STATISTICAL POSITION SLIGHTLY WEAKER THAN A YEAR AGO.

Decline Not Imminent, Rowever-Belated June Ships Will Go Over for July Loading.

The San Francisco correspondent of the New York Commercial is very much alarmed over an alleged shortage of grain tonnage on the Pacific Coast, and ventures the prediction that high rates are bound to prevail. An industrious freight boomer in this city has been trying for the past six months through the columns of his weekly paper to make shipowners believe the same thing. The local manipulator of figures has on hand 50 ship-loads of wheat which no one else knows anything about, but the San Francisco man qualifies his freight-booming article by admitting that some of the wheat with which the ships must be filled has

not yet been harvested. There is nothing plarming in the freight situation, nor is there anything to indicate that rates will approach last sea-son's high figures. The grain tonnage en route and listed for this port is practically the same as it was a year ago, but at that time there was fully 5,000,000 bushels more wheat on hand than there is at the present time. The situation is much the same in San Francisco, except that there is a larger carry-over stock of grain this year than there was a year ago. This carry-over will take the place of that of the Northwest last year, so that the statistical position of wheat in the three states is practically the same as a

year ago. With wheat and ships on the same basis as a year ago, freights can be influenced r conditions which prevail else-These are far less favorable to high freights than they were at this time last year. Then the Argentine was ship-ping a record-breaking crep which reping a record-breaking crop which re-quired the services of an immense fleet of steamers. The rice crop of the far East was heavy, and freights were high, and nitrate freights were hovering around the highest point reached in ten years. Now the Argentine is shipping less than onefourth the amount of wheat shipped a year ago, nitrate freights are from 10 to 15 shillings lower than last year, and rice freights are five shillings lower. List year no ships could be secured from the nitrate ports, while this year a big fleet will come north, even though rates go no higher. If crop conditions continue good, and wheat prices advance, ships are not liable to be cheaper, but there is nothing in the statistical position of either wheat or ships to warrant any further advance at present, and there is more liability of a decline than there is of an advance.

BUT FEW JUNE SHIPS. Belated Fleet of Wheat Vessels Will

Go Over for July Loading. The German ship Wandsbek salled from Hiogo for Portland last Monday under charter to load wheat at this port in July. With a good passage she should reach Portland by the end of June, and will be one of the early ships of the new season. It is now almost too late in the month to expect any more ships to get in and out in June, and the fleet for the last month of the cereal year will consist of but three vessels, the Alterschwan, Nivelle and H. Hackfield. The belated arrival of some of the ships will give the July fleet a good start, however, there being at least half a dozen shins to load here next month. In addition to the Madagas-car, Brabloch, Argus and Pythomene, there are one or two others, the exact sailing date of which is not known, but which will reach Portland in time to start

the new season off with a big July fleet. Unless there should be an earlier move-men than usual of the new crop. August ships will be less plentiful, but within 90 days Portland will commence shipping the new crop, and unless present highly favorable crop prospects are materially changed, there will be a record-breaking fleet go out of the Columbia River in the of 1901-2. The fleet for the season now drawing to a close will include 120 at of Puget Sound. the steamers which took wheat by way of the Suez will number about 75 vessels. This is the best showing, proportionately, that Tacoma and Seattle have made in many years, and is due to the failure in Williamette Valley which cut Portland out of 20 or 25 cargoes, and also to the extraordinary yield on lands tributary to Puget Sound and not to Portland.

Transport Sails for Alaska.

SEATTLE, June &-Three Nome sallings, two merchantmen and one United States transport, the Warren, were made from Seattle today. They carried an aggregate of 600 passengers and 5000 tons of freight. The merchantmen are the St. Paul and the South Portland the former with 331 passengers and the latter with 190. The Warren goes to St. Michael and Nome. She took about 100 soldiers, Government employes and civilians. Rev Sheldon Jackson, head of the Gover-ment's educational work and reindeer ventures, was a passenger, also 16 mem-bers of families of officers now in the The Warren's cargo is composed of 2152 tons, including 750 tons of coal, 47,000 feet of lumber and 1,502,720 pounds of merchandise and commissary supplies,

Columbia's Fast Run.

The steamer Columbia arrived at San Francisco yesterday afternoon after a rattling run from Portland. She left Ainsworth dock at \$ o'clock Thursday evening and Astoria at 4:20 the next morning. The run from Astoria to San Francisco was made in exactly 25 hours, which, considering the distance, is nearly as fast as the time made by some of the vestibuled ice wagons running around the Northwest railroads. The same friendly breeze that was pushing the Columbia down the Coast in such fine style will be met by the Elder bound up, and she will not make the run in 26 hours.

SAN FRANCISCO, June 8,-Disaster is SAN FRANCISCO, June 8,—Disaster is believed to have happened to the American ship Susquehanna. The Susquehanna, commanded by Captain Bailey, sailed from Norfolk, Va., November 15 last for Manua, with a cargo of coal for the United States Navy, and since February 5, when she was apoken in latitude 27 degrees south, longitude 27 degrees west, the ship has not been heard from. Yesterday instructions were received from

Susquehanna Is Overdue.

terday instructions were received from the East to place the Susquehenna on the overdue list with reinsurance quoted at 55 per cent. Cleared for South America.

TACOMA, June 8.—The British steam-ship Condor cleared today for the west coast of South America. She carries 31,-438 barrels of flour and 500,000 feet of lumber. The Chilean bark Yosemite also cleared for the west coast with 45,485 bushels of sacked wheat, valued at \$29,-

Suspension of Hansen Approved. SAN FRANCISCO, June &-Supervising Inspector Bermingham has sustained the judgment of Inspectors Bolles and Bulger in suspending the license for one year of Captain John Hansen for the loss of the steamer Williamette.

Assyrian Will Be Saved.

ST. JOHNS, N. F., June 8 .- The divers' reports show that it will be comparatively easy to tow off the Leyland steamer Assyrian, ashore off Cape Race. They are now only awaiting the arrival of a suitable wrecking accompanion. suitable wrecking apparatus.

Sailed for Nome. TACOMA, Wash, June &-The Pacific Cold Storage Company's steamer Elihu Thomson salled for Nome with 35 passen- roads,

RATES FOR WHEAT SHIPS | sers and loaded with freight until there was not another square inch of space available abound of her. The Thomson carried 250 tons of refrigerated stores of all kinds, bekides 16 head of cattle and two horses stalled on her after deck, and 400 tons of general miscellaneous freight, including mining machinery of various

> Marine Notes. The steamer Paintina is receiving he ber cargo at the rate of 200,000 feet

per day. The German ship Najade crossed out resterday afternoon, leaving the lower harbor free of ships. The Alsterschwan is the only ship in the harbor now loading, but the Nivelle and the H. Hackfield will commence early in the week.

The old Oriental liner Monmouthshire, which left here in April with a cargo of wheat for St. Vincent for orders, is making good time in spite of numerous stops for fuel. She got away from Monte-video Thursday, 50 days out from Port-

Domestic and Foreign Ports. ASTORIA, June 8.-Sailed-At 8:30 A. M. steamer Alliance, for San Francisco and way ports; at 4 P. M., German ship Najade, for Queenslown or Falmouth, for orders. Condition of the bar at 5 P. M., smooth, wind northwest, weather clear.

Port Townsend, June 7.—Arrived—Bark
Snow and Burgess, from Honoluiu.

Altear, from Callao.

Eureks, June 8.—Arrived—Schoone Lottie Carson, from San Pedro; steamer Scotia, from Gray's Harbor. San Diego, June 7.—Salled—Barkentine

Port Townsend, June 8.-Arrived-Bark

J. M. Griffith, for Port Hadlock. Seattle, June 7.—Salled—Schooner Mary Ann. for St. Michaels; steamer Farallon, Port Ludlow, June 8,-Arrived-Schoone tobert Searles, from Blakeley, Sailed-

Barkentine Klikitat, for Port Gamble, Liverpool, June 8,-Arrived, June 6,-Dutch bark Pax, from Oregon. New York, June &-Arrived-La Tor-raine, from Havre. Sailed-Meominee, for London; Etruria, for Liverpool; Patricia, for Hamburg, via Plymouth and Cher-bourg; Potsdam, for Rotterdam; Anchoria,

for Glasgow, New York, June &-Arrived-Campania, from Liverpool. Hamburg, June June 7.-Arrived-Colombo,

Liverpool, June 8 .- Sailed-Bovic, for New York: Umbria, for New York. Antwerp, June 8.—Salled-Vaderland, for Havre, June 8.-Satled-L'Aquitaine, for

New York. Cherbourg, June 8.—Salled—St. Paul, from Southampton for New York, Montevideo, June 8.—Salled—Monmouth. Shire, from Portland, Or., to St. Vincent, Cape Verde, for orders. Liverpool, June 8.—Arrived—Tauric, from New York; Lucania, from New

San Francisco, June & Arrived-Schooner Webfoot, from Willapa Harbor steamer Columbia, from Portland, Sailed -Steamer Czarina, for Seattle; schooner Voiant, for Port Ludlow; schooner Me lanchton, for Coos Bay schooner Charles E. Falk, for Grays Harbor; schooner Gotama, for Coos Bay; schooner General Banning, Grays Harbor; brig W. G. Irwin, for Roche Harbor; ship Charmer, for Tacoma; steamer Coronado, for Seattle; Challenger, for Port Blakeley, London, June 8.- Sailed-Rossarian, for

Montreal. Wash., June 7 .- Arrived-Hogulan Schooner Jennie Stella, from Ban Pedro for Hoquiam; schooner Henry Wilson, from San Pedro for Aberdeen; schooner Halcyon, from Mexico, for Hoquiam; harkentine Encore, from San Francisco for Hoquiam. Sailed—Steamer Fulton, from Hoquiam for San Francisco.

Beachy Head, June 8.—Passed—Tetmes, from San Francisco via Guayaquil, etc.,

#### DAILY CITY STATISTICS.

Marriage Licenses. Boice, 25, Mabel Emery, 19. Rushlight, Z, E. B. Weber, 19, H. C. Rundle, 26, Agnes Adams, 23, John Leitheuser, 26, Mary Carlson, 2

J. P. Smith, 22, Annie Kavanaugh, 21. Birth Returns, June 6, girl, to the wife of L. C. Thompon, 1001 East Alder street. May 13, girl, to the wife of A. S. David-son, Darling Senitarium. June 6 boy, to the wife of E. S. Abbott

122 Bleventh street.

June 5, boy, to the wife of Charles But ler, 627 First street. Contagious Diseases. F. A. Schoppe, 333 Grand avenue, small

Death Returns. June 6. Sidney Collins, age 39, 740 Oregon

street, pneumonia.

June 5, Santa Bonocci, age 41, drown Real Estate Transfers.

June 4
Rena Phillips and husband to Carl
Wedeking and wife. N. 50 feet, lots 1
and 2, block 12, subdivision Riverview Addition to Aibina, June 7...
A. E. Jackson to Robert W. Wilson,
lots 5 and 6, block 259, Portland,
June 8
Susannah Nickson to A. E. Jackson Susannah Nickum to A. E. Jackson, same, June 8. City of Portland to Mrs. S.A. Nickum,

same, June 6.
Ladru Royal et al. to Fred W. Prasp.
lot 8, block Il. Mount Tabor Villa
Annex, September 13, 1833.
Georgia Prasp to Fred W. Prasp. lot 9,
bleck Il. Mount Tabor Villa Annex,
October 30, 1834.
Carrie M. Jacobs Georgia Prasp to Fred W. Prasp, lot 9, block 11, Mount Tabor Villa Annex, October 30 1894.

Carrie M. Jacobs et al, to Fred W. Prasp, lot 13, block 25, Mount Tabor Villa, June 7.

Bertha E. Steiger et al. to Fred W. Prasp, lots 14 and 15, block 25, Mount Tabor Villa, June 7.

Lucea Mason Watson to Ernat Paggesell, lots 3 and 4, block 24, Tolman Tract, June 8.

Thomas H. Organ and wife to Nancy R. Barton, lot 1, block 11, Center Addition, May 2.

Arthur Duncan and wife to Agnes Duncan, lot 2, block 2, Feurer's Addition, April 13.

John King to Annie King, lots 1 and 2, block 2, Laurel Park, May 24.

Mrs. I. E. Hays to A. Kuykendall, lot 5, block 3, Albina Heights, May 22.

Mrs. H. E. Chass to Mary W. Gaston, 1 acre, section 20, T. 1 S. R. 2 E. June 7.

Pacific Coast Abstract Guaranty & Trust Co. Abstracts, trusts, title insurance, loans, 2045-6-7 Falling bldg., 3d and Wash.

Vanderbilt Buys Another Railroad. NEW YORK, June 8.-The Mail and Express says: It was announced today on excellent authority that the Vanderbilt interests had purchased the control of the Toledo, St. Louis & Western Railroad. This announcement has been expected, as negotiations for control of the property have been going on for months."

Pennsylvania Denies Story. PHILADELPHIA, June 8.-It is officially denied at the office of the Pennsylvania Railroad that the company has pu the Wheeling & Lake Eric and Wabash

### NOTABLE ART

OF PICTURES BY NEW YORK ARTIST.

Portland Sketch Club Has Engaged Him as Club Instructor for the Summer.

On Friday evening, the Portland Sketch Club will open an exhibition of unusual interest to art-lovers, in the art rooms of the Library building. This exhibition will continue Saturday afternoon and evening, under the auspices of the club, and thereafter may be seen on the regand thereafter may be seen on the rea-ular days of the Art Association, which will have charge of it after this week. The collection consists of pictures by H. M. Walcott, a New York artist, whom the Sketch Club has been so fortunate as to secure as its instructor for the Summer months mer months.

Mr. Walcott is well known, both in this country and abroad, for his work in oils, and also for his illustrations in New York magazines and books. His career has been a series of brilliant successes. He began his studies in the art at the age of 20, in the National Academy of Design, New York City, under Will H. Low, C. T. Turner, Edgar M. Ward and John La Farge. Encouraged by winning the Elliott medal for drawing from the Greek sculpture, he continued the lowing three years, winning the Snydam medals, the highest honors in composition and portraiture, and finally the Havescholarship for study and travel

He took up his studies then at the Julian Academy in Paris, under the cele-brated French painters, J. P. Laurens and Benjamin Constant, for a year, at the end of which time he made a visit to Italy, studying the old masters at Rome, Florence, Venice, etc. Much impressed by these, he left school, and worked alone in his own studio, receiving the encouragement of an honor awarded him by the Society of French Artists at Paris. The following year he won the Wanamaker and Clark prizes at the American Art Association of Paris, and was elected chairman of the art com-mittee, which brought bim in pleasant ontact with the best of the foreign art-

While traveling through the picturesque parts of France, Italy, England, Holland, Belgium, Germany, Spain and Switzer-land, he painted most of the smaller pic-tures he has been asked to exhibit at the

Portland Library. He is represented in the Wanamaker collections at New York and Philadel-phia, the Curtis collection in New York, the Gould and Wilder collections at Chi-cago, and the Salmagundi Club, of New York, of which he is a member.

His pictures at the salon in Paris have been requested for exhibition by the Pennsylvania Academy of Fine Arts, Philadelphia, Chicago Art Institute, Bos-ton Art Club, Worcester (Mass.) Museum, St. Petersburg Galleries, Melbourne (Australia) Gallerics. Paris Exposition and the Pan-American Exposition, now being held at Buffalo. His collection of pictures to be exhib-

tied at the Library building is one of great variety. In addition to his pictures of foreign life and landscape, he will probably include one or two of Portland, esides some black and white sketches of types of different countries, and studies used for pictures now on exhibition in Eastern galleries. He has also a collec-tion of proofs of illustrations and some hotographs of his pictures in other coun-

Mr. Walcott expects to remain in Port-land, at 655 Flanders street, till Septem-ber, and during his stay here will probtransfer some Oregon scenes to can-His classes at the Sketch Club will be as follows:

Wednesday night class, antique, in the art gallery of the Portland Library, Thursday night, composition class. Sat-urday afternoon, from the living model. Sunday, sketching from nature, out-of-

MELLEN HASN'T AND WON'T Says There's No Truth in Report His Resignation.

ST. PAUL, June 8 .- President Mellen, of the Northern Pacific, said today there was no truth in the published statement

that he had resigned. "I have not resigned," said Mr. Mellen, "and I do not contemplate resigning."

(In speaking of the report that President Mellen had resigned from the North-ern Pacific, and of its denial, a Portland railroad man, whose opinion is entitled to consideration, said yesterday: "I am inclined to believe Mr. Meilen's

denial. While it is true that he and Mr Hill are-not entirely harmonious, I think it is also true that Mr. Hill will not have all to say as to who shall be president of the Northern Pacific. Mr. Mellen has al-ways been a Morgan man, and it is safe to assume that Mr. Morgan will have some influence in determining who shall be the official head of that corporation. Meilen is not like Winter, who resigned because he did not like Hill. Mellen will hold on until he is compelled to go. I think—and who will compel him to go? And even if Hill should have all to say in the matter, I doubt that he would want to get rid of Mellen, for he must recognize Mellen as an able railroad manager, though the two may differ on many points. Mellen is well fixed financially, and I don't think he is worrying any about the future.")

ALLEGED DIFFERENCE TOO GREAT English Railroads Withhold Infor-

mation About Our Locomotives. NEW YORK, June 8.—The Times quotes A. B. Johnson, of the Baldwin Lecomotive Works, Philadelphia, as saying in reply to the recent charges of Samuel W. Johnson, locomotive superintendent of the Mid-iand Railway, of England, that the extra working cost of American lecomotives over the British, under the same tions is from 20 to 25 per cent in fuel, 50 per cent in oil and 60 per cent in repairs:
"It is impossible for me to supply any data, either in corroboration or denial of Mr. Johnson's statement. Efforts have repeatedly been made to obtain from the Midland Railway information respecting the relative performance of English and American locomotives working under similar conditions, but up to this time all such information has been withheld. Had such information been given, and had it been found unfavorable to the American locomotives, measures would have been immediately taken to ascertain the reason and provide the proper remedy.
"It is obvious that in locomotives of the

similar materials throughout, there cannot be so wide a variation in operation econ-omy as Mr. Johnson's figures indicate unless one of the locomotives under consideration is in condition unfit for comparison. If, therefore, it is true that the American locomotives are showing the unreason for the locomotive department of the Midland Rallway to investigate and errect the trouble.'

RESTRICTING NEW YORK TRADE. Protest Against New Classification

cussing the recent changes in freight classification made by Western railroads, particularly the change permitting West-ern merchants to ship various kinds of merchandise in mixed carloads, said: "Every instance where the Western classification has been changed to read 'mixed carloads' is a direct discrimination against the City of New York, since all

rates to Western points are made on the official classification, which does not permit mixing cars to the Mississippi River, and this increases the distributing power of every jobbing house located on a line drawn from St. Paul, through Chicago and St. Louis; or, in other words, all cities located on the west bank of the Mississip-pl River. Such changes as these are drawing the lines and area of distribution of New York closer and closer, and we should have the co-operation of merchants here to take up and fight just such propositions, which are driving freight to Western distributing centers. The only

thing to do now is to go right ahead and protest against the changes that are to take effect on August I.
"These changes have been effected through influence brought to bear on the railroads by the St. Louis, Kansas City and Chicago traffic bureaus, which the merchants of these cities support to obtain such results as this in the equalization of rates and classification of their respective geographical situations."

William R. Corwine, of the Merchants'

Association, said that the changes an-nounced in the Western classification are being compared carefully with the present schedule, and if the new ratings are found to hurt New York and shippers of this section, the association would take the matter up with the Western classification

COUNTY GRANTS FRANCHISE.

Contract Authorizing O. R. & N. Co. to Use Certain Streets to St. Johns. The County Judge and Commisisoners yesterday signed a contract in behalf of he county, authorizing the O. R. & N. Co. in the construction of its railroad to St. Johns to use certain streets in A. L. Min-er's Addition. Leave was granted to the company to maintain a double sidetruck on the northerly half of Second street, also known as Bradford street, from Willamette or Charleston street, St. Johns, to Vancouver or Fessenden street. Permission was granted to build diagonally through First on Albany street, and also through Second street, and to cross all streets. The company is required to macadamize the streets between the tracks and to plank them as necessary.

New Commissioners at Oregon City. OREGON CITY, June 8.-The matter of the reports of the commissioners appointed to examine the proposed crossings over the track of the Southern Pacific Ralload Company, in Canemah, petitioned for by the Oregon City & Southern Rallway Company, was argued in the Circuit Court today. The court announced that it would appoint three new commissioners to examine and report on these crossings, as two reports had been filed. He said that the commissioners filing the majority re-port had exceeded their authority, as they die not have sufficient power to direct the elevation of a county road,

LEAVENWORTH, Kan., June 8.-The Leavenworth & Lawrence branch of the Union Pacific, formerly known as the Leavenworth, Lawrence & Galveston, passed into the hands of a receiver today, when Erastus Young, general auditor of sult was brought by J. F. Dillon, as surviving trustee, against the American Loan & Trust Company, and the Union Pacific. to close a morigage given in 1860. The order issued includes the road and all terminal facilities in this city and at Law-

Railroad Commissioners Coming. The delegates to the convention of State Railroad Commissioners, that was held in San Francisco this week, will tomorrow start on a tour of Southern California that will last all the week. Returning north on the route homeward, the Commissioners are scheduled to "reach Port. and Monday morning, June 17, at 7 o'cleck, and they will remain here at least a day before going East over the Northern Pac-

# Great Reduction

\*

Our semi-annual stock-taking reduction sale is now on.

Commencing Monday, June 10, at 7 A. M., we will for a few days only, make garments to order at cost of material and making.

Too much stock for this time of year---that's why.

Come early and secure first choics. Satisfaction guaranteed in all cases.



**108 THIRD STREET** 

NEAR WASHINGTON

### 



SMALLEST PERFORMING ELEPHANT® EARTH "AJAX"



same weight, general dimensions, heating surface and power and constructed from favorable results indicated, it is abundant

of the Western Railronds.

NEW YORK, June 8.—William L. McCarthy, Commissioner of the New York
Freight & Transportation Bureau, in dis-

EXTRA!

EXTRA

Return of the Big. Moral Shows. The Oldest, Largest, Richest and Seat Institution of the Kind in the World. The Well-Spring From Which All Pirates and Would-Be Showmen Receive Their Inspiration.

\*

NORRIS & ROWE'S

## Big Trained Animal

WILL EXHIBIT IN PORTLAND MONDAY AFTERNOON AND NIGHT WEDNESDAY AFTERNOON AND NIGHT THURSDAY AFTERNOON AND NIGHT

FRIDAY AFTERNOON ONLY JUNE 10 TO 14, Performances at 2:30 and 8 P. M., dally,

Tents Will Be Located at the Corner of 11th and Clay Sts. Grand Free Spectacular Street Carnival and Children's Fairyland

Parade Will Be Given at 11 O'clock, Monday morning.

PERFORMING 300

TRAINED ZEBRAS
TRAINED MONKEYS 20 - FUNNY CLOWNS - 20 TRAINED GOATS
TRAINED DOGS TRAINED ZEBUS
TRAINED ANTEATERS BRING THE CHILDREN TRAINED SEALS
TRAINED PIGS TRAINED SEA LIONS TRAINED FOXES

MR. WOODRUFF AND HIS \$10,000 SCHOOL OF

**Educated Seals** Positively the Most Wonderful Animal Act Ever Seen.

**Dancing Baby Elephants** 

Especially Imported by Messrs. Norris & Rowe from Berlin, for

HERR SETLE AND HIS TROUPE OF

SEE THE FUNNY CLOWN BAND. IT IS A GREAT HIT See the Animal Fire Department.

See the Exciting Races. See the McGinty Family in a New Act. See Roseberry, the Talking Pony. See the Leaping Greyhounds. See the \$20,000 Tableau. See the Monkey and Dog Police Patrol, See the Pugilistic Canines See the Menage Act of Master George. See This, the Greatest Show in the World

See the Olympian Games and Pastimes.

Don't Miss the New Big Parade. Don't fall to see the Funny Clown Band. Don't Confound Norris & Rowe's Shows With Others. NOTE.-On Friday night, Saturday afternoon and night, Norris

\*\*\*\*\*\*\*\*\*\*\*\*\*\*

& Rowe's Shows will be consolidated with the Portland Elk's Circus. PRICES: ADULTS, 25c: CHILDREN, 15c.

Fargo, Jargo & Coco THE FUN MAKENS.

EVERY ACT and FEATURE

**NEW THIS YEAR** 

Are you an expert? Do you know within \$50 or \$100 what

a plano should cost? Take off the names

From several planes and place them

Which is the plane you always thought you preferred?

Can you distinguish it? If not, why did you prefer it? What is to guide you?

How will you know how much to

Which is which?

List prices Any one can print them and make

\$600 or \$1000 planos. 'Paper is patient" And will stand much abuse,

Discounts?

Yes, they will give them to you. Clergymen's discounts, School discounts. Teachers' discounts. Discounts to introduce planos. Discounts for your influence. Discounts for various alleged res-

On what can you rely? On the "many-price-get-all-you-can"

system of selling planos? or on

The one-price plan? Where every instrument is marked in PLAIN FIGURES, and NO MORE

IS ASKED and NO LESS ACCEPT-

ED, and where in ALL CASES the

best value is guarantied. Best?

Is there any longer a "best" plane?

Secrets? There are none that are essential to

the construction of a first-class plane. What then is required? Only a few requisites-such as

Experience To know how to obtain the hest re-

sults at an absolute minimum of cost. Ample capital

To employ the highest grade of skilled labor, and to purchase the best material in large quantities for spot cash.

To utilize these to the best advantage, and to give the MOST FOR THE MONEY.

By employment of up-to-date, laborsaving machinery and devices for bandling a large product,

Who possesses these Requisites to any greater degree than W. W. KIMBALL CO.?

Who are more eminent In the musical world than the following well-known musicians, who,

together with many others, use and indorse the Kimball planes? Adelina Patti Emma Calve
Lillan Nordica
E. Fursch-Madi
Lillie Lehmann
Minnie Hauk
Emma Albani
Sophla Scalchi
Marie Tavary
Sig. de Lucla
Sig. de Sarasate
Jean de Reszke
Ed. de Reszke
Ed. de Reszke
Led. de Lucia
Mario Ancona
Sig. Tamagno
Max Alvary
Sig. del Puente
Emil Liebling
Ovide Musin
Sig. Galassi
Glov. Perugini
Pol. Piancon
Robt. Goldbeck
E. Bevignani
C. M. Ziehrer
E. Remenyi
Luigi Arditi
L. Mancinelli
P. S. Gilmore
John P. Sousa,

W

What better authority

Can be appealed to than the above, supplemented by the decision of the board of experts at the World's Fair, and again at the Transmississippi Fair, at Omaha, who accorded the Kimball pianos highest henors over all competition?

Who is the dealer

That can furnish the best plane at the lowest living selling price? Is it the fellow Who gets a couple of instruments

now and then through San Francisco wholesale houses, or an occasional instrument from an Eastern factory,

for which he must pay a price almost equal to the retail value of the instrument? OR IS IT THE FIRM known in every town, hamlet and city of the Northwest as Ellers Piano House, with years of experience in the wholesale and retail plano business, a firm that by yearly contract secures instruments at lowest possible wholesale prices from the best factories, a firm that sells at retail more than three times the number of pianos than all the other Northwestern dealers and agents combined; a firm shipping all planes and organs from the East in carload lots, without using boxes; saving freight charges on boxes and getting the benefit of jobbers' carload freight rates; and possesses many other unique advantages too numerous to

You are judge and jury

abide by your decision.

In this matter, and we cheerfully



WHOLESALE AND RETAIL . PIANO DEALERS

"From Factory to Family." 351 Washington St., Portland,

903 Riverside Ave., Spokane.