

BUYERS' WEEK

VISITORS TO DRAW PICTURES OF HOME

Oratorical Contest at Ad Club Luncheon to Be Feature of Buyers' Week.

20 ENTRIES TO COMPETE

Judges to Have Task Only of Saying Which Speech Best Tells Town's Advantages and Not of Naming Best Place.

When the bill rings at the Portland Ad Club luncheon at noon one week from today there will be a band of 20 oratorical gladiators ready for a series of two-minute rounds in a contest to see which can best present a mind picture of the town and county he haile from.

There will be about 20 auditors to every speaker, every one of them ready to encourage any telling hits by their favorite for the grand prize. In fact, the men from the four Northwest states which will be represented at the luncheon at the Hotel Multnomah appear to be dividing into sections, factions, which are coming in with solid supporting columns behind the men picked to represent them.

The German assault on the capital of Poland will be child's play compared to the way the interior merchants will tear into each other at that reception. There will be no mastery retreat such as the Russians are said to have made. Every entry is ready to die with his guns and there will be nobody to retreat.

Contest Buyers' Week Feature. The Ad Club luncheon and the contest between visitors to see who can best present the country where he does business have developed into one of the best entertainment features of Portland Buyers' Week.

It is not a joke by any means, that contest. Everybody enjoys it and gets a barrel of fun out of it, because the rivalry between the contestants is of the highest order of wit and in good feeling. But last year it was happily discovered that among the buyers were men who were orators of high power, clever debaters and men who were capable of presenting the facts as to the splendid communities they represented so capably as to secure the closest attention of their hosts. They knew their statistics of products and pay-rolls as well as they knew their stocks of goods.

The fact that the judges are not called upon to decide which speaker represents the best town and county will probably save the lives of the men who judge the contest. The prices are to be awarded solely for "the best speeches."

Men Greatly in Earnest. These men are so in earnest in speaking for their communities and are so imbued with the idea that the Northwest is the greatest section of America and their own particular town is the best part of the district, they would not consider appointing a committee to judge the contest if the men had to say which town was best and George L. Baker, president of the Ad Club.

The Ad Club will be glad to welcome those men who are doing so much to uphold the idea which they represent and to learn to know them better. We will hope to make their luncheon a happy and pleasant hour, and when the gavel dismisses the assembly I am sure we will all be better friends.

That helps to make business for everybody. From the large number of acceptance of Ad Club invitations to speak only 20 will be listed.

Newberg, home of the Quakers, and one of the pushing, thriving cities of

ADVANTAGES OF BUYERS' WEEK BIG. WINONA, Wash., Aug. 3. (Special)—M. E. Smead, secretary Buyers' week: We feel that Buyers' week in Portland offers to us and to merchants of the entire Northwest great advantages. It materially aids in bringing the jobber and merchant into a closer relationship and a better understanding of each other. Talks of finance, education and better business methods greatly aid in building a good and permanent business. It serves as a convention of retail merchants and offers an exchange of ideas beneficial to all who attend. BUTLER SUPPLY COMPANY, By C. S. Butler.

the Willamette Valley, ought to have a chance for the first prize. U. S. G. Miller is the Newberg entry. The little city is financing a canyery for her farming district, supports two thriving newspapers, and forced a bridge across the Willamette River.

Ematilla Mass Entered. From Ematilla way comes A. G. Means, who will have something to say about irrigation and the "seaport of Ematilla County."

Hay, Washington, will be represented by J. B. Targart, head of the big general merchandising firm, who promises to respond in either of the dead languages, Scotch or Irish, as President Baker and the Ad Clubbers may propose.

The walnut and prune center of "Old Fork" is intent on demonstrating that the county has some claims to distinction aside from being the birthplace of Representative McArthur, and will be represented by F. E. Davis, a member of the big firm of homefurnishers. Who knows where Kings Valley is located? It is not far from Portland. After Wednesday it will be on the mental map of several hundreds of Portlanders. T. J. Allen will attend to that.

SOME OF RETAIL MERCHANTS OF NORTHWEST WHO WILL PARTICIPATE IN BUYERS' WEEK.



103 JOBBERS HOSTS Dealers Agree to Entertain Buyers During Week.

PROCLAMATION IS ISSUED Manufacturers Invite Retailers of Pacific Northwest to Inspect Stores and Plants, Look Over Goods and Have Vacation.

One hundred and three jobbers and manufacturers have responded to the invitation of the Portland Chamber of Commerce to be special hosts to the visiting retail merchants of the Pacific Northwest during Buyers' Week.

The list of jobbers and manufacturers participating in the invitation follows: Allen & Lewis—Wholesale groceries; Ames, Harris & Neville Company—Burlap, cotton bags and twine; Archer & Wiggin Company—Automobile accessories, Diamond tires; Master carburetors; E. C. Atkins & Co.—Saws of all kinds, planes, knives and bits, files, emery wheels, belling, wood and steel split pulleys; E. Nelson & Wright—Automobile supplies, motorcycles and supplies, bicycles and supplies; Theodore Bergmann Shoe Manufacturing Company—Manufacturers of hand-made shoes for loggers, miners, surveyors, workers and boys; Comfort dress shoes; Blake-McFall Company—Wholesale paper dealer, twine, burlap, building papers, stationery, woodenware, notions, matches, brooms, etc.; Gruener-Frank Drug Co.—Wholesale drugs and druggist sundries, soda fountains and supplies, cigar company—Franklin cars; Bryan & Co.—Shoe store; Freeman Leather Company—hardware, saddles, findings; Bridge & Beach Manufacturing Company—Superior stoves and ranges, stovepipes, hard-ware and stove sundries; California Trojan Powder Company—Explosives, blasting accessories; Carmax Manufacturing Company—Manufacturers of furniture, lumber Company—Blastic wall board and bituminous stucco board; paint, oil, paint enamel, plate, sheet and rough glass, mirrors, framed and unframed; Chalshill Furniture & Manufacturing Company—Wholesale furniture; Clarke, Woodward Drug Company—Butter and cheese; Henry Diston & Sons, Inc.—Saws, machines and shoe; Doornbecher Manufacturing Company—Manufacturers of the "Famous Doornbecher" of dining-room and bedroom furniture; Dwight Edwards Company—Coffee, tea, spices, extracts and baking powder; Eilers Music House—Pianos, organs, talking machines, musical instruments; Felling-McCalmann Company—Hardware, sheetiron, tin plate, fishing tackle, tools, builders' hardware, granite and tileware, tinners' supplies; Fairbanks, Morse & Co.—Windmills, pumps, hoists, rollers, trucks; Fisher, Thomas & Co.—Manufacturers and jobbers, paint, oil, glass, brushes, varnishes, mitering and planing materials; Fishan-Barker Shoe Company—Wholesale boots and shoes; Fleischner, Mayer & Co.—Dry goods, notions, men's furnishing goods, hosiery, ladies' goods; Freeland Furniture Company—Complete line of tables for library, dining-room, etc.; W. F. Fuller & Co.—Paints, oils, glass, sash and doors, building paper, roofing; The J. K. Gill Company—Books, stationery, party games, holiday goods; Golden Rod Milling Company—Cereal supplies; Goodman Bros. Shoe Company—Wholesale boots and shoes; Goodyear Rubber Company—Rubber boots and shoes, rubber and oiled clothing, belting, packing, hose, etc.; F. A. Gust & Co., Inc.—Cigars, pipes; F. F. Haradan & Son, Inc.—Manufacturers, candy and cracker; F. S. Harmon & Co.—Furniture, rug, shades, linoleum, stoves, mattresses; The Hart Clear Company—Clears, candy, maplewood Company—Butter and ice cream manufacturers; Healy Brothers—Wholesale furniture; Henninger & Aves Manufacturing Company—Canning machinery, pumps, gasoline engines, concrete machinery; Hester & Co.—Stoves, refrigerators, cooking utensils, hardware specialties, etc.; Shepard Bros. & Wakefield Company—

Manufacturers of chairs, Reed furniture and go-carts and carriages, Jobbers of furniture; Hirsch-Wels Manufacturing Company—Tents, awnings, canvas goods, window shades, comforters, blankets, pillows, etc.; Krauss Brothers—Boots and shoes; Knight Packing Company—Pickles, vine-sar and condiments; Krauss Brothers—Boots and shoes; Lang & Co.—Groceries, coffee, tobacco; The George Lawrence Company—Hats and headgear, umbrellas, suitcases, trunks, shoe store supplies; H. E. Lewis—Importers, Japanese and Chinese silk, kimono, cotton crepes, handkerchiefs and linen; G. Long—Fire apparatus, hose and tools; Luckel, King & Calk Soap Company—Manufacturers of laundry and toilet soaps; dealers in laundry supplies; Luke Manufacturing Company—Show cases, store and bank fixtures of all kinds; James L. Marshall Manufacturing Company—Show cases, bank fixtures, store and office furniture; Marshall-Wells Hardware Company—Shoe and heavy hardware, mill and mining supplies, sporting goods, paints, oil and glass, harness and saddlery hardware; Mason-Ehrman & Co., Inc.—Wholesale grocery; May Hardware Company—Hardware, stoves, house furnishing goods; D. B. McBride & Co.—Woolen cloth and tailory trimmings; Meier & Frank Company—Jobbers, dry goods, furnishing goods, notions, carpets, toys and holiday goods, and stationery, sporting goods and drug sundries; H. C. Metzger—Cut hair and curled hair mattresses, wool, hides, mohair; Miller, Simington, Campbell Company—Notions, hosiery, knit goods, umbrellas, art linens and towels; Modern Confectionery Company—Wholesale confectioners; Multnomah Trunk & Bag Company—Trunks, suitcases, telecopes, traveling bags; Mount Hood Soap Company—Soap, washing powder and sal soda; Neustader Bros.—Men's furnishing goods, manufacturers of overalls, overall, jacket, shirts, blankets; Noon Bag Company—Cotton and burlap bags, burlap and twine; Northwest Auto Company—Northwest distributors and retailers in Multnomah County of the Buick, Oldsmobile and Chevrolet automobiles; Nottingham & Co.—Lime, cement, plaster, shingles, etc.; Oregon Casket Company—Undertaker's supplies; Oregon Chair Company—Manufacturers of chairs; Oregon City Woolen Mills—Blankets, Indian Robes, steamer and auto robes, flannel shirts, mackinaw clothing, casimere pants, wool suits; Pacific Coast Biscuit Company—Crackers and cakes, candies, macaroni.

Special for Buyers' Week Only

Allen & Lewis Best Brand. In order to give out-of-town buyers an opportunity to secure the best possible values in musical instruments, we have cut the prices on many pianos, player pianos and grand pianos, new and used, now on display in our establishment. All visitors during Buyers' Week are cordially invited to make Eilers Music House their headquarters. Free use of stationery, phones and restrooms. Below are a few of our bargains in used pianos. Marshall & Wendell, rosewood case... \$350.00 \$50.00. Haletto, rosewood case... \$450.00 \$125.00. Lucerne, oak case—a good "baby"... \$325.00 \$150.00. Berry, maple case... \$325.00 \$125.00. Brunelster, oak case—is just as good as new and in fine shape... \$325.00 \$135.00. Steinway, rosewood case, in good condition... \$600.00 \$190.00. Still another Steinway, ebonyized case... \$650.00 \$200.00. Smith & Barnes, oak... \$375.00 \$125.00. Hise, in handsome oak case... \$550.00 \$210.00. Emerson, largest size, mahogany case... \$550.00 \$210.00. PLAYER PIANOS SLAUGHTERED AT 150. Jacob Dell, mahogany case... \$500.00 \$225.00. Bangalov Player, mahogany case, and in fine shape... \$585.00 \$215.00. Playola Player, oak case, in fine condition... \$550.00 \$200.00. Handsome Bangalov Player Piano, oak... \$600.00 \$220.00. Kingsbury Player... \$500.00 \$225.00. Helme Player Piano, mahogany... \$575.00 \$235.00. Broadway at Alder Portland, Or.

Fleischner, Mayer & Co. Importers and Jobbers Dry Goods, Notions Furnishing Goods Ladies' Ready-to-Wear Apparel MANUFACTURERS OF MT. HOOD Brand SHIRTS and OVERALLS University BRAND MACKINAW COATS To Visiting Merchants: We invite you to make our store your headquarters. Have your mail addressed in our care. Stenographers will be at your service to attend to your correspondence.

In the heart of Portland's newer business zone, a Drug Emporium—Ten Selling Floors. Fifty years of active, progressing work in our vocation. To you, our guest, we extend a cordial welcome and courteous attention. Clarke, Woodward Drug Co. Wood-Lark Building ALDER AT WEST PARK

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Miller, Simington, Calhoun Co. Importers and Jobbers Notions, Fancy Goods and Specialties "The House of Personal Service." Fifth and Couch Streets, Portland, Oregon.

Knicht Packing Co. Pickles, Vinegar, Etc. East Ninth and East Alder Streets. Phones East 66, D 1560.

BAGS Burlap, Twine NOON BAG CO. 25 N. First St. Broadway 114