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The Sunday Oregonian.

DRAMATIC,
REAL ESTATE
AUTOS, ROADS

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Clean-Up Sale

Odds and Ends, Broken Lines, Remnants, Etc., at Great Reductions

WE PAY NO RENT. THAT'S WHY WE SELL FOR LESS

Wm. Gadsby & Sons

CORNER WASHINGTON AND FIRST STS.

No Matter What You Want in Furniture

"Gadsby Sells it for Less"

WE PAY NO RENT. THAT'S WHY WE SELL FOR LESS

Closing Out All Odd Samples, Odds and Ends and Depleted Lines Regardless of Their Cost

We have gone through every floor in the store and set aside for quick selling every piece of Furniture not forming part of complete lines or sets. Hundreds of articles are included in this **Great Clean-up Sale.** Here are a few picked at random from the many. Be among the early purchasers, if possible, because the bargains will not last long.

$50 Buffet for $25

A splendid piece in quarter-sawed oak, hand-polished and leaded glass doors.

$22 Rocker at $10.75

A Rocker of very artistic design in solid mahogany and hand-polished.

$25.00 Parlor Suit for Only $9.95

A Rare Bargain.

Three-piece suit in mahogany finish, upholstered in silk damask.

$30 Dresser Now for Only $16

A stylish Dresser in the popular Circassian walnut with large French plate mirror.

$30.00 Couch This Sale Only $15

A large Couch, upholstered in genuine chase leather, over oil-tempered steel springs.

$55 Combination China Closet and Buffet for $22.50

Splendid value.

$50.00 Solid Oak Sideboard for only $25.00

Clean-up Prices in Exchange Dept.

Solid oak Dresser, mirror 30x40; regular value $37, now.....$15

2 walnut Bedroom Suits, consisting of bed, dresser and commode with marble top. Clean-up price, each suit.....$15

Lace Curtains, Portieres and Couch Covers All Reduced

9 pairs, $12.00 values, for $6.00
11 pairs, $9.00 values, for $4.50
13 pairs, $7.00 values, for $3.50
8 pairs, $5.00 values, for $2.50
Odd Curtains, the pair.....75c

$45.00 Divan This Sale Only $18.75

In solid mahogany, upholstered in green plush. A very rare bargain.

$40 Folding Bed for Only $15

In solid oak, with French plate mirror. This is a snap.

$32 Dresser Now for Only $16

Fumed Dresser in solid oak, quarter-sawed, with large French plate mirror.

$30 Chiffonier Just Half Price $15

Stylish piece in Circassian walnut, with French plate mirror.

Extra! Extra!

Remnants of Carpets and Linoleums and some splendid room-size Rugs, slightly used, at less than cost.

Iron and Brass Beds Reduced

$ 3.50 Iron Beds now at	$ 1.95
$ 7.50 Iron Beds now at	$ 3.50
$18.00 Iron Beds now at	$ 9.00
$22.50 Iron Beds now at	$11.00
$18.00 Brass Beds now at	$11.00
$35.00 Brass Beds now at	$17.50
$40.00 Brass Beds now at	$20.00

$18 Rocker at Less Than Half $8.75

This is a double value. Mahogany with silk plush cover. Don't miss seeing this in the window.

$125 Davenport for Only $75

This Davenport is solid mahogany, upholstered in Pullman plush and can be converted into a comfortable double bed.

$25 Rocker Now for Only $10

In genuine mahogany, with tapestry-covered back and seat.

$7.50 Rockers This Sale Only $3.50

Solid oak Rockers, golden finish. A splendid value, each....$3.50

$30 Chiffonier Just Half Price $15

In quarter-sawed oak, fumed finish, with French plate mirror.

$50.00 Parlor Suit Now Only $25

5-piece Parlor Suit in mahogany finish, upholstered in genuine chase leather.

Extra! Extra!

$2.25 solid oak Plate Rack, special, each.....25¢

We bought them at a bargain. You may do the same.

$30 Tapestry Rocker Only $15

$30.00 Tapestry Chair for $15.00

Two beautiful fireside pieces are these.

$30.00 Buffet $16

You will want one of these when you see them. Solid oak, quarter-sawed. Waxed or polish finish. One drawer lined for silverware.

Sale of Sample Heating Stoves

$16 coal or wood Heaters	$13.00
$15 coal or wood Heaters	$12.00
$12 coal or wood Heaters	$ 9.00
$10 coal or wood Heaters	$ 8.50
$ 9 coal or wood Heaters	$ 7.50
$ 6 coal or wood Heaters	$ 4.75
$ 5 coal or wood Heaters	$ 4.00
$ 4 wood Heaters now...	$ 3.00
$ 3 wood Heaters now...	$ 2.50

All Heaters Set Up FREE.

$16 Hall Seat Now for Only $9.00

A Fine Value.

Quarter-sawed oak, Early English finish.

$18 Rocker This Sale Only $9.90

Fumed oak Rocker with genuine leather seat and back. This is a snap.

$25.00 China Closet at Only $12

A rare bargain. Solid oak, golden finish, square design, with adjustable shelves.

$90 Ladies' Desk for Only $45

Large Colonial design, in solid mahogany.

$40.00 Ladies' Desk now $20.00

$23 Comb'tion Bookcase for $11.50

With adjustable shelves, swinging glass door and drop-leaf desk.

$20.00 Settee Now for Only $10

In rich mahogany finish, upholstered in Boston leather. A piece that will grace any parlor.

$25.00 Library Table for Only $16.75

In solid oak Early English finish.
One $34.00 value for....$17.50
$15.00 value for.....$6.50
While they last.

$90.00 Set of Dining Chairs $48

Consisting of six diners and one carver. These are solid oak, genuine leather slip seats. We only have one set of these to close out.

HAVE A HOBBY, AVOID PHILOSOPHY, BE PUNCTUAL, ADVISES GAY LOMBARD

Prominent and Successful Portland Business Man Gives His Recipe for Success to Younger Generation—Do Not Read Too Much, He Exhorts, but Learn the Geography and History of Your Country.

BY W. H. WARREN.

HERDING sheep on the Wyoming desert, and driving them to market, trying his fortune in Central America and having to return by steerage for lack of funds; founding a bank in Utah when he and is partner were the only Gentiles in American Fork; managing a mine in Mexico miles and miles from a seaport or railroad station, and running a mercantile establishment were early "pastimes" of Gay Lombard, one of Portland's most progressive business men.

When I called upon Mr. Lombard for an interview on how he became a successful business man and one of the leading ones of this city, I certainly did not expect to learn that he had at one time been a sheep herder or that he had ever been "broke" to such an extent that he had to return from a trip in the steerage. It was a surprise to me to know how hard Mr. Lombard had worked in his younger days (he is not very old yet), and I doubt if there are 10 persons in Portland who know that he ever had experiences such as he told me about.

Hard work, punctuality, conscientious devotion to duty and determination are the qualities that win in this world, according to Mr. Lombard whose success in life justifies him in so saying.

Father's Advice Is Taken.

Born in Galesburg, Ill., October 12, 1872, Mr. Lombard lived there until 1880, when his father moved to Boston. His mother died when he was quite young, and he was sent to boarding schools for his education, a thing which he regrets, as he thinks boarding schools bad places in which to get an education. He attended law school at Columbus College, New York, however, for two years, at which time his father, who was a banker, advised him to go West and establish a bank in some growing locality.

"Taking my father's advice," said Mr. Lombard, "I started for the West, where I had never been before, save for three months, when I put in a Summer vacation with a surveying party in Colorado for a railroad from that state to New Mexico. I went to Salt Lake City first, and from there to American Fork, 30 miles south, where I set up a banking institution with a friend who had accompanied me. At that time we were the only Gentiles there. We did well, and my friend is still running the bank.

"Later I was admitted to the bar in Salt Lake City. I became interested in the sheep business while there, and in this manner I became acquainted at first hand with the great American frontier. I drove sheep time and time again across the desert from the ranges of Wyoming, many nights sleeping out of doors and being subjected to all kinds of experiences such as fall to the lot of those who followed that business in the early days. I made good money at the business and prospered. It was hard work, but, as I look back upon it, I have no regrets. I only dislike to see the frontier becoming a thing of the past. It was the real frontier in those days.

Year Passed in Mexico.

"My next experience," continued Mr. Lombard, "was in Mexico, where for four years I managed the Fortuna mines. That place was 60 miles from the nearest seaport and 130 from the nearest railroad station. It was a lonely job, and one year I remained there all the time, not even leaving for a vacation. When the mines were sold I returned to Washington and became interested in and near Tekoa. I also became interested in the First National Bank of Walla Walla, of which Levi Ankeny was president and I vice-president.

"In those days I began to realize that there was great wealth in the land of Eastern Washington. It was very fertile and was selling at very low prices. I bought a good many acres and sold it later for a good increase. I also engaged in the mercantile business at Tekoa.

"Having had some experience in the grain business in San Francisco, I came to Portland and organized the Pacific Grain Company. It grew until I found it necessary to enlarge, and then I purchased the Irving dock, and have kept it ever since. In fact I have bought a great deal of property in Portland, as I saw at once that this city was going to be a very large one. The only piece of property which I ever sold here I made considerable money on, but I have always wished I had held it, for Portland property is gilt-edge investment."

In seeking an interview with Mr. Lombard, I knew that any man who has built up a fortune at his age must have information which would be valuable to others who are striving to make a success of life. It was only when I explained this to him that Mr. Lombard consented to give a personal experience talk. He wanted to discuss municipal affairs, on which subject he is an expert, and in which he is deeply interested, but I insisted on a personal talk.

"Be Square," Is First Advice.

"In measuring success," said Mr. Lombard, "I do not at all wish to use the money yard stick. While it is frequently coupled with the word 'success,' I do not regard the mere ability to make money as necessarily meaning that one is a success. I think that happiness, contentment and the art of being satisfied with one's work is more nearly the true success in life.

"If I were talking to my own son on how to be successful, I would advise him, first of all, to be 'square.' Honesty is the watchword of any successful life. Another important thing is do not put off things. 'Do it now' is a motto that should be hung in a prominent place before every young man.

"Results and results only is what counts, but it will come by hard work, by determination to win a given object, and if a young man decides that he is going to win a certain thing, he will win. Excuses do not count in this age of progress, and successes in the business world, such as were not as much as dreamed of in the years gone by, and the young man who would prosper must make up his mind not to be an idler, but to devote his time to hard work of some kind and to stay with his job until he completes it.

"I would advise any young man against reckless speculations, but would advise him to invest his savings, no matter how small, in real estate or in savings accounts. By care and judgment a young man may make money in this manner and take but little risk in placing his earnings.

Punctuality Big Asset.

"This is a day of specialization and, I think, will become even more so. A young man should stick to his own line of business and make it a success. And not only should he do this, but he should strive to do his work a little better than the other fellow, in order to win promotion and advancement.

"One of the most important things is to be punctual. Promptness is about the best asset a young man, or any one, for that matter, can have. I wish to emphasize this point, for there are so many who fall because they are not punctual; people become weary of waiting for them to keep an appointment or some other business is neglected by their tardiness, until they are regarded as failures within themselves. When one makes an engagement, it should be kept to the minute.

"I do not advise young people to read too much; a good walk in the open air is better for development of both mental and physical powers than hours of reading. It is not how much you read that develops your mind, but what you read; therefore, choose such books as will do you a real service and make them your companions. It should be remembered that one can dissipate mentally, as well as physically.

"I would advise young men to think for themselves; not to pay too much heed to what others tell them on every subject, neither to take too seriously what they read; the only serious thing in life is death; humor is the saving grace in life.

Avoid Philosophy He Says.

"I advise young people to read history and to know the world in which they live; to avoid philosophy and philosophical discussions. Philosophy is merely another name for unrest. The wisdom of ages has failed to solve the problem of eternity; do not worry about it, but believe in a higher power, follow the golden rule and you will attain happiness for yourself, as well as for others. Do not tear down unless you can build up. It is easy to criticise, but one should always consider what one would do in the other fellow's place in the same circumstances.

"Two things that every one should shun are hypocrisy and pretense; they are like a cancer, which soon permeates the whole system and undermines the entire structure. Be cheerful. A smile is contagious, a frown just the opposite. Whatever is done should be done well; it is an exception these days to see the more humble tasks done well. When you do see these humble tasks done well, you will soon notice that it becomes a habit and one that is very valuable to the person practicing it, and to the community at large.

Personal Hobby Good Thing.

"I wish to emphasize the fact that every young person, especially, should take an interest in the affairs of the community in which they live. This is a plain duty, but one which is all too frequently neglected, to the detriment of the public welfare."

Mr. Lombard believes that every young man or woman should have at least one hobby. He says they will need it sooner or later in life. His hobby is history. I presume that he is as well versed in the history of the Civil War, for example, as any man in Portland, maybe more so. He has not only read everything published on the subject, but has visited the scenes of the great struggles of that period and is familiar with every one of them; of how the battles were fought and victories won.

Mr. Lombard was married in 1904 to Miss Myrtle Tongue, daughter of the late Thomas H. Tongue, who made an enviable record as a member of Congress from this state. They have a son, aged 7 years.

GAY LOMBARD.

BRIDGE DEAL ARRANGED

COUNTY TO TAKE OVER OPERATION OF SPANS.

City Will Retain Lease Entered Into With O.-W. R. & N. for Top Deck of New Steel Structure.

The county will take over operation of the bridges, but will not assume the two-year lease entered into by the city with the O.-W. R. & N. Co. on October 9, 1912, for the use of the upper deck of the new Steel bridge. Further, the county will have the making of all rules and regulations governing the operation of the bridges, the city retaining only ordinary police control. The city will carry through its agreement with the railroad company.

This is in brief the agreement reached at a conference yesterday morning at the Courthouse between representatives of the county, city, Portland Railway, Light & Power Company and the O.-W. R. & N. Co. It was called for the purpose of reaching an agreement as to the terms of a bill now before the Legislature, and in the afternoon District Attorney Evans and City Attorney Grant, with the assistance of attorneys of the public service corporations interested, drafted amendments to the bill in line with the understanding of the morning.

The proposed measure will contain nothing making it incumbent upon the county to enter into a new lease with the railroad company at the termination of the city's lease, but will make this optional with the County Court. The county objected to taking over the lease on the grounds that the city was paying an exorbitant rental and that no provision had been made in the county tax levy for paying the rental and maintenance charges, amounting to about $40,000 a year.

When the bill has been enacted by the Legislature the situation briefly will be this: the county will have absolute charge of the maintenance and operation of the bridges, paying the expense out of money raised by tax levies. The street railway company will pay to the city a flat rate of three cents for every car crossing the bridges, the money to go into a sinking fund for the retirement of the city's bridge bonds. In other words, it will be all expense and no revenue to the county, and all revenue, and no expense, except the carrying through of the Harriman agreement, to the city.

OFFICERS TO BE ELECTED

People's Institute Endeavors to Make Members Helpful.

The annual meeting of the People's Institute will be held Tuesday. Officers for the ensuing year will be elected and plans for active work will be made. Many of these women are poor but under the guidance of Miss Valentine Prichard they are continually doing some kindness and are helpful to those more unfortunate than themselves. They are developing their talents and doing all in their power to spread the doctrine of true charity. The sewing for the Katherine Foster memorial chest is an important feature of their work.

About two years ago one of their members, Katherine Foster, was killed in an accident, and in memory of her life which was one of usefulness and goodness, these women have maintained every since a chest that is kept full of linen and tiny garments that are ever ready for some poor little stranger who comes to town without the necessary clothes being prepared.

The fundamental idea permeating all the efforts of the People's Institute is to keep its members from being objects of charity, but helpful to themselves and others. The Albina Woman's Club held their annual meeting last Tuesday and decided to make quilts that would provide warmth and comfort for those in distress.

Bull Moosers Banquet at Chehalis.

CENTRALIA, Wash., Feb. 8.—(Special.)—Mayor Thompson, of Centralia, was toastmaster at the Bull Moose banquet held in Chehalis tonight. About 80 were present. Among the principal speakers were Representative J. A. Falconer, ex-Mayor George W. Dilling, of Seattle; Representative J. W. Ryan, J. J. Corkery, of Spokane; State Senator Troy Landon, Dix Rowland, of Tacoma; Governor Teats, of Tacoma, and J. C. Lawrence, of Spokane.