

A Scrap of Documentary Evidence



The Telegram "hires" a man who made an oath on March 1 that its circulation for February was 21,605, and in this "sworn circulation" were included all copies printed, those circulated as well as those unsold and returned. The returned copies of that paper—those that could not be sold or circulated—were shipped to the paper mill at La Camas, Wash., a mill of which a son-in-law of the publisher of the Telegram is the proprietor, and there these return copies will be made into paper again. By such a friendly arrangement a paper can swell its circulation several thousand copies every day with little expense in the net cost of white paper, while an advertiser can be made to think he gets more for his money than he really does.

The Journal returns no "unsold" copies to a friendly and co-operative paper mill

for obvious reasons—for it has to pay full price for white paper, and therefore, cannot afford to "work the trick" nor to waste paper.

Just one month ago The Journal printed a picture of the "returns" of the Telegram on the way to that friendly paper mill, showing the Telegram "head" all through the big pile of paper awaiting shipment. This raised a great storm under the "Tall Tower" and so the Nimble Willies were set to work to offset this aggravating and damaging "scoop." A bright thought flashed into the brain of one of them, and at once every sign of a copy of the Telegram was removed from that same pile of papers, and a copy or two of The Journal were laid around, a small boy hired to hold up a single copy of The Journal, while the photographer did his "deadly work," and this picture duly appeared in the Telegram, as indicative that The Journal practiced what it preached

against. But the fact is the papers so photographed were not Journals. The Journal has no "returns"—it circulates all The Journals printed and cannot afford to do otherwise, as it has no such relation to a paper mill—no pa-in-law, no son-in-law—as has our esteemed contemporary, but The Journal does have a circulation—a live circulation, bona fide, proved, open to investigation—and is willing to contribute \$500 to any deserving charity, the Telegram and Oregonian to contribute a like sum, if a committee of three to five business men, to be selected as agreed upon, sitting as investigators of newspaper circulation, does not show in their report that The Journal's circulation in Portland and in Oregon equals, if it does not exceed, that of the Telegram or the daily Oregonian, the paper that falls down in the contest to forfeit the sum named to charity while the others are to have their money returned.

\$40,000 PAID FOR BUSINESS BLOCK

Marshall-Wells Hardware Company Buys Between Twelfth and Thirteenth Streets.

WILL ERECT BIG BRICK WAREHOUSE AT ONCE

Mrs. Russell Gets Corner at Washington and Twentieth Streets for Good Price.

Increased demand for warehouse room to accommodate their growing business has compelled the Marshall-Wells Hardware company to make another heavy investment in Portland real estate, in addition to the handsome block recently erected for it at the corner of Fifth and Oak streets. Yesterday the firm closed negotiations for a block of ground between Irving and Johnson streets, and Twelfth and Thirteenth streets. The price paid was \$40,000.

The company will at once erect a large brick warehouse, in which heavy hardware will be stored. The important feature of the new warehouse will be its railroad switching facilities, a need the company has felt strongly, since it has been impossible to secure the construction of sidetrack to the Fifth street house.

Business property, 100 by 100 feet, at the northeast corner of Washington and Twelfth streets, now occupied by a three-story frame structure, has been purchased by Mrs. George B. Russell, for \$20,000.

The property was formerly owned by Addison Dobbin, who some years ago relinquished it to the Scottish Mortgage and Trust company, from which Mrs. Russell has purchased it, through Wakefield & Price. It is said the new owner will make no material alterations in the building at this time, beyond putting it in good repair.

CLUBS ARE FILLING

Eilers Piano House's Big, Generous, Broad Gauge, Progressive Way of Selling Pianos Proving a Practical Benefit to Scores of Buyers.

Prices and Payments Briefly Put

Club "A" contains 157 pianos, selling regularly at from \$240 to \$350. Prices to club members \$117 to \$132. Payments, \$5 down and \$12.50 a week.

Club "B" contains 233 pianos, selling regularly from \$175 to \$275. Prices to club members, \$136 to \$218. Payments, \$7.50 down and \$11.60 weekly.

Club "C" contains pianos priced regularly at from \$250 to \$450. Prices to club members, \$247 to \$338. Payments, \$12.50 down and \$12 per week.

Club "D" contains 154 of the most costly American made upright pianos, values \$425 to \$550. Prices to club members, \$312 and up. Payments, \$20 to \$25 down and \$2.50 per week.

Club "E" is rapidly nearing its close. Prices and payments in this club are so very moderate and the pianos so fine as to tempt the most exacting buyer to invest. And we can assure everyone in this, as well as in the other five clubs, they will never regret having taken advantage of this co-operative proposition.

What It Is

It is simply extending to retail buyers the same advantage that wholesale buyers have. It is cutting out the tremendous expense necessarily incurred by the retailer in marketing so sensitive and expensive an article as a piano.

Instruments are sold directly from the factory to the home, the Eilers Piano House simply acting as the selling agent for you.

Already nearly a trainload of these pianos have been sold.

Of the club membership, which is limited to 1,000, over a third of the membership has already been secured, and deliveries are being made just as fast as they can be received. For those who are anxious to have their instruments delivered at once, we have so far had enough instruments at our big warehouse to supply them at once, and we will use our utmost endeavor during this sale to be prepared for the most urgent demand.

Remember in this sale you secure, not only such wonderfully fine pianos as the Hazelton, Hobart M. Cable, Lester, Crown Orchestral Story & Clark, Schumann, Haddorf, but also your choice of the entire line of the Chickering, the Weber's fine pianos, the celebrated Weber of New York, the Kimball, other uprights or grands, and that in all you have a range of over 30 makes of standard, reliable instruments to choose from. Time for choosing these clubs is fast approaching. We will not exceed the number limit in any club. If you want a piano at present club prices, you must act at once. Every instrument fully guaranteed and money back should instrument fail in any way to prove exactly as represented. Write or see us at once. Mail orders promptly and carefully filled. Eilers Piano House, 521 Washington street, corner Park.

BISPHAM'S PROGRAM FASCINATE ALL

Great Singer is Also a Discoverer of New and Old Interesting Music.

Not only is David Bispham the greatest American baritone now before the public, possessing a rich, impassioned voice and dramatic temperament, but in addition he enjoys the distinction of presenting the most fascinating, original and deeply significant programs of any of the great soloists. These programs show unusual daring, splendor of conception, marked constructive talent, and astonishing familiarity with all schools of music.

Bispham has an odd genius for ferretting out lost or neglected works of the great masters, such as possesses hidden or peculiar beauties. These he introduces to his audiences, interpreting them with warm imaginative power that never fails to enchant.

His program at the Marquam Thursday will be as fresh and sparkling as the one he gave in New York. Along with some of the great artists that have made him famous, "The Evening Star," "The Times," "The New Age" and "The Herald," representing the tragic side of his art, and the "Page's Song," "Faust," showing him in merry comedy, there will be others equally noble, but not so well known, such as the wondrous and beautiful aria by Handel, "Acis and Galatea," "O Rudder Than a Cherry," a merry, florid old aria, a delicious rhapsody of my lady's charms, "The Song," by Meyerbeer, another old-time jewel that is as good as new, in full of fire and pathos, stirring the human heart into a passion of pity with the strange power that belongs so peculiarly to Meyerbeer.

Dainty and delicate bits from Secchi



OUR SUCCESS SECRET

We do as we advertise. We promise only what we are able to do, and charge nothing for our reputation.

Our Best Friends are those for whom we have worked. They advertise our good work and reasonable prices.

Comfort in Dentistry We assure you that we will not hurt you in any operation we perform upon your teeth. We are not for our reputation, would be at stake.

WISE BROTHERS MODERN DENTISTS

Falling Building Third and Washington

CHURCH SERVICES

UNITED EVANGELICAL.
East Side—Corner Kerby and Fargo streets; Rev. J. H. Brown, pastor, 11 a. m. "The Greater than Solomon"; Sunday school at 10 Junior Endeavor at 3 p. m.; K. L. O. M., 9:45 p. m.

St. John—Corner Johnson and Irving streets; Rev. J. H. Brown, pastor, 11 a. m. "The Communion of Aaron and His Sons"; 7:30 p. m. commencement of a special series of services which will continue each evening of the week all are invited to attend; 10 a. m. Sunday school; 7:30 p. m. Junior Endeavor; 9:45 p. m. K. L. O. M.

Mission—St. J. Holmquist, pastor; Ruth's hall, corner of Irving and Johnson streets; 11 a. m. "The Communion of Aaron and His Sons"; 7:30 p. m. Junior Endeavor; 9:45 p. m. K. L. O. M.

CONGREGATIONAL.
First—Park and Madison streets; Rev. L. H. House, D. D., pastor, 10:30 a. m. Holy communion and reception of members; 7:30 p. m. "The Communion"; 12:15 p. m. Sunday school; 7:30 p. m. Junior Endeavor; 9:45 p. m. K. L. O. M.

Clinton O. Mickie, superintendent; 6:30 p. m. Y. P. C. C. choir; Mrs. Ross, block leader; Mrs. J. A. Bushong, W. H. Boyer, W. A. Montgomery; Prof. W. H. Boyer, choir director; Miss Leonard, piano, organist.

Principals chapel—Second street, near Lincoln; 9:30 a. m. Sunday school; William H. Brown, pastor.

Hassalo street—East Seventh street north and Hassalo street; Rev. Charles E. Chase, pastor, 10:30 a. m. Holy communion; 7:30 p. m. Junior Endeavor, with special service; Sunday school, 7:30 p. m. service with sermon by Rev. Charles E. Chase, pastor of Hassalo street.

Mississippi avenue—Sunday school at 10 a. m. service with sermon by Rev. C. P. Clapp, pastor; 7:30 p. m. Junior Endeavor; 9:45 p. m. K. L. O. M.

Highland—Corner Front and East Sixth street north; Rev. A. M. Woodcock, pastor, 10:30 a. m. Sunday school; 7:30 p. m. Junior Endeavor; 9:45 p. m. K. L. O. M.

North—Corner East Taylor and East Taylor street; Rev. J. H. Brown, pastor, 11 a. m. "The Two Cities"; 7:30 p. m. Junior Endeavor; 9:45 p. m. K. L. O. M.

St. James English—Corner West Park and Jefferson streets; J. A. Lea, pastor, services at 11 a. m. and 7:30 p. m., conducted by the pastor. Special music at each service under the direction of Dr. Keefer. Sunday school at 10 a. m. devotional service by the Luther league at 6:45 led by Miss Albin.

Norwegian—45 North Fourteenth street; Rev. J. M. Norling, pastor. Services at 11 a. m. and 7:30 p. m. Sunday school at 9:45 a. m.

The First Lutheran—Corner East Tenth and Grant streets; Dr. Hagos, pastor. Services at 11 a. m. and 7:30 p. m.; Sunday school at 9:45 a. m.

QUAKER.
First—Corner East Tenth and Grant streets; Rev. J. M. Norling, pastor. Services at 11 a. m. and 7:30 p. m. Sunday school at 9:45 a. m.

LUTHERAN.
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CHRISTIAN SCIENCE.
First Church of Christ—Scottish Rite cathedral, Morrison and Lowland streets. Services 11 a. m. and 8 p. m.; subject of service, "Substance." Sunday school at close of morning service.

Second—Auditorium building, Third, between Taylor and Sixth streets. Services, 11 a. m. and 8 p. m.; subject, "Substance." Sunday school, 11 a. m., in the reading room.

EVANGELICAL ASSOCIATION.
First—Corner East Sixth and Market streets; Rev. G. W. Plumer, pastor, 11 a. m. "Honor Our Parents"; 8 p. m. "What Right Has Jesus to Ask for Our Heart and Life"; 10 a. m. Sunday school; 10 p. m. Junior Alliance; 7:30 p. m. Young People's Alliance.

M. E. CHURCH SOUTH.
First—1714 Second street, Northwest hall; E. S. Moore, pastor. Regular services, 11 a. m. and 7:30 p. m.; Sunday school, 10 a. m.; Epworth league, 6:30 p. m. Dr. H. H. Howell of Fourth Street, Texas, will occupy the pulpit morning and evening as the pastor is out of the city.

UNITARIAN.
First—Tenth and Seventh; Dr. G. C. Crosby, pastor, 11 a. m. service with discourse on

MICHIGAN SOCIETY TO RECEIVE NEIGHBORS

The Michigan society of Oregon will have a genuine old-fashioned Michigan housewarming in Concordia hall Tuesday evening next. All the former residents of Michigan living in this state, and all the members of the other state societies here are invited. A fine musical and literary program has been prepared, good five-minute talks will be made and refreshments will be served. Old-time dancing will be a feature of the entertainment.

That members of the different state societies may become acquainted a member from each society will be found on the reception committee. Among the speakers will be Governor Chamberlain and Tom Richardson of the Dixie society, Mayor Williams of the New York society, C. M. Idleman of the Ohio society, John Manning of the Nebraska society, W. T. Vaughan of the Illinois society, William M. Davis of the Missouri society and Capt. Jesse Baker, U. S. A. of the Pennsylvania society.

The Michigan society has experienced a marvelous growth since its organization two months ago, and should easily draw a very large membership from the 4,000 Michiganders in Portland. The permanent headquarters and meeting place of the society will be hereafter in the hall, corner Sixth and Alder streets.

SPRING VEHICLE SALE

OUR MOTTO: "Bargains In What You Want."

That's the point—not special prices on some old goods that we wish to get rid of but a close price on all goods.



INCLUDED IN THE SALE ARE

BUGGIES DRIVING WAGONS
SURREYS CARRIAGES
RUNABOUTS CARLETONS
STANHOPES SPRING WAGONS

Also at Reduced Prices a Full Line of Harness, Farm Implements and Delivery Wagons.

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