

BUYERS' WEEK

FACTORY PRESTIGE SHOWN BY OUTPUT

Buyers of Pacific Northwest Beginning to Realize Quality Guarantees.

PLANTS TO BE VISITED

Merchants Will Study Importance of Portland as Banking With Other Manufacturing Centers—Soap Making Big Industry.

Merchants of the Pacific Northwest more and more are beginning to realize that many products they sell carry with them a guarantee both as to quality and durability that is absolutely genuine. This is because the goods are turned out in their own trade territory and backed by concerns that slowly but surely have been able to meet the competition of products made further away from home.

Merchants also have an opportunity to inspect plants and to see for themselves how the products are made and they thus are in a position to put their personal stamp of recommendation upon them.

Visiting merchants in Portland this week will have an opportunity to visit the various factories and to learn still more of the goods they have to sell. Before they leave the city they will have learned how soap is made in the modern way, how the big irrigation flumes are built, what goes into the manufacture of mullage and what goes into the many other finished products that are turned out in Portland.

Kenton Has Flume Plant.
The modern flume has been one of the prime factors in the development of irrigated lands in the Northwest. In Kenton is a plant that produces flumes, culverts, water tanks, drain bins and other articles made from pure iron that does not rust. The automatic machinery and the simplicity of operation will be interesting to persons not familiar with this work.

Another plant that will be of interest is a mullage and ink factory. From this plant the mullage will be taken to a rubber factory where they will see the equipment for making articles used in everyday life that up to less than two years ago were brought from far-away points.

Few people realize that Portland possesses laundry plants that are examples of efficiency for the entire country. This was brought out at the recent National convention held here by the laundries of the United States. A visit to one of the newer plants is a lesson in time and labor saving to the housewives of Oregon, and the managers of these institutions always have the latest out for visitors.

Harness Making Big Industry.
The manufacturing of harness and saddlery is one of Portland's leading industries, and a visit through these plants will unearth many a story from old-time saddle makers. It is interesting to the whims and fancies of cattle kings in days gone by, just as they are now fulfilling the desires and satisfying the ambitions of our present day champion riders.

More than a decade ago, London, the largest city in the world, found that wooden blocks placed on a concrete base, was the ideal paving. Minneapolis, the larger of the progressive Twin Cities, loyal to its own interests, learned that the wooden paving was the only practical and lasting solution to this problem.

Some of these days, the men who have the real interests of Oregon at heart, the men who made the development of Oregon possible, the lumbermen of the Pacific Northwest, will realize that continued prosperity, increased development, added fame and fortune will come by paying some attention to the heretofore despised by-products, the wooden paving blocks.

Responsibility is Shown.
But in order to accomplish this, the lumbermen of Oregon must do more than furnish the wood; they must do more than cut these blocks. It is their child; they must see that this child is not only brought from the forests and delivered to the community, but they must see that it is placed in proper hands. It must be started on its career on the right foundation. Its future must be overcome until the perfection achieved by other countries have been reached and excelled in our own country, and then will the name of Oregon be known throughout the entire civilized world because it furnishes that pavement that will endure more economically, in the judgment of eminent engineers, than any other type.

Many Modern Slices Used.
Manufacturers of soft drinks in Oregon are preparing to reap the harvest sown by our "safe and sane" voters last year. True fruit flavors find a natural home in Oregon. A drink made largely from celery reaches the thirsty from ceaseless flowing fountains. Syrupy fruits, even better than mother used to make, can entice the thirsty when used as a brown gravy over ice cream made from Oregon cream—cream that won the gold medals at the San Francisco Exposition for purity and richness.

Even their winter fodder is refined for their pampered tastes and it is a poor cow indeed that does not have its salad served regularly from the modern silo, many types of which are being built and sold from Portland today.

Some statisticians claim that the family of the housewife in Oregon, in preparing a dinner for each male of the family, covers 12-3 miles around the kitchen, unless she has taken advantage of domestic efficiency engineering as exemplified by the kitchen cabinets made in Portland, some of which are as dainty as the dressing table in a boudoir.

Portland Has Big Soap Factory.
Not to be outdone in catering to Her Majesty, the Oregon Housewife, manufacturers have designed conveniences in the way of coal, wood, gas and electric cooking ranges and appliances that are worthy of the name of Edison because of their practicability and economy.

Portland has the largest soap making machine west of Cincinnati and its output is as pure and as floatable as any other brand.

The oldtimers miss the cracker barrel of their boyhood days and the family of today misses the dust and germs that disappeared with the open barrel. Made from the delicious wheat of the Pacific Northwest, Portland

RETAIL MERCHANTS OF NORTHWEST WHO WILL PARTICIPATE IN BUYERS' WEEK PROGRAMME.



F.E. Davis, The Dalles.



Robert Lorenz, North Yakima, Wash.



J.L. Weaver, Mill City, Ore.



Lon Rundstrom, North Yakima, Wash.



George Edwin Mooberry, Cornelius, Ore.



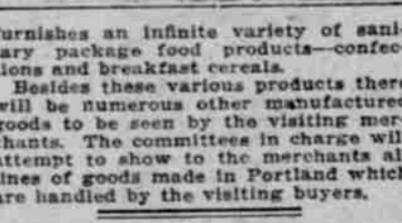
E.L. Johnson, Rowell Butte, Ore.



Albert J. Nelson, Silvana, Wash.



P.J. Van Hemert, Lynden, Wash.



Jacob Tol, Kllickital, Wash.

BADGES TO BE DISPLAYED

EVERY VISITING MERCHANT TO BE DECKED BUYERS' WEEK.

Wearers to Be Shown Every Courtesy and Emblems Will Give Right Amount to Borrow From City Funds.

Badges of all colors, shapes and sizes will be seen everywhere during Buyers' week.

The general committee in charge of the big commercial event has arranged for a separate and distinct badge for every one of the committees assigned to help entertain the visitors and to render services of a special nature. These badges will indicate that nothing has been left undone to make it the most notable merchandising excursion ever brought to Portland.

Badges, emblems and pennants featured all about the Chamber of Commerce yesterday. Buyers' week headquarters looked like the decorated border of one of the buildings at the Panama-Pacific Exposition.

Visiting merchants will be supplied with a badge of tasty design, intended to serve as an introduction to the wholesalers and retailers of Portland. Its wearers will be shown every courtesy of which ingenious Portlanders can think.

Whenever the wearer of a visitor's badge is discovered it will be perfectly good form to step up to him and suggest a glass of ice cream soda or a nut sundae.

And it will be perfectly proper for a visitor to take any merchant out of his store to return the compliment at

GALA WEEK IS IN STORE FOR BUYERS

Visiting Merchants to Be Royally Feted in City for Week.

AMUSEMENT TO BE FREE

Eight Committees Planning to Make Guests Welcome, Smoker, Theaters, Fireworks, Auto Rides and Banquet Planned.

Eight special committees have been hard at work the past week in completing details of the various entertainment features to be given for the visiting merchants during Buyers' week. The committees are going to see that every visitor has one big time from the moment he arrives in the city until the hour of his departure. A big attendance is anticipated. Dr. F. G. Riggs, Henry Metzger, W. J. Hooper, John S. Beall, Robert Lutke, J. W. Vogan, C. M. Munnale.

Smoker to Be Given.
A stag affair in the form of a smoker will be given for the merchants by the Chamber of Commerce, beginning at 8 o'clock Tuesday night. Some special entertainment features have been arranged and a jolly time is promised. Wednesday noon the visitors will be in the hands of the Portland Ad Club. The club has planned to stage a contest similar to the one which proved so popular last year. Merchants will be allowed one-minute talks in which they will boost their own towns and counties. The luncheon will be given at the Hotel Multnomah.

On Wednesday night the visitors will take in both the Empress and Pantages Theaters. The luncheon at the Log Cabin Baking Company will give a buffet luncheon at its plant, Vancouver avenue and Fremont street.

The Oaks will be the scene of activities for the visitors on Thursday night. Round-trip car fare and admission to the leading concessions have been provided and in addition there will be dancing at the pavilion and fireworks display given by Portland manufacturers of pyrotechnics.

Banquet to Be Big Affair.
On Friday night the Chamber of Commerce will give the biggest affair of the week, a banquet at which many prominent speakers of Oregon will make short addresses on subjects of vital interest to the business development of the Northwest.

The entertainment programme will close on Saturday with an automobile ride over the city and to adjacent points of interest.

The Chamber of Commerce committees for the week are as follows: Monday evening, reception committee—W. F. Woodward, chairman; E. T. Ames, V. H. Dent, A. F. Bliss, W. A. Smith, A. M. Work, G. D. Hansen, W. J. Hooper, Otto Krause, J. C. Luckel, S. C. Holcomb, T. J. Armstrong, George E. K. Pletcher, Nathan Weinstein.

Tuesday night, smoker committee—O. H. Fithian, chairman; Frank Richter, H. J. Frank, E. E. Kristow, Ralph L. Brackett, F. S. Doornbecher, R. M. Irvine, F. F. West, and H. E. Max Hirsch, James I. Marshall, O. C. Calhoun, Edwin Neustadter, A. G. Jacobs, A. Oberdorfer, Julius Durkheimer, J. Lowmeat, John D. Snowworthy.

Wednesday noon, Ad Club luncheon committee—F. A. Spencer, chairman; F. A. Schallinger, H. E. Eilers, W. A. Montgomery, Julius Louison, J. J. Gammie, H. D. Kilham, S. C. Peterson, L. Carson, W. D. McWaters, J. H. Dundore.

Wednesday night, theaters committee—C. B. Bla, chairman; Otto Bremer, C. M. Hooper, J. C. Healey, L. D. Reaser, L. D. Freeland, A. Hester, A. G. Long, J. MacKenzie, F. Feldman, Fred Jennings, Dom Zan.

Thursday noon, Log Cabin Bakery luncheon committee—A. H. Devera, chairman; Theodore Bergmann, William A. Hooley, A. F. Cronin, J. E. Biese, A. M. Hirsch, Carl Schallinger, F. L. Knight, H. S. Tutthill, H. C. Skinner, E. A. Hollingshead, F. C. West.

Oaks justification committee—O. W. Mielke, chairman; J. D. Ripley, Dwight Edwards, Jr., W. F. Norman, George H. Crawford, A. E. Jenkins, A. E. King, Charles S. Lipscomb, J. E. Biese, H. A. Conroy, J. A. Zehnbauer, S. C. Rasmussen, Walter J. Rosenthal.

Friday night, banquet committee—Edward Ehrman, chairman; Adrian McCalman,

C. B. Woodruff, Joseph Goodman, E. C. Oliver, W. H. Rebarrell, L. Lang, George Lawrence, Jr., H. E. Lewis, Jay Smith, Julius Meier, A. J. Kingsley, Rudolph Prael, P. Lowengart.

Rochester to Hold Pioneer Day.
CENTRALIA, Wash., Aug. 7.—(Special.)—An advertising campaign was launched yesterday for the Southwestern Pioneer Day celebration to be staged at Rochester on August 18. Huge posters will be hung in every corner of Southwest Washington. Dr. J. B. Stanley of Rochester, has prepared an extensive programme, and a big attendance is anticipated. Dr. F. G. Riggs of this city will be chairman of the day and the speakers will be Congressman Albert Johnson and Will Humphrey and Clark V. Savidge, state and commissioner.

Visit our great mills
Out-of-town merchants, don't miss this treat. As you see the many stages of manufacture—from raw wool to the finished, tailored garment—you'll not wonder why Oregon City was awarded the highest degree of merit—grand prize—and three gold medals at Panama-Pacific Exposition, San Francisco.

Take Oregon City Electric cars at Second and Alder-street depot. Competent guides to conduct you over the mill.

Oregon City Woolen Mills
Oregon City, Oregon, U. S. A.
Portland Salesroom, Sherlock Building

VISITING BUYERS

Come to our store and let us make your acquaintance. Only 5 blocks from the Commercial Club.

Failing, McCalman Co.
FRONT NEAR OAK

General and Shelf Hardware, Nason's Paints.

Sixty-four Years of Satisfactory Service

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

New Perkins Hotel
Portland, Oregon,
Fifth and Washington Sts.

Special Rates for Buyers' Week

Our Restaurant is Most Popular and Prices Exceedingly Reasonable.

The Geo. Lawrence Co.
80-86 First Street

Cordially invites the inspection of their stock of Harness, Saddlery, Shoe Findings and Shoe Store Supplies by visiting merchants during Buyers' Week.

Buyers' Week

and at all other times you are cordially invited to visit our show-orchard and inspect our Family, Orchard and Commercial Steam Pressure Canning Outfits built by

HENNINGER & AYES MFG. CO.
47 First St., Portland, Or.

WELCOME BUYERS

Colonial Steel Ranges, Perfect Steel Ranges, Opal Steel Ranges, Opal Heaters, Park Oak Heaters, Carbon Heaters, Mission Combination Heaters

The Portland Stove Works
JOHN MONTAG, Prop.

Manufacturers of ALL KINDS OF STOVES, RANGES, FRUIT AND HOP DRYERS AND STOVE REPAIRS.
Phone Main 7519
626 HOOD ST., PORTLAND, OR.

ATTENTION Mr. Visiting Merchant!

Do you want the best in shoes, honestly, substantially and reliably made, the best in quality the market affords for the price? We make them. You owe it to yourself while in Portland to visit us. We will convince you. Our famous makes—"Barker Brand," "Master-Made" and "Safety First" (for men), "Sincerity" (for women), and "Golden Day" (school)—meet and beat competition. We mean it! Furthermore, we want, while you are in Portland, an opportunity to meet you personally and get acquainted. Don't forget to call on us. You will be cordially welcomed.

Fithian-Barker Shoe Co.
29-31 NORTH FIFTH STREET

Buyers Are Invited to Inspect Our New, Modern, Sanitary Plant
T. S. TOWNSEND CREAMERY CO.
East Seventh and Everett Streets

BUYERS, Make Our Establishment Your Headquarters
Tools, Cutlery, Sporting Goods, Saddlery, Heavy Hardware, Builders' Hardware, Electric and Auto Supplies, Paints
Stoves, Ranges and Housefurnishings, Mill and Mine Supplies

Marshall Wells Hardware Co.
Jay Smith, Res. Mgr. Corner Fifth and Pine Streets

AUTOMOBILE SUPPLIES
of Every Description
MASTER CARBURETORS, RUNYEN GARAGE GREASE GUNS, SPLITDORF-APPELO FORD STARTERS, SPLITDORF, REMY, EISMANN AND OTHER MAGNETOS, AIR COMPRESSORS, GASOLINE STORAGE SYSTEMS, APELCO AND HENDRYX GENERATORS, STEWART \$5.00 HAND HORNS AND A COMPLETE LINE OF FORD ACCESSORIES.
OFFICIAL DISTRIBUTORS DIAMOND TIRES.
ARCHER & WIGGINS
OAK STREET, CORNER SIXTH.

While in Portland During
BUYERS' WEEK
Make Our Store Your Headquarters
We Are Pacific Coast Representatives of the
STEINWAY, WEBER AND OTHER PIANOS
PIANOLAS
VICTOR VICTROLAS
And Carry a Complete Stock of Records.
Sherman, Clay & Co.
Sixth and Morrison Opposite P. O. Portland, Or.