CITY NEWS IN BRIEF

THE OREGONIAN'S TELEPHONES.

Counting-Room	Main 667
Managing Editor	Main 636
Sunday Editor	Main 6235
City Editor	Main 166
Society Editor	Main 6235
Composing-Room	Main 685
Superintendent Building	Red 2826
East Side Office	East 61

AMUSEMENTS.

MARQUAM GRAND THEATER (Morrison st. between 6th and 7th)—Tonight at 8:30 o'clock, T. Daniel Frawley, in "Ranson's Folly."

BELASCO THEATER (14th and Washington)—Evening at 8:15, "A Fool and His Money."

EMPIRE THEATER (12th and Morrison)—Matinee at 2:15 and evening at 8:15, Johnston McCulley's new play, "The Heir Apparent."

GRAND THEATER (Park and Washington)—Continuous vaudeville, 2:30 to 10:30 P. M.

STAR THEATER (Park and Washington)—Continuous vaudeville, 2:30, 7:30, 9 P. M.

BAKER THEATER (3d and Yamhill)—Continuous vaudeville, 2:30, 7:30 and 9 P. M.

OREGONIAN AT SUMMER RESORTS.

Orders given to any of the following agents will be given careful attention. All mail subscriptions must be paid for in advance:

Long Beach	Strauhal & Co.
Seaview	Strauhal & Co.
The Breakers	J. M. Arthur
Ocean Park	C. H. Hill
Seaside	F. Dresser & Co.
Gearhart	Harry F. Davis
Newport	F. H. Lane
Collins' Hot Springs	C. T. Belcher
Moffett's Hot Springs	T. Moffett
St. Martin's Springs	Gordon & Wetherell
Gladstone Park	William U'Ren

FUNERAL OF DR. JOHN WELCH.—The funeral of Dr. John Welch, the dentist, took place yesterday morning from his late home at 80 East Sixteenth street, which was attended by a large number of prominent citizens of Portland and Oregon City. Active pallbearers were Mayor Harry Lane, Homer C. Davenport, Dr. A. B. Eastman, Vancouver; Dr. E. G. Clarke, T. R. Hungerford, W. L. L. Page, D. M. Watson and Dr. R. A. Wilson. The honorary pallbearers were Professor I. W. Pratt, Dr. J. R. Cardwell, D. J. Holmes, Dr. J. M. Fox and A. Noltner. At the house Dr. J. Whitcomb Brougher, of the White Temple, conducted the services, which were impressive and appropriate, reference being made to Dr. Welch as citizen and neighbor. Owing to the great crowd who came to pay their respects to the deceased few could gain entrance to the house where the services were held and remained on the grounds. Nearly all the children were present, including Dr. Welch's two sisters, Mrs. Dr. August C. Welch, of Astoria, and Mrs. Huelet, of Tacoma, who were with him at the last hours. At the grave in Riverview Cemetery the last rites were performed by the Oddfellows' order.

LIVED FIFTY-TWO YEARS IN POWELL'S VALLEY.—Mrs. Mary Jane Jones, wife of W. D. Jones, of Beaver Bend, Powell's Valley, a pioneer of 1852, died Wednesday at her home at the age of 81 years. Mr. and Mrs. Jones crossed the plains with a party of 40 wagons, enduring many hardships. They settled at once—52 years ago—on the land on which their home now stands and where they have lived continuously ever since, until death has now separated them. Mrs. Jones is survived by her husband and three children—James C. Jones, Powell's Valley; Mrs. D. S. Dunbar, of Columbia Slough; Mrs. Albert Clark, of Spokane, Wash. The family were among the first who settled in Powell's Valley, going there with James and Jackson Powell. The funeral will be held this afternoon from the family home at 3 o'clock, and interment will be in Douglas Cemetery.

ARRESTED FOR LARCENY.—After continuous search, covering a period since last November, Harry Clark was arrested here yesterday by Deputy Sheriff Kauffman of North Yakima, Wash., and Policeman Barter, of the Depot squad. The charge against the prisoner is larceny, and he will be returned to the scene of his alleged crime this morning. He was employed by H. L. Tucker, a transfer man, and is said to have collected $27.50 and to have decamped with it. He has been employed here as a runner for a hotel. He was on duty at the Depot last night when arrested.

TEMPLE BETH ISRAEL.—In the course of the services to be held this evening at 8 o'clock at Temple Beth Israel, Twelfth and Main, some brief addresses will be given on "The Child and Problems of Child Life." Among the speakers are to be Mrs. Florence Kelley, of New York, one of the foremost leaders in the child labor movement, and Rabbi P. D. Coffee, late superintendent of the Hebrew Orphan Asylum of New York, the largest institution of its kind in the country. Strangers are always welcome.

PLANS FOR A CITY HALL.—Several plans for the city hall for St. John's have been submitted by Portland architects, and a selection will soon be made. The city has contracted for the purchase of the triangular piece at the intersection of Philadelphia and Burlington streets, to which place the present Council chamber has been moved. It is desired to get the new city hall completed by the fall.

DEATH OF WILLIAM COTTY.—William Cotty, aged 80 years, died yesterday on his farm at Sunnyside, Clackamas County. He was formerly a resident of Portland and in business on the East Side. Mr. Cotty was a brother-in-law of Contractor W. R. Stokes. A wife and several children living in Portland and Washington survive him. The funeral will take place Sunday.

RECEIVES NEWS OF A. J. BAIR.—Mrs. A. J. Bair stated last night that she had received news of her husband, who was reported missing yesterday. Mr. Bair is proprietor of several local hotels, and his absence from the city has alarmed some of his creditors. Mrs. Bair said she had been in communication with her husband yesterday and that he would return in a few days.

WANT STREET IMPROVED—Property owners representing about one-half the ownership have petitioned the City Council for the improvement of East Thirtieth street, from the north line of Hawthorne avenue to the south line of East Salmon, by grading and constructing wooden sidewalks, curbs and crossings, except where they already exist.

FIRE IN FRITZ BUILDING.—Crossed wires in the dynamo room of the Fritz building, Second and Burnside streets, caused a fire late yesterday afternoon. The principal damage was to the large pipe organ, which was partly ruined. A still alarm brought firemen to the scene and the blaze was extinguished. The total loss was about $500.

DISTINGUISHED MINISTER ARRIVES.—Rev. E. T. Devine, D. D., director of the School of Philosophy of New York, editor of a paper devoted to sociology and philosophy, and professor of philosophy in Columbia University, has arrived in the city. Dr. Devine has consented to speak Sunday morning in the Second Baptist Church.

TO VISITING PHYSICIANS.—Locksley Hall Hotel at Seaside, overlooking the ocean, is the most restful place on Old Pacific. Don't return East without a visit to this popular resort. Private baths. L. A. Carlisle, Prop.

PETITION FOR SEWER.—John Rometsch and others have petitioned the City Council for the construction of an 8-inch sewer on Front street, from 25 feet south of the south line of Bancroft avenue to the sewer in Hamilton avenue.

LEWIS AND CLARK Observatory, most magnificent view in America. The courtesy of our glasses extended gratis to members of Medical Association, from 9 A. M. to 1 P. M. Take Portland Heights car.

FOR RENT—Cold storage room, 12x44. Apply Columbia Ice & Fuel Co., foot of Harrison street. Phone Main 89.

FOR RENT.—Modern store, with basement, Upper Washington street. 637 Chamber of Commerce.

TO ADDRESS CONSUMERS' LEAGUE.—MRS. Florence Kelly, secretary of the National Consumers' League, will address the Portland branch this afternoon at 2:30 o'clock at the Unitarian chapel, Seventh and Yamhill streets. All interested in the work of the league are invited.

OFFICIAL Lewis and Clark souvenir spoon has signature Pres. H. W. Goode.

Potatoes 75c sack; carload just in. Franklin & Co., Front and Alder.

THE CALUMET Restaurant, 149 Seventh. Fine luncheon, 35c; dinner, 50c.

WILLIE GEORGE PRISONER

Paroled Lad From Reform School Tells Remarkable Story.

Willie George is a prisoner at the City Jail, having been arrested yesterday afternoon because he is a fugitive, being a paroled inmate of the Whittier Reform School, of California. He tells a most remarkable story of his life, saying he has been in the institution since he was 5 years old. He is now 19.

"I was sent to the Whittier School when 5 years old," said the young man when interviewed at police headquarters. "I was put in the place by the efforts of my stepmother, who took me from St. Paul to Los Angeles for the purpose. My father is a wealthy man of St. Paul and owns the Trinity Varnish Works there. I am the only son and am heir to his large estates. When I am of age I will come into possession of large sums of money and much property.

"My uncle, H. E. Chapman, who lives at 2166 Gladys avenue, Chicago, is my guardian. By provision of law he was authorized to send me $60 a month for my support, but he has never done so. I became expert in music during my long stay at the Whittier School, and can play several instruments. I was a good boy and got paroled. I should not have left California, for that was one of the conditions of the pardon, but I wanted to get out and make my way in the world in new surroundings. In searching for a better position than I had at the Fair grounds, I called at a large hotel here to ask for the position of drummer, as they had advertised for one for their orchestra. I truthfully told them I learned music in the Reform School, and they immediately told the police. I was then taken to headquarters.

Chief of Police Gritzmacher ordered the lad held, pending the arrival of instructions from the officials of Whittier School, who were wired in regard to the case.

FLY ON THE FLYER

Every Saturday—Only $2.50—Two-Day Tickets.

Portland-Seaside Flyer of the A. & C. R. R. leaves Union Depot every Saturday at 2:30 P. M. for Clatsop Beach points direct. Only four hours' ride. No transfers. No delays. No dust. See C. A. Stewart, agent, 248 Alder street, about tickets, official information, time cards, etc., and ask for Clatsop Beach souvenir, containing 50 beautiful half-tone illustrations. Tickets sold at Union Depot.

MISS BURR'S LAST LECTURE

To Children at Upchurch Hall Next Saturday Morning at 10 o'Clock.

Miss Burr hopes to see hundreds of children Saturday morning at the last of her free lectures and demonstrations for her young friends. A number of delicious and wholesome preparations will be served from time to time and a royal good time will be the result. Everybody will be cordially welcomed.

FOR STRANGERS ONLY.

This advertisement is worth 25 cents on the observation yacht-launch Princess May, if presented by visitors in the city today. An hour and a quarter you'll never forget.

From foot of Stark street, 10:30 A. M., 2 and 3:30 P. M. Fare 50 cents.

MILWAUKIE COUNTRY CLUB

Eastern and Seattle races. Take Sellwood and Oregon City cars, First and Alder.

SEE PACIFIC OCEAN.

Take the "Potter," Queen of River Boats, Down the Columbia.

The T. J. Potter, queen of river boats, sails from Ash-street dock for Astoria and North Beach as follows: Tuesday, July 11, 10:15 A. M.; Wednesday, July 12, 11:15 A. M.; Thursday, July 13, 12:10 (noon); Saturday, July 15, 1:30 P. M. Particulars and O. R. & N. Summer book by asking C. W. Stinger, city ticket agent, Third and Washington streets, Portland.

The Potter will not make a trip down the river on July 14.

Hotel Hamilton, San Francisco's newest hotel. Steam heat and telephone in each room. Centrally located. Rates, $1 and upwards. 125 Ellis street.

JUST ONE DAY

Free From the Slugger Brought Out a Fact.

"During the time I was a coffee drinker," says an Iowa woman, "I was nervous, had spells with my heart, smothering spells, headache, stomach trouble, liver and kidney trouble. I did not know for years what made me have those spells. I would frequently sink away as though my last hour had come.

"For 27 years I suffered thus and used bottles of medicine enough to set up a drugstore—capsules and pills and everything I heard of. Spent lots of money, but I was sick nearly all the time. Sometimes I was so nervous I could not hold a plate in my hands; and other times I thought I would surely die sitting at the table.

"This went on until about two years ago, when one day I did not use any coffee and I noticed I was not so nervous, and told my husband about it. He had been telling me that it might be the coffee, but I said 'No, I have been drinking coffee all my life and it cannot be.' But after this I thought I would try and do without it and drink hot water. I did this for several days, but got tired of the hot water and went to drinking coffee and as soon as I began coffee again I was nervous again. This proved that it was the coffee that caused my troubles.

"We had tried Postum, but had not made it right and did not like it, but now I decided to give it another trial, so I read the directions on the package carefully and made it after these directions and it was simply delicious, so we quit coffee for good, and the results are wonderful. Before, I could not sleep, but now I go to bed and sleep sound, am not a bit nervous now, but work hard and can walk miles. Nervous headaches are gone, my heart does not bother me any more like it did and I don't have any of the smothering spells and would you believe it? I am getting fat. We drink Postum now and nothing else and even my husband's headaches have disappeared; we both sleep sound and healthy now and that's a blessing." Name given by Postum Co., Battle Creek, Mich.

Look for the book, "The Road to Wellville," in each package.

OBJECT TO THE COST

East Stark Street Bids Too High for Owners.

BIDS TO BE RE-ADVERTISED

Question of Oiling Roads Is Discussed by Street Committee, and City Engineer Wanzer Will Make Inquiries.

When the question of awarding contracts for street improvements came up before the street committee of the Executive Board yesterday afternoon, there was such a howl of disapprobation from property-owners relative to the magnitude of the cost of the proposed improvement of East Stark from the east line of East Ninth to the west line of East Twentieth street, that the committee concluded to readvertise.

The bids were opened last Friday, and the Pacific Bridge Company was the only bidder for the entire work at $19,726.78, although Joplin & Meeks put in a bid of $137.48 for a fraction of the work running from the center line of East Ninth to the east line of East Ninth street.

All the other awards for street improvements submitted at the last meeting of the Executive Board were made upon the basis of the lowest bid.

The following streets were accepted: East Twelfth, from the south line of Multnomah to the south line of Tillamook, and East Fifteenth, from the north line of Multnomah to the south line of Thompson.

The committee did not feel disposed to accept East Stark street, from the center line of East Seventh to the center line of East Ninth, and Burnside, from the east line of Third to the east line of Front, without further investigation, hence action thereon was postponed until the next meeting.

A resolution requesting the Executive Board to remove the guards on either side of the railway tracks across the Morrison-street bridge was referred to the City Engineer for investigation, although Captain Wanzer did not view the idea in a favorable light.

The proposition of the Ladd Estate to furnish material with which to redeck the elevated railway along East Stark street, from Grand avenue to East Seventh street, providing the city would furnish the labor, was accepted.

The committee postponed action on the petition of J. A. Vehrung and others to compel the street railway company to operate its cars on Chapman street, or else suffer the revocation of its franchise there, as more time was wanted in which to investigate the matter.

The question of oiling some of the streets in the city suburbs came up for consideration, and after considerable discussion, City Engineer Wanzer was directed to correspond with districts in California, where petroleum has been used on the public highways, and advise the committee at its next meeting of the result of his researches upon the subject.

Street Work Accepted.

The following acceptances for street improvements and sewer work were made yesterday by the City Engineer:

In favor of Bechill Bros., for the improvement of Borthwick street, between the north line of Killingsworth avenue and the north line of West Piedmont, delinquent 104 days; Warren Construction Company, for the improvement of Fifth street, between the north curb-line of Irving street and the north line of Jefferson; Warren Construction Company, for the improvement of Yamhill street, between the west line of Fourth and the east line of Sixteenth; Bechill Bros., for eight-inch sewer on Ford street; J. B. Slemmons, 2-inch sewer on East Morrison street; J. B. Slemmons, eight-inch sewer on Hawthorne avenue; Star Sand Company, for improvement of Kearney street, between the west line of Sixteenth and the east line of Nineteenth; Bechill Bros., for the improvement of Monroe street, between the west line of Union avenue and the east line of Gantenbein avenue, and Joplin & Meeks, for the improvement of East Third street, between the north line of East Clay and the south line of Hawthorne avenue, delinquent 10 days.

All the above acceptances are subject to final action by the Executive Board at its meeting a week hence.

AT THE THEATERS

"Ranson's Folly."

Moya Kelly	Ada Curry
Lightfoot	William Wray
Lieutenant Wadleigh	Egbert Peters
Miss Stickney	Alice Martin
Lightfoot	William Wray
"Abe" Case	Charles Sturgis
Joe Fisher	James McKean
Mary Cahill	Eleanor Montell
Lieutenant Ranson	T. Daniel Frawley
Henry Holland	W. H. Burton
Mrs. "Col." Holland	Grace Thorne
"Jeff" Cahill	Mark Price
Sergeant Clancy	Lawrence Sheehan
Lieutenant Crosby	James McKean
Captain Chase	Frazer Coulter
Major Riley	John Bradley
Mrs. Post	Grace De Witt
Miss Post	Katharine Raynore
Sergeant Reeder	William Wray

By A. A. G.

Richard Harding Davis knows but one kind of hero. He must be stalwart, young, debonnaire, the regular heart-breaking kind and to boot he must have passed more dangers in more various countries than Othello ever dreamed of and he mustn't be a blamed bit backward in telling of them.

Ranson, 12th Cavalry, is that kind but by far the most likable and human of the lot. Son of a millionaire Senator he breaks into the Rough Riders from his private yacht. After the pink-tea down yonder in Cuba, he shoulders his dress-sword and hikes to Luzon with the 20th Kansas or some other fighting outfit that ate 'em alive during that busy little Spring and Summer of '99.

Then into the regulars goes Ranson and is assigned to a dinky post down in the cactus and alkali, 50 miles away from the Santa Fe, to which a stage runs every day in spite of weather and road-agents. This is where the play opens. Ranson has been at the post long enough to cuss his luck because there is no active service in sight.

As might be expected there is a post-trader's daughter, another edition of "Hope Langham," who wins Ranson's heart and gives her own in return. This girl seems to be the only reason why the young lieutenant hasn't bolted the Army and gone to Panama or Tonopah.

In the first act, when the hero's disgust at the dust and the gnats and the 50 miles from a railroad is greatest, the mess starts talking of stage holdups. Ranson declares that any old piker has nerve enough to rob a stage. The other fellows who know the frontier better, hold a different view, and so to prove his theory he starts out to rob the stage on its night trip with no more formidable weapons than a pair of scissors. He has a revolver on him but agrees to accomplish the joke without displaying it. The others try to dissuade him from his wild prank, but he persists, and goes out into the night to play the trick. This is Ranson's folly. He succeeds in his bluff for he finds only two women in the stage and the driver "throws up" at sight of the gleaming scissors, mistaking them for a "six," in the moonlight. He doesn't realy rob anybody and rides back to quarters, laughing at the ruse only to find that there has been a real holdup, that a paymaster coming along the same road in another vehicle has been robbed shortly afterward, while the driver and himself are more or less shot-up.

Here is a pretty kettle of fish for Ranson, and he is promptly arrested on the charge of being the sanguinary highwayman. Of course everybody but the pretty girl believes him guilty, and equally of course in the end the real culprit is brought in and the matter is ironed out with a promise of a pretty military wedding soon to be announced.

"Ranson's Folly" was a corking good army story when it was published three or four years ago, and it makes a better play. It is the best of the Davis efforts at dramatization and has most of the ingredients of permanent success. Robert Edeson played it in New York last season, and last night Daniel Frawley returned to Portland after a long absence with it as his vehicle.

He acts the dashing role of Lieutenant Ranson so well that old Portland admirers of the star congratulated themselves that he is the same old Frawley, only better.

The piece is well calculated to give a star full leeway and a good portion of the center of the stage. He has a lot of splendid speeches and situations, and Frawley misses none. There is an ingenue lead for Eleanor Montell, a very winsome and capable young actress, who gives a splendid account of herself. Mark Price, an old-time visitor to Portland, is seen as the post trader with a gun record who dotes on his daughter, and gives an excellent performance. Frazer Coulter W. H. Burton and Grace Thorne, also competent players, are in the cast.

"Ranson's Folly" suggests "Arizona" without infringing too strongly upon it. Not so good, there are no American plays as good as "Arizona," but the atmosphere is the same and it is chuck full of it. I intend no disparagement of the present piece. It is a thoroughly good and enjoyable play and in this instance well acted. A large audience gave it a hearty reception last night. The run extends until Saturday night, including a matinee tomorrow.

CO-OPERATIVE WORK.

Christian Federation Is Chartered Under Laws of Oregon.

The Co-operative Christian Federation, the gigantic benevolent development corporation recently chartered under the laws of Oregon, yesterday issued a prospectus setting forth its purposes. The plan includes the purchase of large tracts of unimproved Oregon lands, upon which industries of various kinds will be established. The properties will be paid for through bond issues, and arrangements have been entered into with the American Bond Company, of New York, to pay the issues, security of the best character having been secured to guarantee this. Among the plans are the building of residences for the wage-earners who join the federation, to be paid for in installments, the farming of vast tracts of agricultural lands, the establishment of factories, the construction and operation of railroads, the erection and maintenance of schools, churches and hospitals, all profits and expenditures to be shared pro rata by the members after the interest on the bonds has been paid. The companies which will furnish the capital are the Title Guarantee & Trust Company, of New York, and the Trust Company of America, both very large institutions. Honorary memberships are offered for sale at $10 each, the first one being issued to W. D. Wheelwright, president of the Chamber of Commerce. President H. S. Wallace and Secretary Harry D. Staley estimate that not more than $5000 will be needed to start operations. Those signing the circular yesterday are: J. Frank Watson, C. E. S. Wood, N. J. Blagen, L. O. Ralston, R. L. Dunham, Samuel Connell, Wallis Nash, H. S. Wallace.

WHERE TO DINE.

All the delicacies of the season at the Portland Restaurant, fine, private apartments for parties. 306 Wash., near Fifth.

Now that the Prima, 130 Fifth street, which was formerly known as the Portland Club, has commenced serving a 25-cent merchants' lunch, the fame of the quality of meals served is becoming widespread. Mr. L. C. Stone, the proprietor, aims at catering to the very best class of trade, and wishes to assure his patrons, of which both ladies and gentlemen are catered to, that he wishes to make the "Prima" the finest place of the kind in the city.

Luncheon hours are from 11 A. M. to 2 P. M.

Watson's Restaurant, open night and day; only first-class family restaurant in the city. 169 Fourth street, near Washington.

Genuine French dinner, with wine, 50c, at 83 Fifth street, near Stark.

Crawfish at "The Empire," 192 3d street.

PORTLAND'S GREAT TAVERN

On one point the public, both local and visiting, is agreed. The unanimous verdict is that the Tavern is far and away the finest grill and cafe west of Chicago. Its noonday luncheons, after-theater suppers and shoppers' luncheons for the ladies every afternoon are the delight of all who desire genteel treatment and the choicest fare. Ladies' annex at 309 Alder street. Main entrance on Sixth street, opposite the Oregonian building.

VANCOUVER TRIPS.

For an enjoyable short ride on the Columbia River to Vancouver, take steamer Undine at Taylor-street dock, leaving as follows: Leave Portland at 8 A. M. and 1:30 P. M. Leave Vancouver, 10 A. M. and 4:45 P. M. Fare, 25 cents each way.

Pain in the side nearly always comes from a disordered liver, and is promptly relieved by Carter's Little Liver Pills. Don't forget this.

40 Sizes, 10c to 50c Each.
A. SANTAELLA & CO., Makers, Tampa, Fla.
GERSON & HART, Distributors, Portland, Or.

MAKES BRIGHT TALK

A. F. Sheldon Speaks for the Ad. Men.

CLUBROOMS ARE CROWDED

His Theme Is "Business Building by Salesmanship" and He Arouses the Greatest Interest by His Brilliant Talk.

The Pacific Coast Advertising Men's Association could not have capped the climax of a wonderfully successful convention in a more fitting way than by process of the lecture given last night under their auspices by A. F. Sheldon, of Chicago, who talked on the subject of "Business Building by Salesmanship."

The reception rooms of the Commercial Club were crowded to their fullest capacity by an interested audience, many of whom are prominent in local commercial circles. The speaker, who possesses a remarkably pleasing manner, held the closest attention throughout, and made many telling points in the emphasis of his ideas.

His address was directed mainly to common-sense principles in business, and he appealed with clear-cut force to the sentiment of honesty in all commercial relationship. He said that P. T. Barnum had given voice to the idea that the American public liked to be humbugged, and yet nobody disbelieved the suggestion any more fully than the great showman himself, who gave more than value received in every one of his performances. Mr. Sheldon also regarded it as exceedingly poor policy to pay any heed to the theory that there is "a sucker born every minute," because, in the natural order of things, there are a whole lot more of sensible people born at the same time, and it was a poor fundamental rule for a man to regulate his business to catch the minority.

Believes in Business Ethics.

The speaker was a stanch believer in business ethics, also, and thought that there was as much justification for ethics in trade as there was for ethics in the professions. It was no part of wisdom, he said, for commercial interests to be continuously at war, or for business competition to generate petty jealousies. There ought to be an understanding upon a basis of mutual benefit, and this could only be accomplished when there was an establishment of friendly relationship among the large institutions instead of distrust and competitive enmity.

He related many amusing anecdotes to illustrate his views, and depicted in the most telling fashion the difference between a good salesman and one of inferior variety. At 4:30 o'clock this afternoon Mr. Sheldon will speak at the First Unitarian Church to the employes of Olds, Wortman & King, who have consented to close their establishment on purpose to permit those working for the firm to get the benefit of his advanced ideas upon the subject.

Announcement.

Mr. A. F. Sheldon respectfully announces to the business houses and any individuals who may be interested in his work, that he will be in the city a few days and will the glad to furnish full information concerning the Sheldon School, its methods, etc. Address 161 North Twenty-third street, or Phone Main 59.

Railroad Ticket Found.

An extension railroad ticket from Portland to Buffalo picked up on street. Owner can procure same by calling at Oregonian office.

"Always tired" describes a dangerous condition. Hood's Sarsaparilla will give you strength.

PIANOS

Of the best material and workmanship, embodying the most advanced ideas in Piano construction.

What More Can You Ask For?

Our long, practical experience (we are Piano workmen) has taught us which are the Pianos best adapted to this climate. We give you the benefit of this knowledge, and beside can save you much in price.

"We Buy Direct and Sell Direct."

Doing our own business we can sell at a small expense. These facts will certainly appeal to the shrewd buyer. We invite a careful inspection of our instruments and business methods, which will cost you nothing to investigate. Will extend you a reasonable length of time for payments at no advance from cash prices. Bear the above in mind and when you think of GOOD PIANOS—think of

Soule Bros. Piano Co.

Cor. Morrison and W. Park Sts.

There are ginger worms and red-pepper bugs—queer boarders—that have to be looked for, not in Schilling's Best, but in making it. There are eggs of these queer boarders, too small to be killed by grinding. Don't keep spices warm, or they'll hatch.

AN OPPORTUNITY FOR

PIANO BUYERS

If you can buy a good, well-built piano for $130 on easy payments, a piano sold by other dealers for $250, don't you think it would pay you to look into this piano sale of A. W. Meyer? I have also a full line of the old famous McPhail pianos and the artistic Kroeger, of which the greatest of all pianists, Leopold Godowsky, says: "I prefer it to all other pianos with which I am acquainted." These are also sold at greatly reduced prices and easy terms.

A. W. MEYER, 74 Sixth st., near Oak.

Connoisseurs Understand That There Is Nothing Better Than

YELLOWSTONE

Whiskey. Old, mellow and delightfully palatable, it is the ideal stimulant

ROTHCHILD BROS., PORTLAND, OR., Sole Agents

SMOKE

Feifer's Union 5's

UNION MADE—5c CIGARS—UNION MADE

POPULAR BECAUSE OF THEIR SUPERIOR QUALITY AND FINE WORKMANSHIP.

THE ROSENFELD-SMITH CO., Distributors

Exclusive Wholesale Cigars and Tobacco, PORTLAND, OREGON

HARD LUCK

Is held accountable for most of the ills that flesh is heir to, but gross negligence is generally responsible for demoralized vision. If you need your eyes we can save them.

WALTER REED THE OPTICIAN

133 SIXTH STREET OREGONIAN BUILDING

"You're Not So Warm!"

When you get under or in front of an electric fan that means business—the only kind that we sell and put up. It saves its cost a hundred times over in the saving of brain matter. We have several sizes and styles, all good, but varied to suit size of room, ditto of pocketbook. Call and see them.

Western Electric Works

No 61 Sixth Street, PORTLAND, OR. Phone Main 1696.

HOTEL AND RESTAURANT GOODS

We are headquarters for French ranges, portable and brick set; cabinet bake ovens, retinned and copper restaurant utensils, steel ranges and cook stoves.

LOEWENBERG & GOING CO. PHONE MAIN 966. Take "S" Car, to N. 13th and Irving Sts.

DR. T. P. WISE.

"Didn't hurt a bit," is what they say of

WISE BROS.

Dr. W. A. Wise has just returned from an extended tour of Eastern dental institutions, and those having their dental work done by them will have the advantage of all new and up-to-date methods.

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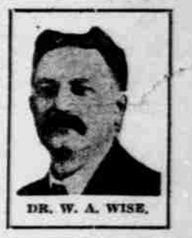

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