INDUSTRIAL GROWTH IN PORTLAND BIG

Portland Stove Works and Packing Company Deals Most Promising.

EXPANSION MADE

Business Founded Way Back in 1880 by John Montag, United States Marshal, Looms Large on Horizon of Trade Needs.

Concrete evidence that industrial expansion is taking place in Portland on a large scale was furnished late last week when two important factory companies, the Portland Stove Works and the Oregon Packing Company, purchased factory locations and buildings in the Kenton factory district.

It also developed yesterday that the officers of the Oregon Lumber Company, backed by the wealthy Eccles interests, are considering the McCor mick properties at St. Helens, with the idea of locating a large sawmill at that point to handle the timber purchased in the recent \$4,000,000 deal with the DuBois Lumber Company.

By the terms of a deal closed yester day the Portland Stove Works became sisting of three acres of ground with a modern brick and stone factory build-ing of two stories and complete base-ment covering land 489 by 110 feet in area, located at Columbia boulevard avenue and Derby street, in the Center of the Kenton factory district, along the Derby-street approach to the new interstate bridge. There is also a interstate bridge. There is also a foundry building on the newly acquired

Stove People Get Big Building.

It was announced a week ago that the officials of the Portland Stove Works had decided to locate their pro-posed new plant on their own property along the Linnton road below Indus-trial Center, where the construction of several buildings was planned. The new arrangement gives the stove fac-tory a large building that can be used at once and the officers of the company are now preparing to move their offices and machinery to the new premises, with the prospect that they will com-

of the company has steadily forged ahead until the company has now become one of the leaders in its line in the entire West and its products find a ready market along the Pacific Coast from Mexico to Alaska and from the Rockies to the Pacific Ocean.

There have been some additional advances in the prices of building managements of the prices of building managements.

stove that will soon be placed on the that description exceeds by a very submarket. Approximately 100 men will be employed in the new quarters. The officers of the Portland Stove Works are Ralph T. Montag, general manager, and John W. Montag, Jr., general superintendent.

Packing Company Busy.

On Friday it became known that the

pany had closed an option by purchasing 'clipht acres of land adjoining the parison. Both New York and Chicago new plant of the Portland Stove Works and embracing the factory building formerly operated by the Ajax Auto Traction Company.

R. D. Fontana, manager of the Oreson Packing. Company appropriately that

son Packing Company, announced that a permanent factory building of reinforced concrete or brick construction will be built on the newly acquired property. He said approximately \$75,000 would be spent on the new structures and it is understood that the complete investment in buildings and manual contractions. plete investment in buildings and ma-chinery will be between \$150,000 and \$175,000, making the ultimate cannery the largest in Oregon.

the largest in Oregon.

The Oregon Packing Company operated formerly at East Eighth and Belmont streets, in this city, but labor troubles caused the company officials to remove to Vancouver, where last year's fruit crop was handled. The option on the Kenton factory site was taken about a year ago, but Mr. Fontana deferred making the purchase until the Oregon law restricting the hours. til the Oregon law restricting the hours of labor in cannery plants was amend-ed to exempt canneries. The Legislature passed such an amendment week and Governor Withycombe gave assurances that the bill would be signed, following which the Kenton property was purchased. At the time the option was taken \$25,000 was given as the value of the property, which was owned formerly by the Kenwood Land Company. Because the canning season opens in May, it is hardly re-garded as possible that the new plant

will be in operation this year.

The visit paid St. Helens Friday by
David C. Eccles, Charles T. Early, Raymond B. Early, officials of the Oregon Lumber Company, together with Paul C. Bates, of Portland, Charles R. Mc-Cormick, of San Francisco, Hamilton McCormick, of St. Helens, and Mr. Merriman, of San Francisco, has given force to a report that the proposed new Eccies asswill will probable be less.

force to a report that the proposed new Eccles sawmill will probably be lo-cated in St. Helens.

The three last named are principal stockholders in the McCormick properties, which include extensive property along the waterfront in St. Helens, which would prove a splendid location for the proposed Eccles mill and docks. The McCormick Interests also have a logging road extending from St. Helens well toward the 27,240-acre tract purchased recently by the Eccles interests

PIEDMONT SALE TO BE PUSHED

Agency for District Is Taken by

M. E. Thompson. Announcement was made last week Announcement was made last week that M. E. Thompson, a well-known dealer in real estate, loans and insurance, has been appointed selling agent for the big Piedmont tract, which is owned by the Investment Company in which E. Quackenbush, the Ladd Estate, and T. B. Wilcox are interested.

The new selling arrangement became effective on the day that the interstate bridge was opened formally, an event significant in view of the wholesome influence it has upon the Piedmont

Piedmont embraces about 300 lots yet unsold and about a like number of homes already built and occupied. The beautiful Peninsula Park adjoins the addition on the west side. Portland boulevard on the north side and the Interstate Highway on the west. Mr. Thompson is establishing two branch offices on the tract and will devote all of his attention henceforth to the Piedmont district exclusively. Pledment embraces about 200 lots Piedmont district exclusively.

LANDMARK, WHICH HAS SERVED AS STABLE FOR 33 YEARS, IS TO BE REPLACED BY NEW STRUCTURE, PROBABLY NATATORIUM OR GARAGE.



HISTORICAL FRAZIER & M'LEAN STABLE, FIFTH AND TAYLOR STREETS, WHICH IS TO BE VA-

BUILDING GAIN MADE

the owners of the property of the Pa-clific Coast Safe & Vault Works, con-sisting of three acres of ground with Year Ago 6 Per Cent Year Ago 6 Per Cent.

> MATERIAL COSTS MORE

Figures Gathered From 106 Cities in United States by American Contractor-Portland Has Made Good Showing.

An 11 per cent increase in the total estimated cost of buildings, permits for which were issued in January in 105 principal cities of the country, must be regarded as an altogether favorable inmence operations there at once on an enlarged scale.

The Fortland Stove Works was founded by John Montag, United States is 14,227, which compares with 13,379 Marshal, its present owner, in 1880, for January, 1916, an increase of 6 per since which time it has been located on Hood street, in South Portland. From a small beginning the business year, the gain in volume is thus seen

from Mexico to Alaska and from the Rockies to the Pacific Ocean.

Rapid expansion of business and territory has made necessary the doubling of the plant. The Portland Stove Works manufactures all kinds and complete lines of cooking and heating stoves and for a combination gas, coal and wood stove that will soon be placed on the market appropriately 100 mar will stantial margin the entire operations.

On Friday it became known that the officers of the Oregon Packing Com-

Jan. 1917 Jan. 1916

Annual Control	Estimated	Estimated Perc	
City-	Cost.	Cost. Gain. L	10
Akron		\$ 288,430 04	
Albany, N. Y.	274,185	114,595 139	
Allentown	195,025	120,245 62	
Altoona	21,093	4,982 323	
Atlantic City	183,670	180,571 2	ı č
Auburn	14,900	3,600 314	
Baltimore	1,115,019	048,210 18	
Bayonne	70,613	125,683	12
Berkeley	140,950	64,500 118	ĸ
Binghamton .	145,693	75,700 92	- 2
Birmingham.	123,515	272,611	Hå
Boston	7,375,000	4 200 000 71	1.5
Bridgeport .	180.260	4,300,000 71	10
	250.200	392,276	18
Brockton	37,505	50,950	12
Buffalo	285,000	510,000	- 4
Canton	138,250	71,725 92	
Cedar Rapida	48,000	67,000	-3
Chattanooga.	49,910	66,390	3
Chicago	4,807,700	8,118,200	13
Cincinnati	609,105	445,895 27	
Cleveland	1,389,240 62,595	1,600,895	3
Colo. Springs	62,595	11,986 422	
Columbus	137,010	223,415	13
Dallas	607,477	771,630	(A)
Davenport	43,055	27,579 58	B.
Dayton	288,104	115,645 101	-
Denver	96,370	141,260	3
Des Moines.	242,967	115,645 110	10
Detroit	3,222,785	1,079,410 63	
Duluth	96,965	113,733	100
East Orange.	105,422	59,955 76	
E. St. Louis.	27,025	5,885 359	1
Elizabeth	56,630		
Erie	194,380	455,088	nS
Evansville	04.055	116,171 67	10
Fort Wayne.	94,255 62,250	31,862 196 64,230	-
Fort Worth.	07.000		
	97,986	91,137 7	
Grand Rapids	207,035	118,455 75	
Hartford	1,600,087	235,978 578	
Haverhill	41,300	25,200 64	- 9
Hoboken	20,490	15.625 31	- 3
Indianapolis.	376,995	342,910 10	-
Jacksonville.	66,012	123,790	134
K C Kansas.	77,230	23,530 207	113
K C Missouri	756,950	444,575 70	٠,
Lincoln	24,855	53,045	12
Los Angeles.	4,700,235	1,678,724 118	W,
Louisville	88,170	178,980	1.5
Manchester .	53,120	50,684 5	m
Memphis	268,850	186,800 44	m.
Milwaukee	208,137	2,482,702	- 5
Minneapolis .	263,485	586.304	10
Montgomery.	9,460	57,399	12
Newark N J.	598,195	359,363 41	15
New Bedford	36,300	204,770	1
New Britain.	40,790	90 700	100
New Haven.	165,855	89,760	15
Tibe Time Chi	1187,000	675,068	
			=

5,710,019 4 1,861,158 ... 3,012,343 ... 106,101 109 16,689,621 ... 42,225 ... 148,222 ... 248,408 74 103,359 33 Niag'ra Falls Norfolk kl'ma City incy ading chm'd, Va. chester ... 4,675 148 178,262 128,554 947,851 71 Lake City.
In Diego...
Francisco.
In Jose 236,040 112 42,200 220 11,250 ** 56,355 South Bend Spokane Springfield, Illinois Springfield, Mass. St. Joseph St. Louis St. Paul Stockton 23,970 92,150 325,818 10,996 680 644,191 255 423,198 18,222 360 4,956 119 216,718 334,154 117 22,535 566,815 84 29,110 10 36,812 45 207,195 77,135 34,890 494 269,185 96,645 76 Total\$56,182,684 \$50,659,416 11

FINAL DECISION ON PLANS EX-PECTED ON WEDNESDAY.

Lodge Building at Fourth and Taylo Streets, to Cost \$40,000 to

story building with space on the ground floor for five stores, and with quarters for the lodge and social rooms on the two upper floors.

LEWISTON, Ida. Feb. 17.—(Special.)

A committee comprising some of the most influential business men of Lewiston has been appointed by the Lewiston Commercial Club to promote and encourage the construction of a power dam in the Snake River at Lewiston, which is to facilitate navigation even. encourage the construction of a power dam in the Snake River at Lewiston, which is to facilitate navigation over the rapids and will generate electric power sufficient to furnish this entire portion of the Inland Empire. The committee will work in conjunction with the War Department, and is comprised of the following members: Jamees E. Babb, George W. Tannahill, Frank Thompson, E. A. Cox, W. E., Howard, W. F. Kettenbach, Frank W. Kettenbach, Frank W. Kettenbach, E. M. Ehrhardt, H. L. Powers, William Thompson, C. F. Osmers, R. C. Beach, A. E. Clarke, Dr. J. B. Morris and John T. Ray. power sufficient to furnish this entire portion of the Inland Empire. The committee will work in conjunction S with the War Department, and is comprised of the following members: a Jamees E. Babb, George W. Tannahill, Frank Thompson, E. A. Cox, W. E. Howard, W. F. Kettenbach, Frank W. Kettenbach, E. M. Ehrhardt, H. L. Powers, William Thompson, C. F. Osmers, R. C. Beach, A. E. Clarke, Dr. J. B. Morris and John T. Ray.

SCHOOL BUILDING TO COST \$14,000 IS PROPOSED FOR WEST LINN, CLACKAMAS COUNTY.

FRONT ELEVATION OF STRUCTURE AS PLANNED BY OFFICIAL ARCHITECTS, CLAUSSEN & CLAUSSEN.

A Portland firm of architects, Claussen & Jaussen, was commissioned last week to prepare plans for a proposed school building to be erected this season at West Linn, in Clackamas County, directly across the Willamette River from Oregon City. Bonds to finance the construction of the building are to be voted on at an election set for March 10. Inasmuch as the heavy property owners and taxpayers in the community have already expressed themselves heartily in favor of the school, there seems little doubt but that the building will be erected according to programme.

The plans call for a building of hollow tile with stucco finish. The over-all dimensions of the structure will be 102 by 90 feet. There are to be four standard classrooms, a main corridor for marching drills, 30 by 0 feet in area, and an assembly hall, 40 by 38 feet, with space for a stare and various ante-rooms. The building will cost about \$14,000, and is to be known as the Sunset School. The architects hope to have the building completed by the opening of the Fall term, providing the bonds are voted on March 10. The plans are patterned after those which governed the construction of the Milwaukie School, which was erected under the direction of the same architects.

CITY AND FARM TRADED

PORTLAND REALTY INVOLVED IN DEALS FOR RANCHES.

transactions consummated last week. land, D. L. Filley, of Lents, becom

The beautiful 106-acre country place of C. E. Bolds on the Scholl's Ferry road, about 13 miles out of Portland, has been transferred to H. J. Valentine, of Portland, at a valuation of nearly \$20,000, which includes the residence, barn and other improvements valued at between \$5000 and \$5000. About \$12. 000 of the consideration was tendered in Portland property, the balance being cash and mortgage. This exchange was handled by L. K. Moore and the Luedde-mann Company.

will get in as much grain as possible

TO OWNERS OF LAND.

to Lents Man-C. E. Bold Transfers Country Place.

land property were involved in two of the more important farm property By the terms of a deal negotiated by L. K. Moore and E. W. Elrod, of Portowner of a Gilliam County wheat ranch of more than 1000 acres, situated on the famous Shutler Flats. Together with

1000 Acres of Gilliam County Land Go

More horses have been bought and sold in the Frazier & McLean stable than in any other barn on the Pacific Coast, it is said. When the Spanish-American war broke out in 1898 the first contract closed at this stable called for the delivery of 10,000 head of horses. The stable was operated originally by the firm of Goddard & Frazier. Mr. McLean purchased the Goddard interests in 1898.

Mr. Frazier left last week for Cal-Portland real estate dealers and Port.

manner of condemnation

Mr. Frazier left last week for Cal-ifornia to inspect the most modern natatoriums with the purpose of incor-porating the newest ideas in the prothe stock and equipment the place, which was formerly owned by W. J. posed Portland natatorium. Thus far Duggan, is reported to be worth \$38,-060. In exchange for the wheat ranch Mr. Duggan accepted title to various holdings in Lents, understood to be worth about \$27,000. A mortgage excisting against the ranch balanced the limprove the corner with a building to improve the corner with a building Madison Corner Transferred.

ARE BEING PLANNED

Improvement of Old Frazier &

McLean Stable Site Most

Important Development.

CLUB MAY COST \$100,000

Iwohy Bros. Putting Up Plant for

Manufacture of Railroad Cars

and Garage for Thomas

Prince Week's Big Items.

The most interesting as well as the

most important building announcement ast week came from Ellis McLean and

block north of the County Courthouse

Tremendous Trade Done.

Title to the northwest corner of Fifth and Madison streets was tendered to T. J. Seufert toward the purchase consideration of the Henry building, it developed last week. When the sale of the Henry building was announced it was known that other valuable Portland property was congerved in the in Portland property, the balance being cash and mortgage. This exchange was handled by L. K. Moore and the Lueddemann Company.

A deal has been put through by M. Fitzmaurice for the Wayne Grider ranch, which was bought by R. C. Jones and Emmett Pryor, of Mayville, reports the Condon Times. The ranch comprises 1113 acres of wheat land, part joining the town. There is a nice bungalow, large barn and pienty of water. The boys get immediate possession, and will get in as much grain as possible

It is understood that final plans for the proposed new home of the Moose Lodge to be erected on the lodge property at the northwest corner of Fourth and Taylor streets will be acted upon at the next meeting of the lodge on Wednesday evening.

The property, which was purchased by the order two years ago, is L-shaped with 68 by 160 feet on the corner, and a wing at the rear 32 by 45 feet in area. Some time ago the building committee designated Houghtaling & Dougan the property with the ground may be broken soon after May 1. The building, as now planned, will include a gymnasium, to plane for the target and small dancing rooms, a swimming pool, billiard from sand bowling alleys. The largest building committee designated Houghtaling & Dougan the designation of the designation of the best places of its size on the Plains, and adjoins the present Shaner has bought the McNelly planes, for the larger building, and expect to have their work in shape so that the ground may be broken soon after May 1. The building, as now planned, will include a gymnasium, to of gasoline, its greater efficiency—as with the ground may be broken soon after May 1. The building, as now planned, will include a gymnasium, to of gasoline, its greater efficiency—as the designation of the designation o BROADWAY STRUCTURE REVERTS ing the total cost nearly to \$196,600.

It is understood that the building is to cost between \$40.000 and \$50,000 and that it will take about six months to build. Construction work will probably commence at once.

Plans drawn by MacNaughton & Raymond have been flied at the City Hall covering repairs and alterations to be made in the Lilly Seed Company's dock along the river between Morrison and Yamhill streets. The contract for the work has been awarded to Muir & McClelland. It is estimated that the improvements will cost about \$4000. The present structure collapsed about a month ago.

Factory Buildings Started.

A building permit was issued last week to Twohy Bros., authorizing the construction of a building at 219 East Sixtieth street North, to serve as a factory for the manufacture of railroad boxcars. The first building, which is to be followed soon by another similar structure, will cost in the neighborated on the Broadway building. a 18-story modern office building located on the northwest corner of Morrison street and Broadway, reverts to the owners of the property on which the structure stands. owners of the property on which the structures will be in operation in July or August. The plans were drawn by Risley and H. G. Starsweather, of Milwaukie.

ing the erection of a one-story garage and automobife school building at 241 Sixth street, pursuant to plans drawn by MacNaughton & Raymond. The probable cost of the latter building is cited as \$7500.

SHOWHOUSE PROPERTY SOLD Mississippi-Avenue Realty Deal Said

to Involve \$16,000 Cash.

ton, is only suitable for stuffing, is dividend to employes for the month of made from the covering of the seeds January amounted to quite a tidy sum of a Brazilian tree.

LIFE INSURANCE IS CARRIED TO MEET INHERITANCE TAX

Plan Saves Necessity of Sacrificing Securities on Unfavorable Market to Meet Requirements of Law, and Inroads Into Estate Are Avoided.

BY LIFE INSURANCE EDITOR. nowadays more than occasional reference to policies, premiums and dividends. Every once in a while some man of wealth is heard to distinctly, unhesitatingly and unblushingly mention life insurance.

There have been at least a score of instances in the last few months where life insurance has been augmented to \$1,000,000 or over. One notable case was that of H. P. Davidson, of the firm of J. P. Morgan & Co. There has been considerable conjecture as to the amount of life insurance carried by the late George C. Polds by the late George C. Boldt, propri-etor of the Waldorf-Astoria, in New York, and the Bellevue-Stratford, in Philadelphia. It is now stated on good authority that Mr. Boldt carried ap-proximately \$700,000 in life insurance policies.

Prosperity Is Responsible Of course, the present era of pros-perity may be responsible for the del-uge of applications for large policies, but officers of companies claim that there is also another reason. This reason lies in the inheritance tax. In Charles R. Frazier, owners of the fa-mous old stable building covering more than a quarter block at the southeast corner of Fifth and Taylor streets, one the majority of states legacies for re-ligious, charitable and educational pur-This old landmark, which has been ousing horses for more than 33 years, poses are exempt from this tax, but the remainder of the estate cannot es-

housing horses for more than 33 years, is to be torn down immediately to make way for the construction of a reaction of the construction of a reaction of the construction of the construc type of structure yet to be fixed by the owners of the property.

A number of times suits have been der to secure ready cash to pay state inheritance taxes. For this rea-son, many men of wealth are taking large lines of life insurance so as to state inheritance taxes. For this reason, many men of wealth are taking enactment of the law in New York large lines of life insurance so as to state was \$3.150,000, on the \$\$7.000,000 have ready at their death sufficient estate of Colonel John Jacob Astor. filed with the aim of having the old stable condemned on the theory that it was dangerous and in violation of san-itation and health rules, but each time cash to pay inheritance taxes and otherwise leave the estate practically the city health and building officers have been unable to force the destruction of the building because of some defect in the ordinance prescribing the intact. Attention has also been called

LIFE INSURANCE EDITOR. New York, states that inheritance NEW note has been heard lately taxes collected for the year 1918 will in financial circles. One hears probably reach a total of \$10,000,000. nowadays more than occasional lowing is a list compiled from the received by the completed from the received of the Controller's office showing the taxes collected for the present fis-cal year from a group of large es-

Estate of— Charles W. Harkness Ellen S. James Seymour H. Knox James B. Haggin Herman Frasch

David H. King 65,000

It is probable that the estate of Mrs. Charles W. Harkness will be compelled to forfelt \$500,000 in taxes. The years of 1912-1913 were particularly profitable to New York state so far as inheritance taxes were concerned, for in 1912 the state received \$12,153,188. The following year the total amounted to \$12,724,236.86.

Prominent Names Listed. In 1913 on the list subject to the tax were the estates of John Jacob Astor, Anthony N. Brady, J. Pierpont Morgan, George W. Vanderbilt, D. O.

Morgan, George W. Vanderbit, D. G.
Mills, Charles E. Appleby, George
Westinghouse, Benjamin Altman, L. H.
Severance, James R. Keene, George A.
Hearn, Edwin Hawley, Henry M. Flagler and Isaac V. Brokaw.

It is interesting to note that the

The tax on the estate of Anthony N. Brady amounted to \$2.584,000.

The larger the estate the greater is to the fact that money left in the form of life insurance policies does not fall under the inheritance tax laws.

Therefore there is a double advantage.

Controller Travis, of the state of made by means of the inheritance tax.

PLAN IS TO MAKE FUEL FROM SAW-DUST NOW WASTED.

Estimate Is That Increasing Deman for Automobile Power Can Be Partially Supplied.

MADISON, Wis., Feb. 17 .- The development of sawdust through the newest scientific methods, into a true grain automobiles is now being worked out on the Canadian side of the Interna-tional boundary, according to officials of the Forest Products Laboratory of the Federal forest service in this city which was a pioneer in this line of experimenting.

"I am inclined to think, however," said Howard F. Weiss, director of the American Laboratory, "that the Cana-

Fifth street from the City Hall, and is one block south of the Courthouse.

Clubhouse May Cost \$100,000.

Those in charge of the plan to have a large Laurelhurst club bullding erected adjoining the present clubhouse report that the proposed new building may cost nearer \$100,000 than \$40,000, the estimate given out several months ago when the project was first launched. W. W. Lucius and Charles B. Martin, the architects, are preparing plans for the larger building, and expect to have the larger building across the larger building and expect to have the larger building across at independance and a variety of green feed is stored. According to cream from this district, and a variety of green feed is stored. According to cream from this doing and a variety of green feed is stored. According to cream from this doing and a variety of green feed is stored. According to cream from this doing and a variety of green feed is stored. According to cream from this doing and a variety of green feed is the United States, from 1,000,000,000 to 1,200,000,000 to 1,200,000,000 to 1,200,000,000 to 1,200,000,000 to 1,200,000,000 to 1,

cohol is little more than one-half that of gasoline, its greater efficiency— alcohol 28 per cent; gasoline 16 per

Of all the possible sources, the most interesting, owing to the low cost of raw material, is the waste from the lumber industry, particularly that in the form of sawdust or small chips. This material in the vicinity of saw-mills or woodworking plants is often an item of loss owing to its production in excess of their own power require-ments, its value never rising above 50 cents a ton, even when used as a source of power. The disposal of this super-fluous waste costs from 30 cents to 66 cents a cord of 1800 pounds, the total annual loss from this cause amounting to about \$6,000,000 annually, in tion to the value of the wood se

More careful saving of the waste in the forests can easily double the amount of wood which can be converted into alcohol and thus eventually meet this question of motor car fuel.

FURNITURE COMPANY DIVIDES PROFITS WITH EMPLOYES.

January Shares Are From \$5 to \$25 to Each Person-Firm Head Says Workers Strive Harder.

Through the office of J. F. Hill, property 100 feet square situated on Mississippi avenue, between Beech and Failing streets was sold last week by J. V. Tamiesle and J. F. Wilson to William Thom and L. J. Hartoin.

The profit-sharing policy which has worked out so successfully in the large manufacturing plants of the country seems to be gaining favor with the heads of more and more successful retail establishments. The firms which have adopted the profit-sharing system have found it possible to acquire and retain a more intelligent and loyal working force whose interest in the welfare of the business is not measured alone by the weekly wage.

One nutable example of the profit-sharing plan-in Portland is that of the Edwards Furniture Company whose dividend to employes for the month of

67 Years a Leader

The National Life of Vermont, since its organization in 1850, has been growing old without ageing. One of the earliest of American life insurance com panies, the National has maintained a progressive leadership by originating some of the most important insurance reforms of the last half century.

For example—
The idea of allowing cash surrender values (a practice that did not become general
until comparatively recent years) was
adopted by the National Life in 1832—28
years before any state of the Union required by law the payment of a cash value
on the surrender of a policy.
This act of the National Life of Vermont
ploneer, in issuing an "Insurance Bond"—
endorsing in the policy non-forfeiture values.
This act of the National Life of Vermont

The National practices retroaction. The policyholders of the 50s are receiving the benefits of medern policies. You don't have to be a prophet where you insure in the National your policy will always be kept up to date.

Men and Women of Good Character Wanted as Agents Wm. Goldman, General Manager, 209-210 Oregonian Building \$25 a person for the month. The indi-vidual dividends are larger than here-tofore, and aside from demonstrating the effectiveness of the system intelli-

the effectiveness of the system intelligently applied, is a fair gauge by which to measure the returning prosperity of Portland's retail merchants. It has long been Mr. Edwards' ambition to putsinto effect a system whereby the employes would feel that they have a real interest in the business, and an fincentive to self development for the general welfare, a system whereby, said Mr. Edwards yesterday, "each worker would be inspired to do those things which he has to do to the best of his ability, without superintendence or executive direction, and so far as possible on his own initiative." far as possible on his own initiative."

Mr. Edwards' plan is based on the increased earnings of the business as well as on the "merit plan." which has produced splendid results in improving the "esprit de corps" as well as developing the resourcefulness and enthusiasm of the volumes workers.

thusiasm of the younger workers.

BUENA VISTA, Or., Feb. 17 .- (Speial.)-After a season of uncertainty in dian forester who prophesies that Candian forester who prophesies that Canadian-made alcohol will eventually be
distributed through underground pipes
like city gas, is a little too enthusiastic
in his views. He is, however, on the
right track in the development of alcohol as a motor fuel."

With approximately 2,000,000 motor

tine, while the fuel of today, may have to give way to some other product to-morrow.

Although the calorific power of alcohol is little more than one-half that of gasoline, its greater efficiency—alcohol 28 per cent, gasoline 16 per cent, comparents for this brought them \$65,000.

> Lewiston Potato Prices Climb. LEWISTON, ida., Feb. 17.—(Special.) The recent flurry in the potato market has caused many potato buyers to enter this district. Prices have been boosted to \$2,25 per hundred.

Directory of Prominent Life Insurance Agencies Members of Life Underwriters' Association of Oregon

Wm. Goldman, General Manager, NATIONAL LIFE OF VERMONT. Oregonian Bldg. H. G. Colton, Manager, MASSACHUSETTS MUTUAL LIFE. Chamber of Commerce Bldg.

Hirace Mecklem, Manager, NEW ENGLAND MUTUAL LIFE. Northwestern Bank Bidg.

G. M. Slocum, Mgr., RELIANCE LIFE INS. CO., Pittsburg, Pa. 206 Morgan Bidg., Portland, Or. COLUMBIA LIFE & TRUST CO., 202 Stevens Bldg.

Pettia-Grossmayer Co., General Agents, TRAVELERS INSURANCE COMPANY, 303-310 Wilcox Bldg. E. W. Amesbury, Manager, NORTHWESTERN MUTUAL LIFE INS. CO. Northwestern Bank Bldg. AMERICAN CENTRAL LIFE INS. CO., 719 Dekum Bldg.

THE PRUDENTITAL INSURANCE CO. 601 Northwestern Bank Bldg. T. H. McAllia, State Mgr., UNION MUTUAL LAFE INS. CO., Board of Trade Bldg. Elgar W. Smith, Manager, EQUITABLE LIFE ASSURANCE SOCIETY, 366 Oregonian Eldg.

State Members Portland Realty Board

The following real estate men are The following real estate men are the accredited members in their respective cities of the Portland Realty Board. None of these sought membership, but were selected after a canvass of the available men in their line. If you have a real estate transaction in any of these cities or wish information, write them: Astoria—Astoria Harbor Imp. Co. Bend—J. A. Estes. Roseburg—W. A. Bogard.

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