

CALIFORNIA BUYERS VISIT PORTLAND

Salt Lake City, Montana and Idaho Merchants Also to Come for Week.

AUGUST 6 TO 11 ARE DATES

Attendance Greater Than in Any Previous Year Already Assured. Mayor and Chamber of Commerce Issue Invitations.

Portland will entertain representative merchants from the entire Pacific Slope during Buyers' week, which has been officially proclaimed by Mayor Baker and attended by the Chamber of Commerce for August 6 to 11. That the attendance will outnumber that of all previous years is already known to be a fact and those in charge of the work are anticipating that there will be more than 1000 out-of-town men and women here.

Reservations have been made by merchants all over Washington and Oregon, as usual, but the feature that is making the local committee particularly happy this year is the fact that letters of acceptance have been received from manufacturers and merchants in California, Idaho, Montana and Utah, indicating the widespread interest in the annual event.

Reservations have been sent in from Weiser, Leland, American Falls, Hilo, New Meadows, Mullan, Payette, Spirit Lake, Wendell, Twin Falls and Lewiston, Idaho; Coquille, Coville, Port Seward and Jackson, Cal.; Anaconda, Missoula, Forayth and Polson, Mont., and Salt Lake, Utah. Hundreds of letters of acceptance have been received from other places, but these serve to show the large territory that is being attracted to Portland.

Ship Plants to Be Inspected. Various features for the entertainment and information of the visitors are being arranged by a committee consisting of O. W. Melick, Paul De Haas and H. A. Green. Special opportunities will be given for the inspection of the shipbuilding industry, the many big manufacturing establishments in Portland and Oregon City and the great stocks of merchandise from which the trade of the Coast, as far as this city is concerned, are supplied.

A special effort is to be made to interest the people of Portland also in Buyers' week, from the standpoint of the exhibits to be shown by the local merchants and manufacturers. It is believed that comparatively few Portlanders have any comprehensive idea of the great volume of business or of the diversity and quality of the output.

Buyers' week is under the auspices of the trade commerce bureau of the Chamber of Commerce. Nathan Straus is the general chairman. A committee consisting of F. A. Spencer, A. J. Bale, W. H. Beharrell, O. H. Pithian, George Lawrence, Jr., Jay Smith, O. W. Melick, A. J. Black and F. S. West is handling all of the executive details and the general arrangements.

Official Invitation Issued. Mayor Baker and the Chamber of Commerce have issued the following official invitation to the merchants of the Pacific Northwest:

We want you with us during "Buyers' week," August 6-11, 1917. We want to show you our factories, our warehouses, our stocks and our output. We want to show you a lot for your loyalty and we want to pay you.

In officially proclaiming our Buyers' week, I have in mind our merchants' prominence in our enterprises, our carrying large stocks, extending credits and developing new business; our indebtedness to you for supporting wholesale plants and your loyalty to home products and industries; your entertaining us with receptions, luncheons, banquets, jollifications and other things of interest and pleasure. And don't forget, we want to show you our city and its many points of interest and beauty, as well as our industries.

We will open your eyes by the size of our factories and their output, our variety of products and our enormous stock of goods. In many lines, the largest jobbing stocks west of the Mississippi are in Portland. They not only carry the largest stocks of goods, but are doing the largest volume of business. Some of the largest factories in the entire West are here; we want you to see them.

You will be able to buy to extraordinary advantage. You will also give us the privilege of becoming better acquainted with you personally, in both a business and social way.

Railroad fare will be refunded to one buyer from each firm whose aggregate purchases from participating jobbers and manufacturers are \$500 or more during this visit. Reduced fares have been granted by all the railroad lines. These reduced fares will enable you to bring members of your family or business associates at a low cost to enjoy the hospitality that has been arranged.

For detailed particulars regarding railroad fare refund, how and when to purchase tickets, see the general circular, or address the Buyers' Week Executive Committee, Chamber of Commerce, Oregon Building, Portland, Or. Come! Come! Welcome!

George L. Baker, Mayor. Henry L. Corbett, President W. B. D. Dodson, executive secretary; Nathan Straus, chairman trade and commerce bureau.

TWO TOO TALL FOR ARMY

Yaguna Brothers, 6 Feet 4 and 6 Feet 7, Are Rejected.

EUGENE, Or., July 31.—(Special).—William Willis, of Yaguna, Or., who

GIRLS! MAKE A BEAUTY LOTION WITH LEMONS

At the cost of a small far of ordinary cold cream one can prepare a full quart of lemon skin softener and complexion beautifier, by squeezing the juice of two fresh lemons into a bottle containing three ounces of orpiment, white, Caro should be taken to strain the juice through a fine cloth so no lemon pulp gets in them, then this lotion will keep fresh for months. Every

knows that lemon juice is used to bleach and remove such blemishes as sallowness, freckles and tan, and is the ideal skin softener, smoother and beautifier. Just try it! Get three ounces of orpiment, white, from a pharmacy and two lemons from the grocer and make up a quart of this sweetly fragrant lemon lotion and massage it daily into the face, neck, arms and hands. It naturally should help to soften, freshen, bleach and bring out the roses and beauty of any skin. It is wonderful to smoothen rough, red hands.—Adv.

was in Eugene today, stated that his two sons were not slackers in not being in the Army. One of his boys measures 6 feet 4 inches, and the other 6 feet 7 inches.

"Both tried to enlist, but they were rejected because of their height," he said.

Mr. Willis is 6 feet 1 and his father was 6 feet 7. While here, Mr. Willis met his cousin, Charles Ginn, of Eugene, whom he hadn't seen in 41 years.

Remembrance of Hot Biscuits Makes Court Lenient.

When O. A. Lyman Speeded Up to Get to Columbia River Highway Resort His Offense is Overlooked Partly.

It is more than evident that District Judge Jones has tasted of the steaming hot biscuits at one of the resorts on the Columbia River Highway.

At any rate, when O. A. Lyman, well-known Portland realtor, pleaded guilty yesterday in his court to a charge of speeding, Judge Jones assessed the small fine of \$10 after Mr. Lyman, with a reminiscent smile, told of some hot biscuits which were waiting for him at the well-known rendezvous, and admitted that he had speeded up to 35 miles an hour in order to get to the biscuits before they got cold.

"I just couldn't pass up the chance

CHAIRMAN OF GENERAL AND EXECUTIVE COMMITTEES IN CHARGE OF ARRANGEMENTS FOR BUYERS' WEEK.

F. A. Spencer.

Nathan Straus.

to get to those steaming biscuits as quickly as possible," Mr. Lyman pleaded with the court.

"I understand your feelings perfectly," Mr. Lyman, returned the court; "you fine will be \$10 for this offense."

VANCOUVER BOYS OFFICERS

Three Youths Who Attended Pullman Receive Commissions.

VANCOUVER, Wash., July 31.—(Special).—Commissions as Second Lieutenants in the regular Army have been issued to Lee Lewis, Don Barton and Roger Morse, well-known Vancouver men, all of whom attended Washington State College at Pullman.

Barton played center on the 1915 football team and has resided in Vancouver for many years. Morse and Lewis were both prominent in activities at the Pullman school. They took the examinations at Vancouver Barracks in April and were recently notified of their success in the examinations. They expect to go to Fort Leavenworth, Kan., soon for instruction in the provisional officers' corps school.

STAFF MAY BE RE-FORMED

Army Governing Board Subject of New House Bill.

WASHINGTON, July 31.—Reorganization of the Army General Staff for the big war job ahead is provided in a bill introduced today by Chairman Dent, of the House military committee.

Two Assistant Chiefs of Staff, putting the War College under the full supervision of the Chief of Staff, who would rank all other officers; empowering the President to fix the strength of the Quartermaster and Ordnance Departments to meet needs, and abolishing the Coast Artillery as a division and putting it under a chief who is to be an additional member of the General Staff, are the bill's chief provisions.

Read The Oregonian classified ads.

PAULA AT PANTAGES IS WIFE OF SAN DIEGO MANAGER.

Mrs. Scott Palmer.

Mrs. Scott Palmer, wife of the manager of the San Diego (Cal.) Pantages Theater, vacationing in vaudeville, came as Paula to the local Pantages this week, and it was several days before her identity was discovered.

Paula, as Mrs. Palmer was known in professional circles until she took the stars of the spotlight for domestic delights, was formerly one of the best-known woman accordionists in vaudeville, but in recent years she has not appeared in public.

When Mr. Palmer asked his wife recently how she desired to spend her vacation, she asked to go on the stage again. She arrived from the south here Monday, made her initial bow after many years and she will appear on the entire circuit before her exit from the limelight again.

TRACTOR WILL DO GRADING

Scarcity of Horses and Men Leads Lane County to Buy Machine.

EUGENE, Or., July 31.—(Special).—Because of a shortage of men and horses for road work and the high price of labor, the Lane County Court last week purchased a large caterpillar tractor, which will be used in grading operations. The machine arrived from Stockton, Cal., one week from the date on which the order was placed.

Its first work will be on the bad stretch of road in the Pacific Highway south of Cottage Grove, which is to be macadamized.

J. M. Nicky, County Superintendent of Roads, reports that the extremely

GERMAN RIGHT END HELD VULNERABLE

Military Experts Believe Flank Can Be Turned by Pressure and Ignoring of Diversions.

FIELD STRATEGY DESIRED

Tentons, by Digging In After First Rush, Determine Nature of Fighting—Frontal Assaults Gain Ground Slowly.

WASHINGTON, July 31.—The British-French assault on the German right flank has made a profound im-

pression here because, in the judgment of many American Army officers, it is directed at the most vulnerable point on the entire German front.

Complete success for the allies, sweeping the German line back from the sea along the entire Belgian coast, would be immediate answer to the U-boat warfare. The main North Sea bases for U-boat operations would be stamped out. Behind that achievement then would stand the possibility that the entire German line in France could be endangered by a flank attack.

Reports from London or the front were still too meager tonight to disclose the full scope of the new operations. Some observers here were inclined to believe, however, that unless the drive is supplemented by naval co-operation, with a landing behind the present German front, complete success is not to be expected.

Right Flank Alone Vulnerable.

The discussion here brought out strongly the fact that many American officers who have studied the situation believe the German right flank offers the only real opportunity to bring the struggle to a decisive issue in a single campaign.

Short of that they can foresee only a continuation of the deadly frontal attacks which in time would wear down the German resistance, since the allied powers have the greater resources in men and supplies. It is pointed out, however, that if U-boat activity is not sharply checked, time will work strongly against the allies.

In renewed German assaults upon the Verdun front, observers have read an attempt to prevent an allied concentration upon the right flank. In diplomatic quarters, however, the Verdun attacks are coupled also with the German advance in Galicia to furnish the stage-setting for the renewal of peace suggestions through the German and Austrian chancellors.

Dutch May Join Allies.

The possibilities of the new offensive produced the suggestion today that if the allied front could be extended to the Dutch frontier, the Netherlands government might join the allies. Recent reports from neutral sources have indicated that Germans feared some such action by their little neighbor. In that connection it has been noted that numerous small German steamers lying in Dutch waters since the outbreak of the war have been captured or destroyed recently while attempting to return to Germany and that several divisions of German troops have been reported massed along the Dutch frontier.

Some officers believe that a great part of the German success heretofore has been due to the fact that the allies have been forced to accept the type of warfare which the Germans high command elected. When the Germans, early in the war, fell back to the Aisne and dug themselves in, the allies followed suit, and the opportunity for field operations was quickly lost. The game was mapped out as the German Staff wished it to be played.

German Success to Trenches.

There are officers who believe that, with the allies' greater forces and more powerful artillery, they now could be certain of fairly quick success if trench fighting could be abandoned for a shift and strategy of field operations. The Germans, these officers say, also know this, and have no intention, if they can help, of permitting any change in the battle scheme they have forced upon their enemies.

If severe pressure is exerted on the right flank, therefore, the German commanders are expected here to seek relief by an assault, or series of assaults, elsewhere along the line. The only answer to such tactics would be to ignore enemy successes of this nature and keep pressing home with every available man or ship the drive at the right flank.

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BUYERS' WEEK

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The Blumauer-Frank Drug Company cordially invite the Druggists of the Northwest to visit their store during Buyers' Week, Aug. 6 to 11, 1917.

A splendid opportunity to inspect our big line of Py-ra-lin Ivory and Holiday Goods.



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SIXTH STREET AT OAK

dry weather is making grading operations and the preparation of the road-bed for macadam difficult. Under the heavy travel much of the dry dirt on the roads blows away and a greater amount of water must be applied than usual in laying macadam.

Cottage Grove Man Injured.

COTTAGE GROVE, Or., July 31.—(Special).—Henry Damewood, brother of Lee Damewood, who was killed recently in an accident, himself met with a serious accident a few days ago. He was assisting in unloading hay in his barn when struck by the hay fork. It was several hours before he regained consciousness.

Special Railroad Rates to Portland August 2 to 8. Why not make

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