



SHANAHAN'S SHANAHAN'S SHANAHAN'S SHANAHAN'S SHANAHAN'S SHANAHAN'S SHANAHAN'S

TRADING STAMP AS WE SEE IT

The principle on which we issue the trading stamp is fundamentally a sound one. Inasmuch as it gives the cash customer a very slight preference to which she is entitled. For instance, Mrs. A. comes into our store and looks at a coat. She has no account with us and asks the price of that garment, which is \$18, and pays it. Mrs. B. follows the same process but instead of paying for the coat on delivery, says, "please charge it." Mrs. B. is one of those customers who take all the way from two to six months to pay her bill and she gets that garment for exactly the same price as Mrs. A. and in consequence the cash customer is discriminated against. What would you believe of a wholesale system which did not give any better terms for 10 days' discount than it did for 60 days' discount? If you pay in 10 days you get 2 per cent better discount than the man who pays in 30 days. You insist on it—you are entitled to it and the custom is so strongly entrenched that no one thinks of questioning it. This is simply a trading stamp proposition in a little different form. The customer who pays cash is entitled to more consideration than the one who asks for credit. You want stamps? We want you to have them! And in giving these stamps we want you to realize that you are getting the best. Stamps that are worth what they claim to be; stamps redeemable at our store where you have traded for years; stamps that are good for anything in this store, or in cash or premiums. Dry Goods, Ladies' Waists, Suits, Hats, Dress Goods, Household Supplies, Sewing Machines, Etc., Etc., or any other article here. Receipts are the B. & H. Trading Stamp.

A GENEROUS PRICE CONCESSION WHICH EXTENDS TO EVERY DEPARTMENT OF THE STORE HARVEST SALE

The Hop and Fruit Crops this year have been generous—the greatest in history. This abundance of production and high prices give great prosperity. This week we inaugurate our Annual Harvest Sale—and with our generous gift of B. & H. Trading Stamps. (See opposite page.)

WE NOW HAVE THE LARGEST and best selected stock of merchandise also in our history and we want the people to know it. FOR THIS HARVEST SALE every section will be represented and prices are greatly reduced. THE STORE will be decorated in a most elaborate and unique manner with Autumn colorings, farm and orchard products, different from anything you have ever seen. ALL RECORDS will be broken this week with these attractions, the greatest of all being the low prices. EVERYBODY IS CORDIALLY INVITED to witness the display regardless of being purchasers.

The prices named here will hold good during the entire week, or as long as the goods last. Come prepared to find Genuine Bargains

The Knocker

There are many merchants in this city who are not contented to run their own business, but want to help their neighbors. Some of these fellows have already begun knocking our lines of trading stamps—since we are doing it in business, etc. These men follow away the trips to the world's fair, etc. etc. etc. and we mean 'em fair and square. We do want to see 'em in doing or probably will do. We are not satisfied with our present big business. We want to make it still bigger. Stamps and goodness knows what the same to you as a trip to the world's fair, etc. Choose between them. All cash buyers are entitled to some consideration over the credit buyer. We have been established in business here in Portland for the past 18 years. Going legitimate trade, paying our bills in full, and have never been through the bankruptcy courts, and we stand back of this proposition because we control both the stamps and prices. We leave the stamps ourselves, and have the merchandise on exhibition in our stock. A customer gets a stamp with every 100 worth purchased, and can present any amount—from one stamp to 40 stamps up to any amount—for redemption. Now we ask in all fairness, is it not a little remarkable—this sudden anxiety for the public welfare? Large eastern stores and stores in the west are giving away trading stamps and meeting with success. We propose to be up and doing—strictly up to date and give our customers the best goods at lowest prices—and a discount (B. & H. trading stamps) to all cash customers.

SHANAHAN'S

McCall's Magazine See a Year's worth of fashion and fashion. Get a free copy of our Fashion Sheet for November. McCall's Patterns The latest and newest patterns for fall and winter—100-100. Ask for them.

SHANAHAN'S

Furnishing Goods for Men

- Men's Dress Shirts, 75c value... 20c
Large line Golf Shirts, up to \$1.00 value... 30c
Black and white striped Work Shirts... 20c
Fancy honeycomb Sweaters... 50c
Wool Merino Socks, 3 pair for... 25c
Rockford Socks, mixed colors... 5c
Large size Handkerchiefs, 5 for \$1.50... 5c
Wool Golf Gloves... 15c
Muleskin Gauntlet Gloves... 25c
Suits and Undershirts, all wool, value up to \$1.50... 50c
Men's Cape Mcintosh in black and blue... \$1.50
Umbrella, strong frame... 50c
Outing flannel Night Shirts... 50c
Men's all wool blue flannel Underwear... 50c
Boys' Knit Suits... 50c
Boys' wool Sweaters... 50c
Children's striped Sweaters, button shoulders... 25c
Boys' Golf Caps... 15c
Boys' black and white striped Shirts... 25c
Boys' knee Pants, in black and mixed colors... 25c, 35c, 50c

Ladies' and Children's Hosiery

- Ladies' black wool Hosiery, regular 20c; special... 15c
Ladies' extra heavy ribbed cashmere Hosiery, gray heels and toes; special... 25c
Misses' and Children's 1x1 and 2x1 ribbed black cashmere Hosiery, all sizes; special... 25c
Infants' ribbed black cashmere Hosiery, silk heels and toes; special... 12 1/2c
Infants' fine ribbed pink and blue cashmere Hosiery, silk heels and toes; special... 20c
Boys' extra heavy 2x1 ribbed black cotton Hosiery, special... 12 1/2c
Boys' 2 1/2 Iron Clad Hosiery... 15c
Ladies' 2 1/2 black fleeced-lined Hosiery, ribbed top; special... 20c
Infants' fine black Hosiery, regular 10c; special... 5c

Underwear for Winter

- Ladies' fleeced-lined Vests and Pants, gray and cream colored; special... 10c
Ladies' extra fine ribbed fleeced-lined white Vests and Pants; special... 35c
Ladies' wool plaided gray Vests and Pants, regular 75c; special... 50c
Boys' extra heavy fleeced-lined Shirts and Drawers, all sizes... 35c
Children's fleeced-lined ribbed Vests and Drawers, all sizes... 25c
Children's fleeced-lined gray Union Suits; special... 25c

Special in Shawls

- Circular Shawls, white and mixed colors, regular 75c; special... 50c
Fine black and white wool Shawls; special... 50c, 75c and \$1.00
Children's angora and cloth Tams, plain and fancy colors; special... 10c
Children's crocheted Fascinators, all colors... 25c and 35c
Misses' heavy knit Shirts, all colors; special... 35c
Children's wool Hoods, assorted styles and colors... 15c, 25c and 50c

Ladies' Gowns

- Ladies' striped outing flannel Gowns, double yokes, trimmed with braids; special... 40c
Ladies' extra heavy striped outing flannel Gowns, with scalloped collars and cuffs of Daley flannel, yoke trimmed with braids; special... 55c
Ladies' pink, blue and white Gowns made of heavy Daley flannel, trimmed with braids; special... 95c
Ladies' striped outing flannel Skirts, with scalloped flounces; special... 40c, 50c and 60c



WOMEN'S CLOAKS, SUITS and SKIRTS

ROOM WE MUST HAVE. OUR CLOAK AND SUIT DEPARTMENT IS CROWDED TO THE LIMIT WITH ALL UP-TO-DATE NOVELTIES IN THE CLOAK AND SUIT LINE, AND IT IS UP TO YOU TO HELP US MAKE ROOM FOR NEW GOODS THAT ARE ARRIVING DAILY. JUST CAST YOUR EYE OVER THIS LIST OF PRICES AND THEY WILL CONVINCING YOU THAT WE ARE IT WHEN IT COMES TO BARGAINS.

Tailored Suits TO MAKE ROOM, \$11.35.

Pretty mixtures in full Tailored Suits; jackets made with butcher back, full fronts, double-breasted collar and lapels; trimmed with cardinal or green velvet; skirt made with knit bottom. We have sold them for \$14.50. To make room, \$11.35.

TO MAKE ROOM, \$13.35. All-wool Cheviot Suits, in navy, brown and black, half fitting jackets, stole strapped; front and back piped with silk; skirt full tailored; made with stole straps and piped with silk. Our price was \$16.50; to make room, \$13.35.

TO MAKE ROOM, \$14.50. All-wool, extra quality Cheviot, in brown, black and navy, collarless jacket, trimmed with burnt orange broadcloth and braid plaited skirt; full tailored. Good value for \$17.50; to make room, \$14.50.

Ladies' Jackets TO MAKE ROOM, \$5.95

Tan Kersey Jacket, raw edge, collarless, trimmed with velvet, 25 inches long, lined all through with near silk, half bell sleeve. Was sold for \$7.50; to make room, \$5.95.

TO MAKE ROOM, \$6.75. A very pretty Jacket in tan or black Kersey, loose or tight back, collarless or with notch collar, lined throughout with good quality of satin; a bargain for \$8.50. To make room, \$6.75.

TO MAKE ROOM, \$8.50. All-Wool Kersey Jacket, tan, brown or black, collarless or with collar trimmed with velvet, new sleeve; would be a bargain for \$11.00. To make room, \$8.50.

Misses' Jackets TO MAKE ROOM, \$1.75

A very neat Jacket in garnet or navy, made with cape, braid trimming on cape and cuffs; good value for \$3.50. To make room, \$1.75.

TO MAKE ROOM, \$2.25. A stylish Jacket, made with or without cape, loose back, double-breasted, in navy or garnet, trimmed with Soutache braid; they were sold for \$3.00. To make room, \$2.25.

TO MAKE ROOM, \$3.50. A very pretty Cheviot Jacket, made with cape, 4 rows of braid on cape, 3 rows on cuffs, in garnet and navy; they were \$4.50. To make room, \$3.50.

Special

A line of Drummer's Sample Skirts, comprising all the new fabrics and styles in Dress Skirts, and a nice assortment of colors. The drummer's prices were \$5.00, \$6.00 and \$6.50. Your choice, to make room, \$3.35.

Tourist Coats TO MAKE ROOM, \$5.95

Grey Mixed Striped Cheviot Tourist, strapped back, 38 inches long, velvet collar; would be cheap at \$7.50. To make room, \$5.95.

TO MAKE ROOM, \$6.75. Man-Tailored, Unfinished Worsted Tourist, 42 inches long, bell sleeve, strapped back; value for \$8.50. To make room, \$6.75.

TO MAKE ROOM, \$9.75. All-Wool Scotch Cheviots, those mannish effects on Scotch mixtures, Butcher backs, some collarless and some with storm collar; would be cheap for \$12.50. To make room, \$9.75.

Rainy-Day Skirts

Our sale of Rainy-Day Walking and Golf Skirts of last week beat all former skirt sales by a large majority, and we will continue the sale one week longer. We give you a few of our make-room prices— \$1.50, to make room... 80c \$5.00, to make room... \$2.65 \$2.50, to make room... 90c \$6.00, to make room... \$2.85 \$3.80, to make room... \$1.65 \$6.50, to make room... \$2.95 \$4.00, to make room... \$1.75 \$7.50, to make room... \$3.45

Black Underskirts TO MAKE ROOM, 50c

A pretty Underskirt of spun glass, 11-inch accordion plait with ruffle on bottom; were sold for 75c. To make room, 50c.

TO MAKE ROOM, \$1.00. Near Silk Underskirt, 12-inch flounce, two small ruffles with accordion plait on bottom, made with duster; a bargain for \$1.50. To make room, \$1.00.

TO MAKE ROOM, \$1.35. Am I Silk, a new mercerized sateen, you cannot tell it from silk, and will wear you better. Made with 11-inch flounce, 2 ruffles around bottom with 5 rows of stitching on ruffles and 1 graduating ruffle; never sold less than \$2.00. To make room, \$1.35.

Misses' Wool Dresses TO MAKE ROOM, \$1.50

A very pretty Dress in Scotch Poplin, plaid effects, nicely trimmed with braid and plain cashmere; good value for \$2.25. To make room, \$1.50.

TO MAKE ROOM, \$2.25. Misses' Dress in Royal blue, cardinal and brown, trimmed with Soutache braid, the material of dress is a good, serviceable cashmerette; cheap for \$3.00. To make room, \$2.25.

TO MAKE ROOM, \$2.75. English Cashmere Misses' Dress, in Royal blue or garnet, nicely trimmed with lace and medallions; they sold for \$3.50. To make room, \$2.75.



Domestic Dept.

- 1-yard wide Unbleached Muslin, good heavy cloth, sold at 7c, for, yd... 5c
Black and white, soft finish, worth 10c; special at yard... 6c
36-in. Cambric, good cloth, nice soft finish, never sold for less than 10c; our price, yard... 7c
Bleached flannel for double bed, extra width, fully 41-in. wide, good value for 36c; now... 20c
Cotton Flannel, half bleached, good value at 7 1/2c; now, yard... 5c
Bleached and Unbleached Canton Flannel, extra heavy and wide, 150 kind, for, yard... 25c
White wool Flannel, regular 30c quality, for, yard... 20c
All wool Oregon Twill Flannel, gray, white, black and navy, 30c quality, for, yard... 25c
Wool Elderdown, red, blue, pink and gray, 45c quality, yard... 25c
CRACKER FOR TOWELS
Linen Crash, 18 in. wide, fast edge, good and honest, sold for 2c, now... 1c
Unbleached pure Linen, 18 in. wide, extra heavy crash, suitable for rollers, 15c quality, yard... 11c
NEW TABLE LINENS
58-in. Bleached Table Damask, good patterns, well worth 30c, for, yard... 25c
56-in. Bleached and Unbleached Table Linen, extra heavy, good desirable patterns, regular 40c, now, yard... 20c
58-in. pure Linen, 24-in. Damask, in all the newest and latest designs, sold for \$1.00; special for Thanksgiving, yard... 60c
56-in. Bleached Table Napkins, 11.50 kind, dozen... 95c
52-in. pure Linen, all pure, 11.50 kind, dozen... \$3.25
54-in. Turkey Red Damask, 30c kind, yard... 10c
56-in. German Turkey Red Damask, oil dyed, warranted fast colors, four different patterns, regular 40c, yard, for... 45c
Paper Napkins, sold for 50 hundred, for hundred... 5c
BLANKETS, COMFORTERS AND SPREADS
Gray and tan cotton Blankets at each... 25c
10-4 gray, tan and white cotton Blankets, good value at \$1.00; special, pair... 75c
12-in. pure Linen, extra large and heavy fleeces, white, tan, blue, never sold for less than \$1.75; special, pair... \$1.15
All wool Oregon gray and tan Blankets, good heavy weight, sold elsewhere for \$1.50; our price, pair... \$1.25
White all pure wool Oregon Blankets, were considered good value at \$2.00; our price for balance lot, pair... \$1.25
50c BLANKETS, \$4.00
White all wool Oregon fleeces, come in large size and good warm kind, extra heavy, with silk binding, in pink, blue and red border; will be closed out at, pair... \$4.95
\$1.50 COMFORTERS, 95c
A full size Comfort, in good dark colors, well filled, good value for \$1.50; now... 95c
50c COMFORTER, \$1.25
A full double bed size Comfort, nicely quilted and covered with pretty floral design, all-wool and wool filled, with pure white cotton, regular \$1.00 kind, or, each... \$1.25
50c SPREADS, 65c
Crochet Spreads, good size, suitable for double bed, will be sold at... 65c
A fine quality of white and colored crocheted Bed Spreads, extra large size, elegant designs, worth \$1.00; special... \$1.15
52x52 Bleached Sheet, 45c
Toned, ready for use, made from good heavy sheeting, well worth 50c, for... 45c
15c FLEECEY QUILTS, 10c
45x21 Pillow Cases, good heavy material, soft finish, good value 15c, for... 10c
LACE CURTAINS
Lace Curtains, 11.00 kind, pair... 85c
Lace Curtains, 11.50 kind, pair... 95c
Lace Curtains, 11.95 kind, pair... \$1.25

SEE OPPOSITE PAGE ABOUT OUR B. & H. TRADING STAMP PROPOSITION

