

# Olds' Workman King Xmas Herald



A Christmas Store

PORTLAND'S LARGEST AND FOREMOST STORE

A Christmas Store

STORE MANAGERS' SALE.

STORE MANAGERS' SALE.

STORE MANAGERS' SALE.

STORE MANAGERS' SALE.

STORE MANAGERS' SALE.

STORE MANAGERS' SALE.

## This Great Store Organization TURNS OVER THEIR ENTIRE Establishment

TO THEIR DEPARTMENT MANAGERS UNTIL CHRISTMAS—JUST THREE WEEKS!

THE GREATEST SERIES OF BARGAIN SALES START TOMORROW EVER KNOWN ON THE PACIFIC SLOPE! Prices that will create the most unprecedented buying craze have been made throughout every department, on every stock. Not a dollar's worth of old or out-of-season stock in all the vast offerings, but all the newest and brightest of Winter and Christmas goods. An unusual thing to do in December, we admit—for 'tis a profit-making time—but this is an unusual store—a "Different Store"—and we pledge our word we do not expect to realize a penny profit this month! We're planning months ahead! EVERY DOLLAR YOU SPEND HERE FOR THE NEXT THREE WEEKS WILL BRING YOU A QUARTER TO A HALF MORE IN VALUE THAN USUAL!

Portland's Largest Store

### Portland's Foremost, Busiest Toy Shop and Doll Store Is Here



On Fourth Floor. 'Tis Aladdin Land, this great Fourth-Floor Wonder Shop. Mr. A. J. Lilburn has employed his long and expert experience in gathering here such a collection of toys, dolls and games as never Portland store showed before. Our wholesale business in these lines enables us to buy in larger quantities to sell at lower prices than 'tis possible for any other local house to match. A steady patter of little feet was heard here all last week; 'twas almost like the week before Christmas. It's nice now. Mothers, bring in the youngsters when everybody and everything is in tune, bright and fresh. The toys look newer and jollier. Bring them or send them this week to make out a list of what they want. Remember, they're safe here. Mr. Lilburn offers some specially attractive prices, too—among them:

- SNARE DRUMS, WORTH 75c, FOR 49c—Flat-head Snare Drums, metal rods, 10-inch head; our 75c value, for—each... 49c
- 30c FOR ICE BOXES, size 5x8 1/2 x 14 inches, our 50c value, for... 30c
- 19c FOR MUSICAL WHEEL TOYS, our 35c value, for—each... 19c
- HANDSOME DOLLS—83c FOR JOINTED DOLLS, WORTH \$1.50—Our "Baby Alice" Dolls, with moving bisque head, jointed body, long curly hair, sleeping eyes and lace trimmed chemise; our \$1.50 value, for—each... 83c
- 29c FOR DRESSED DOLLS WORTH 50c—Dolls with bisque head and jointed body, dressed daintily in gown trimmed with lace and braid, lace-trimmed hat; our 50c value, at—each... 29c
- THE GIRL IN RED—39c FOR DOLL WORTH 75c—These dolls have papier mache bodies, bisque heads, sleeping eyes and are dressed from head to feet in red—red gown, red bonnet, red slippers and red hose; our 75c value, at—each... 39c
- THE AMERICAN GIRL—74c FOR BEAUTIFUL DOLLS, WORTH \$1.25—This Doll has kid body, riveted joints at hip and knee, bisque head, sleeping eyes with eyelashes, sewed curly hair, both blonde and brunette types; wear shoes and stockings; our \$1.25 value, at—each... 74c
- TAPESTRY PORTIERES FOR \$2.63—Silk-finish Persian-striped Tapestry Portieres, fringed both top and bottom; our \$4.00 value, at—the pair... \$2.63

### Biggest "Sale" in the Bunch



Fifth-Street Annex—First Floor. So says Harry Sale, in charge of the splendid Silk and Dress Goods Stores in Fifth-Street Annex. Harry is a Scotchman and may be depended on for gospel truth and bulldog determination. He's bound to win a prize, and starts for it this way tomorrow. The offer is for the week.

- \$33,000 Worth of Silks and Dress Goods Slaughtered
- All new, this season's fabrics. Mr. Sale says all must go before Christmas.
- Silk specials are in four big lots:
- LOT 1—Consists of All-Silk Crepe de Chine, novelty Waist and Suit Silks and Imported Figured Velvets and Panne Satins; sold regularly Silk up to \$1.00; Velvets up to \$2.25; special, yard... 49c
- LOT 2—Novelty new swell Silks in all the wanted colors and patterns, values unequalled anywhere at less than \$1.25 per yard; special—per yard... 59c
- LOT 3—Novelty Swell Suit Silks, sold regularly up to \$1.50 per yard; special, per yard... 69c
- LOT 4—Novelty Silks for Suits, Waists and Fancy Work, also Milan Crepe; good color assortment; also Cheney Bros. Foulards; special—per yard... 89c
- Colored Dress Goods in Five Big Lots
- LOT 1—Novelty Mannish Tweeds, neat English Suiting, French Twine Voiles, swell Scotch Suiting; a very large assortment of patterns and colors; regular \$1.50, \$1.25 and \$1.00 values; special—per yard... 59c
- LOT 2—Novelty Suiting in all this season's choice effects; the variety much too large to attempt description; regular \$1.50 and \$1.25 values; special—per yard... 69c
- LOT 3—Novelty Suiting; regular \$1.75 and \$1.50 values; special—per yard... 79c
- LOT 4—Novelty Suiting; regular \$2.25 and \$2.00 values; special—per yard... 89c
- LOT 5—Novelty Suiting; regular \$2.50 and \$2.25 values; special—per yard... 99c
- Black Dress Goods
- LOT 1—Consists of plain and nubbed Twine Voile, Crepe Voiles, Sangalines, Figured Albatross and Sacking; regular \$1.75, \$1.50 and \$1.25 values; special—yard... 59c
- LOT 2—Consists of Novelty Etamines, Striped Crepe London Twine, Canvas Cloths, Panamas and Chevrons; regular \$2.00, \$1.75 and \$1.50; special—per yard... 79c
- LOT 3—Consists of Panama, Pebble Chevrons, Blind Pebble, Canvas Cloths, Cravenette, Nubbed Zibeline; regular \$2.50 and \$2.00 values; special—per yard... 89c
- LOT 4—Consists of Panama Zibeline, Waterproof Worsted, Novelty Turkish Mohairs, Figured Ottoman Cloths, Novelty French Etamine; regular \$4.25, \$3.50 and \$3.00 values; special—per yard... \$1.59

### \$100 in Gold as a New Year's Present to the Winners

\$50.00 to the First  
\$30.00 to the Second  
\$20.00 to the Third

SEE MONDAY OREGONIAN for another great of Monday Specials crowded out of two pages today. Special sale of Crockery, Silver and Glassware, Lamps and House Furnishings—Third Floor.

This store offers the above as an extra incentive to its managers to increase their December sales over last year. Awards to be made New Year's Eve. To the store manager showing greatest percentage of increase, \$50; to the next, \$30; and to the third, \$20. Every department manager has a list of bargains never before equalled by any Western house. The firm has adopted the novel plan of permitting their department managers, otherwise known as buyers, to run the entire establishment as they would if each department were owned and controlled by themselves. In a large store like this every department stands upon its own merits. Each is like a separate store in as far as the business is concerned, with an efficient manager at its head. In the run of regular business the department managers must account to the general manager and the firm on matters pertaining to stocks, management, sales, decorations, advertising, etc. For this sale all the superior officers step aside and give every department manager free rein. He can decorate, advertise and manage as he sees fit. No one will dictate to him. We want to find out which of our buying organization would evince the greatest enthusiasm and ability to make great strides if his (or her) department or departments were owned by him (or her). THE SHOPPING PUBLIC WILL REAP THE BENEFIT OF THIS IDEA, AS GREAT RIVALRY WILL ARISE AMONG THE DEPARTMENT MANAGERS TO MAKE THIS THE RECORD-SMASHING SALE OF HIS DEPARTMENT! THE RECKONING COMES WITH THE NEW YEAR. Every one must beat his or her former records. We give all free use of cut prices as tools.

### Other Fourth-Floor Stores

- Under Mr. Lilburn's directorate offer as extra specials in the competitive sale, as below:
- 9c FOR FANCY SILKOLINE, WORTH 15c—5000 yards of best quality Silkoline, floral designs, 36 inches wide, for screens, curtains, draperies, comforter coverings, etc.; our 15c value, at—the yard... 9c
- JAPANESE RUGS—Pretty Japanese Rugs for bedrooms, bathrooms, etc., in bright colors, Oriental designs—
- Size 2x4 feet—our \$1.35 value, for—each... 75c
- Size 2 1/2 x 5 feet—our \$1.75 value, for—each... \$1.00
- Size 3x6 feet—our \$2.25 value, for—each... \$1.25
- WOOL BLANKETS—\$4.75 FOR BLANKETS WORTH \$7.00—White Oregon Wool Blankets with pink or blue borders, large size; our \$7.00 value; for—each... \$4.75
- SALE OF WHITE ENAMELED BEDS—Brass trimmed, in both 3/4 and full-size—
- Our \$5.00 value for—each... \$4.00
- Our \$ 8.50 value for—each... \$5.15
- Our \$6.50 value for—each... \$4.25
- Our \$12.50 value for—each... \$7.70
- Our \$7.50 value for—each... \$4.70
- Our \$14.00 value for—each... \$8.75
- SPECIAL PRICES ON TOYS AND DOLLIES—ONLY 69c FOR TRIPLE METAL ACHORD—Ebony, 25 keys, our \$1.25 value, for—each... 69c
- 35c FOR DOLL BEDS WORTH 65c—White Enameled Doll Beds and Cradles, size 15x30 inches; our 65c value, for—each... 35c

### Sale of Small Wares in Mr. Allen's Depts.

- First Floor.
- 9c INSTEAD OF 50c FOR PHOTO FRAMES—Fancy French Gilt Photo Frames, in oval and round shapes; our 50c value, for—each... 29c
- 15c INSTEAD OF 33c FOR TRINKET BOXES—Fancy hand-painted top Celluloid Trinket Boxes, satin lined, assorted colors and square shapes; our 33c value, for—each... 15c
- \$1.00 FOR PHOTO ALBUMS WORTH \$2.50—Fancy easel back celluloid Photo Albums, gilt-edge leaves; our \$2.50 value for, each... \$1.00
- PHOTO ALBUM WORTH \$2.25 FOR \$1.00—Fancy embossed celluloid Photo Albums, push back, gilt-edge leaves, large size; our \$2.25 value for each... \$1.00
- ONLY 12c FOR AUTOGRAPH ALBUMS WORTH 25c—Children's fancy celluloid and leatherette cover Autograph Albums; our 25c value for, each... 12c
- SCRAP ALBUMS WORTH 29c FOR 15c—Children's Scrap Albums, large size, fancy gilt decorated tops; our 29c value for, each... 15c
- 25c FOR INKSTANDS WORTH 50c—Inkstands of fancy pressed glass, single stand on black or cherry-colored base; our 50c value for, each... 25c
- 65c FOR POCKETBOOKS WORTH \$1.25—Ladies' Combination Pocketbooks and Card Cases in seal or walrus leather, in black, brown or tan; our \$1.25 value for, each... 65c
- Same as above; our \$1.85 value for, each... 98c

### JEWELRY

- \$2.50 FOR HAND MIRRORS WORTH \$5.99—Sterling Silver Hand Mirrors, extra heavy, fine bevel glass, fancy French gray back; our \$5.99 value for, each... \$2.50
- 75c FOR BONNET BRUSHES WORTH \$1.79—Sterling Silver Bonnet Brushes; our \$1.79 value for, each... 75c
- ONLY \$2.00 FOR CLOTH BRUSHES WORTH \$3.79—Sterling Silver Cloth Brushes, large size, fancy head design on top; our \$3.79 value for, each... \$2.00
- \$1.00 FOR HAIR BRUSHES WORTH \$2.19—Sterling Silver Hair Brushes, French gray finish, best bristles; our \$2.19 value for, each... \$1.00
- ONLY \$2.00 FOR HAIR BRUSHES WORTH \$3.95—Large size Sterling Silver Hair Brushes, best bristles; our \$3.95 value for, each... \$2.00
- \$3.00 FOR TOILET SETS WORTH \$5.79—Sterling Silver Toilet Sets, brush, comb and hand mirror; our \$5.79 value for, set... \$3.00
- ONLY \$1.90 FOR TOILET SETS WORTH \$3.00—Ebony finish Toilet Sets, with fancy mounting, heavy bevel glass, hand mirror and fine extra quality hair brush; our \$3.00 value for, set... \$1.90
- \$1.75 FOR SHAVING SET WORTH \$2.89—Shaving Set in fine celluloid box, with brush, cup and ring handle hand mirror complete; our \$2.89 value for, set... \$1.75

### Timely and Sensational Specials in Women's and Children's Knitwear and Hosiery Aisles

First Floor. Mr. W. W. Zollers, the always busy, hustling manager of the women's and children's Knitwear and Hosiery sections, has started clearance with a vengeance. He offers as his share in the competitive sale the strongest list of special values ever offered from this store. Among them:

- WOMEN'S UNDERWEAR.
- 95c for women's white and silver gray, fine ribbed Cashmere Vests and Pants; our \$1.50 value for, each... 95c
- \$2.69 for women's white and blue, full-fashioned Union Suits, of fine, soft wool; our \$4.00 value for suit... \$2.69
- 48c for women's white Jersey ribbed, fleeced-lined Cotton Vests and Pants; our 75c value for, each... 48c
- 65c for women's cream-tinted Cotton Union Suits, half-open front; our \$1.00 value for, suit... 65c
- 25c for women's medium-weight cotton long-sleeve Vests; our 50c value, each... 25c
- 59c for women's flat-woven, natural wool Vests and Pants; our \$1.00 value for, each... 59c
- 75c for women's natural wool, flat-woven Vests and Pants; our \$1.25 value, each... 75c
- Only 33c for women's white and gray Jersey ribbed Union Suits; our 50c value for, suit... 33c
- 90c for women's natural wool, fine ribbed Vests and Pants, extra sizes, 7, 8 and 9; our \$1.50 value for, each... 90c
- \$2.25 for Women's Musing Union Suits, natural color, good weight; our \$3.50 value for, the suit... \$2.25
- 39c for women's white and silver gray cotton Union Suits, Winter weight; our 75c value for, the suit... 39c
- \$1.19 for women's white Jersey ribbed wool Vests and Tights—the Merode; our \$1.75 value for, each... \$1.19

### Women's Hose

- 29c FOR WOMEN'S IMPORTED BLACK COTTON FULL FINISHED HOSE, with double white sole. Our 50c value for, the pair... 29c
- 30c FOR WOMEN'S WINTER-WEIGHT BLACK LISLE HOSE, with spliced heel, double sole. Our 50c value for, the pair... 30c
- 27c FOR WOMEN'S BLACK, FINE RIBBED CASHMERE HOSE, seamless. Our 45c value for, the pair... 27c
- 15c FOR WOMEN'S BLACK O. K. COTTON HOSE, spliced heel, double sole. Our 25c value for, the pair... 15c
- 10c FOR WOMEN'S BLACK COTTON HOSE, good weight, double sole. Our 17c value for, the pair... 10c
- 18c FOR WOMEN'S BLACK SILK HOSE, light, medium and heavyweight. Our \$1.75 value for, the pair... 18c
- 15c FOR INFANTS' CASHMERE HOSE in black, blue, pink or white. Our 25c value for, the pair... 15c
- 19c FOR CHILDREN'S FINE AND DOUBLE RIBBED BLACK CASHMERE HOSE, sizes 4 to 10. Our 25c, 30c, 35c and 40c values for, the pair... 19c
- 15c FOR MISSES' BLACK COTTON HOSE, full finished foot, sizes 8 to 9. Our 25c value for, the pair... 15c

### Bargains Absolutely Startling in Women's Furnishings

The chief of the Women's "Toggery Shop" is certainly in for first money if he keeps up such a pace as he sets for Monday and the week. They are worthy of extra special mention, and will receive attention at length in all tomorrow's papers. They include a wonderful sale on Umbrellas, Ribbons, Handkerchiefs, Applique Trimmings, Laces, Embroideries and Insertions, Neckwear and Kid Gloves. Watch for special announcements in all of tomorrow's papers. Get in early on Monday. We print today only the Kid Glove and Ribbon bargains.



50c FOR KID GLOVES WORTH \$1.50—A great gathering of Kid Gloves of odd lots and odd sizes—all are good makes—the "Jouvin," "Yassar," "Plympton," etc.—in black, white and colors, sizes 5 1/4, 5 3/4, 6 1/4, 7 1/4, 7 3/4, 8 1/4, 8 3/4, 9 1/4, 9 3/4, 10 1/4, 10 3/4, 11 1/4, 11 3/4, 12 1/4, 12 3/4, 13 1/4, 13 3/4, 14 1/4, 14 3/4, 15 1/4, 15 3/4, 16 1/4, 16 3/4, 17 1/4, 17 3/4, 18 1/4, 18 3/4, 19 1/4, 19 3/4, 20 1/4, 20 3/4, 21 1/4, 21 3/4, 22 1/4, 22 3/4, 23 1/4, 23 3/4, 24 1/4, 24 3/4, 25 1/4, 25 3/4, 26 1/4, 26 3/4, 27 1/4, 27 3/4, 28 1/4, 28 3/4, 29 1/4, 29 3/4, 30 1/4, 30 3/4, 31 1/4, 31 3/4, 32 1/4, 32 3/4, 33 1/4, 33 3/4, 34 1/4, 34 3/4, 35 1/4, 35 3/4, 36 1/4, 36 3/4, 37 1/4, 37 3/4, 38 1/4, 38 3/4, 39 1/4, 39 3/4, 40 1/4, 40 3/4, 41 1/4, 41 3/4, 42 1/4, 42 3/4, 43 1/4, 43 3/4, 44 1/4, 44 3/4, 45 1/4, 45 3/4, 46 1/4, 46 3/4, 47 1/4, 47 3/4, 48 1/4, 48 3/4, 49 1/4, 49 3/4, 50 1/4, 50 3/4, 51 1/4, 51 3/4, 52 1/4, 52 3/4, 53 1/4, 53 3/4, 54 1/4, 54 3/4, 55 1/4, 55 3/4, 56 1/4, 56 3/4, 57 1/4, 57 3/4, 58 1/4, 58 3/4, 59 1/4, 59 3/4, 60 1/4, 60 3/4, 61 1/4, 61 3/4, 62 1/4, 62 3/4, 63 1/4, 63 3/4, 64 1/4, 64 3/4, 65 1/4, 65 3/4, 66 1/4, 66 3/4, 67 1/4, 67 3/4, 68 1/4, 68 3/4, 69 1/4, 69 3/4, 70 1/4, 70 3/4, 71 1/4, 71 3/4, 72 1/4, 72 3/4, 73 1/4, 73 3/4, 74 1/4, 74 3/4, 75 1/4, 75 3/4, 76 1/4, 76 3/4, 77 1/4, 77 3/4, 78 1/4, 78 3/4, 79 1/4, 79 3/4, 80 1/4, 80 3/4, 81 1/4, 81 3/4, 82 1/4, 82 3/4, 83 1/4, 83 3/4, 84 1/4, 84 3/4, 85 1/4, 85 3/4, 86 1/4, 86 3/4, 87 1/4, 87 3/4, 88 1/4, 88 3/4, 89 1/4, 89 3/4, 90 1/4, 90 3/4, 91 1/4, 91 3/4, 92 1/4, 92 3/4, 93 1/4, 93 3/4, 94 1/4, 94 3/4, 95 1/4, 95 3/4, 96 1/4, 96 3/4, 97 1/4, 97 3/4, 98 1/4, 98 3/4, 99 1/4, 99 3/4, 100 1/4, 100 3/4.

### CHRISTMAS This Store and the Man What to Buy for "Him"

New Sixth-Street Annex—First Floor.

Mr. John V. Coffey, the popular caterer to men's wants, hereby notifies his friends that he's after that "fifty." His bids are strong ones; many mean an actual loss to the house—that's his privilege. These values should attract hundreds tomorrow who have Christmas buying for the menfolk in view.



- 79c FOR MEN'S SHIRTS, WORTH \$1.25 AND \$1.50—Men's Fancy Shirts, soft bosom style, separate cuffs, in materials of Oxfords and Madras, in very choice patterns; our best \$1.25 and \$1.50 values, for—each... 79c
- 22c FOR MEN'S SUSPENDERS WORTH 50c—Christmas Suspenders, packed one pair in fancy box, white kid ends; our best 50c value, for—pair... 22c
- MEN'S NIGHT SHIRTS, WORTH 75c, FOR 45c—Men's Flannelette Night Shirts, soft, fleecy, warm garments; a guarantee of good, refreshing sleep for these chilly nights; our standard 75c value, for—each... 45c
- ONLY 98c FOR MEN'S WALKING GLOVES, WORTH \$1.50—Men's Glace Kid Walking Gloves, full pique sewed, best and most desirable street colors; our \$1.50 value, for—pair... 98c
- 92c FOR MEN'S UNDERWEAR WORTH \$1.50—Men's fine natural wool Under-shirts and Drawers, in silver gray, Winter weight, very fine stock; our \$1.50 value, for—each... 92c
- 60c FOR MEN'S HANKERCHIEFS WORTH \$1.00—Men's Christmas Handkerchiefs with initials, put up one-half dozen in box; our \$1.00 value, for—box... 60c
- MEN'S NECKTIES WORTH 75c FOR 35c—Men's Christmas Neckwear—English Squares and Four-in-Hands, the richest silks and newest patterns ever offered at the price; our 75c value for—each... 35c
- 15c INSTEAD OF 25c FOR MEN'S HOSE—Men's Cashmere Hose, in natural silver gray or solid black, medium weight; our best 25c value, for—pair... 15c

### In Royal Worcester Corset and Under-muslin Annex

Second Floor—Art Goods and Children's Dresses.

Mr. Hansen offers values sure to crowd his departments. More of them than are printed here. Another list will be published in all of tomorrow's papers.



- Several styles of discontinued Royal Worcester corsets in short or long effects, colors, drab, black and white, sizes 18, 19, 23, 25 to 34 only; regular price to \$1.25 pair, special at, pair... 29c
- Four styles of ladies' mererized black sateen Petticoats, deep flounces, with knife plaiting and tucking, clusters of butterfly ruffles in vandyke styles or deep, double flounce, with two 5-inch ruffles; regular price \$3.50, special at... \$2.29
- Children's wool dresses at one-half price. Our entire stock of children's wool dresses in plain or fancy materials, made in attractive styles, with yokes, revers, regulation Peter Thompson sailor, Gibson, Buster Brown and Russian blouse effect.
- Ladies' fine muslin Drawers, extra full 8-inch lawn flounce, with four clusters of fine hemstitched tucks, 1-inch hemstitched edge, or of same material 5-inch flaring lawn flounce, one row of hemstitching cluster of three, fine tucks and 3-inch blind embroidery; regular price 75c, special... 49c