

PROFIT OR LOSS

In the real estate business the investor chance one or the other. It is a business requiring more study than any other commercial pursuit; still most dealers fail to acquire even the fundamental principles for valuing property.

We have devoted thirty years to the study of the real estate business, yet we realize that we have much to learn. We have closely scrutinized the methods in vogue in most of the large cities in the United States for valuing land and buildings, and by following them we seldom fail to make a correct appraisal. Before offering property for sale, we acquaint ourselves with existing and prospective conditions, relative to supply and demand; investigate transportation facilities; tributary territory; and secure information about income, taxes and insurance, and after careful consideration, we feel satisfied that it will make a profitable investment we select customers.

OUR MOTTO IS

"Never offer to your patrons what you are not willing to buy yourself."

Before the Lewis and Clark fair many Portlanders looked for a slump in the real estate market. We predicted an increase of at least 25 per cent and urged patrons to buy. Our predictions proved true—those who failed to take our advice are the regretters. After the fair we predicted another advance in values and it came. Last Spring we advised prospective investors to buy certain business property which has more than doubled in value since. Some followed our advice and profited by it, and others doubted our judgment and lost the opportunity.

We are thankful to those who have patronized us in the past and shall appreciate any confidence reposed in us in the future. At the same time we feel that all who have made profit through our services have reason to be thankful to us.

We have always some of the best business property in the city of Portland to offer to bona fide buyers, and we most cordially invite all who are looking for profitable investments to call on us and profit by our knowledge.

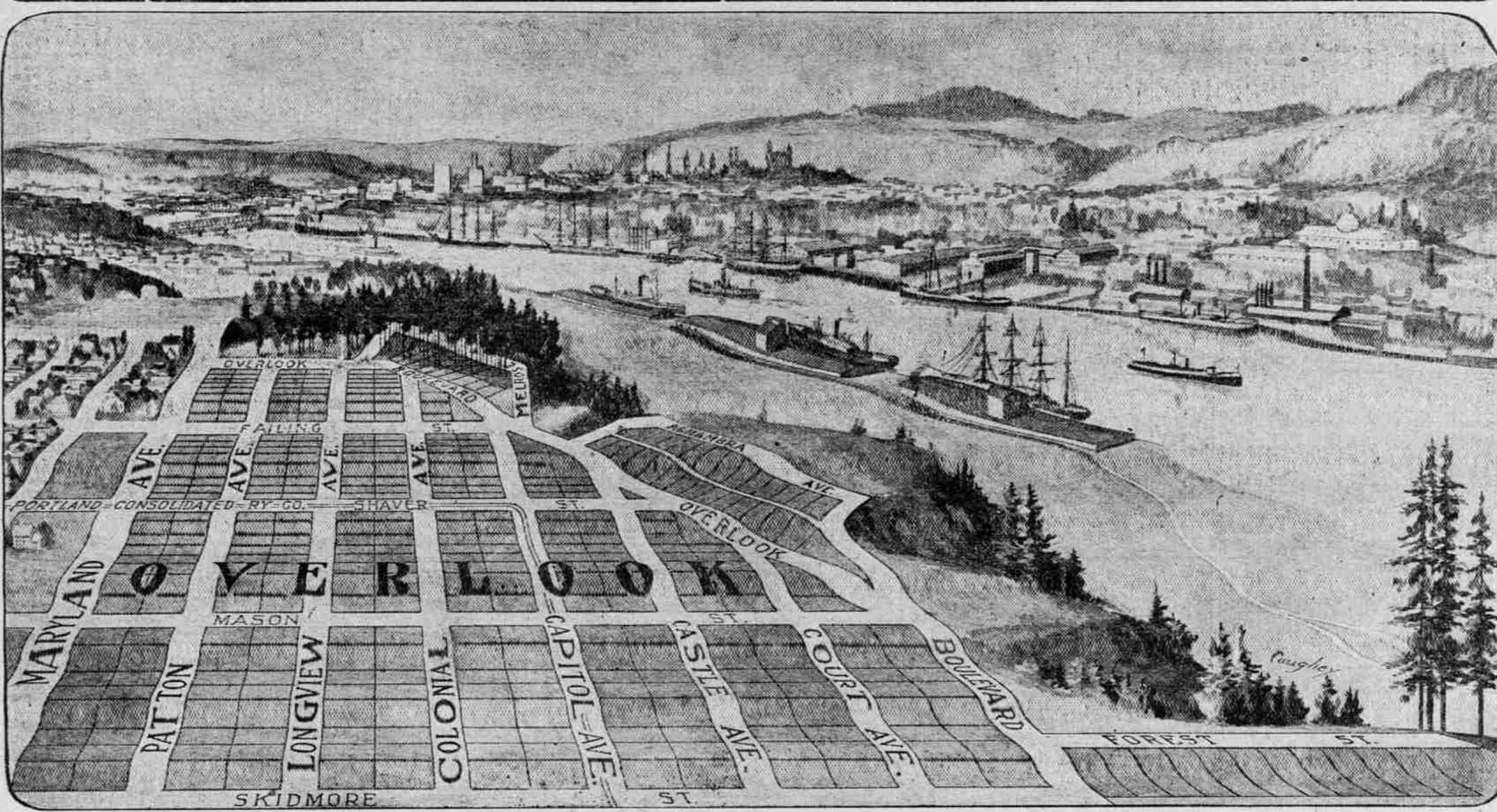
Wishing all a Happy New Year, we are,

A. F. SWENSSON & COMPANY
Phone Main 3055, 253 1/2 Washington Street.

Watch It Grow

OVERLOOK

Watch It Grow



The most attractive residence addition in Portland; on the east bank of the Willamette River, west of Maryland avenue, between Beech and Skidmore streets. Elevated 300 feet above the river, affording the best view of the entire City of Portland and the snow-capped mountain peaks. Its scenic advantages unsurpassed. The best addition on the market, having the only lots on the bank of the river. All modern improvements, viz.: Sewer, Bull Run water, gas, electricity, cement walks and curbs, graveled boulevards, streets. All improvements arranged for. The following building restrictions have been adopted in order to make it the ideal residence district: No residence for less than \$2000. One residence on each lot. Building line 20 feet from street line. No store buildings except on Maryland avenue.

CAR SERVICE BY THE RUSSELL-SHAVER AND MISSISSIPPI AVENUE CAR LINES

Price of Lots \$600 Up; Subject to Improvements. Terms \$100 Cash; \$25 Per Month. Six Per Cent Interest

See All Other Additions Then Take a Look at Overlook. For Further Particulars See

Breeden Building A. F. SWENSSON & CO., Gen. Agts. Corner of Third and Washington Streets
Phone Main 3055, 253 1/2 Washington Street.

\$125,000
Half block on Seventh street; this is the best speculative buy in the city.

\$80,000
Quarter block on Burnside street. Good speculative investment.

\$55,000
Quarter block on Couch street; will improve fast in value.

\$30,000
quarter block on Twelfth street; on two carlines.

\$25,000
Quarter block on Eleventh street; will be withdrawn if not sold within ten days.

\$10,000
78x100 on Eleventh street; splendid location for flats or apartment house.

\$60,000
Two-story brick building on Front street.

\$30,000
25x100 on Front street.

A. F. SWENSSON & COMPANY
Phone Main 3055, 253 1/2 Washington Street.

HEARD IN THE ROTUNDAS

Stockman Says They Drive Hogs in Herds in Eastern Oregon—Commercial Traveler Walks Off With Guests' Telegrams—Cottage Grove Floods.

"In Eastern Oregon it is no uncommon sight to see great herds of hogs driven about like cattle and sheep. The stockmen have taken to raising hogs the same as they do cattle and sheep, but pig pens are not tolerated.

"If some of those hog raisers in Missouri and Kansas should come out to Eastern Oregon and would raise them to a few surprises," remarked John F. Spray, of Spray, Or., at the Imperial Hotel yesterday afternoon. "In the Middle West the hogs are kept in the pens and are taken to the markets in wagons.

"Back there at Spray we feed them on alfalfa and turnips, and they are worth as much as 400 to 500 big fat porkers a bunch, and I must say that it is good for the eyes to see them spread over a field. We drive them to market, and sometimes they have to travel as far as 50 miles. We take along with us grain to feed them and at night they curl up together like a bunch of cats. We haven't any harnesses or carriages, such as you find in Arkansas, and they are not hard to manage.

"Everything is prosperous as can be seen around Spray. Sheep are higher than for years and hogs bring good prices. Prices of cattle are advancing. The stock-raising business is a sort of a tetter-tetter. For several years everyone will be raising cattle because of steep prices, and in a few years more cattle will become scarce and there will be another rush."

Mr. Spray has been in the stock business in Eastern Oregon for 25 years. He founded the town of Spray, which has nearly 200 inhabitants, and which will shortly be incorporated. It is 30 miles south of Hopper. Mr. Spray sold out his business recently and may come to Portland to reside.

OPERATOR IS A HEROINE

Girl's Presence of Mind Prevents Disastrous Train Wreck.

HUTCHINSON, Kan., Jan. 5.—Nora Breckenridge, night telegraph operator at Arlington, near here, prevented a wreck of two Rock Island freight trains on Thursday night. Through a confusion of orders, a westbound freight cleared from Arlington just as an eastbound freight left Turon, two stations west. A moment later Miss Breckenridge was ordered to hold the westbound train. Langdon station, which was between the two trains, is not a night telegraph office.

After Miss Breckenridge had tried in vain to reach Langdon, she resorted to the telephone and located John Spence, a farmer, who lived near the railroad track. She told Spence the situation and begged him to get a lantern, wrap it with red cloth and hurry to the track. He did so and arrived in time to flag the westbound train, with the second train only half a mile away.

CONFER ON COAL SHORTAGE

Manager Bancroft, of Short Line, Meets With Governor Gooding.

BOISE, Idaho, Jan. 5.—(Special.)—There was a conference today between General Manager Bancroft, of the Short Line, and Governor Gooding. Whether there is a coal shortage in this state, and if so, what to do about it, was the subject of the conference. It was agreed between him and the Governor that a committee of citizens should be asked to gather all information on the subject that may be available in this locality.

Many Workmen Buried by Slide.

BINGEN, Hesse, Jan. 5.—Forty workmen were buried yesterday evening in the cutting of a new railway line between Langenscheidt and Lengenfeld. The bodies of 13 of the men and 10 injured workmen have been recovered.

An embankment had collapsed, burying

TAFT AS STANDARD-BEARER

(Continued from Page 13.)

delegations from Western states on account of his fight against Senator Smoot, but even that is doubtful, because the states where the Mormon question has been agitated are not, at this time, in sympathy with Burrows. It is rank entrenchery for Burrows even to think about the Presidency. His whole claim to fame or notoriety hinges on his management of the fight on Senator Smoot, and even that bids fair to end in defeat. Burrows is about as likely a Presidential possibility as John Wesley, Gaines, or Tennessee.

Fight Well Under Way.

Notwithstanding it is 18 months before the convention, if it comes, it will not deter him from going into the convention. He is Indiana's favorite son, and is going to get all the credit that he can.

Secretary Taft, being a receptive candidate, will, of course, do nothing in his own behalf. He has let his friends know that they can go ahead if they like, but they need not look to him for support. He will pursue this course to the end, unless, in the meantime, the Chief Justice of the Supreme Court tenders his resignation, in which event Taft would succeed him and leave Foraker a clear field in Ohio.

But for the time being it is a contest between merit and machine politics. Foraker has the advantage of all the wiles known to the political boss, but Taft, on his side, has the confidence of the people, and is at least regarded by financial and business men as perfectly safe and sound.

TO REOPEN WHITE SWAN

Balliet's Mine Promises to Become One of State's Best Properties.

BAKER CITY, Or., Jan. 5.—(Special.)—The White Swan mine, which since the meteoric career of Leson Balliet as a mining promoter has been closed down and overwhelmed in litigation, is about to be reopened, and the mine, which is known to be a valuable property, will be soon upon its feet as a producer of gold.

El. F. Kincaid, who is secretary of the company, has succeeded in freeing the mine from litigation that overwhelmed it and has ordered supplies, which have been sent out to the property. Now everything is in readiness and it is believed that with the opening of the mine under a scientific policy it will develop one of the best properties in the state.

Danny Shay With New York.

SAN FRANCISCO, Jan. 5.—(Special.)—Danny Shay finally broke the ice and came down from Stockton today to see Manager McDraw of the New York club. The two held a long conference and dis-

BANQUET OF HOOD RIVER CLUB

Second Annual Function of Apple City's Business Men.

HOOD RIVER, Or., Jan. 5.—(Special.)—The second annual banquet of the Hood River Commercial Club was given here tonight at the Mount Hood Hotel, at which 150 club members and invited guests were present. The dining-room of the hotel was especially decorated for the occasion.

V. C. Brock, vice-president of the club, presided in the absence of the president, George Berry, a member of the Tillamook County Board of Commissioners, who was unable to attend because of illness. A. Jayne acted as toastmaster. After reading a letter of regret from Governor Chamberlain, Mr. Brock introduced the toastmaster, who called upon the speakers, among whom were Hon. E. L. Smith, Senator A. Wheel, Judge John Leland Henderson and R. H. Wallace, Rev. W. C. Gilmore, J. L. Carter and Dr. J. F. Watt.

Mr. Smith, who made the principal address of the evening, predicted that in 10 years Hood River would be shipping 2,500,000 boxes of apples and would have 10,000 acres of orchards. He further stated 3,000,000 feet of lumber was being cut from timber taken from the valley and the land was being turned into orchards.

Dr. Watt spoke of the needs of a permanent home for the club, and also of a building where a permanent exhibition of the products of the valley could be maintained. As a representative of the Board of Development, League J. L. Carter told of the development that was taking place there.

Harriman Buys at Aberdeen.

ABERDEEN, Wash., Jan. 5.—(Special.)—In line with other purchases of land and options taken in the interest of what is

Heart of the Tree

Is Cut Into Small Blocks

This is the method pursued by a prominent physician in his process of obtaining what is known to druggists and doctors as concentrated Pine Juice. After the heart of the tree has been sawed into small blocks, the vital juices are extracted by hydraulic pressure, and yield this wonderful curative tonic. After the heart of the tree has been written. It has proven a most certain remedy for lumbago and uric rheumatism. It also makes a splendid tonic for the system, and is mixed with water or with wine or with beer. It is the quick cure of coughs and colds and has no equal.

For this purpose one-half ounce of the concentrated Oil of Pine is mixed with two ounces of glycerine and half pint of good whiskey. Must be well shaken and used in tablespoon doses every four hours.

It should be borne in mind that the real concentrated Oil of Pine comes put up in small half-ounce bottles, each enclosed in a round screw-top case and the contents from the atmospheric changes. There are numerous preparations called oil of pine, but up in wooden boxes, also sold in bulk, owing to their impurities usually produce vomiting and kidney disorders. The "Concentrated Oil of Pine" is found in the prescription department of every druggist.

LEAN PEOPLE MADE FAT

DR. MORROW'S ANTI LEAN

WILL MAKE YOU FAT

Sold by All Druggists. Positive Guarantee or Money Refunded.

Every Woman

Interested and should know about the wonderful MARVEL Whirling Spray. The new Tangle Spray. Defies all combing and styling. It gives full, wavy, and curly hair. It is sold by all druggists. Price 25c. Sold by Druggists Everywhere.

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THE DIAMOND BRAND. Ladies! Ask your Druggist for CHICKEN-BRAND PILLS. They are the best for all ailments. They are sold by all druggists. Price 25c. Sold by Druggists Everywhere.

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