FINDS NO CHAMPION

Parcels Post Is Condemned by Retail Grocers.

RESULTS WOULD BE EVIL

Oregon Association Takes Stand That the Measure Is Being Advocated for Benefit of Eastern Mail-Order Houses.

The parcels post was the principal question discussed at the convention of the Retail Grocers' and Merchants' Association, which opened yesterday morning in the Alisky building. The discussion, in which the sentiment expressed was unanimous against the plan, followed the address of Tom Richardson on the merits of the mail order system at the afternoon session. Dan J. Kellaher, H. M. Fowler, of Goble; Mayor Macy, of McMinnville, and Postmaster Linnett, of Bridal Veil, also spoke in opposition to the establishment of the parcels post. Mr. Fowler and Mr. Linnett were able

J. F. Carney, President of the Oregon Retail Grocers' and Merchants' Association.

to give considerable interesting information on the subject through their observations as postmasters of Goble and Bridal Veil. They contended that the mail order business in those towns has become a habit—the result of the overdrawn advertisements of the large Eastern department stores.

Another important address of the afternoon was delivered by F. W. Funk, expresident of the Portland Association, on "The Cost of Doing a Retail Business." Mr. Funk emphasized the necessity of keeping down the expenses, and declared that the merchant who succeeds in reducing his expense account even 1 per cent is making more money than the man who sits up nights marking the prices of his goods up 1 per cent. In the discussion which followed, it developed that most of the grocers present did not keep any expense account, and those who did were not basing it on the actual cost of conducting the business or actual cost of business done.

President's Annual Message.

In his annual address, delivered at the opening of the afternoon session, F. J. Carney, president of the association, spoke of the progress made during the past year. He mentioned the fact that in that time local associations in Corvallis, Hood River, Eugene, Pendleton and Burns have joined the state body.

Reference was also made to the work accomplished by the association at the last Legislature in securing needed legislation.

"I desire to say," said Mr. Carney, "that there is a better feeling existing in the state between manufacturer, jobber and retailer. As the retailer is the man who comes in closest touch with the consumer, he can, if he is an intelligent merchant, almost dictate the brand that he will sell. There is no reason why the manufacturer or the jobber should not cultivate the friendship of the honest retailer nor stand up for the rights and protect the interests of such retailers."

The report of the secretary, Charles B. Merrick, was read and approved.

At the conclusion of the session, a meeting was called of the Beaver State Merchants' Mutual Fire Insurance Association, an allied organization, at which the following directors were re-elected: G. W. Ingram, Pendleton; F. J. Carney, Astoria; C. W. Stubbs, B. J. Dresser and D. C. Burns, Portland.

Committees Are Named.

The convention was called to order by President Carney yesterday morning, at 10 o'clock. About 100 delegates were in attendance. The opening prayer was delivered by Rev. A. A. Morrison, D. D., rector of Trinity Church. Addresses of welcome were delivered by Mayor Lane, on behalf of the city, and J. G. Mann, on behalf of the Portland Association. In the absence of Vice-President Theodore Roth, of Salem, Fred Johnson of Astoria, responded. Just before adjournment, the following committees were appointed: Resolutions: S. L. Kline, G. W. Hall, Dan Kellaher, Owen Beam and C. W. Stubbs; Rules of Order: W. J. Patterson, Fred Johnson, J. F. Taylor, W. M. Green, Victor P. Moses; Credentials: A. H. Willett, N. A. Perry, Thomas C. Watts.

The members of the association were entertained at lunch by the Pacific Coast Biscuit Company, at its plant on Davis street.

Following is the programme for today's sessions:

Address, "The Retail Merchant's Place in Affairs" .....
.....Hon. Herman Wise, Mayor of Astoria
Address, "The Benefit of Co-operative Delivery in Small Towns" .....
.....R. H. Greer, Hillsboro
Followed by discussion by the members.
Address, "The Best Methods of Meeting Mail Order Competition" .....
.....Paul Brittlebelm, Springfield, Or.
Followed by general discussion.
Address, "Mutual Insurance and Its Value to Merchants" .....
..... F. H. Whitfield, Portland, Or.
During recess delegates will be given an opportunity to visit the Union Meat Company's plant, inspecting its various departments. Luncheon.
Address, "Maintenance of Retail Prices.....
.....Herman Wittenberg, Manager Pacific Coast Biscuit Co., Portland, Or.
Followed by discussion.
Address, "Credits"...Colonel E. M. Brannick
.....Manager Studebaker Co., Portland, Or.
Followed by discussion.
Address, "Organization" .....A. H. Devers
President Closset & Devers, Portland, Or.
Followed by discussion.
Election of officers and selection of meeting place for next convention.
Adjournment.
8:00 P. M., banquet at Hotel Portland, tendered by the Jobbers of Portland, Or.
The delegates to the convention attended the Heilig Theater, last night, to witness the production of "Brown of Harvard."

At the Theaters

What the Press Agents Say.

"THE MILLS OF THE GODS"

Powerful Broadhurst Drama as Seen at Baker This Week.

George Broadhurst, who wrote "The Man of the Hour," which created no small sensation with theater-goers last week in this city, is also author of the Baker Stock Company's "The Mills of the Gods," which is making a deep impression on audiences at that popular place of amusement this week. There will be a matinee Saturday.

"The Devil's Auction."

Spectacular plays cannot be said to be new on the stage of today, but as fast as one style goes out of fashion, another is sure to pop up and take the place as a novelty; and that is exactly what "The Devil's Auction," as seen at the Marquam, is doing this week. There are so many new features in the piece and so many new people in the cast, that practically the present presentation is a new performance. The Saturday matinee will tax the capacity of the house from all indications.

Empire Matinee Today.

The usual matinee will be given at the Empire Theater this afternoon and the play this week, Theodore Kremer's "A Desperate Chance," is one of the melodramatic hits of the season.

"Kidnaped" at the Star.

If you like an evening's entertainment of a nice, smooth comedy drama with just enough romance to make it more interesting don't fail to visit the Star Theater this week. The French Stock Company is offering "Kidnaped," and the management insures its patrons that the play will be all that is advertised. Matinee Thursday at 2:30 P. M.

"Mr. Barnes of New York" Success

The Allen company at the Lyric Theater this week is doing probably the best work seen on that stage since the engagement of this talented troupe of actors opened in Portland. "Mr. Barnes of New York" gives the company full scope to display their talents in both tragedy and comedy. Matinees as usual.

"THE GINGERBREAD MAN"

Tuneful and Merry Musical Comedy at the Heilig Next Sunday.

The tuneful and jolly musical comedy, "The Gingerbread Man," will be the attraction at the Heilig Theater, Fourteenth and Washington streets, for three nights, beginning next Sunday, January 26, with a special price matinee Tuesday afternoon. This merry offering takes us back to Santa Claus' land of our childhood days. The advance seat sale will open at boxoffice, the theater, next Friday morning at 10 o'clock for the entire engagement.

GREATEST OF HOYT FARCES

"A Milk White Flag" to Be Again Presented at the Baker.

Next week will be another banner week of life and merriment at the Baker Theater, for Hoyt's "A Milk White Flag," which was such a favorite last season, is again to be presented with new songs, specialties and choruses. It will open at the Baker next Sunday matinee.

"Way Down East" Next.

Next week, beginning Tuesday, the standard old play, "Way Down East," comes to the Marquam for five nights only, with special Saturday matinee. Nothing more need be said to insure a rush for reserved seats, for this sterling play always fills the house.

"The Moonshiner's Daughter" Next.

Mr. French has at last secured "The Moonshiner's Daughter," and will present the same to the Portland public next Sunday afternoon. This is a story of Southern life and will be more or less interesting to every theater-goer. Everyone has heard of the Moonshiners in Kentucky and this story will show how Moonshiners live .

Return of the Eddy Family.

Next week at the Grand the Eddy family will play a return engagement. They have been playing return dates in Seattle, Vancouver, Victoria and have never failed to win the friendship of every audience. The Eddy family is without a doubt the gratest tight-wire artists in the world.

"Big Hearted Jim" Next Week.

Next week's attraction at the Empire, starting Sunday matinee, will be "Big Hearted Jim," a somewhat different Western play by William L. Roberts.

AT THE VAUDEVILLE THEATERS

Adgie and Lions.

Don't fail to visit the Grand this week to see the beauty and the beasts. Adgie and her three lions are the feature act and is without a doubt the greatest animal act in the world, not mentioning the fact that it is the costliest act on any vaudeville stage. This beautiful woman goes inside the lions' den and with an ordinary stick makes them do her commands, puts her head inside their mouths and sings and dances.

Grease, paints and professional supplies at Woodard, Clarke & Co.

INTERCEDE FOR BREWERS

Oregon Hopmen Petition Senator Fulton to Oppose Legislation.

The following petition to Senator Fulton, signed by a large number of Oregon hop men, was wired to the Senator at Washington last night:

Senator Charles W. Fulton, Washington, D. C.: We, the undersigned growers and dealers in hops, petition you to do all in your power to oppose present hostile legislation affecting brewing interests, such as the Tillman, Frozier, Dolliver and Clay bills. Consider these, if passed, ruinous to the hop industry of Oregon.

INSANE MAN MAKES ESCAPE

Swede Named Jensen Runs Away From Sanitarium.

The police were informed late last night by the officials of the Crystal Springs Sanitarium that a demented man by the name of Jensen had eluded his keepers and effected his escape. The man, who is described as 30 years of age, weight 130 pounds, was wearing a dark slouch hat and khaki trousers. He walks with a pronounced stoop and his Swedish accent is noticeable.

Bristol Still in Harness.

If any one is in doubt as to who is the United States District Attorney for Oregon, all they will have to do is to glance at a legal document filed Monday morning. The legal papers are signed "W. C. Bristol, United States Attorney," and the action is a suit against the O. R. & N. for violating the safety appliance act. The railroad company is charged with using a boxcar without what is known as a "grab iron" on the side of a boxcar. If found guilty the company will be fined $100.

KISER CALENDARS HALF PRICE. Original photos. 248 Alder st.

ANNUAL BANQUET IS HELD

HARDWARE AND IMPLEMENT DEALERS DINE TOGETHER.

Out-of-Town Delegates to State Association Convention Are Guests of the Local Business Men.

Assembled in the main dining-room of the Portland Hotel last night, the members of the Oregon State Hardware and Implement Association were the guests of the hardware, implement and vehicle jobbers of Portland at a banquet. About 300 sat at the tables, the speakers and prominent guests occupying a table crossing the east end of the room, which was decorated for the occasion with flowers and potted plants. The hotel orchestra furnished music.

When coffee was served, the toastmaster, John S. Beall, introduced Governor Chamberlain, who welcomed the delegates of the association in felicitous remarks, interspersed with sallies at some of the more prominent members, and with anecdotes which appealed to the guests.

Mayor Lane was announced on the programme as the next speaker, but was unable to be present, and the toastmaster then called upon Dr. A. A. Morrison, who delivered an address that kept his listeners in a roar of laughter. Thomas C. Devlin responded to a toast on "Politics and Finance," and opened his remarks by saying that he had no money and was out of politics, and as a consequence was at a loss to respond properly to the subject. He said all he knew about the hardware business was confined to a knowledge of a machine, but that the Governor, being possessed of a much better one than anybody he was aware of, was entitled to a front seat. The late financial flurry Mr. Devlin explained by quoting a magazine writer who said that "some idiots had asked for a real dollar instead of its representative."

Colonel E. M. Brannick caused a mild sensation by referring to Governor Chamberlain as the next United States Senator, at the same time announcing himself as a "good Republican." He went further and said the Governor might develop into a competitor of W. J. Bryan in National politics. He referred to Mr. Devlin in a jocular vein by saying that the receiver of the Oregon Trust Bank had not been in the banking business long enough to have become contaminated.

Other responses to toasts were made by F. S. West, John Smith, of the Washington Association, and H. J. Altnow, president of the Oregon Association.

At the morning meeting of the association yesterday the principal feature was

H. J. Altnow, President of the Oregon Retail Hardware and Implement Dealers' Association.

a vigorous attack on the proposed parcels post law made by the president of the association in his report, closing with the words: "If this proposed law becomes operative, many of us who are now happy and contented may as well close our places of business."

The afternoon session was a private one, at which questions submitted through the "question-box" were discussed.

This forenoon papers on various subjects will be read by leading men in the trades represented in the organization, and in the afternoon there will be another executive session, at which reports of committees will be presented, officers for the ensuing year elected, and a place for the next convention selected.

BIG CUT IN TALK MACHINE PRICES

Closing Out Sale of East Side Phonograph Co.'s Stock at Less Than Manufacturer's Cost.

Modern Machines and High-Grade Record Cabinets at Prices That Are Positively Unparalleled.

The great closing-out sale of the East Side Phonograph Co.'s stock of high-class, modern Talking Machines and Record Cabinets, which began Monday at Eilers Piano House, is without question the biggest thing in the Talking Machine line that Portland has known for a long time. This stock was secured at forced sale. With an enormous stock already on hand, it is impossible to accommodate these extra goods except for a very few days. So, out they go, at extraordinary prices to move them quickly. And if they go at the rate they went yesterday, it won't take long to dispose of every machine and cabinet. Remember, every machine and cabinet in this stock are included in the radical price-cut, except certain contract goods.

THESE ARE THE PRICES.

Regular	$ 15.00 Machines	$ 6.40
Regular	$ 25.00 Machines	$11.65
Regular	$ 35.00 Machines	$16.75
Regular	$ 40.00 Machines	$18.85
Regular	$ 50.00 Machines	$27.10
Regular	$ 65.00 Machines	$35.15
Regular	$100.00 Machines	$54.40

Remember, these are strictly modern, up-to-date talking machines, and only one machine will be sold to each caller. Positively no machines will be sold to dealers.

RECORD CABINETS, TOO.

If you have a talking machine, you certainly need a record cabinet, not only to keep your records in convenient order, but also to protect them from breakage. Moreover, a record cabinet is always an attractive piece of furniture in any home. Note these prices:

Regular	$10.00 Cabinets	$ 5.40
Regular	$15.00 Cabinets	$ 8.10
Regular	$25.00 Cabinets	$13.60
Regular	$30.00 Cabinets	$16.25
Regular	$40.00 Cabinets	$21.75
Regular	$65.00 Cabinets	$35.50
Regular	$85.00 Cabinets	$58.50

While these low prices should be for spot cash only, we will still grant any reasonable weekly or monthly terms, so that all will be given an equal opportunity to participate in this most extraordinary offering.

GREAT STOCK OF RECORDS.

Remember, too, that we carry by long odds the largest and most complete stock of talking machine records, both cylinder and disc, in the West, and our individual, sound-proof talking machine parlors are the handsomest, most convenient and best arranged on the Coast.

Come early before the stock becomes depleted. Eilers Piano House, Leading Talking Machine Dealers, 353 Washington street, corner Park.

TAKEN FOR HIGHWAYMAN

Nightwatchman Frightens Belated Pedestrian by Officious Conduct.

Roy Milner, who lives at 414 Hall street, was on his way home last night at 11 o'clock when at the corner of Hall and Park streets he encountered Max Schulplus, a Deputy Sheriff who is a watchman in that neighborhood. Milner was wearing a black soft hat pulled down at a rakish angle and the watchman halted him. The watchman says he informed the young man that he was an officer of the law and had the right to question people if their appearance was in the least suspicious, but Milner denies this.

At any rate the watchman thought Milner was a tough looking citizen and Milner thought the watchman was a hold-up man, so when the command to halt was given Milner took to his heels and ran. The watchman fired a shot in the air, believing that it would halt the runaway but the sound of the shot gave wings to the young man's feet and he dashed up the steps of his home to safety.

The noise of the shooting aroused the neighborhood and some one telephoned the police. Soon the patrol wagon with two policemen was on the scene. Here the general misunderstanding was discovered. Both the watchman and the young man were taken to the police station, where they told their stories. Milner went home declaring that he would appeal to the Sheriff's office and prefer charges against the watchman.

Do it now. Attend Rosenthal's great house-cleaning sale.

GREAT CLEARANCE SALE IN ALL DEPT'S—EVERY ARTICLE REDUCED

Nine remaining days in which to participate in the remarkable clearance values offered in this sale. Out-of-town home-furnishers should not overlook this opportunity for making their selections at this time. No exchanges made on articles sold at special prices.

AUTO-VALETS, GENTS' CHIFFONIERES

Few combination pieces embrace as many practical features as the auto valet and gents' chiffoniere. Their convenience is beyond question and the workmanship, style and finish are equal to the highest grade bedroom pieces.

$49.00 Chiffoniere in mahogany. Special $37.00
$55.00 Chiffoniere in golden oak. Special $39.75
$58.00 Auto-Valet in mahogany. Special $42.50
$67.00 Chiffoniere in mahogany. Special $45.00
$85.00 Chiffoniere in mahogany. Special $62.50
$100.00 Chiffoniere in mahogany. Special $74.00
$130.00 Chiffoniere in mahogany. Special $95.00
$137.00 Chiffoniere in bird's-eye maple. Special $102.00
$175.00 Auto-Valet in mahogany. Special $125.00

A FEW ODD PIECES

—Selected at random from our floors. Many other pieces for all purposes at clearance sale prices.

$3.25 Magazine Rack in mahogany finish. Special $2.25
$5.00 Pedestal in golden oak. Special $3.25
$5.25 Magazine and Book Rack in weathered oak. Special $3.50
$7.00 Pedestal in golden oak. Special $4.75
$12.50 Roman Seat in mahogany. Special $8.25
$10.00 Piano Bench in golden oak. Special $6.90
$20.00 Cellarette in golden oak. Special $10.50
$22.50 Mahogany Pedestal. Special $14.90
$25.00 Cellarette in golden oak. Special $12.75

SALE OF DINNER SETS

Ending today in the Basement Crockery Department—special clearance offering of six artistic patterns in Decorated Dinner Sets—in the semi-porcelain and Haviland—comprised of 42 pieces, 50 pieces and 56 pieces.

$7.50 set of 42 pieces in Semi-Porcelain. Special $5.50
$9.25 set of 56 pieces in Semi-Porcelain. Special $6.75
$9.50 set of 56 pieces in Semi-Porcelain. Special $7.50
$11.50 set of 50 pieces in Semi-Porcelain. Special $9.25
$16.25 set of 50 pieces in Semi-Porcelain. Special $13.25
$26.00 set of 50 pieces in Haviland. Special $21.50
$36.50 set of 50 pieces in Haviland. Special $28.50

SPECIAL CLEARANCE SALE MADRAS, SILK AND LACE CURTAINS—ENDING TODAY —IN THE DRAPERY DEPARTMENT

TULL & GIBBS
YOUR CREDIT IS GOOD — COMPLETE·HOUSE·FURNISHERS — MAKE YOUR OWN TERMS

CLEARANCE SALE OF BEDROOM, LIBRARY, PARLOR, LIVING ROOM, DINING ROOM, HALL AND KITCHEN FURNITURE

HERE IS THE SPECIAL OFFER I MAKE

It is the most sensible yet astonishing offer ever made in merchandising. But I am determined to unload my tremendous stock of Ladies' Ready-to-Wear Goods and Men's Tailoring Cloths and at the same time and at once, and without waiting years to do so, introduce and without further quibble let all Portland know that I have

OPENED A GROCERY DEPARTMENT

Therefore I most EMPHATICALLY say that I ABSOLUTELY WILL GIVE YOU GROCERIES FREE EQUAL TO THE AMOUNT YOU PURCHASE FROM US IN OUR MAIN STORE.

I want you to know that I have opened the FAMOUS GROCERY DEPARTMENT and also that I have opened up the largest MEN'S MERCHANT TAILORING DEPARTMENT in Portland and GROCERIES GO FREE with the MEN'S TAILOR-MADE SUITS just the same.

GROCERY OPENS for Business at HIGH NOON TODAY

and with each of the first hundred ten dollar purchases of Groceries I will give free one box of Good Eating Apples.

J. M. ACHESON, of

The J. M. Acheson Co.

FIFTH AND ALDER STREETS

P. S.—This will enable a family to clothe themselves from their grocery bill.