



Wells, Hartman & Kim

PORTLAND'S LARGEST, FINEST, MOST STORE.

The "Different Store" Fifth, Sixth and Washington Sts.

Wells, Hartman & Kim

27th Annual



Clearance Sale

The Sharp and Snappy Bargain Tales

Of a Tremendous Sale that proves a revelation to the buying public. See Monday papers for further list of the week's EXTRA SPECIALS.

THIS WEEK WILL BE MEMORABLE AMONG CLEARANCE SALES FOR

Matchless and Unprecedented Values

GREATER BARGAINS AND BROADER ASSORTMENTS THAN EVEN THIS GREAT MERCANTILE ORGANIZATION HAS EVER BEEN ABLE TO OFFER HERETOFORE!

No special sales of any sort have ever before offered such phenomenal money savings as spread before the gaze of a visitor to the "Different Store" this week. No matter what you've planned for Monday, don't fail to include a call at this store. It will be the greatest "BARGAIN MONDAY" ever planned and executed by any store organization that exists west of that network of "live wires" that make Chicago stores famous. Radical price reductions will make this fourth week of the great January Clearance Sales the most prominent of the series as a phenomenal value creator and distributor. We have NEVER offered such splendid opportunities as we present in this remarkable event. Monday will roll up the most gigantic selling record ever known in the January history of the store, which means in the storekeeping history of Portland—for this house does a third larger business than its next nearest competitor. "Why?" Bigger stocks, better merchandise, bigger bargains and more of them, better storekeeping, and the capstones of RELIABILITY and QUALITY o'topping all. It pays to play fair—we've found it so for 27 years. If you can't come Monday, come as early in the week as possible, but be sure to COME for YOUR share of these unmatched bargains—and there's many more as good that don't speak out thro' the print-shop. If you can't come to the store, order by mail, or phone "Exchange 12."

With the Lone Exception of the Few Lines Upon Which Manufacturers Control the Selling Price Under Contract. ABSOLUTELY EVERY ARTICLE IN THE HOUSE IS ABUNDANTLY REDUCED DURING THIS TREMENDOUS SALE!

THE WHITE SALE IS IN FULL SWING

Misses' \$2.25 Cambric Petticoats \$1.67

UNDERMUSLIN ANNEX—SECOND FLOOR.

Misses' Petticoats of fine cambric, extra full, double Spanish flounce, two clusters of three tucks each, 2-inch terehon lace insertion and 3-inch lace edging; regular price \$2.25, special at \$1.67

Made by specialists, as these garments are, made by the thousand on a verified scale of sizes, the muslin underwear here is made right, the garments fit—are comfortable. And being under the closest supervision by women experts, the styles are right and new and liked—the way the goods sell proves that.

And daintier than ever—going to show that made under right conditions muslin undergarments can be better made than similar sorts would be at home. And the most painstaking home work could not produce the pretty styles shown here at anything like the prices.

No "cheap embroideries, no skimmed sizes, no yellow muslin." Critical women—women of good taste—may choose at random and be assured of satisfaction.

That's the point of our having a sale of underclothes—they are different from the flimsy stuff that you have been urged to buy for past years. We should be ashamed to offer such underclothes as make up the bulk of the stocks in White Sales now going on in this city.

If we had nothing better to offer we should keep out of the business.

But we have—we have underclothes made up of materials far above the standard of any ever used before in underclothes at such prices. And we know by comparison that what we have in this sale are at least a third better at each price than any other store in this city is offering.



Ladies' Nightgowns of extra fine quality, domed flannel, finished with two clusters of 7 tucks each and 4 rows of red or navy stitching around neck in front and at sleeves; regular price \$2.50, special at \$1.49

Ladies' Gowns of fine nainsook and cambric, V shaped and low round neck, elbow and long sleeves, trimmed in Marseilles val lace, embroidery and insertion and medallions; regular price \$2.75 and \$3, special at \$1.49

Children's full front bonnets, silk Bengaline, colors red, navy and white, finished with four rows of white braid, over crown and four rows of braid over gathered ruffles in front; regular price \$1.50, special at \$1.00

Children's and misses' separate Dress Skirts with shoulder straps of fine cashmere and flannel, colors brown, royal and navy, trimmed with fancy silk braid and white stitching, ages 6 to 14 years. Regular price \$3.00, special at \$2.00

Regular price \$4.00, special at \$2.50

Scott's hip-form and bustle is form fitting and invisible, light in weight, ventilated and reversible, colors drab, white and black. We have them in five sizes, regular price 50c, special at 30c

Black mercerized fine sateen Petticoats, deep Spanish flounce, 4 rows of hemstitching, 3-inch knife plaiting, finished with 1 1/2-inch ruffle with two rows of hemstitching; regular price \$2.00, special at \$1.50

In the Art Shop

Second-Floor Annex. CUSHION TOPS—HALF PRICE—Cushion Tops with plain backs, tops stamped and tinted in floral, conventional, Oriental and Dutch designs on linen, canvas, art damask and hosiery; regular prices from 50c to \$1.50, all at HALF PRICE

Public Tea Room

Second Floor.

Auspices Portland Y. W. C. A. "Grandma" Munra, hostess.

MENU FOR MONDAY, JANUARY 16, 1905.

Tea, Coffee, Chocolate, Milk in Bottles, Chicken Soup, Salad, Ham Sandwiches, Bread and Butter, Tea Cakes.

ABSOLUTELY UNEXAMPLED VALUES IN

Domestic and Wash Goods Aisles

FIRST FLOOR.

TABLE LINENS AND TOWELINGS AT "WHITE SALE" PRICES, TOO!

A word of these latter. All characteristically reduced and a host of extra specials with not room on this page to tell of. But Portland folk have—it seems to us—already satisfied themselves of the remarkable bargains. Linens here that are every thread sound flax and prices less on Monday—and next week—than they have been before—to close lots. A good deal less than the linens are worth today, and far below what like qualities are selling for in other stores. A fact we're positive of, by actual observation and comparison. A "baker's dozen" of extra special items from the Domestic and Wash Goods Shops must suffice for mention today and the space allotted us is filled. Come to the store and see the hosts of other bargains that beckon you to a close acquaintance.

Domestics

WHITE SILK FLANNELS—White silk embroidered flannels, newest patterns, hemstitched and scalloped edges, special at 50c, 54c, 58c, 70c yard.

35c FLANNEL 25c—Fine white Saxony flannel for women's and children's underwear, regular value 35c, special, yard.....25c

15c FLANNEL 10c—Fancy figured and mottled flannel suitings for Wrappers and street wear, regular value 15c, special at, yard.....10c

SHAKER FLANNEL, 12 1/2 YARD—Full bleached Shaker flannels, 24 inches wide, for Night Robes and underwear; clearance special, yard.....12 1/2c

OUTING FLANNEL 10c YARD

Finest quality plain Outing flannels in red, pink light blue, cream and white; clearance special, yard.....10c

15c CRETONNES 10c—Best quality cretonnes in handsome floral and Oriental designs, regular value 15c, clearance special, yard.....10c

BEDSPREADS—Heavy crocheted Bedspreads in Marseilles patterns, good generous sizes, special clearance price each 98c, \$1.05, \$1.25.

Fine satin finish and Marseilles Bedspreads, fringed cut corners and plain clearance special, each \$2.15 \$2.44, \$3.05.

SHEETS 40c EACH—Full size

bleached Sheets, made of good round thread Sheeting, size 11x19, special at each.....40c

10c SHEETING 14c—Standard Sheeting for three-quarter beds, extra weight, bleached, regular value 20c special, yard.....10c

WASH GOODS 10c YARD—10,000 yards white checked nainsook, dimities, lace lawns, plaid, white goods and fancy lawns, regular values 15c and 20c, special, yd.....10c

15c SHEETING 18c—Standard Sheeting for double beds, extra weight, bleached, regular value 22c, special, yard.....15c

15c PILLOW CASES 18c—5000 linen Cases, regular value 15c, special, each.....18c



SILKS

FIFTH-STREET ANNEX—First Floor.

In the Silk Store and Dress Goods Shop

ROUSING CLEARANCE BARGAINS LOAD THE TABLES.

This store occupies a unique and commanding position among Western stores in the selling of Silks and Dress Stuffs—it leads. The "O. W. & K." store buys and sells more fabrics than any other one store west of Chicago. Its Silks and Dress Goods are the acknowledged best of the world's best makes, and our enormous outlet allows of our owning them lower than any other competing house on the Coast. Such tremendous selling as the past season has witnessed, leaves us with hundreds of bolts and pieces that have been cut into, which must all be sold before the tedium of inventory. Consider, please, that it is easier to count a small loss now, than to unroll and yardstick so many hundreds of yards of goods at inventory, and we prefer to do it. That's why we cut the pieces on staple fabrics this way—and why YOU WANT THEM NOW.

Dress Goods, Black and Colored, Sharply Reduced

LOT 1—Our regular \$2.25 and \$2.00 values in 54 and 56-inch, hard-twisted Tailor Suitings and Imported English Mohairs, splendid for street and shirtwaist suits; special clearance price for this week, per yard.....\$1.53

LOT 2—Novelty French and English Suiting in illuminated carcan plaid, chevron and chameleon suitings, the very latest novelties shown in Europe, all at EXACTLY HALF PRICE. Regular \$2.50 value, special, yard.....\$1.25

Regular \$2.25 value, special, yard.....\$1.12 1/2

Regular \$2.00 value, special, yard.....\$1.00

Regular \$1.75 value, special, yard.....87 1/2c

LOT 3—Neat Tailor Suitings 54-inch, Imported French Camels-hair 46-inch, a large color and style assortment; our regular \$1.50 per yard values, special clearance sale price for this week only, yard.....76c

LOT 4—52-inch Tailor Suitings, covert and venetian cloths, also 44 and 45-inch novelty lace voiles, all wanted colors in the lot; our regular \$1.25 per yard values, special clearance sale price, yard.....66c

LOT 5—Illuminated Tweed Suiting, Heather Scotch Mixtures, in neat stripes, flaked and nubbed effects. These are being shown by other stores and called "cheap" at 60c and 50c yard; our special clearance sale price only, yard.....39c

LOT 6—36-inch All-Wool Voiles, Serges, Tweeds in plain and plaid effects, a grand assortment to select from; our regular 50c qualities, special clearance sale price only, yard.....32c

Extra Specials in Black Goods This Week

Regular Values \$3.00 and \$3.50—Novelty silk and wool crepons and silk and mohair novelties, the very latest novelties shown; special clearance sale price, yard.....\$1.79

Regular \$2.50 and \$2.25 Values—Novelty Italian mohairs and crepons, a splendid assortment to choose from; special clearance sale price, yard.....\$1.39

Regular \$1.75 and \$1.50—52-inch all wool and fast colors, consisting of Panamas, canvas cloths, sangles and novelty chevrons, unequalled values at our regular price; special clearance sale price, per yard.....72c

Black French and German Black Broadcloths, the best-known grades; specially priced for this week's selling.

Regular \$4.50 grade, 54-inch, special, yard.....\$3.83

Regular \$4.00 grade, 54-inch, special, yard.....\$3.33

Regular \$3.50 grade, 54-inch, special, yard.....\$2.98

Regular \$3.00 grade, 54-inch, special, yard.....\$2.57

Regular \$2.50 grade, 54-inch, special, yard.....\$2.09

Without fear of contradiction we state these are the best values offered, and the grandest opportunity to secure a handsome Black Suiting at a big saving.

Silk Specials for the Week

Prices cut deeper than ever before, new lines put out on bargain tables. Bargains that can be found only at this—PORTLAND'S LEADING, RELIABLE SILK STORE—Imported Black Swiss Taffetas at HALF PRICE, long as they last. You say, "Why half price on staple black taffetas?" Plainly stated, and to the point, we sell Bonnet's Black Silks, the best in the world. We have no space for anything in similar kinds, so imported Swiss Taffetas go, starting Monday, at HALF PRICE.

Regular \$1.50 grade for, yard.....75c

Regular \$1.75 grade for, yard.....87 1/2c

Regular \$2.00 grade for, yard.....\$1.00

Regular \$2.50 grade for, yard.....\$1.25

And Black Satin Rhadame and Duchesse are placed on sale at HALF PRICE.

Regular \$1.75 values for, yard.....87 1/2c

Regular \$2.00 values for, yard.....\$1.00

Regular \$2.25 values for, yard.....\$1.12 1/2

Regular \$2.50 values for, yard.....\$1.25

Silks on Bargain Tables

Specials on Bargain Tables in Silk Store, Fifth-street Annex. LOT 1—Consists of 36 and 27-inch White India Silk, 21-inch Black Taffetas and a grand assortment of swell suit silks; special clearance sale price, yard.....67c

LOT 2—Consists of neat effects in Foulards, 27-inch White India Silks, black all pure Silk Taffetas and a big line of smart suit silks; special clearance sale price, yard.....77c

LOT 3—Consists of Swell Evening Silks, 27-inch Colored Pongee, 27-inch Colored and Black Taffetas, Cheney Bros.' Foulards in neat, staple patterns, also a large assortment of suit silks, the newest and best silks found on the Coast; special clearance sale price, yard.....87c

Wonderful Millinery Sale

\$2.50 Hats for 29c

IN THE YEAR 'ROUND SALON.

Second-Floor Annex.

A small line for Monday selling of Misses' French Sailors in colors; Women's Tailored Turbans and Fancy Shapes. Values to \$2.50 at a choice for.....29c

Special Monday

Children's Trimmed Hats, and Poke Bonnets, values to \$4.00—special at.....\$1.98

JUST ARRIVED—They go in the sale—a big shipment of Corduroy Caps. In blue and brown. Regular 75c values. Special at.....50c

VALUES HITHERTO UNKNOWN IN

Women's Suits, Coats and Skirts

GRAND SALONS OF DRESS—Second Floor.

"The Fashion Center of the Western Garment World." ROUSING BARGAINS that will make the Largest Leading Garment Store West of Marshall Field's Chicago House the cynosure of all eyes THIS WEEK.

Women's \$32.50 to \$38.50 Tailored Street Suits \$14.95

Not knowing, you'd scarcely credit such bargains—\$14.95 for suits we could safely and fairly call \$40.00 values, and the price would be right then, but this is clearance time. Our buyers are already more than half way 'cross the continent for their annual January trip to New York and other Eastern style centers. The stocks left in our charge to dispose of embrace many styles as attractive and appropriate for Spring wear as what they'll send home a month or so later—but—suits and lots are broken. You don't care a fig for that—we do. Inventory, in another two weeks, must find the cleanest racks that were ever hung with handsome suits, in the history of the store—and will—if prices like these will consummate the object in view—Clearance. These prices involve losses to us—all the more reason why they should profit YOU. BUT—THE SUITS:

Materials are chevrons, broadcloths, Venetians, serges, homespun and the popular mannish mixed tweed tailorings, in plain, black, browns, tans, navys and stunning mixtures, all manufactured in best workmanship and latest, newest trimming effects or severely plain tailored styles. All newest, most fashionable modes, including the Directorate, Tourist, Norfolk, Blouse and Paquin styles. Some with the smart mannish vests effects. We sold hundreds of the same grade of suit in one day last month at a special price of \$26.55. So when we make the unparalleled proposition of giving full and free choice of these high-grade \$32.50 to \$38.50 values at such a ridiculous price as.....\$14.95

We have every reason to believe that every one of the more than 200 Suits in this lot will be sold on Monday. However, we guarantee to furnish a liberal choosing for three days, Monday, Tuesday and Wednesday.

SHOES



At remarkable reductions at the "Fair-Way Shoe Store," Sixth-St. Annex, 1st Floor. WOMEN'S \$2.50 SHOES, \$1.75—Women's patent tip kid Juliettes, Concord heels, turn soles, soft kid uppers, regular value \$2.50, special, pair.....\$1.75

FASHIONABLE FOOTWEAR FOR THE FAMILY

WOMEN'S SLIPPERS, 50c—Imported Turkish Slippers, red, black and brown, regular value \$1.00; special 1/2 price, or, pair.....50c

MEN'S SHOES.

\$2.50 SHOES, \$1.68—Men's Winter weight Shoes, 25 styles, box, velour and storm calf, patent colt or vicid kid, Goodyear welt soles, extra heavy; regular value \$2.50; special, pair.....\$1.68