Also Find Things Exactly as I'm Telling Them.

It beats anything you ever heard of how some of these

hungry representatives (or should I say misrepresentatives?) of

San Francisco concerns and tacky factory branches and consignment agencies try to poison the minds of people nowadays. A few years ago when money came easy, such crude tactics may have occasionally rushed a person into making a deal, but

I can't think of anyone now who'd take such crude and venomous attacks upon me and this stock and upon Mr. Holt and the Holt Piano Company seriously and permit himself or herself to be misled by them. All I say is, don't be in a hurry. Inves-

tigate-compare, study, ask questions and weigh the answers.

Let all statements, or rather misstatements, be proven. It's a shame that the piano business, a fine high-class business pur-

suit, should be degraded to the level of wallowing in dirt and

such as this when in order to keep the firm afloat we have to take, and are willing to take, less than what these beautiful

instruments cost us to lay down in your home. But business is business. If a salesman or would-be salesman works on a commission basis and cannot make a sale honorably by show-

ing his own wares, I claim he shouldn't permit himself to fall so low as to misstate facts and attack a fair competitor in trade

hand before I'd resort to that kind of dirty work. I hope I may not have occasion to call attention to it again, but if I do I'll publish the green-eyed individuals' names and their firm names

I'd go into some other business or hire out as a harvest

and their low-down stories. See if I don't.

I've tried to tell of this situation in a straightforward, definite way, and people are quickly finding out that what I say is so. You ought to see the houseful of people who are picking out their planos here now, and you ought to see the bunch of money they actually save in their purchases. Take my word for it, these pianos are going to be sold, because I'm giving away more than half of each. The banks are full of money, times will soon again be brisk and there are thousands of homes that actually and urgently need just what I have to offer now.

I've frequently stated the various causes for this genuine sacrifice of pianos. Let me merely say now that we are facing a serious condition, it's a desperate situation. What is really interesting is the saving. These are good pianos, mind you, and the best kind of piayer-pianos.

I might write here all day, but that would not have half the influence as one giance at this stock and these prices. So please come and see; see the brand new upright pianos at only \$145. It's no use to try to tell about them, and if you are not interested enough to come and see, what's the use?

What would you think of beautiful new pianos that you and your music

What would you think of beautiful new planes that you and your music

teacher and all your musical friends recognize as genutue and actually worth

8525, artistic planes, the standard of comparison the world over, now offered

at an actual discount of \$270-priced at only \$255? Yes, sir, less than half

price. You don't believe it? Come and see - that's all I ask. I'll take \$8 a

Then, again, player-planes actually for \$230; new ones-positively less

with whom he finds it impossible to honorably compete.

and their low-down stories. See if I don't.

month if I have to.

Industrial Commission Will

Sit in Portland in August.

SHIPPING TO BE STUDIED

I realize sales are scarce. I realize, too, that a lot of these fellows cannot openly and fairly compete with a proposition

## ENTIRE CITY INVTIED TO INSPECT HIGHWAY

Ad Club Plans Monstrous Labor Day Outing Along Columbia Scenic Route.

MAYOR SUPPORTS MOVE

Tentative Arrangements Are Made and Low Rates Desired-Co-operation by All Organizations Is Expected in Project.

"Inspection day" of the Columbia River Highway will be observed by the Portland Ad Club, Monday, September 6,

Labor day.

This is the decision reached by the executive committee of the organization, and City Commissioner Baker, president of the club, said yesterday that tentative plans had already been made for the big outing.

One of the features of the day will be the dedication to the city of Benson Park, the gift of S. Benson, and an inspection of the city's parks at Crown Point and Shepperd's Dell. It will give thousands of Portland people their first opportunity to note the scenic beauties of portlons of the 14,000 acres of land along the highway set aside for recreaalong the highway set aside for recrea-tion purposes by the United States forestry service.

Trip by All Citizens Proposed. While the idea for the inspection day along the highway by all citizens of Portland who can go has been proposed by the Ad Club, it is the intention to in-vite clubs, societies and organizations of all kinds in the city to join in the

Both Mayor Albee and Commissioner Both Mayor Albee and Commissioner Baker are taking personal interest in the Labor day inspection of one of the world's greatest scenic attractions. When on the highway a week ago with Chief Forester Graves, of the United States Forestry Service, Mayor Albee said that some opportunity should be given Portland people to inspect its heavities.

While thousands are expected to be on the highway in automobiles on Labor day, the Ad Club will take up at once the question of transportation by steamer and railroad. It is hoped to secure low fares for the round trip in

Walk Along Highway Proposed. another point on the highway, where
the great roadway is near the tracks
of the O.-W. R. & N. Ry.
Co-operating with the Ad Club will
be the Chamber of Commerce and other

of the O.-W. R. & N. Ry.

Co-operating with the Ad Club will
be the Chamber of Commerce and other
organizations interested in the exploitation of the road from a scenic standpoint. Persons leaving for the highway
on early trains will have ample time to
climb some of the mountains for a view
from the great cliffs along which the
highway extends in many places.

highway extends in many places.

The Benson trail at Gordon Falls,
now called Wahkenna, will be open for
inspection for some distance. Also the Larch Mountain trail leading out from Multnomah Falls. The various chalets

automobile parties. Fishing is good, water is plentiful and the land extends back more than three miles from the highway through the heart of a beau-tiful and unbroken forest.

The Ad Club has always been promfnent in all movements for better roads and it is fitting the organization should be back of 'inspection day,' on Septem-ber 6," said Commissioner Baker yesterday. "We want everyone in Portland to see the highway," he continued. "Those who do not own automobiles trip fares for the day on a schedule that will give all ample time to visit the principal points of scenic interest. "Thousands of tourists who will visit

the highway this year will return to their homes in the east and Middle-West, enthusiastic about the wonderful scenery from the highway. Everyone in Portland should be familiar with the highway, as well as all of our attractive parks and scenic boulevards in or-der that they may write about its won-ders to friends and relatives in other parts of the country.

Co-operation Is Asked.

"Labor day, a general holiday, will offer an ideal time for the general inspection of the highway by everyone in Portland and the Ad Club hopes to have the co-operation of all to make Inspection day' the greatest outing in

the city's history."

Committees from the Ad Club will begin at once the great task of planning all the details for the day's outning all the details for the day's outing. Beat and train schedules must be arranged for the greatest convenience of the thousands who will, no doubt, make the trip. The co-operation of all organizations will be requested at once and the members of the Ad Club will work hard the next few weeks to make "Inspection day" of the Columbia River Highway an outling in which the whole Highway an outing in which the whole City of Portland will take part.

## CITY MAY TRADE FOR SITE

Chapman-Street Property Offered for Fire Station Strip.

The City Council will consider a proposal made by Percy H. Blythe to trade a strip of ground near Morrison and Chapman streets for the site now occupied by the fire station at Sixteenth and Washington streets. The Sixteenthstreet station-house has to be partially removed on account of the east wall extending over on adjoining property which does not belong to the city.

It has been recommended that the city instead of trying to patch up the present building remove it and build a new one. Mr. Blythe is willing to make a swap of lots and it is possible negotiations will be entered into

Albany Sales Date Is Changed.

ALBANY, Or., July 24 .- (Special.)-Instead of observing the regular monthly Public Sales day July 31, as planned, the event will be held the day receding, when William Jennings Bryan will speak in Albany. The Alhave been secured, and people are ex-pected for many miles in each direction. Of the same cause.

## UNDERWOOD DISTRICT IS RIVAL OF BAR LE DUC

Berries Ripen Earlier and More Profusely Than Elsewhere in Mid-Colum bia-Irrigation Not Needed Because of Streams Underground.



Bar le Duc of America"; such was or law fares for the round trip in the comment of a much-traveled woman of the day aicing the Columbia on coming to the Underwood district of the mid-Columbia region. Only a short time before viewing the current One of the plans of the Ad Club is to have the boat and train schedules so worked out that people may leave the train at one point on the highway, walk several miles, having their lunch at some of the falls or mountain streams and board a train for home at trains and gooseberry tracts in the furth section of Southeastern Skamania County. Washington, the visitor had traveled along the Ornain River, in France. She had seen the Tamous Bar le Duc Jellies prepared for the world's epicures, and

west's fruit districts, it is becoming well known for the especially fine quality of its berries. The Underwood housewife never lacks for fine jellies with which to tempt the appetites of guests. The housewives of the neigh-

ties. Shipments of high-grade fruit in carload lots are now being made each in season. But on account of the topography of the country, it has been found that the small fruits demanding warm sunshine can be grown befter in Underwood sunshine can be grown befter in Underwood in the small fruits demanding warm sunshine can be grown befter in Underwood in the same can be grown befter in Underwood in the same can be grown befter in Underwood in the same can be grown befter in Underwood in the same can be grown befter in Underwood in the same can be grown befter in Underwood in the same can be grown from Mount Adams, and spur down from Mount Adams, and thus a southern exposure. Underwood is strawberries are always ripe before those of Hood River, and on account of the uniform warm days and a proof the uniform warm days and the warm days and the uniform warm days and the uniform warm "Those who do not own automobiles will be in a position to reach the beauty spots along the highway by boat or train. We will arrange for low roundirip fares for the day on a school of the train.

OOD RIVER, Or., July 24.—(Special.)—"It should be called the which they expect to retire later. score or more of former Portland residents are located there now, raising apples, peaches, gooseberries and cur-

ants.
Handsome, rustic bungalow homes rear themselves along every highway. The region is adapted to most all the flowering shrubs and plants, and many fine flower gardens may be seen. The woodlands that have been saved from the forests are all filled with the glorious wild flowers that are so attractive from sails Spring will be the forests. from early Spring until late Fall, when the dogwood tree, in Spring a gorgeous mass of white bloom, takes on a coat of deep red. In Fall, too, the hills, which in springtime show the perfume-laden bloom of mock orange, are covered with a golden coat of vine maple.

Farmers Satisfied With Lot. In no other fruit district is found Meeting at Chamber Will Be to Conwith which to tempt the appetites of guests. The housewives of the neighboring cities have learned to call for currants and gooseberries from Underwood, and the returns from the berry tracts, although now limited, bring a handsome profit to the growers.

District Primarily for Apples.

As are the other fruit districts of the Underwood community, Underwood is primarily an apple district. In the salmon, the neighboring Washington be that at the Chamber of Commerce. Larch Mountain trail leading out from Larch Mountain trail leading out from Multnomah Falls. The various chalets along the highway will provided food for those who wish to take long hikes, and innumerable piculc grounds hikes, and innumerable piculc grounds are scattered along the highway for the entire distance.

Picule Grounds Excellent.

Picule Grounds Excellent.

Eagle Creek, 44 miles from Portland, included in the 14,000 acres withdrawn included in the 14,000 acres withdrawn fincluded in the 14,000 acres withdrawn f

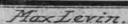
mer Seattle people reside there, and bank.

"Growers' Council."

Senator Paulhamus organized the growers of Payallup so that they could command markets all over the United States for many of their products.

Following that example of success the Senator attempted to extend the benefits of the same sort of co-operation to the growers of other districts through a co-operative selling concern, but the Commission held his effort to be a violation of the anti-trust laws. The mission of the Industrial Trades Commission is to be of aid to the producer and manufacturer in securing MEMBERS OF CONGREGATION DECLINE PAY AND ASSIST IN LIFT-ING MORTGAGE.







M. Rosencrantz.

Max Levin and M. Rosencrantz have shown their loyalty to the Congrega-tion Novah-Zedek Talmud Torah by declining to receive money for their services and letting the sum that would have been theirs go toward pay-ing off the church debt.

Eryan will speak in Albany. The Albany Chautauqua Association, under whose auspices Mr. Bryan is coming, has launched an advertising campaign which will cover the surrounding country next week. Excursions on all lines have been secured, and people are expected and direction.

In a control of the same cause.

In a control of the church debt.

Dr. Levin volunteered his services as Cantor who officiates during the New Year and Day of Atonement holidays, but he has declined the salary the position usually carries. He gave up an offer from another congregation to serve his own congregation without pay. The amount that would have come to Dr. Levin will revert to the mortgage fund.

Mr. Rosencrantz has donated his services as assistant cantor for the sake of the same cause.

Dr. W. T. Foster, president of Reed College, and several other members of the college faculty will leave soon for California, where they will attend numerous National conventions of educational, scientific, social welfare, religious and peace organizations. Dr. Foster will address seven of the most important of these assemblies.

Dr. Foster will leave for California July 31 and attend meetings of the American Academy of Political and Social Science at San Francisco on Statuce Cartwright, of Salem; Miss Lucy Heilman, Miss Grace Hays, of Portland, and Miss Mattle Wilson, of Hillsboro. The musical programme will be played by Misses Evelyn and Erma Ewart. Alfred Parker will be best man. William Monigomery, John Beneffel, C. D. Gray will be ushers.

On Monday Miss Lucy Heilman, of Rose City Park, will give a dinner in honor of the bride-elect and the bridesmalds.

and manufacturer in securing

Dr. Ogburn, head of the Reed sociology department, who is giv-ing special courses at the University of California Summer school, will also at California Summer school, will also attend these meetings. August 2-7 Dr. Foster will attend the meeting of the American Association for the Advancement of Science with Dr. Torrey and Dr. Borgan, of the biology and chemistry departments of Reed College. August 3-5 Dr. Foster will attend the American Social Hygiene Association meeting and August 3 he will speak before the education department of the University of California on "The Reed College System." The remainder of Dr.

University of California on "The Reed College System." The remainder of Dr. Foster's schedule is as follows:

August 5, speak at the Pan-Hellenic meeting at Twenlieth Century Chip. 5 to 8, attend Rational conference on race betterment; 6, attend business meeting of Pacific Coast Federation for Sex Hygiene: 8, speak at Race Betterment; Coasters; 9 to 11, altend Immigration Congress; 9 to 13, attend American Statistical Association; 9 to 13, attend American Heonomic Association; 9 to 134, attend American Beonomic Association; 12, attend American School Peace League; 26, speak on "Universities and Social Service," at National Educational Association and attend Congress on Higher Education; 26 to 28, attend World's Insurance Congress; 27, speak on "Intellectual Enthusiasm and the American College," at conference of Unitarian and other Christian Education; 28, speak on "Intellectual Enthusiasm and the American College," at conference of Unitarian and other Christian Education; 28, speak on "The Patith of College Students," at Religious Educational Association; August 30 to September 4, attend Conference on War, Peace and International Polity.

Invitations have been issued by Rev. and Mrs. Andrew Montgomery for the his solo cornetist. From a musician's marriage of their daughter, Miss Montica Montgomery, to Francis Wilson most famous personage in the band Benefiel next Tuesday night at the outside of Sousa himself. Mr. Clarke

So They're Busy Trying to Knock Me, Are They?

If You'll Please Sit Down Here With Me for Ten Minutes, I'll Show You All There Is to It, and You'll See Plainly Why These Hungry San Francisco Branch-House Men and Tacky Factory Branch Con-

cerns and Consignment Agencies Cannot Afford to Let You Think I'm Telling the Truth, You'll

WEDDING SET FOR TUESDAY Marriage of Minister's Daughter

Outcome of Mountain Romance.

low prices. So come or write immediately.

just exactly as we advertise and say.

please sit down here with me for ten minutes. I'll show you all there is to ou'll see plainly why these hungry San Francisco branch house men and tacky ranch concerns and consignment agencies cannot afford to let you think I'm he truth. You may be sure, too, that you'll find things exactly as I am tell C. W. HOUSEMAN.

than factory cost. And I'll sell the best player-plane in the world for only

\$465. Nothing better to be had, even if it were priced \$1150 and \$1250. Others for only \$335 and \$280. It can't be done? Yes, it can. You'll find it so if

you see me now. Again, I'm going to give the first caller Monday (after 8

more than mere additional simple interest will secure any piano at

the sale cost price. But don't ask for terms any smaller than necessary; it's

better for both sides to get the plane paid for as soon as possible. Here's a

fine, big stock, no doubt the finest in town; but it can't last forever at these

In Charge of the Player-Piano House, in the Interests of the Holders of Pre-ferred Stock, 323 Morrison Street, in the Northwestern Bank Bullding, Just Below (East of) Broadway.

Never an institution needed to sell stock on hand so badly. An agreement to pay so much a month or so much every three months for a bit

I'll send planes anywhere to be tried and tested and paid for when found

o'clock) \$30 WORTH OF MUSIC ROLLS FREE! So come the first thing to-

Famous Band Director to Hold Baton Also Tomorrow.

FAVORITE AIRS PROMISED

Four Concerts to Be Played in Amusement Park Auditorium. Engagement Most Costly Ever Booked at Oaks Park.

With the arrival this morning in Portland of John Philip Sousa and the members of his band, there will be inaugurated at the Oaks the most notable and at same time most costly engagethe amusement park has ever

Old Favorites Promised.

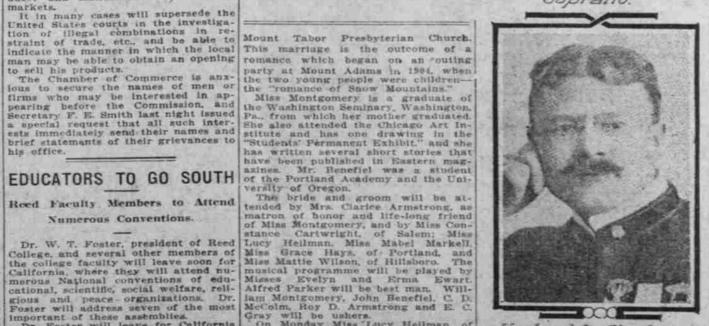
FAMOUS BAND DIRECTOR AND TWO OF HIS SOLOISTS WHO WILL BE HEARD AT THE OAKS.



John Philip Sousa.



Miss Virginia Root, Soprano.



Herbert L. Clarke, Cornetist.

Featured among the Sousa compositions will be "The Pathfinder of Panama." his latest march, dedicated to the exposition, but, of course, during the four concerts Sousa will endeaver to introduce all the old favorities. Sousa is thoroughly alert to every innovation in the world of music. Who but a Sousa would have dared to compose "Impressions at the Movies," which will be given during the Sunday afternoon concert? It includes "The Musical Mokes," "The Crafty Villain and the Timid Maid" and "The Cabaret Dancers." Sousa says that he composed his movie impressions after passing day after day in the most lurid of the New

made the Western Sousa trip as probably his final tour, for he is now the head of a great instrument factory.

Miss Virginia Root, soprano, and Miss Susan Tompkins, violiniste, are other notable soloists who will be heard at each concert.

Featured among the Source course.

after day in the most lurid of the New York East Side picture houses. This is Sousa's 22d annual tour, Five times he has traveled round the globe. It is six years since he played in Port-

Distinctive Compositions Many. While Sousa draws from the world of music with lavish hand, it is undoubtedly true that the distinctive Sousa compositions attract in the main his average audiences.

Among these distinctive Sousa com-positions in the four concerts are: Suite, "Impressions at the Movies"; overture, Sousa will play two concerts today and the same number tomorrow in the Oaks' auditorium, every seat in the building being reserved, although the regular admission price will apply to the Oaks proper. Concerts will begin at 2:38 and 8:38 each day.

Impressions at the Movies"; overture, "The Chariatan"; character studies. "Dwellers in the Western World"; suite, "The Pathfinder of Panama"; suite, "Looking Upward"; scenes historical, "Sheridan's Ride"; suite, "The American Maid."

While not on the programme, the older and better-known Sousses.

older and better-known Sousa numbers probably will be introduced as encores,

PORTLAND WOMAN IS HELD

Mrs. Piluso in East Faces Charge of "Confidence" Game Complicity.

Mrs. Elice Piluso, former wife of a

Portland saloonman, is under arrest in Little Rock, Ark, for alleged complicity in a "confidence" game in which the victim was said to have lost \$7000. according to W. L. Cooper, a Portland attorney. An Italian named Ricci was arrested with her, says Mr. Cooper. Both are at liberty under \$5000 bonds,
Louis Piluso, 225 Montgomery street.
Portland, was granted a divorce from
Mrs. Piluso on July 8, on allegations
that she had deserted him. Attachment proceedings have been begun in
Portland to secure the contents of a Portland to secure the contents of a safety deposit vault rented by Mrs. Piluso, to reimburse the Arkansas Ital-ian for some of the money he is said

AX TO KILL DOGS APPROVED

to have lost in the alleged "confidence

Judge Rules Emergency Method at Pound Not Cruel.

Knocking dogs in the head with an ax is not cruelty to animals, decided District Judge Jones yesterday morn-ing. Boyd R. Welch, poundmaster, was absolved from blame for using this

Mr. Weich was arrested at the in-stance of Lewis C. Pitts, an officer of the Oregon Humane Society. Mr. Pitts had information to the effect that dogs were killed with an ax when the asphyxiating chamber was out of order. Mr. Welch did not deny this. Some of his employes were put on the witness-stand and told how they did it. Death was instantaneous in most cases. They said

KNIGHTS OF **COLUMBUS** SPECIAL TRAIN .to.

NATIONAL CONVENTION

Seattle, Wash.

Round-trip fare, \$7.50. Ticket good or seven days, returning on any )-W. R. & N. train or Shasta Lim-ted. Everybody invited. Train eaves Union Depot Sunday, August , at 1 o'clock. Make your reserva-ion today. Knights of Columbus Yub, Marshall 5122 or A 2451.