

HENRY HAHN ON RATE REDUCTION

Chairman of Transportation Committee of Chamber of Commerce Talks.

NOT MERE JOBBERS' FIGHT

Railway Commission's Order Is of Great Importance to Consumers. Portland Impregnable by Reason of Its Waterways.

Dissatisfaction with the reduced distributive rates out of Portland on the O. R. & N. just ordered by the Railroad Commission is the reason for a request by Baker City business men for a special conference with the Commission on the subject. This conference has been set for tomorrow morning at 11 o'clock in the Chamber of Commerce auditorium.

That any opposition to the new rates by Baker City will be unavailing, since the reductions will cause a saving on everything used by consumers throughout Eastern Oregon, is the belief of Henry Hahn, chairman of the transportation committee of the Chamber of Commerce. It was under the direction of this committee that the fight before the Railroad Commission for lower distributive rates was made.

Neither does Mr. Hahn agree with W. W. Cotton that the changes in rates are the result of jobbers' fights. In discussing the rate reductions yesterday, Mr. Hahn said:

Statement of Henry Hahn.
An attempt has been made, and is being made, in connection with the proceedings brought by the Chamber of Commerce against the Oregon Railroad & Navigation Company for a reduction in rates, to have it appear that it is merely a jobbers' fight, in which the public at large is not interested, and that the reduction ordered will revolutionize rate making in the West; and it is also intimated, rather than claimed directly, that Coast cities have been favored by the railroads as against interior cities.

The fact that consumers over a large portion of the State of Oregon are the ones directly interested in the reduction in the rates, rather than the jobbers, is clearly in mind for a number of years past the rail rates have been high, and a number of classes of commodities have been too high, and repeated attempts have been made through negotiations to reduce the rates, all of which resulted in failure.

During this period, however, changes have been made, which, with the benefit of the consumers in the slightest, favored certain localities and restricted the business of others. To the extent of placing the burden of seeking lower rates on the commercial interests, it has been their fight; the benefit of lower rates, however, has been to all.

After the creation of the State Railway Commission under the act, the Chamber of Commerce of this city instituted proceedings before it to secure a reduction of distributive rates over the lines of the Oregon Railroad & Navigation Company within the State of Oregon. As rates on these lines were from 40 to over 100 per cent higher than rates from other business centers under substantially the same conditions, and as the railroads showed enormous earnings, it was felt that voluntary reductions, not only in these rates, but in others, should have been made.

Saving to Consumers.
After an exhaustive examination a reduction of about 14 per cent in the distributive rates has been ordered, applicable to points east of the Dalles. This reduction, under all the circumstances, is small, but it will cause a saving on everything used by consumers throughout Eastern Oregon to the extent of the reduction.

It has been stated that a protest against the reduction as ordered will be made by interests in Baker City. This can hardly be the case. Neither the Commission nor the law was created or passed to be used to restrict the interests of individuals or particular cities. On the contrary, all such things are expressly prohibited. It could hardly be claimed that a reduction that benefits every individual throughout a vast section of the state could be preferential in its nature.

The change in rates follows exactly the relation heretofore existing. It is in this change the public are adversely affected at any point, there is no reason why this state of affairs cannot be remedied, as the procedure is plain, inexpensive and simple. I cannot credit the statement that any locality could oppose reduction in rates. The law requires action on a specific complaint, and the question before the Commission effected certain rates, and they had no authority to pass upon any other question.

Effect on Portland's Interests.
As to a reduction in rates to the interior affecting Portland's interests adversely, it might be said that if Portland commercial life depends on high rates to consumers and artificial restrictions and divisions, and that reasonable distributive rates will affect it adversely, the sooner this fact is known the better. I am sure such will not be the case. High rates have prevailed in this state, as well as others in the Northwest, but through a system of later handling, which no one has ventured to defend, other localities have been distinctly favored without the slightest benefit to the local place. Each place has its natural advantages, and Coast cities have the advantage of water competition, and the ocean rates will always control the rail rates to Coast cities. Whether in the future railroads will consider they are justified in meeting ocean competition will have to be left to them to settle, and the question will be determined solely on a revenue basis. It is difficult to see, however, what harm can result to the consumer by low rates to competitive points. What is stated over and over again that rates to the interior are the Coast rates plus the local haul, but if these were the facts, the lower the Coast rates the lower would be the total rate to the interior; but such is not the case. In a broad sense, Coast rates plus the local haul is the basis; but in the Spokane case Mr. Miller, of the O. R. & N. Company, testified that on business to Spokane but 18 per cent moved on this basis, 30 per cent was carried on class rates, and 4 per cent under commodity rates, less than the combination of the Coast and local. As a matter of fact the small percentage of goods that moves from the West into the Spokane zone was largely Coast production.

Spokane Has Monopoly in Zone.
In 1894 the Spokane zone was created by the various railroad companies, by which a practical monopoly was given Spokane in a territory about 250 miles in diameter. This was done through a tariff adjustment by which from any direction the rates on less than carloads were more than the enroute rate into Spokane, plus the local haul. This system of preferential rate making did not revolutionize all Eastern rates, and it might be solved way, as slight a reduction as ordered in this case on the local rates should produce such a profound effect. Instances might be multiplied tending

To show that ever since the building of the Panama Canal became a certainty the railroads have adopted a policy having for its purpose the creation of business not subject to water competition, and the rates on which would be under their own control. In the end, just where the interior will be benefited by this condition is hard to see. However, it certainly is an interesting object-lesson to all cities having the possibility of water communication. Assuming that these contests for lowering rates are jobbers' fights, the consuming public gets the benefit. Certainly great commercial cities, such as Portland, are interested from every standpoint in the growth of the business of the city. Take away from any commercial city its jobbers and manufacturers and their loss will be seriously felt; take away their power of distribution and they cannot remain. If the theory of the railroads is correct, that this reduction will lead to other reductions in rates, and affect the business of Portland adversely, the jobbers are then certainly acting unselfishly and against their own interests.

Importance of Waterways.
For years have been heard forebodings of what would happen should rates be disturbed. In the meantime the only change in rates has been such as have affected this city adversely. So long as there is one feature which has been brought out by what has been said, and that is the transcendent importance of this city and to the interior of our waterways, and if the result is to be as Mr. Cotton suggests in his report of April 3, that the ultimate solution of the rail rates will affect this city adversely, then we have a sure reliance. So long as we can get our goods by sea and distribute them by water, commercially we are independent, and our business will be saved.

Cheap transportation is the life blood of commerce. Fortunately Portland is so situated that unless she voluntarily accepts servitude, she can never be shackled and the producers and consumers of the entire Pacific Northwest need not be subject to unreasonable rates. This is emphasized in the decision of the Commission whereby the rates to the interior are fixed by water competition, are not affected. If anything more were needed to arouse the people of this city to the needs of the situation and their opportunities it has been furnished, and I cannot conceive it possible that this city will permit itself to be denied the benefit of its strategic situation. The time will come when everybody will recognize the tremendous significance of waterways as a means of transportation.

BIG COLONIZATION PLAN

James Watson, representing the La Promoter's Colony Association of Los Angeles, is in Portland, and will lecture in Alinsky Hall, Tuesday night on his colonization plan. The lecture will be illustrated by stereopticon views of Southern and Lower California and Mexico. The association did \$5,000 worth of business last month, and the membership is over 200. The land is located in Lower California, and was secured by concession from the Mexican government. The climate is the finest in the world, and all crops can be raised. Purchasers need not live on the land unless they desire but can have it planted in oranges and lemons by the company and taken care of by them. Thus making it an ideal place for a man of moderate means to erect a bungalow, and spend the winter, which many propose to do.

EASTER SUIT SALE.

One hundred and fifty high-grade sample suits for women and misses on sale tomorrow at actual cost of making. Remember, these being samples, there's but one of a kind. No other store in town can duplicate them because we are sole Portland agents. All leading styles and colors and prices range from \$12.50 to \$35. McAllen & McDonald, Third and Morrison.

Portland is a city of 25,000 population, and yet a beautiful, full-size lot may be had within 10 minutes of the center of the city for \$100. Reason says it's worth twice as much. See Evanson today (Sunday), and you will appreciate this statement. Take W. W. Carr, The Spanton Company are the sole agents.

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SALE OF HIGH GRADE PARLOR, LIVING-ROOM AND LIBRARY FURNITURE—REMARKABLE REDUCTIONS FOR ONE WEEK COMMENCING TOMORROW

Not in many months has a sale of high-grade furniture offered such opportunities for selecting pieces of this character, and at such remarkable price-reductions, as in this one week's sale event, commencing with tomorrow. From our showing of parlor, library and living-room furniture we have selected many pieces, reproductions of the splendid period designs, such as are known to the furniture trade as strictly high grade—pieces of the very best workmanship and finish—the finest materials. This varied selection includes many upholstered pieces, in plain and hand-carved frames. Those who have in mind the choosing of an appropriate piece for the parlor, living-room or library should take advantage of these exceptional bargains. A comparison of the regular and special prices of the following will prove convincing. See our Morrison-street window display. Mail orders and out-of-town inquiries will receive our careful and prompt attention.

\$25.00 Mahogany Pedestal; reduced to	\$10.00	\$65.00 Mahogany Parlor Table; reduced to	\$28.50
\$28.00 Mahogany Reception Chair; reduced to	\$13.50	\$70.00 Mahogany Arm Chair; reduced to	\$28.75
\$30.00 Mahogany Reception Chair; reduced to	\$13.50	\$64.00 Mahogany Parlor Table; reduced to	\$29.00
\$49.00 Mahogany Divan; reduced to	\$17.50	\$73.00 Mahogany Arm Chair; reduced to	\$29.50
\$45.00 Mahogany Reception Chair; reduced to	\$18.75	\$78.00 Mahogany Arm Chair; reduced to	\$29.50
\$46.00 Mahogany Reception Chair; reduced to	\$19.25	\$77.00 Mahogany Arm Chair; reduced to	\$35.00
\$45.00 Mahogany Parlor Table; reduced to	\$19.50	\$95.00 Mahogany Divan; reduced to	\$39.50
\$45.00 Mahogany Arm Rocker; reduced to	\$20.00	\$106.00 Mahogany Arm Chair; reduced to	\$45.00
\$47.50 Mahogany Reception Chair; reduced to	\$22.25	\$135.00 Mahogany Divan; reduced to	\$49.50
\$50.00 Mahogany Reception Chair; reduced to	\$22.25	\$125.00 Mahogany Arm Chair; reduced to	\$49.75
\$58.00 Mahogany Arm Chair; reduced to	\$22.50	\$150.00 Mahogany Divan; reduced to	\$65.00
\$52.00 Mahogany Arm Chair; reduced to	\$24.25	\$165.00 Walnut Chair; reduced to	\$75.00
\$63.00 Mahogany Arm Chair; reduced to	\$28.00	\$175.00 Three-piece Mahogany Parlor Suite; reduced to	\$83.00
		\$198.00 Mahogany Arm Chair; reduced to	\$89.25

COMMENCING TOMORROW—FIRST COOKING EXHIBIT OF THE "NEW PROCESS" GAS RANGES—ANY STYLE OR SIZE ON THE SPECIAL TERMS—\$1.00 DOWN \$1.00 WEEK

Such an event as this is always looked forward to and appreciated by enthusiastic housewives—those who never lose an opportunity of acquainting themselves with the many improvements and conveniences of the modern cooking apparatus. For many months we have been planning for this important event, and coming as it does at the season when the approaching Summer months suggest a change in the cooking equipment of the home—should prove both interesting and instructive to those who contemplate installing one of these modern kitchen conveniences. During this exhibit, which will continue for 10 days, we extend a cordial invitation to witness the "New Process" Gas Range in operation, to behold its many superior cooking qualities, and the ease with which it is operated. Plan to attend during this demonstration and we will delight in serving you with HOT BISCUITS and DELICIOUS COFFEE at any time. "NEW PROCESS" Gas Ranges are made in many styles and sizes, to meet all demands—priced from \$14.00 up, which includes installing and connecting complete where gas stubs are conveniently located. Take advantage of the above special-payment terms which we offer during the exhibit.



ODD PAIRS OF PORTIERES—THREE DAYS' SALE

In the Drapery Department, commencing tomorrow—About 50 pairs of Portieres, in silk, tapestry and damask—one pair lots, ranging in price from \$5.50 to \$37.50 the pair, to be closed out at one-half values

\$ 5.50 values in Oriental Stripes; per pair	\$2.75	\$13.50 values in mercerized two-tone effects; per pair	\$6.75
\$ 6.00 values in two-tone Damask; per pair	\$3.00	\$17.50 values in silk two-tone effects; per pair	\$ 8.75
\$ 7.50 values in mercerized two-tone effects; per pair	\$3.75	\$18.00 values in duplex mercerized effects; per pair	\$ 9.00
\$ 8.00 values in mercerized two-tone effects; per pair	\$4.00	\$20.00 values in duplex mercerized effects; per pair	\$10.00
\$ 8.50 values in mercerized two-tone effects; per pair	\$4.25	\$25.00 values in duplex silk effects; per pair	\$12.50
\$10.00 values in mercerized two-tone effects; per pair	\$5.00	\$30.00 values in duplex silk effects; per pair	\$15.00
\$12.50 values in mercerized two-tone effects; per pair	\$6.25	\$35.00 values in duplex silk effects; per pair	\$17.50
		\$37.50 values in silk damasks; per pair	\$18.75

SPECIALS IN SPRING CLEANING CONVENIENCES

Two-days' sale in the Basement Department—tomorrow and Tuesday. Prepare for your Spring house-cleaning.

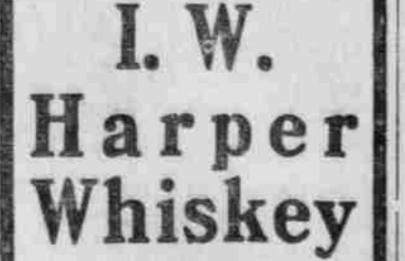
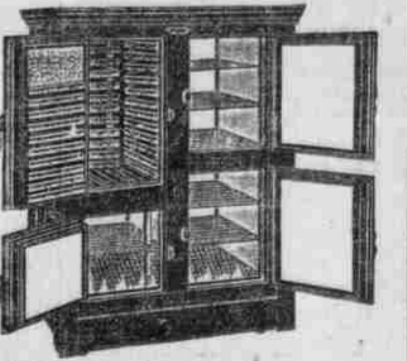
Wire Carpet Beaters; sp'l, each	12c	No. 3 size Willow Clothes Baskets; special, each	70c
Handled Scrub Brushes; special	15c	No. 4 size Willow Clothes Baskets; special, each	\$1.10
Ox-fiber Scrub Brush; special	20c	6-ft. Step Ladders; special	\$1.10
14-inch "Paragon" Feather Duster; special, each	40c	5-ft. Extension Step Ladders; special, each	\$1.50
12-quart Rochester heavy galvanized Pails; special, each	40c	7-ft. Extension Step Ladders; special, each	\$1.65

SALE OF JAPANESE MATTING

On sale tomorrow and Tuesday in the Carpet Section—Sixth Floor—2500 yards of high-grade Japanese Matting—artistic floor-coverings in several patterns and colorings. Timely and advantageous for renewing your bedroom and other floor-coverings.

The REFRIGERATOR SEASON

Is now well at hand and weather conditions are such as necessitate the preservation of perishable foods. We take great pleasure this season in again presenting the two foremost Refrigerator lines—the McCray and the Dr. Perkins Sanitary. The manufacturers of these widely known Refrigerators have spared no effort or expense in maintaining the high standard of their products, and it is on account of their many qualities that we recommend and guarantee them as the best that it is possible to buy. In both the McCray and Dr. Perkins Sanitary is embodied the most perfect and economical principles of refrigeration—the result of scientific experience along these lines. The many sizes and styles include those with either wood, zinc, opal or enamel linings. We take orders for specially constructed residence Refrigerators.



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Old, mellow and fragrant; for three generations the choice of discriminating judges.
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