

# He Has Been Our Dentist For 12 Years

### THAT IS A RECOMMENDATION THAT SPEAKS FOR ITSELF

And which hundreds of well-known local families will tell you when referring to Dr. Wright.

The greatest skill and considerate treatment explains why these families always come to this office.

You will receive the same consideration if you entrust me with your work. My work is always the best obtainable and cannot be excelled here or elsewhere.

My Crown and Bridge Work is in a class by itself. The Bridges fit perfectly and masticate your food just as well as the natural teeth. You take no chances at this office.



DR. B. E. WRIGHT.

GOOD SET OF TEETH ON RUBBER PLATE \$5.00 BEST SET OF TEETH ON RUBBER PLATE \$8.00

## DR. B. E. WRIGHT PAINLESS DENTIST

342 1/2 Washington Street, Corner Seventh

OFFICE HOURS—8 A. M. to 5 P. M.; 7:30 to 8:30 P. M.; SUNDAYS—9 A. M. to 1 P. M. Phone Main 2119—Twelve Years in Portland

## UNJUST ATTACK ON GREAT INDUSTRY

### Furniture Business Does Not Deserve to Be Called a Trust.

### GOODS SOLD AT FAIR PRICE

#### Competition Is Keen Among Retail Dealers—Statement Is Made by W. H. Beharrell on Behalf of Furniture Trade.

The following article was written at the request of The Oregonian by Mr. W. H. Beharrell, manager of Heywood Brothers & Wakefield Company, as a presentation of the facts as they exist in regard to the so-called "furniture trust," which is under investigation by the City Council:

To those who have followed the prolonged and dastardly attempt of some viciously inclined and wholly irresponsible individuals, to poison the public mind and get to themselves, notoriety and free advertising, by attacking one of the really great industries of this city and state, it may be interesting to know something of its history, what this great octopus is doing now, and how much attention from the broad-minded, public-spirited and really honorable gentlemen who compose our City Council.

It is perhaps a little unfortunate that, in order to conduct the furniture business successfully, it is necessary for the dealer to devote his best energies to the details of his business and, hence, has no time to vie with the grocer, the plumber and the transfer magnate for a seat in this honorable body, and in this way secure protection when his business is assailed, by turning the attention of the public to some other industry not so fortunate as to be thus represented. It has been hinted that the old and oft-tried remedy for an itching palm might secure a cessation of hostilities and calm the troubled waters; but it so happens that the individuals representing the furniture interests in Oregon, while taking a deep interest in the public weal and are large contributors to its support and upbuilding, are not of that class who are always seeking to further their own ends by being in close contact with the administration.

The furniture business does not require an immunity bath, makes no apologies for any of its transactions. Its history is one of the oldest and most important in the state. It employs more skilled labor at better wages than any other industry, pays better wages from head clerk to porter, dispenses a half million dollars per month for help, material, rents and advertising—in fact, in everything that goes to make up a prosperous community. The nature of the business demands a greater outlay for its maintenance than is necessary in any other line of trade.

It seeks the best location which means high rent. It requires more room for display, more and better storage capacity than almost any other merchandise, requires more skilled help, better salesmen, more careful handling and as a consequence, a larger per cent of expense in the conduct of its business. Notwithstanding this, they have always shown a commendable liberality in matters of public interest. Their contributions were large factors in the success of the Lewis and Clark Fair, the building of the Commercial Club, the Young Men's Christian Association and the Rose City carnival. They are large taxpayers and pay their share in maintaining schools, churches and charities.

They are progressive and aggressive. Their stores are the most attractive in the city; they are loyal to home industries. They have made possible the large furniture factories here located with their large payrolls, for which endeavor they were charged with maintaining a trust, arranged before the United States Courts and paid a fine, for what? Simply and only because they endeavored to maintain a uniform price on such staple goods as were produced by these factories. And just here I would like to correct the impression in the minds of some that uniform prices were established on all arti-

cles carried by these dealers. No such arrangement ever existed, but these prices only included such staple patterns as were produced by our local factories, and this arrangement was entered into so that all dealers might carry the same patterns and thus be distributors of Oregon products without being subject to ruinous competition by unscrupulous dealers who attempt to bait a customer by quoting a low price on some well-known article and then robbing them on others about which they are not posted. This arrangement was fair to the dealer, the customer and the manufacturer. Without such an arrangement the dealer, who could buy from the East in carloads and be independent of the factory, would either demand that the factory confine its trade to them and cut out such undesirable competition, or choose the option of losing a large trade which would result in reducing their output or compelling them to seek trade elsewhere. This arrangement was strictly legal, so far as the Portland retailer was concerned, and the only charge on which an action at law could be made was that the Oregon factories, in order to protect their trade in the Northwest, did combine with similar factories in the state of Washington in making a uniform price to the retailer.

These prices were necessarily fair, as they were compelled to meet Eastern competition on similar goods. When the indictments were returned for this offense as jobbers, we did not employ counsel, but went to Mr. Fictel, the District Attorney, and made a plain statement of the facts. We were told by him that we had only technically violated the law, that he did not believe we had any thought or intention of doing so and to use his own language, there was no "moral turpitude" attached to our offense, no moral law transgressed. We thought at that time and still think that as reputable citizens we should have been given an opportunity to rectify any violation of law that we had inadvertently committed without being subject to an indictment, but the matter was never brought to our attention by the District Attorney until the indictments were served. At the time of our first meeting with the District Attorney, we arranged with him to plead guilty and pay a nominal fine of \$25, as he said, to cover the expense connected with the case up to that point and with the further understanding that, in his judgment, we had not knowingly or intentionally committed any crime.

There never has been a furniture trust, but there was an organization for the purpose above set forth.

### Mail-Order Houses.

There has been some talk about an agreement among the jobbers not to sell the mail-order houses. Such an agreement exists only in the minds of the persons conducting such institutions, whose business has been declined, with thanks. The reason for this is plain. As jobbers, we have customers throughout the entire Northwest. These customers carry stocks and in this way our goods are continually before the people, which we deem to be more desirable than to have them shown only in the catalogues of the mail-order houses, who carry no stock and depend on the jobbers for their supply. In this way the expense of storage, money invested, insurance, etc., fall on the jobber and his interests are not properly represented, so that in the nature of things we must choose between one poor customer or hundreds of good ones. If we sell to the country merchant, we must protect him, and we will. The mail-order houses demand their money before the goods are shipped, and the customer has no redress if the transaction is not satisfactory. These mail-order houses are business pirates and so recognized by all reputable merchants, jobbers and manufacturers.

### The Auction-Houses.

We refuse to sell auction-houses for the same reason; they only carry stocks from day to day and only deal in new goods when they cannot secure goods that are second-hand, even then they prefer goods slightly damaged, claiming they get a better price for a defective article, as the customer concludes that it must be cheap because of these imperfections. A reputable dealer will not carry patterns that can be purchased of an auctioneer under the hammer. The auctioneer sells for cash only, does not deliver or guarantee goods and if not satisfactory, there is no redress.

### No Combination of Retailers.

As proof that there is not now a combination among the retail furniture dealers, there never has been a time in the history of Portland when goods were sold so low and with such utter disregard of cost as now. Within the past three months prices have been below the danger point so far as profit is concerned. Fifty-cent, up-to-date goods have been sold at half their value and even worse conditions have existed. One dealer had placed in his window, for one week, wire mattresses at \$1.50 each, the manufacturer's price of which is \$2, and yet all these values are regarded with suspicion and distrust by the majority of buyers. The fact is that buyers in all lines are more or less at the mercy of the merchant; there

is only one safe rule in purchasing goods about which you are not thoroughly posted, and this rule every sensible person recognizes, which is to make your purchases from a reputable dealer. Pay his price and depend upon his honor, reputation and guarantee. All merchants who are successful have grown so by honest methods, and the City of Portland is not lacking in merchants of this kind, not only in the furniture business, but it is true of all lines, and it is only the depraved mind of the individual whose life has been a failure (made so by unscrupulous methods) that seeks enjoyment only in trading character; and in this effort he finds a willing tool in the administration who stands ready to boot and bill.

W. H. BEHARRELL.

### LANE FACTION WILL FIGHT

#### MEETS CHARGES FILED BY COUNCILMAN DRISCOLL.

#### Mayor Will Not Admit That Mistake Was Made in Purchase of Fire-Alarm Cables.

Mayor Lane and members of the executive branch of the city administration will not permit their political enemies in the Council to score off them in a stubborn fight. The sensational charges made by Councilman Driscoll before the street committee last Friday afternoon, when he declared that there had been a needless and extravagant expenditure of about \$30,000 for fire-alarm cables, will be challenged, it is said. The fight promises to be a bitter one, in which both sides will line up with the determination to win.

Members of the Council who are politically unfriendly to the Mayor will line up against him and will charge that it was through a recommendation or estimate, considered as a request, made by City Electrician Sawabie, which was authorized by the Council; they will assert that the executive branch of the municipality should have been familiar with the terms of the franchise of the Home Telephone Company, which provides that "conductors" for the fire department shall be furnished by that corporation.

### BATTLE IN LUMBER CAMP

#### Fathers Take Up Children's Quarrel. Three Dead, One Dying.

EVELYN, Ky., Feb. 28.—Three men were killed and a fourth mortally wounded in a battle with revolvers following a quarrel in the lumber camp of Congleton and Williams Brothers, on Rose Creek, slightly damaged, claiming they got a better price for a defective article, as the customer concludes that it must be cheap because of these imperfections. A reputable dealer will not carry patterns that can be purchased of an auctioneer under the hammer. The auctioneer sells for cash only, does not deliver or guarantee goods and if not satisfactory, there is no redress.

### Missionary Society Praise Meeting

The annual praise meeting of the Missionary Society of the Piedmont Presbyterian Church was held Thursday afternoon at the home of Mrs. H. J. Held, 1206 Cleveland avenue. Some of the Presbyterial officers and mem-



## The Stay Satisfactory Range

### The Hot Air Guarantee

This is the talk you hear from the salesman, or the advertising you read in the newspapers, telling you that this, that, or the other range is the best, and the only one you should buy, or the only one that will bake, etc. Any range that you buy will give you good service for at least a short time. Many of them, with ordinary care, work well for a much longer time, but no other dealer dare make such an offer as we make, because no other range is worth \$30 after three years' use.



### The Cash Guarantee

This is the offer which we make to anybody who has a Monarch Malleable Range now or who purchases one from us in the future.

#### We Will Give You \$30 for It

Even if you have used it for fifteen years. If you think for a moment that this guarantee is made for advertising purposes only, just try us. This guarantee is given by us because the Monarch Malleable Range is so constructed as to stand the test of time, and when we give you \$30 for one we can sell it right away for more money.

Pay \$1.00 a Week Price \$57 to \$135 Pay \$1.00 a Week

# FURNITURE

### Easy Payments

One dollar per week is sufficient payment on any article, or a whole room may be furnished for less than \$50.00, and \$1.00 weekly payments made on same.

#### TERMS

\$ 50 purchase, \$10 cash, \$ 5.00 monthly.  
\$100 purchase, \$20 cash, \$10.00 monthly.  
\$150 purchase, \$30 cash, \$12.50 monthly.  
\$200 purchase, \$40 cash, \$15.00 monthly.

OTHER AMOUNTS IN PROPORTION

### The Furniture Trust

If there is a trust in this line of business in Portland, we would like to know it, and therefore make the following offer:

#### \$100 REWARD

Will be paid by us to any attorney who will prosecute and convict any furniture dealer in this city under the Sherman law or Belding ordinance.

#### \$100 REWARD

Will be paid by us to any attorney who will prosecute and convict any person giving perjured evidence before any investigating committee or jury in such cases. \$100.00 will be paid by us for each and every conviction as above.

### Reasonable Prices

We carefully watch the market, buying our stock for cash in large quantities, so as to get the lowest prices. It is to our interest to sell at prices as low as the lowest.

Door Mats as low as.....	45c
Lace Curtains as low as.....	50c
Carpets as low as.....	50c
Springs as low as.....	\$1.75
Mattresses as low as.....	\$2.00
Iron Beds as low as.....	\$2.25
Go-Carts as low as.....	\$1.69
Kitchen Treasures as low as.....	\$2.75
Oil Heaters as low as.....	\$2.95
Cook Stoves as low as.....	\$7.50

WE MEET ANY PRICE MADE ANYWHERE ON ANYTHING

## 185-191 FIRST ST. EDWARDS CO. HOUSE FURNISHERS

### A GOOD PLACE TO TRADE

### MASS MEETING AT Y. M. C. A.

#### Evangelist Wilson Will Speak at 3 o'Clock This Afternoon.

At the mass meeting for men, to be held at 3 o'clock this afternoon at the Y. M. C. A. Miss Lina Linahan will sing one of the solos for which she has been so renowned in the city. This is Miss Linahan's debut before Y. M. C. A. audiences. Following the soloist the usual stereopticon pictures will be shown.

## D. C. BURNS GROCERY COMPANY FORCED TO DOUBLE ITS CAPACITY



As a result of fair treatment of patrons and good business methods, the D. C. Burns Grocery Company has been compelled to double its capacity in the Auditorium building, on the east side of Third street, between Taylor and Salmon. It now occupies the whole of the first floor and the full basement of the building, and has not any too much room.

The D. C. Burns Company recently formed a corporation under the laws of the state, in order to more conveniently handle its constantly increasing business. Mr. Burns is president, J. H. McAfee is secretary, and D. R. Cheney treasurer. Mr. Burns' 23 years' experience in the grocery business in Portland has been one of constant growth. He has been particular to deal only in first-class goods, which he has sold at prices that prove he was in harmony with the motto, "Quick Sales and Small Profits." He has been a constant atticker for full weight and was elected to the state Legislature in 1906 on the platform of full value received. While at Salem he did his best to curb the rapacity of food manufacturers who, in their desire to make money quickly, did not stop at placing short-weight packages on sale. Though not succeeding to his full desire, he gave the "short-weight" fellows such a jolt that they have not been so bold in the placing of light packages on the market since the Legislature adjourned. For his efforts on behalf of the consumers of Portland and Oregon, he has been well rewarded by the confidence of hundreds of patrons, and the continued extension of his trade.

### If Baby Is Cutting Teeth

Be sure and use that old-fashioned remedy, Mrs. Winslow's Soothing Syrup, for children teething. It soothes the child, softens the gums, slays pain, cures colic and diarrhea.

### SEND SCENIC PHOTOS EAST.

See Kiser's display, 248 Alder st. Perfect fitting glasses \$1 at M. Zenger's.