SPIRIT OF ASTORIA SPELLS BIGGER CITY

Men, Fortunes Gone, Begin to Lay New Foundation.

COURAGE IS UPPERMOST

Adjutant-General White Believes Reconstruction Will Require Much Outside Help.

"The spirit of Astoria citizens will solve all problems growing out of the disaster, and a greater Astoria for the future is evident to anyone who has been in Astoria the last 24 hours."

This was the estimate of George A. White, adjutant-general of the state, last night upon returning from Astoria, where he went Friday with two carloads of relief supplies and a detachment of cooks and supply experts from the Oregon national guard, who established emergency kitchens, all restaurants having been destroyed.

"I saw many cities in ruins abroad during 1918, but in every case the population seemed to be in a daze or semi-panic," said he. "Astoria people, in the face of their appalling disaster, are neither excited nor downhearted. I heard men say, laughingly, that they had been reduced from comfortable means to less than $10 over night. There are scores who have lost everything and must start over again—often men past 40. The spirit of these citizens, and I talked to many of them, is wonderful. They are busy with the problem of immediate relief and protection. But they are already laying the foundation of plans for a greater city.

Optimism Ruling Spirit.

Optimism and a spirit of hearty, courageous determination to push ahead, dominated the citizens of Astoria today and with such a spirit as that there can be not the slightest doubt as to the future. Today was a day when pessimism might have been expected, along with discouragement, if such things were in the Astoria makeup for the leading men had had little sleep since the disaster swept in upon them and many had worked up to the point of physical exhaustion."

General White expressed the opinion that Portland and the outside world have rushed in ample supplies for immediate relief needs of every kind, and said that there was plenty of provisions for the present care of everyone.

"The citizens were very grateful, as well as surprised, at the way the response from outside reached them," he said. "Supplies of every kind, including cash, were in sight today for a considerable period. Possibly more than was needed went into Astoria Friday, but it can all be stored and used, and in the meantime a survey of the exact problem faced by the city was being completed and the work of further relief successfully organized.

City Appears Shell-Razed.

"The extent of the disaster is not to be minimized. The business center, from one end to the other, is a smouldering mass of wreckage. The entire section of town fating the harbor has the appearance of a town razed by shellfire. It is a sight to try the souls of men whose life work lies in those ruins. But I had man after man point complacently to a section of the smoking ruins with the remark that it was his place."

People who have no urgent business in Astoria ought to keep away, he said, as their presence there merely adds to the problem of supply and is an added burden to the committees in charge of the work when the visitors insist on giving suggestions.

"Astoria faces two problems," he said, "the first is that of relief and this is well in hand. The second is that of reconstruction, and that will require weeks of sustained effort with help and confidence from outside in the way of credit. The city has no easy problem ahead but the way in which that problem is being faced spells certain success and a greater Astoria in the end."

RELIEF SENT TO ASTORIA

(Continued From First Page.)

attle chamber of commerce, received by W. D. B. Dodson, announced that that city stood ready to do anything necessary to aid the people of Astoria.

In line with the relief work inaugurated by the relief committee the rooms of the Oregon state exhibit and the Oregon tourist and information bureau on the first floor of the Oregon building, Fifth and Oak streets, were thrown open for the receipt of clothing and supplies for the relief work. It was announced that this headquarters would be kept open all day today and every day following to take care of this work.

Wrapping of Packages Important.

Those in charge suggested that all bundles be securely wrapped and tied to "facilitate" handling and transfer and to protect donations from the weather. All donations of clothing, shoes and supplies will be forwarded to Astoria as rapidly as possible by those in charge.

Committees appointed by the special relief committee at yesterday morning's meeting to take care of the various relief activities included the following:

Flour and cereals—N. A. Leech, D. A. Pattullo and F. L. Shull.
Groceries—Edward Ehrman, Frank Woodward and a representative of Lang & Co.
Coffee—R. B. Bain and a representative of the Dwight Edwards company.
Crackers, cookies, etc.—A. J. Bain and W. A. McDonald.
Butter, eggs and meats—B. C. Darnall.
Potatoes and fresh vegetables—A representative of Bell & Co.
Clothing—Nathan Straus, C. S. Calhoun, Julius L. Meier and Max S. Hirsch.
Bread—A representative of the Master Bakers' association.
Coal—Harry Beckwith.
Paper sacks—O. W. Mielke.

Finance Committee Meets.

The special finance committee, which is to have charge of the work of raising money in the city to take care of the relief, met yesterday afternoon at the Chamber of Commerce to outline activities for the campaign. This committee is composed of Jay Smith, Julius L. Meier, H. B. Van Duzer, S. M. Mears and Fred N. Strong.

At the meeting of the relief committee yesterday morning A. H. Johnston, who Friday night sent 250 pounds of coffee and a large quantity of food for the relief work, was voted a member of the relief committee.

The Hirsch-Weis Manufacturing company offered the use of 2000 cots and quantities of blankets to care for the homeless, but it was announced by the committee that they would not be needed.

The Salvation Army contributed to Portland's quota in the relief activities yesterday by sending $500 worth of groceries and a large quantity of clothing. Brigadier and Mrs. J. W. Hay, Captain M. Upton and Ensign E. L. Graves of the Portland Salvation Army organization went to Astoria Friday and participated in the relief there. A meeting of the advisory committee of the army was held yesterday morning to take care of relief activities.

Bishop W. T. Sumner of the Episcopal diocese of Oregon announced yesterday that the board of church extension of the diocese would act in the emergency as the special Astoria relief committee.

Committee Is Appointed.

The bishop also appointed the following additional members of the committee: Rev. Thomas Jenkins, Very Rev. H. M. Ramsey, Rev. W. R. Everton, Rev. T. F. Bowen, L. A. Lewis, W. J. Burns, A. M. Ellsworth and C. F. Adams. It was announced that this committee will hold a special meeting tomorrow. J. W. Lethaby went to Astoria yesterday as the special representative of Bishop Sumner and will make a report for tomorrow's meeting.

It was announced by the finance committee of the relief organization yesterday that checks and cash contributions should be sent to room 609, Oregon building. Checks should be made payable to the "Astoria Relief Fund."

It was announced that W. D. Latourette turned over to the use of the relief work the fund which Oregon City had raised to celebrate the opening of its new bridge.

Steamship Line to Help.

The Luckenbach Steamship company will transport any amount of relief supplies free of charge, according to word received yesterday by J. G. Euson, local manager, from H. C. Cantelow at the San Francisco headquarters of that company.

Funds raised in Portland, it was announced, will be handled through the local committee. It was urged, however, that outside cities and organizations raising money for relief send it directly to Chaplain W. S. Gilbert at Astoria or the Astoria citizens' committee.

It was announced yesterday that F. J. Lonergan, supreme director; P. J. Hanley, state deputy, and James McNeil, grand knight of Oregon City, will go to Astoria today to represent the Knights of Columbus in relief work. William J. McGinley, supreme secretary, has telegraphed Mr. Lonergan authority to act for the supreme council.

New Meeting Booked.

It was announced last night that another meeting of the finance subcommittee of the Astoria relief committee will be held this afternoon at the Chamber of Commerce for the purpose of receiving a detailed report from Frank E. Andrews, personal representative of the Portland Chamber of Commerce, who is due to arrive from the stricken city today. He has been making an investigation and will report what is needed by the destitute there.

DEBRIS WILL BE CLEARED

Chamber Members Name Committees to Facilitate Rebuilding.

ASTORIA, Or., Dec. 9.—(Special.)—Members of the Astoria Chamber of Commerce met today and appointed various committees to facilitate the work of rebuilding the large business district that was completely wiped out by Friday's conflagration.

Although aware that civil authorities are not working in accord the members of the chamber are going forward with plans. Committees to prevent the entrance of outsiders who might attempt to take advantage of the present situation by establishing themselves, to confer with insurance men on future plans and to map out a plan of rushing the clearing of debris have been appointed and meetings are scheduled tomorrow. At a meeting held in the courthouse this afternoon Lee D. Drake, acting president of the chamber, called for the appointment of a nominating committee to name the various committees. The assemblage, which consists of the majority of property owners and merchants whose holdings now lie in ruins, agreed to a joint committee composed of both property owners and merchants.

The location committee, organized to facilitate the removal of debris and the rebuilding of the city, is made up of R. W. Skallerud, C. V. Brown, J. H. Shaner, A. Morrison and A. J. Dayton, representing the merchants, and F. H. Sanborn, R. R. Carruthers, S. W. Lovell, A. L. Brown, and W. P. O'Brien, for the property owners.

The committee appointed to confer with insurance men and builders with a view of reconstruction for lower insurance rates is composed of J. T. Allen, A. Osborne, J. D. Strauss, Amos Brix and J. E. Wicks, for the property owners and O. A. Smith, G. A. Hellberg, Peter A. Cover and W. H. Felman, for the merchants. The license committee that will urge the authorities to withhold any permits from any except those who suffered losses is composed of L. D. Drake, J. Erickson, E. E. Wold, E. R. Keefe and J. H. Luukinen.

Building Permits Increase.

SALEM, Or., Dec. 9.—(Special.)—Building permits issued in Salem during the first 11 months of this year aggregate more than $1,100,000. This is a substantial increase, when compared with the figures for the entire year of 1921.

SIDELIGHTS AND INCIDENTS OF GREAT ASTORIA FIRE

Army Field Kitchens and Tables Are Set Up to Feed Victims of Blaze—Everyone Smiles and Makes Plans for Future.

ASTORIA, Or., Dec. 9.—(Special.)—Lovell's garage has been transformed into a central headquarters for the handling of supplies. The field kitchens of the Oregon national guard have been fitted up, tables erected to care for several hundred people at a time, and barracks established so that beds are available for all. Major Joseph Schur is in charge.

* * *

Mayor Bremner declared today that after the council is assembled Monday night adjournments will be taken so that the body can meet every day or twice a day if necessary.

* * *

Throughout the city a spirit of optimism exists, while men and women who a few days ago had every luxury that money could afford were today without funds and were depending upon the relief bureau for temporary succor.

Despite this, no complaints were heard. On all sides the sufferers were smiling and making plans for the future.

"Where are you conducting your business?" was a question put to Chris Jager, cigar dealer whose store was consumed by the flames.

"Out in the open, where God expected man to conduct business," was the answer of this man who was using his automobile as a temporary store.

* * *

Business men and property owners of the city are taking no cognizance of the differences that exist among the politicians and are going full speed ahead on plans for rebuilding the city.

Not only is it the idea of the majority of business houses that the work of rehabilitation should begin as soon as is possible, but every effort will be made to rebuild the business section of the city so that insurance rates, which have been higher here than anywhere in the northwest, will be lowered.

To this end a committee of merchants and property owners belonging to the Astoria chamber of commerce has been appointed to confer with insurance agents and representatives of property owners.

"Unless Astoria can be reconstructed in such a way as to lower insurance rates, many of the merchants will be unable to re-establish their business," said Lee D. Drake, acting president of the chamber of commerce. "Everyone is determined to get back into the game and see Astoria a better city than ever, so there is no doubt that plans for proper streets and structures will be evolved."

* * *

Several hundred safes, large and small, will not be opened for at least five days. Should the strong boxes be opened now there is danger that the papers inside will burn. The Purcell Safe company telegraphed suggestions for delay in opening the safes and announced that two representatives would be here Monday to consult with the safe owners.

* * *

The Stutz pumper of the local fire department was stranded on the Callander dock. Firemen guarded the engine throughout the night. Firemen from headquarters division passed most of today attempting to locate their scant belongings which were moved from the burning station by friends.

* * *

G. A. Hellberg and Frank Berg, local pharmacists, who have operated a drug store in the west end of the city for the past two years, purchased the Owl Drug company, Twelfth and Commercial streets, less than a week ago for a consideration of $40,000, according to reports. The drug store and contents were completely destroyed.

* * *

Something of the pioneer spirit which is Astoria's heritage was evident in meetings of the relief committee yesterday. White-collar men, ministers, doctors, lawyers, sailors, fishermen, woodsmen, loggers and mill owners were represented on the body.

Slickers, old army and navy coats, flannel shirts and hip boots have brought all these committeemen to a level, a man's level. Red tape and the usual "gab" that characterizes public meetings have been dropped as a mask is dropped. Plain words, facts to back them, and intentions undoubted are accepted at their face value.

Astoria is fighting for its existence as it did almost 100 years ago, and has discarded personalities, creed and class.

The Ross & Woodman Furniture company, which opened operations in Astoria two weeks ago, suffered an approximate loss of $15,000.

* * *

Chris Jaeger, proprietor of the Jaeger confectionery, appeared on the streets this afternoon in a borrowed automobile, laden with a large cash register and a small basket of "sweets."

* * *

Pohl & Gilbaugh, local undertakers, have opened for business in the Gilbaugh apartments.

* * *

Two local business men who lost practically everything in Friday's fire were seen this noon using their traffic mirror as a guide for the slashing work of "Mr. Safety Razor."

* * *

Mayor Bremner attempted to enter his office at the city hall Saturday night, reports have it, but was denied the privilege when confronted by a muzzle of a gun in the hands of a navy guard.

* * *

Standing alone, like Noah's ark on Mount Sinai, is the vault of the Bank of Commerce. Fire failed to crumble the foundation.

* * *

Operators at the local telephone exchange were working day and night keeping the long-distance wire hot along the entire coast.

* * *

Relief Committee Chairman Gilbert's stenographer passed hours opening and answering telegrams from cities over the entire United States.

* * *

Cafe owners forgot for the time being their losses and groomed themselves in aprons and caps to hold down regular places at outdoor kitchens.

* * *

Foodstuffs of all varieties were arriving at the local relief station during the night.

* * *

Smoke was still pouring from the giant chimney of the Astoria National bank tonight. The walls were badly crumbled during the fire, but the huge stack remained intact.

* * *

AUTO LICENSES 243,157

Washington State Reports Increase of 31,311 Cars in 1922.

OLYMPIA, Wash., Dec. 9.—(Special.)—An increase of 31,311 sets of automobile license plates in 1922 over the preceding year is shown in a statement issued today by the state license department.

The 1922 total was 243,157 sets of plates as against 211,846 sets for 1921. Licenses for private cars increased from 154,239 to 176,074. Trucks increased from 27,739 to 31,941. For-hire licenses decreased from 2454 to 1945 and stages from 927 to 756. Dealers decreased from 811 to 712 and motorcycles from 3913 to 3846. Transfers of licenses during the year increased from 13,233 to 19,869.

Trainload of Cattle Shipped.

HALFWAY, Or., Dec. 9.—(Special.)—A trainload of cattle sold by W. A. Gover to a Los Angeles buyer left Robinette today for Los Angeles territory. Twenty carloads consisting of 500 head of steers, mostly feeders, made up the train. More than 300 head included in the same contract were delivered earlier. Mr. Gover is said to be the owner of the greatest number of cattle of any individual in Oregon, and has about 4000 head left. A short time ago he shipped in two carloads of purebred Herfords, bought at the Portland stock show.

CHAMBER OPENS OFFICE

PORTLAND ORGANIZATION GIVES AID SPEEDILY.

Relief Activities Co-ordinated Into Central Agency; 11 Cars of Provisions Arrive.

ASTORIA, Or., Dec. 9.—(Special.)—Three hours and 45 minutes after the jobbers and manufacturers of the Portland Chamber of Commerce had held their meeting to rush aid to the fire-raked city of Astoria, representatives of the chamber were in Astoria establishing headquarters in the office of the mayor to aid in the work of organizing the relief for the various agencies of citizens, merchants, etc.

Frank E. Andrews, vice-president, immediately upon arrival was in consultation with the Astoria emergency committee, Acting President Drake of the Astoria chamber of commerce, Chaplain Gilbert of the citizens' committee and others. At this meeting it was decided to coordinate all plans for relief into one central agency. In the evening another meeting was called at which 50 of the representative citizens of Astoria were present to arrange a ten-day ration for the so-called refugees.

At this meeting Hal White, Mayor Baker's representative, and Frank E. Andrews and E. N. Weinbaum of the chamber immediately telephoned into Portland for the necessary supplies to establish a commissary for the feeding of people and distribution of foodstuffs and clothing.

A train of 11 cars arrived tonight at 9 o'clock which was consigned to the Portland Chamber of Commerce in care of the relief committee of Astoria. This train consisted of provisions, clothing and coal.

The Portland Chamber of Commerce will have an office at the Astoria city hall through the courtesy of Mayor Brenner for the next several days, and will be in touch with Mr. Dodson's office of the Portland chamber.

FIRE-FIGHTERS HAMPERED

STREETS BUILT OVER PILING ACT AS FLUES.

Astoria Men Put Up Game Fight, Says Portlander, but Cards Were Against Them.

Portland firefighters who helped to check the disastrous blaze at Astoria returned to their homes yesterday, some on the gasoline pumper which the A. G. Long company sent to the stricken city and others on railway trains. All agreed that the Astoria blaze, from the fireman's point of view, was one of the worst conflagrations in the history of the northwest. The streets, built on piling, simply acted as flues for the fire, and the force was absolutely unable to cope with the situation.

"The Astoria firemen put up a game fight," said H. H. Beaumont of engine company No. 1, "but the cards were stacked against them. Once the fire got started it ran along under the streets. The creosoted piles and the asphalt covering of the street added fuel to the flames. It was impossible to get hose on the fires under the streets.

"We arrived there about 10 o'clock Friday morning. There were five of us from the Portland bureau—Arthur Gaylor of engine 3, C. E. Tucker of engine 6, A. J. Foss and Chester Buchtel of truck No. 1, and I.

"Pressure was pretty low and the Astoria men were having considerable trouble getting water on the blaze. We hooked up our two steam pumpers, one an 1100-gallon and the other a 1000-gallon engine, on hydrants and went to work. Mr. Long placed his gasoline pumper down near the bay and commenced pumping sea water. We took along 6000 feet of hose, most of which we used.

"Our men didn't get into what you could call action. We stayed at our engines and supplied the streams. The heat was so intence, though, that nobody could hope to enter a building once it caught afire. When the flames broke out in a building that building was gone.

"The low pressure was caused by so much water running from the broken mains and pipes in the fire zone. Another thing that permitted the spread of the fire was the lack of experienced firemen. The Astoria chief had considerable trouble in getting help. The people were sort of dazed; they stood around and looked on and didn't know how to fight fire."

The local firemen lived on coffee and sandwiches while they were in the stricken city, and when Mr. Long announced his intention of driving back to Portland with the gasoline engine late Friday night, the local firefighters climbed aboard. Some deserted the vehicle in other Columbia river cities, secured lodging for the night and finished the trip by railroad train. The two Portland engines arrived in the terminal yards late last night and will be unloaded today.

PHONE DAMAGE IS SMALL

RAILROAD ALSO ESCAPES WITH LIGHT LOSS.

Spokane, Portland & Seattle Reports Line Through Astoria in Good Shape.

Fire that swept Astoria, destroying the entire business district and rendering many homeless, did less damage to the telephone company and the railroad company than might be expected. Yesterday practically normal long-distance service was resumed by the Pacific Telephone & Telegraph company, and the trains of the Spokane, Portland & Seattle railroad ran between here and Seaside on schedule.

For the telephone company, C. E. Hickman, commercial superintendent; Fred Speeri, Portland manager, and a crew of workers werg on the job yesterday seeing to repairs.

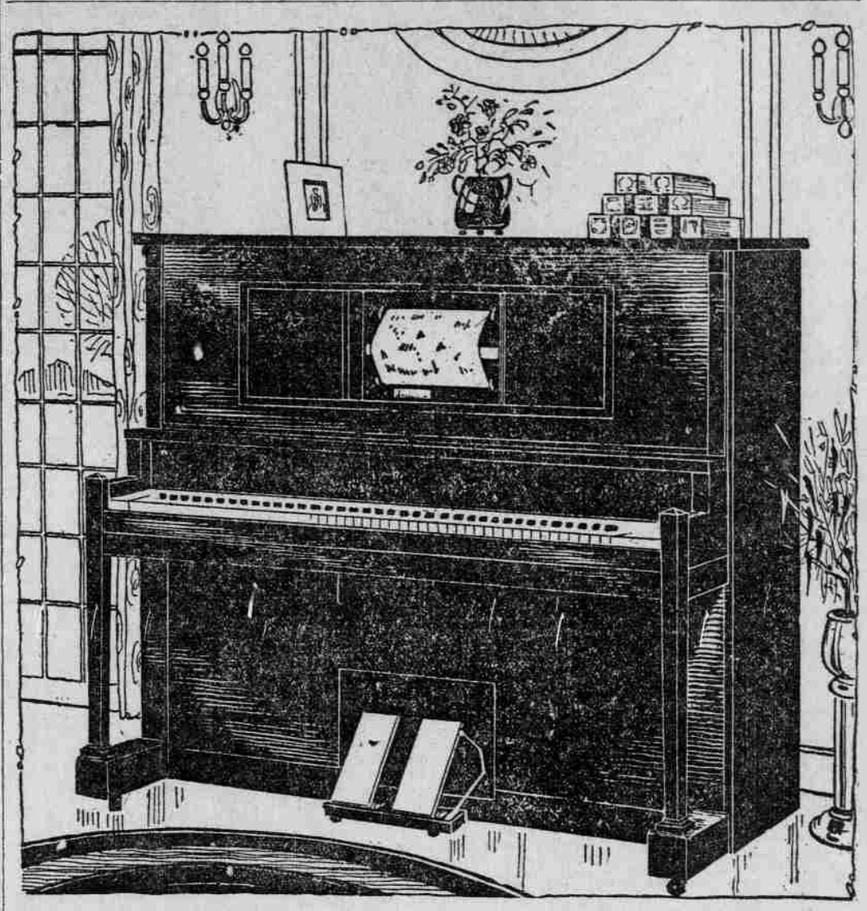
Mr. Hickman took personal charge of the work for his company after arriving in the fire-swept city late Friday night. It will be some time before service in Astoria can be returned to normal, due to the destruction of the lines through the heart of the city, but only for a brief period of two hours when the heat of the fire was too intense to permit the girls to remain at the switchboards were the company's long-distance lines closed down.

The Spokane, Portland & Seattle Railroad company is congratulating itself because of the small losses it suffered in Astoria. A few scorched ties and several rails that became overheated and warped as a result were the only damages.

Train service through from here to Seaside was not interrupted save during the time that was necessary to put down new rails for a small distance through the city.

The company stood ready throughout the emergency to do everything possible to aid the suffering citizens of Astoria. All afternoon Friday W. F. Turner, president of the company, kept a special train of diners, Pullmans and coaches on the tracks ready to go to the relief of the city if called upon. Developments of the day made the special unnecessary.

The Oregonian is the medium through which many people supply their wants by using its classified columns. Telephone Main 7070.



Three Carloads—Principally of Player Pianos—Just Arrived

REGULAR $675 VALUE

$495

Including Bench and $10 in Player Rolls

$15 Cash—$10 Monthly

A beautiful instrument with a marvelous tone. Easy to pump because it embodies the new double repeating action and all up-to-date improvements.

Reduced Christmas Terms of Payment

$10 which delivers a new piano to your home now, or $5 down and $5 at Xmas delivery, with no monthly payment until after Jan. 1, 1923

$5 which delivers the Phonograph to your home now, or $1 down and $4 at time of Christmas delivery, with no monthly payment until after January 1, 1923.

To Encourage Early Buying—So there will be time to replenish stocks before Christmas if we run short as last year.

The World's Largest Factory Clearance Sale

Latest 1923 Models Upright Pianos
$475 1923 Models $10 Cash, $7 Monthly $356
$525 1923 Models $10 Cash, $8 Monthly $395
$575 1923 Models $10 Cash, $9 Monthly $435
$625 1923 Models $15 Cash, $9.50 Mo. $468
$650 1923 Models $15 Cash, $10 Monthly $487
$800 1923 Models $25 Cash, $12 Monthly $595
$900 1923 Models $25 Cash, $13.50 Mo. $675
$1000 1923 Models $25 Cash, $15 Mo. $750

Grand Pianos
$1150 1923 Models $25 Cash, $17 Mo. $862
$1300 1923 Models $25 Cash, $20 Mo. $975

Player Pianos
$675 1923 Models $15 Cash, $10 Monthly $495
$800 1923 Models $15 Cash, $12 Monthly $595
$900 1923 Models $15 Cash, $13.50 Mo. $675
$1050 1923 Models $25 Cash, $15 Mo. $795
$1150 1923 Models $25 Cash, $17 Mo. $862

New 1922 Model Players
$675 Artemis $15 Cash, $10 Monthly $495
$750 Artemis $15 Cash, $11 Monthly $545
$675 Schroeder Bros. $15 Cash, $10 Monthly $495
$800 Schroeder Bros. $15 Cash, $12 Monthly $595
$900 Thompson $15 Cash, $12 Monthly $595
$1150 Reed & Sons $25 Cash, $13.50 Mo. $675
$950 Thompson $15 Cash, $13.50 Mo. $675

New 1922 Models Upright Pianos
$700 Reed & Son $10 Cash, $9 Monthly $435
$675 Reed & Son $10 Cash, $8 Monthly $468
$750 Reed & Son $15 Cash, $10 Monthly $495
$575 Thompson $10 Cash, $8 Monthly $395
$625 Haines Bros. $15 Cash, $10 Monthly $495
$800 Steger & Sons $15 Cash, $10 Monthly $495
$900 Steger & Sons $25 Cash, $12 Monthly $595
$525 Schroeder Bros. $10 Cash, $8 Monthly $395
$575 Franklin $10 Cash, $8 Monthly $395
$575 Thompson $10 Cash, $8 Monthly $395
$525 Schroeder Bros. $10 Cash, $7 Monthly $365
$725 Reed & Son $15 Cash, $10 Monthly $495
$625 Haines Bros. $15 Cash, $10 Monthly $475
$900 Steger & Sons $25 Cash, $12 Monthly $595
$1000 Steger & Sons $25 Cash, $13.50 Mo. $675
$800 Reed & Son $15 Cash, $10 Monthly $495
$650 Thompson $10 Cash, $9 Monthly $435

Used Player Pianos
$650 Bungalow $10 Cash, $7 Monthly $345
$750 Weber & Co. $10 Cash, $8 Monthly $395
$950 Thompson $15 Cash, $10 Monthly $495
$800 Schroeder Bros. $15 Cash, $10 Monthly $495
$950 Thompson $15 Cash, $10 Monthly $495
$1050 Singer, Wal. $25 Cash, $13.50 Mo. $675
$275 Pianola Player $10 Cash, $3 Monthly $35
$1750 Orchestrion $100 Cash, $10 Mo. $395

Factory Rebuilt, Used Pianos Upright Pianos
$475 Estey & Co. $10 Cash, $6 Monthly $265
$550 Chase, Oak $10 Cash, $6 Monthly $295
$375 Hallet & Davis $10 Cash, $5 Monthly $195
$575 Thompson $10 Cash, $6 Monthly $295
$450 Smith & Barnes $10 Cash, $6 Monthly $265
$900 Steinway & Sons $10 Cash, $8 Monthly $395
$525 Schroeder Bros. $10 Cash, $6 Monthly $295
$275 Bord & Co. $10 Cash, $7 Monthly $75
$525 Schroeder Bros. $10 Cash, $6 Monthly $295
$800 Steger & Sons $10 Cash, $8 Monthly $395
$575 Emerson $10 Cash, $10 Monthly $295
$700 Reed & Sons $10 Cash, $8 Monthly $395
$800 Reed & Sons $15 Cash, $10 Monthly $495
$575 Howard $10 Cash, $7 Monthly $345

Parlor Organs
$165 M. Schultz Fumed Oak, Mirror $58
$145 Farrand Golden Oak, Mirror $48
$125 Kimball Walnut, Mirror $38
$125 Kimball Walnut, Mirror $38
$150 Storey & Clark Oak, Mirror $45
$115 A. B. Chase, Walnut, Mirror $38
$125 Roberts Oak, Mirror $45
$ 90 Durand Walnut, Mirror $28
$100 Shoninger Walnut, Mirror $25
$175 Great Western Walnut, Mirror $38

You can afford to pay $5 to $15 cash, $3, $6, $8 or $10 monthly. You can, therefore, afford to buy now. Your bonds, old piano, organ, phonograph or city lot taken as first payment. Your boy or girl working can save $6 monthly and secure a musical education.

SAVE $119 TO $400 BY BEING YOUR OWN SALESMAN—The Schwan Piano Co. makes it easy for you to buy and own a new improved quality piano by its organized method of distribution. It considers as unnecessary, for instance, great numbers of city or traveling salesmen and you benefit by these fully 20% to 25% savings. We are not interested in your name and address if our 25% (lower than market) prices on new, and still lower prices on special factory rebuilt and used pianos do not sell you.

ORDER YOUR PIANO BY MAIL—Read, study and compare our quality, prices and easy terms as advertised, and you will understand why we have thousands of mail-order buyers. We prepay freight and make delivery to your home within 200 miles, besides the piano will be shipped subject to your approval and subject to exchange within one year, we allowing full amount paid. This virtually gives you a one-year trial of the piano you may order. Every piano or player piano purchased carries with it the Schwan Piano Co.'s guarantee of satisfaction, also the usual guarantee from the manufacturer.

101-103 Tenth St. at Washington and Stark Sts. Schwan Piano Co. Portland's Largest Piano Distributors

BUY SERVICEABLE XMAS GIFTS OF FURNITURE at January Sale Prices

Calef Bros. HOME FURNISHERS 68-70-FIFTH ST. PORTLAND, ORE.

Mahogany Wing Rockers and Chairs, with cane seats and backs:
$29.70 Quality .. $22.50
$35.00 Quality .. $27.50
$39.75 Quality .. $29.00
$48.00 Quality .. $36.50

Dining Tables
$64.00 Queen Anne, 54-inch top, for $47.00
$77.00 Solid Walnut, 54-in. top, 8-foot, for $57.75
$90.00 Solid Walnut, 54-in. top, for $67.50
$90.00 Solid Walnut or Mahogany, 45x 60 top..... $67.50
$48.00 Solid Walnut finish, 48-inch top, Queen Anne.. $36.00

Red Cedar Chests, all kinds, reduced as follows:
$ 8.00 Chest .... $ 5.95
$16.00 Chest $12.50
$24.50 Chest $19.50
$28.00 Chest $22.00
$39.00 Chest $30.50

Windsor Chairs and Rockers
$ 9.00 Quality .. $ 7.50
$14.00 Quality .. $11.00
$22.00 Quality .. $18.00
$24.00 Quality .. $19.50
$26.00 Quality .. $20.50

3-piece Overstuffed Suite, velour cover, high-grade web construction, $342.00 value, for $258.50

Best Gift of all—a Combination Range with 2 ovens and broiler in all white, gray or two-tone at jobbing price. Some under $100 net.

ALWAYS YOUR MONEY'S WORTH

We Have MOVED!

Do not look for us at the old location.

We will not be there!

You'll find us in larger and finer quarters, further uptown.

We'll be expecting you to drop in and look us over.

Note the new address.

NICOLL The Tailor
Wm. JERREMS' SONS
Oscar M. Smith, Manager
385 Washington Street
Pittock Block