

BUYERS' WEEK



BUYERS TO BE BUSY DURING VISIT HERE

Special Committees Named to Arrange Features.

ENTERTAINMENT IS SURE

Out-of-Town Folk to Be Royally Treated; Local Men and Women Make All Plans.

Victory buyers' week, which opens in Portland tomorrow, is being directed by a group of committees composed of leading jobbers and manufacturers of the city. Each of the committees has been given a specific share of activity to direct and plans which have been made by each of the bodies indicate that the week this year will surpass any similar event ever held in Portland. Each day of the week will see a big entertainment feature for visiting buyers, with the particular committee that is in charge on the job every minute to insure its success. Acting as the directing agency of the entire programme is the general committee of 12, and under this directing body are the various sub-committees. The entire list of committees is as follows:

General committee—Nathan Strauss of Fleischner-Mayer company, chairman; A. H. Devers of Closset & Devers, Henry J. Frank of Blumauer-Frank Drug company, O. W. Mielke of the Blake-McFall company, David T. Honeyman of the Honeyman Hardware company, Frank A. Spencer of Allen & Lewis, A. J. Beharrell of Heywood Brothers & Wakefield company, Paul DeHass of the Fithian-Barker Shoe company, George Lawrence Jr. of the George Lawrence company, F. M. Sellen of M. Sellen & Co., E. N. Weinbaum of the Portland Chamber of Commerce.

Monday night reception—A. H. Devers, Closset & Devers, chairman; H. C. Huntington, Portland Rubber mills; W. J. Hall, Hall Manufacturing company; F. Krause, True-Blu Biscuit company; J. K. Gill, J. K. Gill & Co.; H. A. Conner, Conner & Co.; Maurice Goodman, Goodman Bros. Shoe company; H. E. Bristol, Willowcroft Furniture company; A. G. Finley, Finley Hardware company; J. H. Duncan, Lang & Co.; Harry E. Lewis, Manchester building; A. O. Long, 249 North Sixteenth; J. C. Luckel, Luckel King & Cake Soap company; W. A. Healy, Healy Bros.; Dom J. Zan, Zan Bros.; W. H. McMonies, W. H. McMonies & Co.

Tuesday night—Paul DeHass, Fithian-Barker Shoe company, chairman; Alexander Weinstein, Weinstein Bros.; J. A. Zentbauer, Portland Knitting works; E. C. Ward, Marshall-Wells Hardware company; Henry Elmer, Oregon Music house; W. D. McWaters, Pacific Paper company; R. F. Montague, Portland Shoe works; W. J. Rosenfeld, Rosenfeld-Swift company; W. G. Smith, J. R. Smith Cigar company; L. A. Thomas, Swift & Co.; L. D. Cook, Albers Bros. company; A. T. Caswell, Ames, Harris, Neville company; M. Monte Mayer, Hall Manufacturing company.

Ad club luncheon—O. W. Mielke, Blake-McFall & Co., chairman; H. J. Frank, Blumauer-Frank Drug company; A. McCallman, Palling-McCallman company; W. F. Woodward, Woodward-Clark Drug company; John S. Beall, Coast Cutlery & Fume company; Ralph Brackett, Crescent Paper company; Dwight Edwards, Dwight Edwards company; C. B. Woodruff, W. P. Fuller & Co.; Charles Young, Northwest Auto company; A. S. Jenkins, T. W. Jenkins company; Otto Krause, Krause Bros.; W. A. Montgomery, J. K. Gill company.

Business meeting—David T. Honeyman, chairman, Honeyman Hardware company; Otto Breyman, Breyman Leather company; J. H. Mackousis, Max Hardware company; N. Hochfeld, Hochfeld Hat company; O. C. Calhoun, Miller, Calhoun & Johnson; J. W. Yogan, Yogan Candy company; H. D. Carman, Kilham Printing company; H. J. Carman, Carman Manufacturing company; J. W. Pettit, Pettit Feather & Bedding company; C. E. Mace, Goodman Bros.; A. W. Ellis, Hazwood company.

Henry Weinbaum luncheon—Frank P. Tebbets, chairman, Portland Flouring Mills; H. A. Green, Deerebecher Manufacturing company; W. H. Beharrell, Heywood Bros. & Wakefield; W. K. Slater, Honeyman Hardware company; Tom Follett, M. L. Kline; P. L. Knight, Knight Packing company; M. E. Tullih, Oregon Casket company; C. L. Manie, D. N. & E. Walter, Edwin Neustadter, Neustadter Bros.; C. M. Hoopes, Cobben & Saxton, M. Johnson, Pacific Coast Biscuit company.

Oaks Jollification—F. A. Spencer, chairman, Allen & Lewis; Max S. Hirsch, Hirsch-Wess Manufacturing company; J. D. Kenworthy, Wadhams & Kerr Bros.; Jacob Hat & Cap Works; S. E. Holcomb, Multnomah Trunk & Bag company; L. A. Freedland, Freedland Furniture company; F. R. Wyre, F. S. Harmon & Co.; J. Louison, M. A. Dunst & Co.; W. H. Hunsler, Hunsler, Singer & Ayers company; J. S. Ball, Kilham Printing company; S. M. Luders, Lewin-Hudson company; M. Friederich, Central Door & Lumber company.

Swift luncheon, Friday—R. B. Bain Jr., chairman, Closset & Devers; F. W. Leberwood, Bridge & Beach Manufacturing company; H. Ralph Morris, Utility garment company; Frank W. Lewis, Hunsler & Wright; C. H. Eaton, True-Blu Biscuit company; J. L. Riggs, Underwood Typewriter company; H. E. Judas, Kavaline Oil company; J. Durakheim, Wadhams & Co.; N. Weinstein, N. & S. Weinstein; W. A. Ross, Ross & Sons; Sydney Hansen, Hansen & Co.; W. S. Babson, Peeries Pacific company; L. A. Laquet, Friday night—George Lawrence Jr., chairman, George Lawrence company; Sol Blumauer, Blumauer-Frank Drug company; P. Feldman, Feldman & Co.; S. Mason Ehrman, Mason-Ehrman company; L. Lang, Lang & Co.; H. M. Davison, Oregon Chain company; A. A. Grissell, Moore & McNeill; E. A. Hollingshead, Stearns-Hollingshead company; E. J. Armas, North Bros. company; F. M. Sellen, M. Sellen & Co.; R. M. Irvine, Fleischner, Mayer & Co.; M. L. Kline, M. L. Kline company.

Automobile committee—Robert Stewart, Stewart Bros.; W. J. Hooper, G. S. Rubin company; C. H. Wright, Bialow & Wright; F. W. Vogler, Northwest Auto company; C. E. Dye, Oregon Chair company; A. P. Hotal Central Door & Lumber company; C. W. Johnson, Miller, Calhoun & Johnson; George W. Krumm, Henry Dutton & Sons.

Ladies' reception—Mrs. C. C. Chapman, chairman, Mrs. Carl Schilling, Mrs. J. D. Kenworthy, Mrs. M. M. Irvine, Mrs. W. D. McWaters, Mrs. W. F. Norman, Mrs. W. K. Slater, Mrs. Margaret Pettit, Mrs. G. L. Hill, Mrs. E. P. Jones, Mrs. T. S. Townsend, Mrs. J. H. Mackenzie, Mrs. William Fisher, Mrs. H. E. Bristol, Mrs. W. H. Beharrell, Mrs. F. L. Bishop, Mrs. W. H. Beharrell.

CHAIRMAN OF GENERAL COMMITTEE IN CHARGE OF VICTORY BUYERS' WEEK.



Mr. Strauss, "father of Buyers' week in Portland," has been head of every general committee since first Buyers' week in 1913.

BUYERS TO SPEND \$120,000

COMMITTEE MAKES ESTIMATE ON WEEK'S RECEIPTS.

Programme of Entertainment to Reflect Genuine Portland Hospitality; All to Register.

The sum of \$120,000 will be spent during buyers' week in Portland by the visitors who are coming from all sections of the Pacific coast, not taking into consideration the merchandise orders that will be placed, in the opinion of the committee in charge. Plans for taking care of the crowds in a way to reflect Portland hospitality to the best advantage are being worked out.

During the week 2000 buyers are expected. It is estimated that these men will spend an average of \$10 a day in Portland on hotel accommodations, meals and amusements. This will mean \$60 per person for the entire six days for Buyers' week, or \$120,000 in all. As a large proportion of the buyers are bringing their wives or families to Portland for the week, the above estimate is considered very conservative.

Portland hotel men are working out plans for taking care of the visitors in the best possible manner, and the care of the buyers in this respect will be greatly facilitated by the registration plan which has been adopted by the Chamber of Commerce. Each buyer is supposed to register at the Oregon building immediately upon arrival here. In the event that some of the buyers will prefer private homes for sleeping accommodations during their visit, arrangements are being made by the chamber for listing such available rooms and people who have places which will be open during that week are requested to telephone the information to the Chamber of Commerce.

Morton Enjoys Prosperity.

CENTRALIA, Wash., Aug. 1.—(Special.)—Valen Honeywell, publisher of the Morton Mirror, who was in Centralia today, stated that Morton is enjoying one of the most prosperous periods in its history. Every house in the town is occupied. Mr. Honeywell stated, one family being forced to occupy an abandoned livery stable as the only available shelter.



Attention, Buyers! The Nikk-Marr Laboratories Manufacturers of Perfumes and Toilet Preparations, invite you to call and inspect their famous preparations. See display of our goods in Alder-st. window of Woodard & Clarke Drug Co., Herald Pharmacy, Pittcock bldg., and at the Multnomah Hotel.

Office and Laboratories No. 7, 386 1/2 Wash'gton St. Selling-Hirsch Building

THE PORTLAND CHEESE CO.
229-31 Oak Street
Portland, Or.
Wholesale Cheese

FARMERS TO USE SULPHUR

Exceptional Benefits to Crops Are Noted at Klamath Falls.

KLAMATH FALLS, Or., Aug. 2.—(Special.)—So exceptional have been the results obtained on ranches about Klamath Falls where sulphur has been used that many farmers are planning to cover their lands this fall and winter with sulphur in order to increase their crop production. Results obtained on the ranch owned by Captain J. W. Siemens, vice-president of the First State & Savings

Victory Buyers' Week

Portland, Oregon

August 4 to 9

Railroad Fare Refunded

By 100 and more Portland Jobbers and Manufacturers if your combined purchases aggregate \$500.00.

(Under auspices of and entertainment furnished by Portland Chamber of Commerce.)

In seeking hotel accommodations consider our most central location, in the heart of Portland's business activities and also our very moderate minimum rates of

\$1.00 Per Day With Private Bath \$1.50

We have been "fixing up" for you. Can we book your reservation?

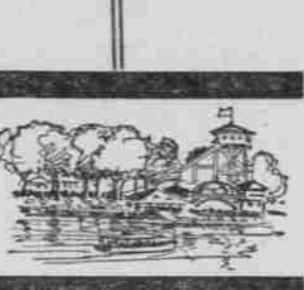
New Perkins Hotel

Fifth and Washington Sts.

BAGS, Burlap Twine

NOON BAG CO. 34 N. FIRST ST. BROADWAY 114

N. & S. WEINSTEIN Wholesale Clothing and Furnishings 41 Fourth Street



Greetings To Visiting Merchants!

WE CORDIALLY invite you to visit our store—Make it your headquarters and enable us to demonstrate our readiness to make your Portland visit pleasant and helpful.

FLEISCHNER, MAYER & CO.
Wholesale Dry Goods
Men's Furnishing Goods, Hosiery, Underwear, Notions, Fancy Goods, Ladies' Ready-to-Wear Apparel.
Manufacturers of "MT. HOOD" Shirts, Overalls and Mechanics' Clothing. UNIVERSITY Brand Mackinaws and Overcoats. "Jenny and Joe" Play Suits.



Make Our Store Your Headquarters

Hardware—Paint—Auto Accessories Sporting Goods—Cutlery

68 Years of Service to the Trade Strictly Wholesale

Failing-McCalman Co.
88-90 Front Street, Bet. Stark and Oak Sts.

EAT MORE TRU-BLU THE CRACKERS FOR YOU

Two Famous Pure Food Products From PORTLAND'S MODERN DAYLIGHT FACTORY!
Krause's Chocolates "ALWAYS" THE CHOICE OF PARTICULAR CANDY LOVERS

Neustadter Brothers

Manufacturers of BOSS OF THE ROAD OVERALLS STANDARD SHIRTS. Importers of MEN'S FURNISHING GOODS FIFTH AND ANKENY STREETS. PORTLAND, OREGON.

The George Lawrence Company
80 to 86 First Street

Extends to visiting buyers a cordial invitation to inspect the largest and best-equipped plant for manufacture of Harness and Saddlery west of the Rocky Mountains. Also complete stocks of Shoe Findings, Sole Leather, Shoe Store Supplies "Serving the Trade Since 1857"

Ames-Harris-Neville Co.

Bags, Burlap and Twine Fifteenth and Hoyt Streets, Portland, Oregon

The Pacific Coast's Largest Shoe House

Do Not Fail to Visit Us

Big Stocks of High Grade Shoes

Our Field Covers the whole Northwest, Alaska, Hawaiian Islands and the Orient.

FITHIAN-BARKER SHOE COMPANY
28-30 Fifth St. No. Portland, Or.

WADHAMS & KERR BROS.

Wholesale Grocers and Coffee Roasters Portland, Oregon, and Walla Walla, Wash. A cordial invitation extended to visiting merchants to make our store their headquarters. Telephone Bdwy. 3105.

VISITING MERCHANTS
Call Main 542, A 3355 for our autos.

FREELAND FURNITURE CO.
Table Manufacturers Exclusively 970 Macadam Street

Announcing CRIMSON RAMBLER PRODUCTS

Crimson Rambler Syrup for you, Mr. Buyer—a high-grade syrup adaptable to both cooking and table use. Our policy, a square deal to the dealer and highest-grade quality in all our products.
Conner & Co. Portland, Oregon.



1000 TEACHERS TO GATHER

Eastern Men to Speak at Five-County Institute at Lewiston.

LEWISTON, Idaho, Aug. 2.—(Special.)—Superintendent F. W. Simmonds, director of the five-county joint teachers' institute to be held here October 6 to 11, has announced some of the features for the big meeting. Dr. Byron W. King, president of a college of oratory in Pittsburg, Pa., will speak. Professor H. L. Miller of the department of education in the University of Wisconsin will give addresses on secondary school problems, and Miss Carrie van Gilder, a leader in elementary school work, will have charge of the department of grade work. Commissioner E. A. Bryan, superintendent Ethel E. Redfield, and other educational leaders of the northwest will have places on the programme. An attendance of 1000 teachers is expected.