and famous authors. Our 60c values, each **45c**
Syndicate Copyrights and Sunday School Library Books—So for Books we indicate copyrights are books that have first appeared in newspapers and magazines, written by such authors as Howard Pyle, E. W. Horning, Charles Clark Mann, John Oliver Hobbs and others equally as well known. The Sunday School Library is a series of selected books by authors of merit. They are suitable for Christian homes and Sunday school libraries. Our 25c values at, each **15c**
Half price on Children's Books—A lot of high-grade children's books, included in this list are A Round Robin, a series of short stories by popular children's authors. The Gosenbury Pilgrims, with gilt top and deckle edge. Regular prices on these books are 90c, 50c and \$1. Special economy sale price **40c**
Webster's Self-Pronouncing Pocket Dictionary—This dictionary in mass paper binding, contains the correct spelling and definition of nearly 50,000 words and manual of useful information. Publisher's price is 25c. Our special price is, each **11c**
Sunday School Teachers' Bibles worth \$1.00 for 85c—These Bibles have Floriated, Semi-divinity circuit binding, red under gold edges, with band and marker, with helps, references, concordance, etc., complete; also 47 plates, 12 colored maps and 32 pages of illustrations. The regular price is \$1.00. Special economy sale price, each **85c**
"Jezabel" by Lafayette McLaws; "When the Land Was Young," by Lafayette McLaws; "The Rogues' March," by Horning; "The Islander," by Harrison Roberts, and many others. Special, ea. 45c
SPECIAL ON BIBLES—Sunday school teachers' Bibles, seal divinity circuit binding, red under gold edge, with maps, concordance and plates. Regular price \$1.00. Special **80c**
Smaller size Bibles, without concordance, \$1.00 grade..... 80c
Bibles, seal, divinity circuit binding, kid lined, under gold edge, maps, concordance, etc. Regular price \$2.25. Special, \$1.50
WEBSTER'S DICTIONARY, UNABRIDGED, LEATHER BOUND, 1903 EDITION—5000 words added, useful appendices, population, statistics, 1000 illustrations. Reg. price \$4. Special, \$2.75
WEBSTER'S NEW CENTURY DICTIONARY—1500 illustrations, appendix of 10,000 words. Full sheep binding. Regular price \$2.75. Special **\$2.50**
Special on Copyright Books, each 45c
 Following is a partial list: "With Edged Tools," by Henry Seton Merriman; "The Sowers," by Henry Seton Merriman; "Saracens," by Marlon Crawford; "For the Freedom of the Sea," by Cyrus Townsend Brady; "John March, Southerner," by George W. Cable; "Pastime Stories," by Thomas Nelson Page.
SPECIAL SALE ON BOOKS OF BIOGRAPHY—Large 3 vo. bound, with nickel ornamented covers. Life of Washington, Life of Lincoln, Life of McKinley, Life of W. T. Sherman, Life of Barnum. All with illustrations. Reg. price 90c. Special, 35c