

**THIS AD** deserves your attention for its peculiarity as well as its more important contents. It is the forerunner of a genuine bargain session in high-class residence lots—we received authority yesterday to sell

# TERRACE PARK

at much reduced prices

But we are under contract to sell the remaining 120 lots by the 6th of June.

The story is all hinged upon the recent financial stringency which has harassed the east since last October. The "rich man's panic," which has forced one of America's richest women, Helen Gould, to close her charitable institutions and driven hundreds of America's wealthiest men to raising money on their life insurance.

Two years ago a party of wealthy eastern men came to this city and invested heavily in several choice pieces of city property—forming the Municipal Railway & Improvement Company among themselves, as a holding corporation. One of the largest deals of this company was the purchase and improvement of the beautiful residence tract now so familiarly known as Terrace Park.

Now these men, who were "big fellows" a year ago without any expectancy that they would ever be pressed for ready money, find themselves "caught up," pinched for collateral; "squeezed" and "squeezed hard." The Municipal Railway & Improvement Company is frank regarding its financial condition and asserts that it must realize in Portland if at a serious loss if they want to save anything out of their eastern assets at all. They figure, and wisely, too, that it is better for them to sacrifice here, where their more speculative interests are, than at home, where their names are familiar only in purely commercial circles. Hence, down go the prices of beautiful Terrace Park at the very moment when we were expecting instructions to raise them, but every lot must be sold out, not quarter or half sold, but all, by June 6.

It does not follow that cash must be paid in order to realize these concessions—the M. R. & I. Company have the assurance of one of the strongest Portland banks that all Terrace Park long-time contracts will be accepted by them and money advanced to the maximum allowed on real estate contracts. Therefore the same terms will prevail: Ten per cent down and \$10 monthly, the only difference being that up to 25 per cent has been chopped off the original prices at which Terrace Park lots were sold. Terrace Park was always a bargain, but it is a bigger bargain now.

This startling revision has no bearing whatever on the Spanton Company. We are today just what we were always—selling agents for Terrace Park—and as selling agents are merely doing what we are told. We have gone along as appropriations have been made, filling every promise, grading streets, arranging for gas, electric current, water, etc., and we venture to say that the men and women who are now owners of 246 lots in Terrace Park are the most pleased lot of investors in Portland today. They see, as everyone does, the certain future of their investment on account of the phenomenal growth in this direction.

Frankly, the Spanton Company is mighty glad of the chance to sell a property, which is accepted by all as high grade, at such a drop below the market, though we'll admit that were we not now carrying such a volume of Portland property—or had we received a month's notice that this was going to happen, Terrace Park would now be the property of the Spanton Company, absolutely, and you would be paying 25 per cent more instead of being made a present of, in some cases, 25 per cent of the actual market value.

## Here Is a Schedule of Prices and Discounts—Read It:

A lot we heretofore sold for \$400 can now be bought for \$320, \$30 down and \$10 a month. Or by buying two lots we are authorized to give a discount of 22½ per cent, or \$312 for a full-sized lot.

Or by buying four lots we can do better still, giving 25 per cent discount and correspondingly easy terms for the future payments—\$30 a month. A straight discount of 25 per cent will be made to homebuilders if construction is started by June

6th. This shows how dead in earnest the owners are in their order to close out the property at once. An additional discount of 5 per cent for all cash purchases.

**AGENTS WANTED**—We cannot allow any better commission to agents on this property than any other, but the proposition is so strong that selling is easy. One lady sold four lots yesterday. No agent can fail to get attention with such superior lots at a veritable bargain-counter price.

Have you ever been out to Terrace Park? If not, you have missed one of the pleasantest little treats of travel a few minutes' ride could give you. The M. V. line runs to the very threshold of Terrace Park, and progressive and prosperous Montavilla, the fastest expanding environ of the city, is stretching its growth all about this property. The commanding view from here of all the snow peaks and the elevation—everything that appeals to a nature lover—will mark it in your mind as one of Portland's most fascinating beauty spots, and one that can never deteriorate. Rigid building restrictions insure home owners for all time against the shack element—which is the bane of nearly all sections of the city proper.

The tremendous improvements being made between here and the Country Club are going to be another factor in the advancement of prices.

We anticipate a confirmed rush for the choice of the remaining 120 lots, so would advise the earliest possible acting if you intend to look into the matter. We must say that this wholesale reduction of prices on what is considered to be a gilt-edged property creates what is unqualifiedly the grandest opportunity that has occurred since our commencement here. June 6 ends the tract up—on that date a distribution of cash, contracts, etc., will be made, but at these prices we shall not require more than half the time.

CALL AT EITHER OFFICE

**The Spanton Co.** 270 Stark or **A. Rolling**  
Corner of Base Line Road and Hibbard St., Montavilla

## BRIGHT FUTURE FOR EAST SIDE

Banquet Board Surrounded by Enthusiastic Business Men.

About 60 business men attended the banquet of the East Side Business Men's club at the Heyser hotel, East Third and Burnside streets, last night. Plans for improving the east side and inducing the establishment of new business enterprises were outlined in informal discussion and a number of interesting addresses were made by well-known business men.

In the absence of Manager Tom Richardson of the Portland Commercial club, C. C. Chapman of that organization made the principal address of the evening. Mr. Chapman said the enterprise which east side people have shown in building up that part of the city is deserving of the highest commendation and that the progress being made in this section is attracting the attention of new capital. He predicted a bright trade future for East Portland.

President Bigelow of the club introduced the speakers and acted as toastmaster. In opening the meeting Mr. Bigelow referred briefly to the work that has been accomplished on the east side since the Business Men's club began its boosting campaign. He pointed out the extensive building operations which are at present under way, the opening and saving of many new streets, the securing of better trade facilities and many other lasting benefits which the club has been instrumental in securing.

**Need of Parks Emphasized.**  
"Civic Improvement" was the subject of an instructive address by W. Wynn Johnson. The speaker urged the cooperation of all in making successful the east side demonstration for the Rose Carnival. He especially eulogized the management of the children's parade. He thought the board of education could have greatly helped the success of this feature by its cooperation. He emphasized the need of parks, boulevards and children's playgrounds and said that the more there were of these the sooner Portland would take first place among the cities of the west in point of residence desirability.

H. D. Inman followed with an address in which he reiterated what Mr. Johnson had said about parks and other public improvements. He spoke with satisfaction of the proposed establishment of the Swift packing plants on the peninsula.

H. Newhall warmly praised the work of the east side clubs in their work of boosting for their own district.

**Pioneer Woodman Speaks.**  
C. H. Rafferty related some experiences of early days and his talk was listened to by an audience of relaxed countenances. The Woodmen of the World were represented by J. M. Woodworth, who said that his lodge would give an exhibition drill on the corner of East Alder street and Grand avenue on the east side's night at the coming carnival.

President Bigelow, who acted as toastmaster during the evening, closed the banquet by referring to the pleasant time all present had experienced and hoping for an even better attendance at the next annual banquet of club. The club appointed a committee of 20 men to see the mayor and executive board and ask that East Morrison street between Union avenue and the bridge be improved.

The list of invited guests for the banquet follows: George Dilworth, C. A. Bigelow, H. A. Caley, J. W. Singletary, S. H. Brainard, O. S. Fulton, A. W. Lambert, J. C. Casson, H. Morgan, A. George, F. Achley, W. O. Munsell, A. H. Averill, R. L. Darrow, Clyde Evans, Dr. W. C. Adams, G. W. all, George A. H. Green, R. A. Wilson, F. S. Bennett, E. Womelsdorf, C. H. Rafferty, J. E. Casanovi, H. H. Newhall, O. E. Helntz, D. A. Good, R. Schmeer, W. S. Love, E. G. Geinisch, H. Herman, A. Keadlerly, C. C. Chapman, James Rudiman, W. W. Minar, W. M. Jackson, R. D. Inman, W. Woodworth, L. H. Wells.

Tomorrow and Monday positively the last days for discount on the east side. Remittances must be received before discount period expires. Portland Gas Company.

## LANE MAKES BID FOR GROCERS' CONVENTION

Mayor Lists Attractions of Portland in Invitation to Association.

Mayor Lane has invited the members of the National Retail Grocers' association to hold their annual convention in Portland next year, and to that end addressed a letter yesterday to John A. Greene, president of the association, setting forth the advantages of the Rose city for convention purposes. Mayor Lane also dwelt upon the glorious Oregon climate, the beautiful rivers, green fields, snow-capped mountains and, best of all, the fact that Portland has a larger number of beautiful women in proportion to its population than any city in the world.

The grocers are in convention at Boston, and Mayor Lane's letter was sent there. The letter follows: "John A. Greene, President National Retail Grocers' Association, Boston.

# TWO GREAT SPECIALS

We are offering EVERY DAY in the year the two greatest lines of clothing in the United States— At

## 10 DOLLARS

We show hundreds of suits—the equal of any suit sold elsewhere in the city at \$15—Guaranteed in every way—Your money refunded if not satisfactory— At

## 15 DOLLARS

We show suits that are marked in uptown windows at \$20 and \$25— Come in and make us prove it.



WHEN YOU SEE IT IN OUR AD IT'S SO

# MOYER

3rd and Oak  
1st and Yamhill

### Save the Discount.

Send check or pay at office on or before the 29th to save the discount on May bills for the Automatic Telephone. HOME TELEPHONE CO. Corner of Park and Burnside sts.

### Sentenced for Larceny.

Alfonso Guentier, convicted of larceny by a jury in Judge O'Day's court a few days ago, has been sentenced to serve two months in jail. The defendant has already been in jail three months. He was charged with stealing \$64, a watch and two foreign coins from the room of Alfred Trippe.

American prints and percales, 8 and 10c quality, 5c a yard at Hannons. See page 2.

Spectacles \$1.00 at Metzger's.

## BETTER THAN EVER

OUR GREAT LINE OF

# Spring Clothes

For MEN and YOUNG MEN

3 Big Specials

\$10.00

\$15.00

\$20.00

We have no competitors when it comes to suits at these prices. We can save you \$2.50 to \$5.00 on any suit.

HEADQUARTERS

For Genuine Panama Hats

\$4.00 to \$20.00



# Famous Clothing Company

COR. MORRISON AND SECOND STREETS



## SATURDAY BARGAIN DAY AT THE WONDER

PRICES NO OBJECT TOMORROW. Every Trimmed Hat in the House Reduced, COME EARLY FOR BEST SELECTIONS.

# The Wonder Millinery Co.

Corner Morrison and First Streets. THE BIG MILLINERY HOUSE.