

COMES TO CARRY WHEAT AND OATS

Steam Schooner Casco Will Be Regular Visitor During Next Six Months.

TRADE BETWEEN THIS PORT AND GOLDEN GATE

Indications Point to Heavy Wheat Shipments to California This Summer—Quantity Sent Last Month Exceeds That Afloat for Europe.

The steam schooner Casco, which arrived in the harbor yesterday afternoon, is under charter to Taylor, Young & Co. to carry wheat, oats and lumber from this port to San Francisco for the next six months. Yesterday was the Casco's first visit here since she was built about a year ago. She is in command of Captain Ahlin, formerly master of the steam schooner Redondo.

Rough seas and strong northwesterly winds were encountered coming up the coast or better time would have been made, as the Casco has a reputation for reefing off the knots at a lively rate. At times she had all she could do to keep in the sea.



Just From New York Saturday

Another bunch of nice Auto and Driving Coats. Our resident buyer found them in New York—yes, just as good as found them—as they cost so little, that he took all could be had. But just a minute—let me tell you—things are tight in the east, money is tight there, looks good to the New York manufacturers, so we got these Coats. You see, we have a resident buyer there. He stays there the year round, and takes in the snaps. Well, these fine, big new Coats go Monday at \$5.10; no reserve.

Remember we are the exclusive agents for Standard Patterns

NOTICE.—I will have some very interesting things to say in Monday evening papers, so I want every one to read it and remember.—J. M. A.

THREE DAYS MORE

Monday, Tuesday and Wednesday Oil Paintings Free

YES, FREE—GET YOUR CHECKS IN And they are big fellows, too. You get one with each \$5.00 worth purchased—and you don't have to buy the \$5.00 worth all at one time, either. We are not grouchy or stingy—any way to suit you. With a fine lady's suit you can get enough pictures to cover your walls—see?—and save wall-paper. Mr. Burt paints them in our window. Stroll around and see him do one in seven minutes. He's the limit. J. M. A.

We Want More Competent Salespeople J. M. A. Writes a Letter to His Employees

Some say it is not wise to write letters—that is, if you are a public man. Letters will get you into trouble—that is, private letters. All I have to say about that is: It all depends on what you write. Therefore, as I am neither a public nor a private man, suppose it doesn't make any difference what I say. So I want to write a letter. You can't guess who I want to write to—you'll laugh when I tell you. I grinned when I thought of the idea. But I am always trying to think of the easiest and most practical way of doing everything coming under my observation. So I've decided the easiest way to accomplish what I want—what all interested with me want—is to write a letter. This letter is to the ladies and gentlemen in my employ. You couldn't have guessed—could you? Well, it's of interest to my customers as well. I call every person who reads what I write in my ads my customer. You say that's funny. No, it isn't. Everyone who is interested enough to read what I have to say is my customer. They can't read without absorbing something of what they read. True, they may read from various motives—good or bad. I can't help that. So you are all my customers, then, in that way. Then I must put forth inducements, reasons, etc., etc., to have you be my customer in a more material way. Then, to do that, I must have help—good, competent, obliging help. I can't serve all the people who enter my store—perhaps can't serve any—I might be busy at something else—might be away—might be sick—or for some reason incapable of waiting on my prospective customers. Then the lady or gentleman in my employ must serve the customers. But not as they think I would serve a customer, for I might get mad—act foolish—inattentive—unreasonable. No, but wait on a customer as you feel sure that I would like for you to do. That's the secret of successful employes. How often it is not so. How often the ill-tempered, forgetful disposition, imperative ways, etc., etc., of the proprietor is reflected by the employes when serving customers. It should not be. But, instead, wait on customers the way that you feel I want you to. You can make no mistake. For a man operating a store surely would be very unwise to want his help to serve customers in any way but the best. So this way, then, you always reflect the best there is to be had. You represent me at my best, and as you are representing me on the floor, you thus reflect my best motives and your own best energies and efforts—for you know I only want you to do the best you can. I am not much good to pound you on the back—perhaps it's business to do so. Well, I tell you I can't do it. I'd rather take a little less business than be hallooing at you most or all the time—such as "Hurry up, there," "Go faster," "Work harder," "What was the matter you didn't close that deal?" "Did you show this; did you show that?" No, I can't do that, and I don't think it good business. But, remember, the eyes of Portland are on us. I feel this—my old help feel it—and I think the recently employed help realize it. My old help is loyal and conscientious—at least, I think so—that's enough. And I am much gratified at the strong evidence of the loyalty and honest efforts of each and every one of the more recent employes. Then there is another thing—I want your help in another way besides selling goods and treating customers as you think I want you to—it is this: I want your advice. Now, that would give some aristocratic department-store men who had been born with a diamond between their teeth the cold shivers. Not I. For there are so many things that you know so much more about than I do—you see, I give you advice about things I think that you can improve upon—why shouldn't you advise me? Aren't we partners in this business? So don't hesitate to advise me—any of you. I'll like it. You see, I want my customers to know that you have these privileges. From your actions and treatment rendered the customer, feel that you are my business partner. I want the customer to know that there is no machine-driving in my store of help—that it is no soldier brigade-forward proposition. But this is the idea: At home you are a lady—or gentleman. In here you are still Miss So-and-So or Mr. So-and-So. I think our customers can understand what I mean. Again—and this is mostly for the enlightenment and guidance of recently employed and future employes—forbearance is what you want to practice. If you are annoyed, bothered, disgusted or what not, please do as you think I want you to do under the circumstances. We have always been a very amiable bunch. Of course, sometimes there is an exception. One lady or gentleman thinks they just can't stand someone else—but the virtue of forbearance has always prevailed. That is where duty is performed.

Now, my employes impress upon my friends—that means customers—that I do exactly as I advertise. Be enthusiastic about it. Praise the good qualities of my store—tell me the bad points. Keep telling me until I change. Don't be afraid to talk to me. These are all the rules or driving there is in here. When the new employes start to work for me they will be given a copy of this letter. It's not hard to follow such rules, is it? Don't forget to tell me the bad points.—J. M. A.

HOW WE FIGURE

By Monday noon, and very likely long before, all the 97¢ Skirts will be gone. Then that clears the Suit and Skirt floor for the afternoon, so we will then give them—the clerks—something to do on this floor. Therefore, for Monday afternoon—and no other time—nor can we show the Suits in the forenoon, we will let you select any Suit in the house, any price, at half price. Mind you, it includes everything. I absolutely will not make such another offer this summer. So if you want to get choice, come around and see—J. M. A.—and see that I do as I say.

Here Are Some Monday Bargains

Elegant Dress and Wash Shirtwaist Suits. These are very fine. See windows. Worth three times the money, and when I sign my name to an article announcement I doubly mean it. These White Dresses \$3.85



Skirts—See This

Don't miss it if you want a Skirt for the price of a meal. This is an odd and end lot—about 125 of them—they were left from our big 1,000 Skirt sale Saturday, when we gave choice of 1,000 Skirts, ranging in values up to about \$18.00, at \$4.65; well, there is about 125 left, so Monday, while they last

97 Cents

Don't be late, then say I didn't have them.

Monday

Short Polka Dot Kimonos, with fancy collars. You would readily pay 75c for one if you wanted 38c it. Well, you needn't Monday 38c

For Monday Only

If you want a White Skirt for this week look at this: White Wash Shrunken Duck Skirts, regular \$1.27 \$2.50 garments, while they last at \$1.27

RIVER STILL RISING.

District Forecaster Beals Predicts 19.2 Feet Wednesday.

District Forecaster Beals predicts 19.2 feet of water above zero at this point next Wednesday, which means that the Willamette will crawl up another two feet. This, however, will not bring it anywhere near the Front street level, since it will have to reach the 45-foot stage to dampen the Belgian blocks on the old thoroughfare.

The rise in the Willamette will be slow because the river has now reached a stage where it will take enormous volumes of water to lift it still higher. A favorable feature is the fact that the weather is cooler at the headwaters of the Columbia, although the temperature is increasing at the headwaters of the Spaka.

The river in the harbor yesterday afternoon began to lap upon the lower deck of the waterfront at that place which is now under water for some time.

SAY THEY WILL MOVE.

Harbormaster Speier Says Scow Dwellers on East Side Visit.

Harbormaster Speier visited a number of scow dwellers along the east side of the river yesterday afternoon and notified them to remove from the street approaches. All appeared willing to comply with the instructions. They will be given a few days' time to shift their abodes, but prosecutions will follow should the orders not be carried out.

STATION IN OPERATION.

Cape Blanco Now Ready to Receive Wireless Messages.

Notice has been issued by the hydrographic office of the establishment of a wireless telegraph station at Cape Blanco, this state. The station is now in operation and mariners are instructed to call the letters TA.

MARINE NOTES.

Astoria, June 1.—Condition of the bar at 5 p. m., smooth; wind northwest, 36 miles; weather cloudy. Sailed at 4 a. m. steamer June 1—Sailed, German steamer Aralia. Arrived at 4:30 a. m., steamer Maverick from San Francisco. Sailed at 5:30 a. m., steamer Whittier, for Port Harford. Left during the night, steamer Casco. Sailed at 3:45 p. m., steamer Argyle, for Port Harford.

ALONG THE WATERFRONT.

The steamer Leona, at Supple's boat-yard, is offered for sale. Lafe Pence had an option on her, but it is said the time of the option has expired. Joseph Supple, yesterday hauled out the dredge Beaver, belonging to the Northern Pacific Lumber company. The dredge will be lengthened 20 feet. The steamer Telephone, Telegraph and Charles E. Spencer are still coaling

MARINE INTELLIGENCE

Regular Liners Due to Arrive. F. A. Kilburn, from San Fran. and way, June 2. Columbia, from San Francisco, June 2. Albatross, from Coos Bay, June 2. Roskops, from San Pedro and way, June 3. Costa Rica, from San Francisco, June 4. O. W. Elder, from San Pedro and way, June 4. Arabia, from Orient, June 10. Niconoda, from Orient, June 10. Numanita, from Orient, June 10. Regular Liners to Depart. Alliance, for Coos Bay, June 5. Columbia, for San Francisco, June 5. Roskops, for San Pedro and way, June 5. Numanita, for Orient, June 10. Costa Rica, for San Francisco, June 10. O. W. Elder, for San Pedro and way, June 10. Niconoda, for Orient, June 10. Arabia, for Orient, June 10.

WHERE ARE THEY

people who know how to take care of themselves—the majority do not. The liver is a most important organ in the body. Herberlin will keep it in condition. V. C. Simpkins, Albia, Texas, writes: "I have used Herberlin for Chills and Fever and find it the best medicine I ever used. I would not be without it. It is as good for children as it is for grown-up people, and I recommend it. It is fine for La Grippe. Sold by all druggists."

SENTIMENT STRONG FOR HIGH PRESSURE MAINS

So Says Fire Chief Campbell, Who Also Desires Purchase of Another Fireboat.

"Sentiment almost unanimously is now favoring the passage of the amendment to the city charter providing for a system of permanent high-pressure fire mains and the purchase of an additional fire boat," said Chief Campbell last evening. "Where there was opposition some weeks ago there is nothing now but a disposition to urge the passage of the amendment. People in all parts of the city are beginning to realize the necessity of both, and will work for their passage."

A Dangerous Deadlock

that sometimes terminates fatally, is the stoppage of liver and bowel functions. So quickly and this condition without disagreeable sensations. Dr. King's New Life Pills should always be your remedy. Guaranteed absolutely satisfactory in every case or money back at Red Cross Pharmacy. 214.

TIRED OF BRIDE AFTER FOUR MONTHS' WEDLOCK

Claire Roby Charges Viciousness, Destruction and Desertion in Suit Filed for Divorce.

Four months after his marriage Samuel Roby became angry at his wife and to vent his wrath tore up her clothes, pictures and family heirlooms, according to the charges made in a suit for a divorce filed in the circuit court yesterday afternoon by Mrs. Claire Roby. Mrs. Roby alleges also that ever since their marriage, in March, 1905, she has had to support herself, though Roby at all times earned enough money to support both of them. All the money was squandered on liquor and games of chance, says Mrs. Roby. She charges that Roby has become an habitual drunkard since their marriage. As a climax to all the acts of cruelty complained of, Mrs. Roby alleges that her husband deserted her last February. She asks that she be given a decree of divorce and be allowed to resume her maiden name, Claire Rhue.

RABBI JONAH B. WISE SUCCEEDS DR. S. S. WISE

Rev. Jonah B. Wise has been chosen to succeed for three years at a salary of \$3,000 Dr. Stephen S. Wise as rabbi of congregation Beth Israel. His election was unanimous. Rabbi Wise is of her family of preachers and educators. His father was a well-known Rabbi before him, and his brothers are publishers of the American Israelite.

A Perfect Roof

Pioneer Rubber Sanded Roofing

Is made in our own factories under the personal supervision of roofing experts, backed by a quarter of a century of roofing experience. We stand back of every foot sold, because we know we can "make good" every claim of its superiority.

That hard flint sand surface is wear-proof and eliminates all paint expenses.

A complete roofing kit with every roll. Any man with a hammer, a knife and an old paint brush can lay it right.

Complete Roofing Guide sent free with samples and prices. Ask for it.

