

BUYERS' WEEK

PORTLAND FIRM BIGGEST IN LINE ON PACIFIC COAST

Fleischner, Mayer & Co., Jobbers of 40 Years' Standing, Handle Vast Stock Annually Through Home and Many Branch Stores.

WHERE is the largest wholesale dry goods house on the Pacific Coast? Probably the retail trade knows, for it has been in a large measure the reason for this being the largest wholesale dry goods house on the Pacific Coast.

But the ordinary citizen—the chances are that he would be greatly surprised and would feel an immediate and pleasurable expansion in his bump of state pride to be told that it is in the metropolis of Oregon.

The largest dry goods house on the Coast is at First and Ash streets and it is Fleischner, Mayer & Co. or more and has reached out with branch establishments into various cities outside the immediate Northwestern trade territory.

Sample houses are established at Seattle, Spokane, Tacoma, Juneau, Honolulu, and other cities. It is estimated that this establishment carries a greater stock than the wholesale houses of Seattle and Tacoma together.

And this is only one house in Portland carrying on wholesale business in dry goods. Many others carrying stocks as complete in their way, although their general sphere is not so comprehensive, distribute their goods to the territory that depends upon Portland for its supply.

Idaho, Washington, Northern Cal-

ifornia, Alaska and Hawaii lie within the territory of the wholesale dry goods trade of Portland, and this territory is being developed still further both extensively and intensively, every year.

There are several large wholesale houses in Portland, one of which is the great establishment of Fleischner, Mayer & Co., that manufacture also considerable supplies, such as shirts and overalls, besides handling all the standard dry goods, produced both in Oregon and outside mills.

Woolens Big Product.
Woolens are the principal textile product of the Oregon mills and these goods are coming steadily into greater market throughout the Northwest, handled not only from their manufacturers, but also by the bigger distributing houses.

Retailers coming to Portland from any part of the trade territory of this city during the Buyers' Excursion week will find in the dry goods wholesale houses a stock as complete and service as perfect as could be found in any part of the United States.

The movement for the inauguration of the Buyers' Week excursion was begun in the house of Fleischner, Mayer & Co. by Nathan Strauss, who was elected chairman of a committee of wholesalers and jobbers and engineers successfully the Buyers' Week of last year. Mr. Strauss is head of the jobbers' and manufacturers' association again this year and has been one of the most active in preparation for the entertainment and service of the visiting out-of-town merchants when the buyers' excursions are on.

growth of the business of the Dougherty Shoe Company which established its factory and house in Portland in 1905. Its territory now extends throughout California, Nevada, Utah, Wyoming, Montana, Idaho, Washington and Oregon—and goes further, to Hawaii and Alaska.

The great areas of mining and logging territory in the West have made a natural market for the heavy quantities of shoe products and in this field the Portland distributors have taken the lead of the field. Alaska is covered continually by their agents.

The heavy goods, however, are not the limit of the product of the Western manufacturer and distributor, but the higher grades of goods are also produced and are competing successfully with the products of factories in larger and older districts.

"One thing that counts in our favor," says Mr. Dougherty, speaking of the Portland shoe man as compared with the Eastern shoe producer and distributor, "is that the West has never yet been put to the need of enacting a 'pure shoe law.' In the East there is a determined movement on foot to pass a law requiring shoe factories to use

leather in the shoes they put out. The Western goods go without question for the pure goods which they are."

J. N. TEAL PORTLAND ENVOY

Commerce Chamber to Send Him to Capital to Aid Harbor Bill.

J. N. Teal is to go to Washington to work in behalf of the passage of the National rivers and harbors bill. A. H. Averill, president of the Chamber of Commerce, announced the appointment of Mr. Teal yesterday.

The Portland Chamber also has telegraphed to Washington asking that a telegraphic vote of every Chamber of Commerce in the country be taken, for the purpose of putting up to Congress squarely the demand for the immediate passage of the rivers and harbors bill.

Indorsements of the bill and demands that it be adopted are coming in from clubs throughout the Northwest and are being transmitted, as fast as received, to the authorities and representatives in Washington.

ROSE FESTIVAL UNCERTAIN

Meeting Tuesday to Decide Whether Celebration Is to Live.

Whether the Rose Festival is to be continued next year will be discussed at the meeting of delegates from various clubs of the city which are members of the Rose Festival Association at the Commercial Club Tuesday night.

Some urge that the fund collected for the Rose Festival be used throughout the Summer to entertain tourists who pass through Portland on the way to or from the Panama-Pacific Exposition. Others are said to advocate abandonment of the festival, and others suggest that the festival period be cut down and stress laid solely upon the floral features.

Fifty-two organizations are represented in the association.

Rosarians Talking Picnic.

Several members of the Royal Rosarians are advocating a picnic and frolic at Bonneville. The matter will come up at the regular monthly meeting tomorrow at the Commercial Club. The Rosarian band members are anxious to distinguish themselves as fun makers.

Washington Logs Go to Norfolk.

WINLOCK, Wash., Aug. 1.—(Special.)—Clark & Shives this week shipped six logs 80 feet long across the continent to Norfolk, Va., to fill a Government order. Andrew Johnson is shipping several carloads of oak logs on a Government contract.

KNIGHT PACKING CO.

PICKLES AND VINEGAR.
East Ninth and East Alder Sts.
Get Off Sunnyside or Mt. Tabor Car at East Ninth St.

Ye Furniture Buyers

WELCOME

to the home of the famous DOERNBECHER LINE

COME ONE! COME ALL!

We'll be glad to see you!

DOERNBECHER MANUFACTURING CO.

Take Rose City Park Car and Get Off at East 28th.

Portland, San Francisco, Los Angeles, Seattle

SACKS

New and Second-Hand Sacks for

Wheat, Barley Oats, Onions Potatoes Hops, Etc.

We guarantee our grades of second-hand bags. We manufacture new burlap bags of all kinds. Delivered prices made to any point. We extend to you an invitation to visit our plant when in Portland.

If It's Made of BURLAP, We Have It.

BAGS HOP CLOTH TWINE

WINKLEMAN BAG CO.

Oldest, Largest Second-Hand Bag Dealers in Northwest.
175 FRONT ST., COR. YAMHILL ST., PORTLAND, OR.

Special for Buyers' Week Only

In order to give out-of-town buyers an opportunity to secure the best possible value in musical instruments, we have cut the prices on every piano, player piano and grand piano, new or used, displayed in our establishment. All visitors during buyers' week are cordially invited to make Eilers Music House their headquarters. Free use of stationery, phones and restroom.

An Outlandish Sacrifice of Special Interest to All Musicless Homes

We offer these slightly used pianos, which have come to us in part payment for grand pianos and player pianos. Each instrument has been thoroughly regulated, tuned and polished, and in every respect as good as new. Our unrestricted guarantee against all defects will be given with each instrument. Our famous two-year exchange privilege will be given also, enabling buyer of one of these instruments to turn same back within two years and be allowed all money paid towards purchase of a new instrument.

Below Are a Few of Our Bargains in Used Pianos

- Frisbee upright, in ebony case, \$45.00
- Matuschek, in rosewood finish, at 98.00
- Estey piano (in first-class shape) at 145.00
- Dunbar in the new French walnut finish, 138.00
- Kohler & Chase, in golden oak finish, 135.00
- Still another in oak case for 140.00
- Stuyvesant, beautiful mottled walnut finish Crown, in quarter-sawed oak case, 185.00
- Hinze, French walnut finish, for only 238.00
- Steinhauer, in magnolia walnut 168.00
- Lester, in beautiful San Domingo mahogany Chickering, guaranteed in perfect condition 255.00
- Hobart M. Cable, in choice walnut finish, 192.00
- Hoffman, in dark, rich mahogany, 182.00
- 2 Kimball, new French walnut finish, each 195.00

- Kimball, large size, fancy figured mahogany Another full-size Kimball in quarter-sawed oak finish 274.00
- Smith & Barnes, in fancy quarter-sawed oak case, at 197.00
- Another one, in art mahogany, at 195.00
- Still another full size in latest Colonial design, in dark, rich mahogany, at 256.00
- Story & Clark, finished in specially choice mahogany 240.00
- Another one at 240.00
- Winterboth, in fancy mahogany, at 175.00

All of these instruments as outlined above are in first-class condition. Most of them cannot be told from new, and at the extremely low prices quoted will be taken quickly.

Player Pianos and Grand Pianos Slaughtered Also

- Chickering Baby Grand in the choicest mahogany finish. This piano new in quality worth \$700, in order to dispose of it at once will take 564.00
- This instrument is in perfect condition; in fact, cannot be told from new.
- Hallett & Davis Baby Grand, in choice mahogany, at 525.00
- Still another Hallett & Davis Baby Grand Kimball Baby Grand, in beautiful fancy mahogany, at 518.00
- Lester, quarter grand size, in fancy mahogany finish 540.00
- Lester, quarter grand size, in fancy mahogany finish 505.00

PLAYER PIANOS BROTHER TOO

- Bailey, in mahogany finish, rebuilt to play the new 85-note music; includes bench and music 218.00
- Wheelock player, in mahogany, regular retail value \$750, now goes for 295.00
- (Including music rolls and bench)
- Kingbury, plays all 85-note music, at 305.00
- Weber Pianola Piano, in mahogany, plays new 85-note music; including bench and music 365.00
- Steck Pianola Piano, in walnut, at 350.00
- Lester player piano, in fancy quarter-sawed oak; plays both 65 and 88-note music rolls, for 468.00
- One of the popular De Luxe Player Pianos, in choice English walnut, 550.00
- (Including music rolls and bench)
- Bungalow player piano, in mahogany, slightly used but looks like new, at 350.00

Superb Latest Combination Offers of Talking Machines With Free Records

- A real feast of music for \$59.10
- Latest Grafonola Favorite, in genuine mahogany, or in fancy figured oak case, including free 26 records of the best vocal and other artists, vocal, instrumental, opera, vaudeville, buyers' choice or our own selection; album, needles, oil and can; everything complete, for this superbly low price of \$59.10. May be had on our easy payment plan: \$1 a week will secure it. There are only a limited number of these complete combinations, so come early, for this great offer will be very popular.
- New Edison Disc Style A 80, for \$98.25
- Including 16 selections, oil and repair accessories. This is one of Edison's latest achievements, doing away with the necessity of changing the needle for each tune. The tone of this instrument is pure and mellow and human like. The records are different from the average disc records, inasmuch as they are nondestructible. See this new instrument at once in order to fully comprehend the big improvement in the modern talking machine.
- Our new famous Irree \$82.90
- sisto combination for... \$82.90
- Including 26 selections, 500 needles, oil and can. This instrument has set a new mark in value at its price. It is an upright and fully cabinet instrument of handsome appearance, and in design and style is regarded as the standard type of high-grade talking machines. This offer can be compared with any \$200 instrument offered a few months ago.



Talking Machine Headquarters
Eilers Music House
The Nation's Largest
Eroadway at Alder
Portland, Or.

Paint Business Here Amounts to \$5,000,000 Annually

Portland Colors Are Spread Along Pacific Coast to Alaska and Eastward Into Idaho.

SOMETHING like \$5,000,000 worth of paint business a year is handled by the large paint houses of Portland alone, and Portland colors are spread on buildings and fences from Alaska to Idaho.

There are a dozen or more paint firms in Portland dealing in wholesale distribution. The largest of these, such as Rasmussen & Co., not only serve as distributors for goods manufactured elsewhere, but manufacture great supplies of paints.

Thousands of gallons of paint a month are produced in their shops and go out into the retail market throughout the whole Northwest. Outside of a few big firms in San Francisco, the large Portland houses are not equaled in their magnitude nor the scope of territory they serve by houses in any other city on the Pacific Coast.

In addition to paints and painting supplies, these houses carry also a full line of glass, windows, doors, etc. The Fuller Company, the Fisher-Thorsen Company and the Rasmussen Company, which are the largest and oldest firms in Portland dealing in paints and paint supplies, are all in the organization of manufacturers and jobbers which is preparing to entertain the merchants of the Portland trade territory in this city in August, during the week of the annual buyers' excursions.

Music Houses Sell Over Vast Territory.

Increasing Demand for Instruments of All Kinds Builds Up Stores Like Eilers' and Sherman-Clay.

PORTLAND practically covers the territory of the Northwest complete, in the lines of musical instruments and supplies. Such houses as Sherman, Clay & Company, Eilers Piano House and others have reached out every year until their service extends far into Western Idaho in the east, north into Washington and south into Northern California, and the radius of their influence is extended still further yearly.

Eilers, one of the largest and oldest houses in Portland, was established about 1898, and has had a striking growth. This house has a factory and assembling plant in Portland which has put out many of the large pipe organs installed in public auditoriums in the West in past years. Many pianos and organs also are assembled and sent out from Portland as a distributing center.

"The growth in the business in handling musical instruments, talking machines and the like has been more than 100 per cent, I believe, in the Northwest territory since Sherman & Clay branched out with a house in Portland eight years ago," said J. H. Dundore, manager of the Portland house of Sherman & Clay. "The distributors in Portland are able to furnish to the Northwest territory the best that the world has to offer."

In a single wholesale house in Portland the shipments of pianos alone over the Northwest averaged between 2000 and 3000 instruments in late years. The shipments of talking machines from the Portland distributing houses have reached hundreds of thousands.

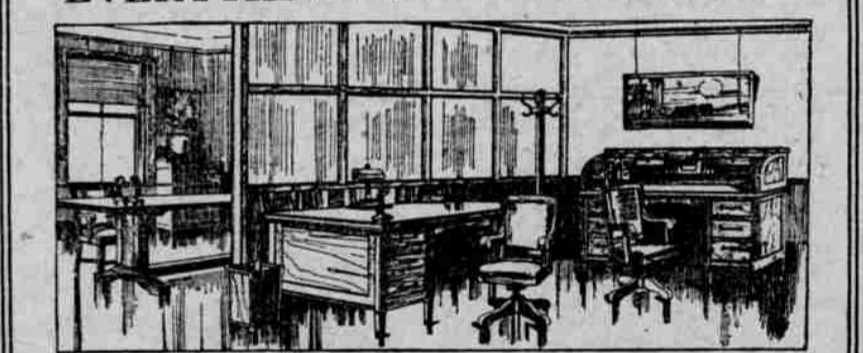
Still the great trade territory of the Northwest makes a steadily increasing demand that indicates a still greater prosperity for Portland as a distributing center for musical instruments than the city has enjoyed in the prosperous years that have gone before.

Portland Shoe Trade Now Steadily Growing.

Sole-Prints of Footwear Made Here Are Spread Over West and Are Gradually Working Way Eastward.

IN spite of the widely extended influence of great Eastern shoe manufacturing firms, the print of the sole of the Portland-made shoe is upon the whole of the West—and those sole prints, by the way, are gradually going further eastward, as the Western manufacturers invade that field in a winning contest of quality.

"EVERYTHING FOR THE OFFICE"



We carry the most complete stock of Commercial Stationery and can meet every requirement of the modern office.

Blank and Loose-Leaf Books
Filing Cabinets and Devices
Safes and Safe Cabinets
Printing and Bookbinding
Office Furniture
Architects' and Engineers' Supplies

Phones
Marshall 5080
A-6548

Northeast Corner Fifth and Oak Streets

DENNY-RENTON CLAY & COAL CO.

- Manufacturers of
- Vitrified Paving Brick
 - Vitrified Sewer Pipe
 - Vitrified Building Blocks
 - Architectural Terra Cotta
 - Pressed Brick
 - Partition Tile
 - Standard Fire Brick
 - Drain Tile
 - Flue Lining
 - Acid Brick
 - Vitrified Paving Brick
 - Vitrified Sewer Brick
 - Vitrified Electric Conduit
 - Vitrified Wall Coping
 - Mantel Brick
 - Hollow Wall Tile
 - Special Fire Brick
 - Fireproofing
 - Chimney Pipe
 - Fire Clay

Factories—Image, Wash.; Portland, 21st and Sherlock avenue.
City Yard, Front and Couch Streets.
General Offices, Portland, 176-8 Burnside st.

Main 7000 A-6041

W.P. Fuller and Co.

12th and Davis Streets

PIONEER PAINT MAKERS

Manufacturers of
Pioneer White Lead
Plate, Sheet and Art Glass, Sash and Doors

Our Wholesale Department Is Prepared for Buyers' Week!

Holiday Lines in Great Variety Now Ready for Inspection!

Books, Stationery, Souvenirs, Leather Goods, Cameras, Novelties, Games, Desk Sets, etc.

GILL'S

The J. K. Gill Company, Third and Alder Streets.

Electricity Is the Cheapest Power You Can Buy

Electricity is no longer a luxury to be enjoyed by the few. It is now within the reach of the many. Read the following figures based on the average rates for electric current

- A Nickel's Worth of Electricity Will Run a 12-in. fan for 10 hrs.
- Run a sewing machine motor for 10 hrs.
- Play an electric piano for 5 hrs.
- Pump 500 gallons of water 100 ft. high.
- Clip 3 horses, groom 5 hoi.
- Grind 2 1/2 bushels of ear corn.
- Crack 10 bushels of corn.
- Thresh 7 1/2 bushels of barley.
- Grind 400 lbs. of sausage.
- Clean 2200 sq. feet of carpet.
- Churn 50 lbs. of butter.
- Separate 3500 lbs. of milk.
- Milk 25 cows.
- Operate grindstone for 15 hrs.

And Do Many Other Useful Things

Let us show you where electricity will help YOU.

Phone Numbers, Marshall 5100, A 6131
Portland Railway, Light & Power Company
Salem Portland Vancouver, Wash.