

OIL PAINTINGS FREE--YES, FREE



And they are big fellows, too. You get with each \$5.00 worth purchased—and you don't have to buy the \$5.00 worth all at one time, either. We are not grouchy or stingy—any way to suit you. With a fine lady's suit you can get enough of pictures to cover your walls—see?—and save wallpaper. Mr. Burt paints them in our window. Stroll around and see him do one in 7 minutes. He's the limit.

J. M. A.

All Day Saturday Snap

HOSIERY—And I'll endorse this, too. J. M. A.
Black lace boot hose, elegant values at 35c; today....**22c**

Saturday Evening Snap

And when I say "Snap," you can have my hat if it isn't so, J. M. A.
Night Gowns, regular \$1.00 garments.....**36c**
From 6 P. M. to 9:30 P. M. Only.

HERE IS RATHER AN ODD PROPOSITION—But I can't help it. The floor room where these garments will be shown has to be used after 6 P. M. for the great Silk Petticoat offer, so the following can only be sold or shown until 6 P. M. today. But these are birds indeed. J. M. A.

Elegant, snappy, half-fitted, satin-trimmed Short Coats; regular \$12.50; until 6 P. M. at.....**\$5.85**
They have just come in; all light colors, and grand.

Standard Patterns

We have the exclusive agency for these excellent patterns and carry a complete assortment.

TODAY, YOUR CHOICE OF

One Thousand Skirts

When I say 1000 Skirts, I mean 1000 Skirts—you can count them.

At **\$4.65** Ea

These Skirts are all in sight, hung up on a long iron rail 100 feet long. Lots of these Skirts cost three times this amount. I am handing out the bargains now, so pay attention; no deviation will be made from printed announcements. J. M. A.

We Want More Competent Salespeople J. M. A. Writes a Letter to His Employees

Some say it is not wise to write letters—that is, if you are a public man. Letters will get you into trouble—that is, private letters. All I have to say about that is: It all depends on what you write. Therefore, as I am neither a public nor a private man, suppose it don't make any difference what I say. So I want to write a letter. You can't guess who I want to write to—you'll laugh when I tell you. I grinned when I thought of the idea. But I am always trying to think of the easiest and most practical way of doing everything coming under my observance. So I've decided the easiest way to accomplish what I want—what all interested with me want—is to write a letter. This letter is to the ladies and gentlemen in my employ. You couldn't have guessed, could you? Well, it's of interest to my customers, as well. I call every person who reads what I write in my ads, my customer. You say, that's funny. No, it ain't. Everyone who is interested enough to read what I have to say is my customer. They can't read without absorbing something of what they read. True, they may read from various motives, good or bad. I can't help that. So you are all my customers, then, in that way. Then I must put forth inducements, reasons, etc., etc., to have you be my customer in a more material way. Then, to do that, I must have help—good, competent, obliging help. I can't serve all the people who enter my store—perhaps can't serve any—I might be busy at something else—might be away—be sick—or for some reason incapable of waiting on my prospective customers. Then the lady or gentleman in my employ must serve the customer. But not as they think I would serve a customer, for I might get mad—act foolish—inattentive—unreasonable. No, but wait on a customer as you feel sure that I would like for you to. That's the secret of successful employees. How often it is not so. How often the ill-tempered, forgetful disposition, imperative ways, etc., etc., of the proprietor is reflected by the employees when serving customers. It should not be. But instead wait on customers the way that you feel I want you to. You can make no mistake. For a man operating a store surely would be very unwise to want his help to serve customers in any way but the best. So this way, then, you always reflect the best there is to be had. You represent me at my best, and as you are representing me on the floor, you thus reflect my best motives and your own best energies and efforts—for you know, I only want you to do the best you can. I am not much good to pound you on the back—perhaps it's business to do so—well, I tell you, I can't do it. I'd rather take a little less business than to be hallooing at you most or all the time—such as, "Hurry up, there," "Go faster," "Work harder," "What was the matter you didn't close that deal," "Did you show this; did you show that?" No, I can't do that, and I don't think it good business. But, remember, the eyes of Portland are on us. I feel this—my old help feel it—and I think the recently-employed help realize it. My old help is loyal and conscientious—at least, I think so—that's enough. And I am much gratified at the strong evidence of the loyalty and honest efforts of each and every one of the more recent employees. Then there is another thing—I want your help in another way besides selling goods and treating customers as you think I want you to—it is this: I want your advice. Now, that would give some aristocratic department store men who had been born with a diamond between their teeth the cold shivers. Not I. For there are so many things that you know so much more about than I do—you see, I give you advice about things I think you can improve upon—why shouldn't you advise me? Aren't we partners in this business? So don't hesitate to advise me—any of you. I'll like it. You see, I want my customers to know that you have these privileges. From your actions and treatment rendered the customer—feel that you are my business partner. I want the customer to know that there is no machine-driving in my store of help—that it is no soldier brigade forward proposition. But this is the idea: At home you are a lady—or gentleman. In here you are still Miss So-and-So or Mr. So-and-So. I think our customers can understand what I mean. Again—and this is mostly for the enlightenment and guidance of recently employed and future employees—forbearance is what you want to practice. If you are annoyed, bothered, disgusted or what-not, please do as you think I want you to do under such circumstances. We have always been a very amiable bunch. Of course, sometimes there is an exception. One lady or gentleman thinks they just can't stand someone else—but the virtue of forbearance has always prevailed. That is where duty is performed.

Now, my employees impress upon my friends—that means customers, that I do exactly as I advertise. Be enthusiastic about it. Praise the good qualities of my store—tell me the bad points. Keep telling me until I change. Don't be afraid to talk to me. These are all the rules or driving there is in here. When new employees start to work for me they will be given a copy of this letter. It's not hard to follow such rules, is it? Don't forget to tell me the bad points. J. M. A.

"THE OAKS" SAILOR



THE LATEST YET—"THE OAKS" SAILOR—JUST OUT. We have originated and designed the jauntiest sailor hat of the season. Chic, trim and trig, and have named it the "Oaks Sailor." We believe it will prove equally as popular as the noted pleasure resort from which it derives its name. While we predict a big demand for this smart hat, we have been careful to vary the trimming of each, so as not to have any two just alike. The hat itself is a very fine grade of Java straw. The trimming consists of a silk drape and wing or quill on the side, bow of velvet on bandeau. A very clever hat and a most reasonable price—only \$3.00.

WAISTS TODAY



How does this suit you? Don't you think that you will remember that we now have a Waist Department?

Waists up to regular \$1.25 values

57c

Also a small lot, about 180, regular \$3.25 Waists

\$1.35

THESE WAISTS GO AT THIS ALL DAY WHILE THEY LAST.

THE J. M. ACHESON COMPANY

NOTE—Store Opens at 8:30 A. M.

FIFTH AND ALDER STS.

NOTE—We expect and get good work from our employees—and don't crowd them to the limit—all sewers and salespeople get extra pay for Saturday evening and overtime work.

NO PROGRESS MADE

Mileage Book Conference Is
Barren of Results.

TRAVELING MEN ARE FIRM

Insist on Abolition of Scrip System
Now in Use on Harriman Lines.
Railroad Officials Ask
More Time.

Yesterday's conference on the mileage book question, between the commercial travelers and the passenger representatives of the railroads operating in Oregon, was not productive of satisfactory results. Members of the State Railroad Commission attended the meeting in the capacity of mediators, but failed to effect a settlement of the question. After the traveling men had rejected the proposal of the railway officials to furnish 3000 miles of transportation for \$30, with a rebate of \$4.50, it began to look as if the meeting would be fruitless. Finally, at their own request, the representatives of the railroads were given 30 days' additional time in which to consider the request of the traveling men.

The meeting was held in the offices of William McMurray, general passenger agent for the Harriman lines in the Pa-

cific Northwest, in the Worcester building. It was attended by C. S. Fee, passenger traffic manager for the Southern Pacific at San Francisco; Mr. McMurray, John M. Scott, assistant general passenger agent of the Harriman lines in the Pacific Northwest; A. D. Charlton, general passenger agent for the Northern Pacific; C. W. Hodson, J. Woods Smith, C. T. Frazer and Charles Dick, representing the traveling men; and Thomas K. Campbell and Clyde B. Althaus, members of the Railroad Commission.

The abolition of the scrip system, which requires the purchase of trip tickets, was insisted upon by the traveling men who asked that the train mileage book system be substituted. Mr. Fee said his company had found the scrip system the only certain protection from abuse and considered it a necessary safeguard. It was pointed out that the Northern Pacific and the Great Northern both have now in use the same system of mileage books that the traveling men are seeking to require the Southern Pacific to adopt. Finally Mr. Fee proposed to give the commercial men to consider the offer by Mr. Fee that the railroad officials be asked that the train mileage book system be substituted. Mr. Fee said his company had found the scrip system the only certain protection from abuse and considered it a necessary safeguard.

Request Excursion Rates.
Several railroad men employed on the

different divisions ending at Dayton, Wash., and Pendleton, were in the city yesterday conferring with the local Harriman offices and negotiating for a special excursion train service for both those towns on July 4. The towns will celebrate Independence day.

LONG SILK GLOVES.

New shipment of long silk gloves on sale today, at special, \$2.35, \$1.50, \$1.50 and \$1.35 a pair. White parasols, \$1.50 values, 97 cents each; \$1.50, \$1.50 White Lawn Waists, 97 cents. Men's \$1.50 Summer Underwear at \$1.12. White Linen Suits and Skirts at special prices; 45-cent corset covers, 25 cents. Summer Net Corsets, 50 cents. Great special values in Knit Underwear, hosiery and Men's Wear. McAllen & McDonnell.

Leaves Portland Hotel.

W. C. Harrington, who for the past seven years has been associated with the management of the Portland Hotel in the capacity of clerk and cashier, has tendered his resignation to take effect this morning. Mr. Harrington through his association with the leading hostelry of the Northwest for a good many years, has become one of the best known hotel men in this part of the country, and he is giving up his position in order to enjoy the luxury of a month or six weeks resting up in various parts of California. Mr. and Mrs. Harrington sail for California on the Columbia next Wednesday morning, and they will take in several of the leading pleasure resorts before returning to Portland. Lewis Reynolds, now assistant cashier, will succeed Mr. Harrington, and William West, now front clerk, will be promoted to be assistant cashier.

LANE RALLY TONIGHT

Empire Theater—Twelfth and Morrison, 10th and Couch.

BUILDING IS STILL ACTIVE

APRIL AND MAY PERMITS
BREAK ALL RECORDS.

Total for Two Months, \$2,679,444.
Figures Show the City's Remarkable Growth.

For two consecutive months, building permits in Portland have set records that are without precedent in the history of the city. For the month just closed the permits reached \$1,352,457, and for April the amount was 1,328,977, or a total for the two months of \$2,679,444. Not only is this the most money that has been spent for building in Portland during any two months, but each month is greater than any other preceding month.

In May of last year, building permits were issued to a total of \$1,067,753, which was a great advance over the best month up to that time. That each month of the present year has been near or above the million mark and that the past two months have each exceeded the banner month of last year are convincing indications of the city's growth. That two such heavy months should come together proves that the building movement in Portland is not spasmodic, but a steady and encouraging growth.

It is known that several large buildings will be commenced during June and that the high average will in all probability be maintained. Last year permits for June were less than \$400,000, and it is certain that they will be at least doubled this year. Although there is almost inevitably some falling off during the summer, Spring being the most favorable season for launching new building projects, it is believed that this Summer the decrease

will be less than heretofore, and some prophecy that the monthly average will be close to \$1,000,000.

Realty sales are also keeping up in a way that is very encouraging. For the past month the official transfers show an aggregate of \$2,314,506. Last May the sales were almost \$1,000,000 less, the exact figure being \$1,329,553. Large sales have not been so numerous during May as for several months preceding, but the large number of transfers resulted in a high total, January is the only month of the present year when the total has been less than \$2,000,000.

NEW TRACT WILL BE PLATTED
Goldsmith Property on Cornell Road
Sold for \$105,000.

An unusually large acreage sale was negotiated yesterday when the Colonial Investment Company purchased the tract owned by Louis Goldsmith and situated along the Cornell road. There is a fraction more than 28 acres involved in the deal, and the price was about \$105,000, or an average of \$4000 an acre. The sale was made through the agency of the Title, Guarantee & Trust Company.

The Goldsmith tract adjoins Goldsmith's addition, lying southwest of the Cornell road. The extreme northern part borders on the Willamette Heights addition. It also adjoins the land that Russell & Elvish recently purchased from the Scottish-American Investment Company and which is now being improved for residence purposes.

After investigating conditions in other cities, returned to buy here. It is understood that the company represents considerable capital and expects to make further investments in Portland.

The Goldsmith tract comprises an advantageous area of high ground which will make desirable residence sites. Although the new owners have not completed their plans, it is expected that the property will be platted, improved and placed on the market. Considerable expense will be necessary in laying out streets and grading, but when this work is completed the land will be a first-class residence district.

Will Display Roses.
Because of the lateness of the Rose Carnival, W. A. Storey, who owns one of the finest private collections of roses in Portland, will be unable to display his choicest blooms at that time. To show what he can do, however, Mr. Storey will exhibit some of his Frau Karl Druschki roses in the show windows of Woodward, Clarke & Co.'s store at Fourth and Washington streets today. This is a new, white rose and is now at its best.

L. M. Davis, 29 on ballot, stands for good morals and decency.

Hear Devil on "Campaign Fund." Armory, Saturday, 8 P. M.

Granulated Eyelids Cured by "The Household Surgeon." Druggists refund money if Dr. Porter's Antiseptic Healing Oil fails. 25c.

Radway's Ready Relief instantly relieves colds, sore throat, bronchitis and all inflammations.

DUNKARDS VISIT PORTLAND Spend Day Here on Way East From Los Angeles.

Three coaches filled with Dunkards on their way to their Eastern homes from Los Angeles, where they have been attending the annual conference of their church, reached Portland late yesterday afternoon over the Southern Pacific after having been delayed more than a day by the burning of a trestle. Immediately after their arrival, the delegates were given a trolley ride around the city. Today an excursion up the Columbia River to Cascade Locks has been arranged for the visitors, who will leave tonight for Seattle. From the Sound city the party go East over the Canadian Pacific.

The delegates are in charge of Gordon G. Noble, southeastern passenger agent for the Lehigh road and secretary of the American Association of Traveling Passenger Agents. They are devoting more time to Portland than to any other Northwest city.

Viento Planing Mill Burned.
HOOD RIVER, Or., May 31.—(Special)—A disastrous fire which occurred yesterday at Viento, destroyed the sawmill and planer of the Oregon Lumber Company, and entailed a loss of from \$5000 to \$7000. The mill was about to be abandoned and the machinery moved to the company's large plant at Des. The stock of lumber had been about shipped out, with the exception of 50,000 feet which was destroyed. A high wind made the fire a dangerous one and everything in the vicinity of it was burned to the ground.

LANE MEETING TONIGHT
Morrison and Twelfth—Empire Theater.

PHOTO POST CARDS—SCENERY.
Kiser Co.—Lobby Imperial Hotel.

Republican Rally Tonight, Armory, 10th and Couch.