

PUBLICITY FUND IN NEXT TWO YEARS WILL BE \$200,000

With Money Nearly Doubled, Three Times Previous Effectiveness Is Promised—Story of Dollar Dinner.

"Land without population is a wilderness; population without land is a mob." These were the closing words of a message from James J. Hill, the empire builder, read at the dollar dinner at the Portland Commercial club last night.

The words sounded the keynote at the gathering and formed a basis for the \$200,000 fund voted to be expended by the club's promotion committee for the exploitation of the state's resources during the next two years, which exploitation means an invitation to every man, woman and child without the state who yearns for a better and brighter future.

The voice of the 300 or more diners was unanimous when Isadore Lang put the motion to endorse a resolution to the effect that \$100,000 be subscribed each of two consecutive years by members of the club and believers in the effectiveness of exploitation work and that the work so well under way by the club's promotion committee be not only continued, but more than trebled.

For the past two years the promotion committee has expended \$60,000 a year in carrying on the publicity campaign. The initial expense in getting the work under way has been borne and hence it is figured that the \$100,000 a year just authorized will more than treble the results of the former appropriation. It was realized, however, and suggested by the speakers that as the work progresses it grows in volume and to bring the best possible results must be enlarged to keep abreast of the onward march of development.

Hundred Dinners Fanned Away.

Nearly a hundred members had to be turned away last night because the large dining room would not hold more than 250 or thereabouts. Two years ago many thought the club rooms entirely too large, with no hope of ever filling them to capacity. Last night, in one of his remarks as toastmaster, President Harvey Beckwith said it will become necessary for the club to build a larger home in the very near future or find itself hampered in its work. The tremendous success of the club, too, was attributed largely to the world wide publicity it has received through the exploitation work of the promotion committee's publicity department.

The dinner was attended by a few who at first glance thought \$60,000 a year a big amount of money to distribute annually in letting the people beyond the state's boundaries know what will be to their interest, but after having had brought home to them the fact that to this mixture of brains and printer's ink they could attribute largely the wonderful development of the country and their own business, they joined enthusiastically in support of the motion to increase the fund nearly twofold.

One man tells me that during the past five years his business has increased from \$2,000,000 a year to \$10,000,000," said one of the speakers. "Now that is some development, and yet is but one instance."

Railroad Men Urge More Work.

Before introducing any of the speakers for the evening, Toastmaster Beckwith read telegrams from James J. Hill, chairman of the executive board of the Hill system; Judge R. S. Lovett, chairman of the executive board of the Harriman system; L. W. Hill, president of the Great Northern; Howard Elliott, president of the Northern Pacific; Theodore B. Wilcox and A. H. Devers, who are now in the east, congratulating the club on its splendid achievements in the past and urging continuation of the exploitation campaign, all of them carrying the keynote struck forcibly by Mr. Hill in the words quoted above.

Manager C. C. Chapman, head of the exploitation work, made a brief outline of the work in the past, dwelling particularly upon the fact that practically all the energy has been directed to bring people to the farms. "By getting people on the farm, we bring greatness to Portland," said Mr. Chapman. "We have carefully avoided bringing business and professional men but have directed our attention to men who will go on the land, men who will be producers of actual wealth."

R. W. Raymond, manager of the Industrial and convention bureaus of the club said that Portland possesses three distinct advantages that appeal to manufacturers. An abundance of cheap and permanent power, efficient labor and a steadily growing home market. Especially did he dwell on the power feature, saying that in Oregon and Washington is one-third of all the water power in the United States. This power, he pointed out, is not for today nor tomorrow but an enduring asset as long as water will run down hill. As for markets, he said, the exploitation work of the Portland Commercial club and the Oregon Development league brings people and the influx of people develops markets.

Commercial Club the Mainstay.

George F. Johnson, chairman of the promotion committee, gave an excellent report of the work of the committee, setting forth how, through the work of the Oregon Development league and the Portland Commercial club, the eyes of a whole nation have been turned towards Oregon. The Portland Commercial club he likened to the mainspring behind the Oregon Development league and he called it the main inspiration of the excellent work of the different commercial organizations throughout the state. He paid a high tribute to the efficiency of Manager Chapman and the heads of the various departments under his management.

"After all," said Mr. Johnson, "it is the man who can produce an independence on a 10-acre tract that we are seeking today, and we are finding him. That 10-acre man is the desirable colonist. There is no state in the union where a man with a little money can do as well as here."

B. S. Josselyn, president of the Portland Railway, Light & Power company, spoke on advertising as an investment and expressed his belief that no better investment could be made by Oregon than to continue the exploitation campaign, and to start the subscription ball rolling, promised that his company would continue the largest contributor to the promotion fund.

John P. Stevens' Popularity.

John P. Stevens, president of the S. P. & S. and the Hill properties in Oregon, was the next speaker. A storm of applause greeted Mr. Stevens and it was some time before the wave subsided

so that the speaker could begin his talk on "Making Good."

"In these days of high living and railroad rates decisions, it behooves a railroad man to pick up a meal whenever he can," began Mr. Stevens. "and so I was much pleased with the invitation to attend this dinner. However, it disturbed me somewhat to see in the press that I was to make a startling or sensational announcement for I do not know that I have anything sensational to spring. But I do wish to say that nothing gives me more pleasure today than to say that I had some little share in developing this section of the country. I came through here many years ago and saw that it was too early at that time to begin the work of development, but today I can truthfully say that no part of the Hill system offers greater promise than Oregon. Traffic will seek the natural law of gravitation, and here in Portland you have something that cannot be taken from you. But the population of the state is attenuated. Not that the population of Portland is too large, but the population of the country is too small. We want more people on the land, people who will produce wealth from the soil.

Again, Beware the Land Shark.

"We must guard against speculators whose only object is to fleece the tenderfoot. That is one feature I believe should be incorporated in the work of your promotion committee, for we cannot afford to have people brought here under false promises. The settler must be assisted in every way that will make him pleased with his move in coming here.

"The opening wedge of railroad development has been driven in central Oregon; it was outside capital that did it, but now we are partners and I hope to spend some more money if we railroads are allowed to live, which we probably will be. Oregon is becoming widely known throughout the east and no doubt the result of your exploitation campaign has had a great deal to do with hastening the completion of our line into central Oregon."

James J. Woodworth of St. Paul, traffic manager of the Northern Pacific and a former Portland boy, spoke of the past and future of Portland and pointed to the fact that the tilling of the land is the only thing that ever made a really great city.

"If you don't know, you ought to know," said Mr. Woodworth, "that there is no organization like yours anywhere in the country. Everywhere the publicity of Portland is being commented on. I believe that a larger number of people will come out here this spring and summer than you anticipate."

Railroads Small Money Makers.

Mr. Woodworth touched briefly upon the subject of railroad earnings, saying there is a general misunderstanding among the people, the belief being that the railroads are made to appear as earning big profits, whereas actually they are making very little or losing. He said printed reports of net earnings are misleading, in that they include operating expenses without having this explained.

Edgar B. Piper, vice president of the club, spoke of the efficiency of the club's publicity department, paying high tribute to the men in charge; and C. S. Jackson, who is a member of the promotion committee, spoke of the effect of advertising, pointing to the fact that it would be useless to engage in exploitation work if there was nothing to offer.

"We want men and women of character to come to Oregon," said Mr. Jackson, "and our great strength lies in bringing new blood into the state."

Conventions as Advertisers.

H. M. Haller, president of the Portland chamber of commerce, spoke of conventions as advertising mediums, and said he hoped never to see the day when

the Portland Commercial club will find advertising no longer necessary. He also touched upon the harmony existing between the chamber of commerce and the club, the work of the one body being in perfect harmony with that of the other, but along distinct lines.

C. M. Clark, chairman of the executive board of the Portland Railway, Light & Power company, who is out here from Philadelphia, expressed surprise at there even being a question whether the exploitation campaign should be continued.

"With such a wonderful start I should never imagine that anyone would think of abandoning the work," he said. "The creation of wealth from the soil is the first step of development, but after you have built up your agricultural possibilities you will have to pay attention to manufacturing. I do not see why a hundred additional manufacturing enterprises cannot make a good living here. There is everything to invite them, raw material, cheap power in electric energy and within easy reach of the Alaskan coal fields that some day will be developed."

Fenton Believes in Railroads.

W. D. Fenton, counsel for the Southern Pacific lines in Oregon, in speaking of railroad development, said that he would like to see new railroads built into every corner of the state, but he also called attention to the fact that new roads must be supported, and that it is up to the people to see that this is done.

"Let us put a man on every 10 acres in the Willamette valley. Work for the future rests with the people more than with the railroads. We want citizens who will take to the soil. I want to see the day when every steam locomotive operating in the vicinity of Portland is discarded for the electric motor."

The double quintet, under the direction of Manager C. C. Chapman, did excellent and effective work, singing the booster songs especially written for the occasion. Several numbers had to be repeated.

PORTLAND AD CLUB PASSES RESOLUTIONS LAUDING C. C. CHAPMAN

In recognition of the excellent work performed by the promotion committee of the Portland Commercial club, the Portland Ad club today passed the following resolutions:

"Whereas, the Portland Ad club has worked with pride and enthusiasm the work of the publicity committee of the Portland Commercial club, which if continued will inevitably result in making

Portland the Pacific coast metropolis, and

"Whereas, the substantial results thus far achieved have been made possible mainly by voluntary subscriptions through the matchless liberality of Portland's public-spirited citizens, and

"Whereas, the active direction of the campaign to attract the eyes of the nation toward Oregon and Portland has been in the hands of a member of the Portland Ad club, C. C. Chapman; therefore, be it

"Resolved, that the Portland Ad club extend an expression of thanks and appreciation to the Portland citizens individually and collectively whose rare civic qualities have been so effectively proven, and to Manager C. C. Chapman of the publicity committee for the unselfish heart-interest, the tireless energy and the marked ability that have characterized his work."

Portland the Pacific coast metropolis, and

"Whereas, the substantial results thus far achieved have been made possible mainly by voluntary subscriptions through the matchless liberality of Portland's public-spirited citizens, and

"Whereas, the active direction of the campaign to attract the eyes of the nation toward Oregon and Portland has been in the hands of a member of the Portland Ad club, C. C. Chapman; therefore, be it

"Resolved, that the Portland Ad club extend an expression of thanks and appreciation to the Portland citizens individually and collectively whose rare civic qualities have been so effectively proven, and to Manager C. C. Chapman of the publicity committee for the unselfish heart-interest, the tireless energy and the marked ability that have characterized his work."

Portland the Pacific coast metropolis, and

"Whereas, the substantial results thus far achieved have been made possible mainly by voluntary subscriptions through the matchless liberality of Portland's public-spirited citizens, and

"Whereas, the active direction of the campaign to attract the eyes of the nation toward Oregon and Portland has been in the hands of a member of the Portland Ad club, C. C. Chapman; therefore, be it

"Resolved, that the Portland Ad club extend an expression of thanks and appreciation to the Portland citizens individually and collectively whose rare civic qualities have been so effectively proven, and to Manager C. C. Chapman of the publicity committee for the unselfish heart-interest, the tireless energy and the marked ability that have characterized his work."

Portland the Pacific coast metropolis, and

"Whereas, the substantial results thus far achieved have been made possible mainly by voluntary subscriptions through the matchless liberality of Portland's public-spirited citizens, and

"Whereas, the active direction of the campaign to attract the eyes of the nation toward Oregon and Portland has been in the hands of a member of the Portland Ad club, C. C. Chapman; therefore, be it

"Resolved, that the Portland Ad club extend an expression of thanks and appreciation to the Portland citizens individually and collectively whose rare civic qualities have been so effectively proven, and to Manager C. C. Chapman of the publicity committee for the unselfish heart-interest, the tireless energy and the marked ability that have characterized his work."

Portland the Pacific coast metropolis, and

"Whereas, the substantial results thus far achieved have been made possible mainly by voluntary subscriptions through the matchless liberality of Portland's public-spirited citizens, and

"Whereas, the active direction of the campaign to attract the eyes of the nation toward Oregon and Portland has been in the hands of a member of the Portland Ad club, C. C. Chapman; therefore, be it

"Resolved, that the Portland Ad club extend an expression of thanks and appreciation to the Portland citizens individually and collectively whose rare civic qualities have been so effectively proven, and to Manager C. C. Chapman of the publicity committee for the unselfish heart-interest, the tireless energy and the marked ability that have characterized his work."

Portland the Pacific coast metropolis, and

"Whereas, the substantial results thus far achieved have been made possible mainly by voluntary subscriptions through the matchless liberality of Portland's public-spirited citizens, and

"Whereas, the active direction of the campaign to attract the eyes of the nation toward Oregon and Portland has been in the hands of a member of the Portland Ad club, C. C. Chapman; therefore, be it

"Resolved, that the Portland Ad club extend an expression of thanks and appreciation to the Portland citizens individually and collectively whose rare civic qualities have been so effectively proven, and to Manager C. C. Chapman of the publicity committee for the unselfish heart-interest, the tireless energy and the marked ability that have characterized his work."

Portland the Pacific coast metropolis, and

"Whereas, the substantial results thus far achieved have been made possible mainly by voluntary subscriptions through the matchless liberality of Portland's public-spirited citizens, and

"Whereas, the active direction of the campaign to attract the eyes of the nation toward Oregon and Portland has been in the hands of a member of the Portland Ad club, C. C. Chapman; therefore, be it

"Resolved, that the Portland Ad club extend an expression of thanks and appreciation to the Portland citizens individually and collectively whose rare civic qualities have been so effectively proven, and to Manager C. C. Chapman of the publicity committee for the unselfish heart-interest, the tireless energy and the marked ability that have characterized his work."

Portland the Pacific coast metropolis, and

"Whereas, the substantial results thus far achieved have been made possible mainly by voluntary subscriptions through the matchless liberality of Portland's public-spirited citizens, and

"Whereas, the active direction of the campaign to attract the eyes of the nation toward Oregon and Portland has been in the hands of a member of the Portland Ad club, C. C. Chapman; therefore, be it

PORTLAND AD CLUB PASSES RESOLUTIONS LAUDING C. C. CHAPMAN

In recognition of the excellent work performed by the promotion committee of the Portland Commercial club, the Portland Ad club today passed the following resolutions:

"Whereas, the Portland Ad club has worked with pride and enthusiasm the work of the publicity committee of the Portland Commercial club, which if continued will inevitably result in making

Portland the Pacific coast metropolis, and

"Whereas, the substantial results thus far achieved have been made possible mainly by voluntary subscriptions through the matchless liberality of Portland's public-spirited citizens, and

"Whereas, the active direction of the campaign to attract the eyes of the nation toward Oregon and Portland has been in the hands of a member of the Portland Ad club, C. C. Chapman; therefore, be it

"Resolved, that the Portland Ad club extend an expression of thanks and appreciation to the Portland citizens individually and collectively whose rare civic qualities have been so effectively proven, and to Manager C. C. Chapman of the publicity committee for the unselfish heart-interest, the tireless energy and the marked ability that have characterized his work."

Portland the Pacific coast metropolis, and

"Whereas, the substantial results thus far achieved have been made possible mainly by voluntary subscriptions through the matchless liberality of Portland's public-spirited citizens, and

"Whereas, the active direction of the campaign to attract the eyes of the nation toward Oregon and Portland has been in the hands of a member of the Portland Ad club, C. C. Chapman; therefore, be it

"Resolved, that the Portland Ad club extend an expression of thanks and appreciation to the Portland citizens individually and collectively whose rare civic qualities have been so effectively proven, and to Manager C. C. Chapman of the publicity committee for the unselfish heart-interest, the tireless energy and the marked ability that have characterized his work."

Portland the Pacific coast metropolis, and

"Whereas, the substantial results thus far achieved have been made possible mainly by voluntary subscriptions through the matchless liberality of Portland's public-spirited citizens, and

"Whereas, the active direction of the campaign to attract the eyes of the nation toward Oregon and Portland has been in the hands of a member of the Portland Ad club, C. C. Chapman; therefore, be it

"Resolved, that the Portland Ad club extend an expression of thanks and appreciation to the Portland citizens individually and collectively whose rare civic qualities have been so effectively proven, and to Manager C. C. Chapman of the publicity committee for the unselfish heart-interest, the tireless energy and the marked ability that have characterized his work."

Portland the Pacific coast metropolis, and

"Whereas, the substantial results thus far achieved have been made possible mainly by voluntary subscriptions through the matchless liberality of Portland's public-spirited citizens, and

"Whereas, the active direction of the campaign to attract the eyes of the nation toward Oregon and Portland has been in the hands of a member of the Portland Ad club, C. C. Chapman; therefore, be it

"Resolved, that the Portland Ad club extend an expression of thanks and appreciation to the Portland citizens individually and collectively whose rare civic qualities have been so effectively proven, and to Manager C. C. Chapman of the publicity committee for the unselfish heart-interest, the tireless energy and the marked ability that have characterized his work."

Portland the Pacific coast metropolis, and

"Whereas, the substantial results thus far achieved have been made possible mainly by voluntary subscriptions through the matchless liberality of Portland's public-spirited citizens, and

"Whereas, the active direction of the campaign to attract the eyes of the nation toward Oregon and Portland has been in the hands of a member of the Portland Ad club, C. C. Chapman; therefore, be it

"Resolved, that the Portland Ad club extend an expression of thanks and appreciation to the Portland citizens individually and collectively whose rare civic qualities have been so effectively proven, and to Manager C. C. Chapman of the publicity committee for the unselfish heart-interest, the tireless energy and the marked ability that have characterized his work."

Portland the Pacific coast metropolis, and

"Whereas, the substantial results thus far achieved have been made possible mainly by voluntary subscriptions through the matchless liberality of Portland's public-spirited citizens, and

"Whereas, the active direction of the campaign to attract the eyes of the nation toward Oregon and Portland has been in the hands of a member of the Portland Ad club, C. C. Chapman; therefore, be it

"Resolved, that the Portland Ad club extend an expression of thanks and appreciation to the Portland citizens individually and collectively whose rare civic qualities have been so effectively proven, and to Manager C. C. Chapman of the publicity committee for the unselfish heart-interest, the tireless energy and the marked ability that have characterized his work."

Portland the Pacific coast metropolis, and

"Whereas, the substantial results thus far achieved have been made possible mainly by voluntary subscriptions through the matchless liberality of Portland's public-spirited citizens, and

"Whereas, the active direction of the campaign to attract the eyes of the nation toward Oregon and Portland has been in the hands of a member of the Portland Ad club, C. C. Chapman; therefore, be it

"Resolved, that the Portland Ad club extend an expression of thanks and appreciation to the Portland citizens individually and collectively whose rare civic qualities have been so effectively proven, and to Manager C. C. Chapman of the publicity committee for the unselfish heart-interest, the tireless energy and the marked ability that have characterized his work."

Portland the Pacific coast metropolis, and

"Whereas, the substantial results thus far achieved have been made possible mainly by voluntary subscriptions through the matchless liberality of Portland's public-spirited citizens, and

"Whereas, the active direction of the campaign to attract the eyes of the nation toward Oregon and Portland has been in the hands of a member of the Portland Ad club, C. C. Chapman; therefore, be it

"Resolved, that the Portland Ad club extend an expression of thanks and appreciation to the Portland citizens individually and collectively whose rare civic qualities have been so effectively proven, and to Manager C. C. Chapman of the publicity committee for the unselfish heart-interest, the tireless energy and the marked ability that have characterized his work."

Portland the Pacific coast metropolis, and

"Whereas, the substantial results thus far achieved have been made possible mainly by voluntary subscriptions through the matchless liberality of Portland's public-spirited citizens, and

"Whereas, the active direction of the campaign to attract the eyes of the nation toward Oregon and Portland has been in the hands of a member of the Portland Ad club, C. C. Chapman; therefore, be it

"Resolved, that the Portland Ad club extend an expression of thanks and appreciation to the Portland citizens individually and collectively whose rare civic qualities have been so effectively proven, and to Manager C. C. Chapman of the publicity committee for the unselfish heart-interest, the tireless energy and the marked ability that have characterized his work."

Portland the Pacific coast metropolis, and

"Whereas, the substantial results thus far achieved have been made possible mainly by voluntary subscriptions through the matchless liberality of Portland's public-spirited citizens, and

"Whereas, the active direction of the campaign to attract the eyes of the nation toward Oregon and Portland has been in the hands of a member of the Portland Ad club, C. C. Chapman; therefore, be it

"Resolved, that the Portland Ad club extend an expression of thanks and appreciation to the Portland citizens individually and collectively whose rare civic qualities have been so effectively proven, and to Manager C. C. Chapman of the publicity committee for the unselfish heart-interest, the tireless energy and the marked ability that have characterized his work."

Portland the Pacific coast metropolis, and

"Whereas, the substantial results thus far achieved have been made possible mainly by voluntary subscriptions through the matchless liberality of Portland's public-spirited citizens, and

"Whereas, the active direction of the campaign to attract the eyes of the nation toward Oregon and Portland has been in the hands of a member of the Portland Ad club, C. C. Chapman; therefore, be it

PORTLAND AD CLUB PASSES RESOLUTIONS LAUDING C. C. CHAPMAN

In recognition of the excellent work performed by the promotion committee of the Portland Commercial club, the Portland Ad club today passed the following resolutions:

"Whereas, the Portland Ad club has worked with pride and enthusiasm the work of the publicity committee of the Portland Commercial club, which if continued will inevitably result in making

Portland the Pacific coast metropolis, and

"Whereas, the substantial results thus far achieved have been made possible mainly by voluntary subscriptions through the matchless liberality of Portland's public-spirited citizens, and

"Whereas, the active direction of the campaign to attract the eyes of the nation toward Oregon and Portland has been in the hands of a member of the Portland Ad club, C. C. Chapman; therefore, be it

"Resolved, that the Portland Ad club extend an expression of thanks and appreciation to the Portland citizens individually and collectively whose rare civic qualities have been so effectively proven, and to Manager C. C. Chapman of the publicity committee for the unselfish heart-interest, the tireless energy and the marked ability that have characterized his work."

Portland the Pacific coast metropolis, and

"Whereas, the substantial results thus far achieved have been made possible mainly by voluntary subscriptions through the matchless liberality of Portland's public-spirited citizens, and

"Whereas, the active direction of the campaign to attract the eyes of the nation toward Oregon and Portland has been in the hands of a member of the Portland Ad club, C. C. Chapman; therefore, be it

"Resolved, that the Portland Ad club extend an expression of thanks and appreciation to the Portland citizens individually and collectively whose rare civic qualities have been so effectively proven, and to Manager C. C. Chapman of the publicity committee for the unselfish heart-interest, the tireless energy and the marked ability that have characterized his work."

Portland the Pacific coast metropolis, and

"Whereas, the substantial results thus far achieved have been made possible mainly by voluntary subscriptions through the matchless liberality of Portland's public-spirited citizens, and

"Whereas, the active direction of the campaign to attract the eyes of the nation toward Oregon and Portland has been in the hands of a member of the Portland Ad club, C. C. Chapman; therefore, be it

"Resolved, that the Portland Ad club extend an expression of thanks and appreciation to the Portland citizens individually and collectively whose rare civic qualities have been so effectively proven, and to Manager C. C. Chapman of the publicity committee for the unselfish heart-interest, the tireless energy and the marked ability that have characterized his work."

Portland the Pacific coast metropolis, and

"Whereas, the substantial results thus far achieved have been made possible mainly by voluntary subscriptions through the matchless liberality of Portland's public-spirited citizens, and

"Whereas, the active direction of the campaign to attract the eyes of the nation toward Oregon and Portland has been in the hands of a member of the Portland Ad club, C. C. Chapman; therefore, be it

"Resolved, that the Portland Ad club extend an expression of thanks and appreciation to the Portland citizens individually and collectively whose rare civic qualities have been so effectively proven, and to Manager C. C. Chapman of the publicity committee for the unselfish heart-interest, the tireless energy and the marked ability that have characterized his work."

Portland the Pacific coast metropolis, and

"Whereas, the substantial results thus far achieved have been made possible mainly by voluntary subscriptions through the matchless liberality of Portland's public-spirited citizens, and

"Whereas, the active direction of the campaign to attract the eyes of the nation toward Oregon and Portland has been in the hands of a member of the Portland Ad club, C. C. Chapman; therefore, be it

"Resolved, that the Portland Ad club extend an expression of thanks and appreciation to the Portland citizens individually and collectively whose rare civic qualities have been so effectively proven, and to Manager C. C. Chapman of the publicity committee for the unselfish heart-interest, the tireless energy and the marked ability that have characterized his work."

Portland the Pacific coast metropolis, and

"Whereas, the substantial results thus far achieved have been made possible mainly by voluntary subscriptions through the matchless liberality of Portland's public-spirited citizens, and

"Whereas, the active direction of the campaign to attract the eyes of the nation toward Oregon and Portland has been in the hands of a member of the Portland Ad club, C. C. Chapman; therefore, be it

"Resolved, that the Portland Ad club extend an expression of thanks and appreciation to the Portland citizens individually and collectively whose rare civic qualities have been so effectively proven, and to Manager C. C. Chapman of the publicity committee for the unselfish heart-interest, the tireless energy and the marked ability that have characterized his work."

Portland the Pacific coast metropolis, and

"Whereas, the substantial results thus far achieved have been made possible mainly by voluntary subscriptions through the matchless liberality of Portland's public-spirited citizens, and

"Whereas, the active direction of the campaign to attract the eyes of the nation toward Oregon and Portland has been in the hands of a member of the Portland Ad club, C. C. Chapman; therefore, be it

"Resolved, that the Portland Ad club extend an expression of thanks and appreciation to the Portland citizens individually and collectively whose rare civic qualities have been so effectively proven, and to Manager C. C. Chapman of the publicity committee for the unselfish heart-interest, the tireless energy and the marked ability that have characterized his work."

Portland the Pacific coast metropolis, and

"Whereas, the substantial results thus far achieved have been made possible mainly by voluntary subscriptions through the matchless liberality of Portland's public-spirited citizens, and

"Whereas, the active direction of the campaign to attract the eyes of the nation toward Oregon and Portland has been in the hands of a member of the Portland Ad club, C. C. Chapman; therefore, be it

"Resolved, that the Portland Ad club extend an expression of thanks and appreciation to the Portland citizens individually and collectively whose rare civic qualities have been so effectively proven, and to Manager C. C. Chapman of the publicity committee for the unselfish heart-interest, the tireless energy and the marked ability that have characterized his work."

Portland the Pacific coast metropolis, and

"Whereas, the substantial results thus far achieved have been made possible mainly by voluntary subscriptions through the matchless liberality of Portland's public-spirited citizens, and

"Whereas, the active direction of the campaign to attract the eyes of the nation toward Oregon and Portland has been in the hands of a member of the Portland Ad club, C. C. Chapman; therefore, be it

"Resolved, that the Portland Ad club extend an expression of thanks and appreciation to the Portland citizens individually and collectively whose rare civic qualities have been so effectively proven, and to Manager C. C. Chapman of the publicity committee for the unselfish heart-interest, the tireless energy and the marked ability that have characterized his work."

Portland the Pacific coast metropolis, and

"Whereas, the substantial results thus far achieved have been made possible mainly by voluntary subscriptions through the matchless liberality of Portland's public-spirited citizens, and

"Whereas, the active direction of the campaign to attract the eyes of the nation toward Oregon and Portland has been in the hands of a member of the Portland Ad club, C. C. Chapman; therefore, be it

"Resolved, that the Portland Ad club extend an expression of thanks and appreciation to the Portland citizens individually and collectively whose rare civic qualities have been so effectively proven, and to Manager C. C. Chapman of the publicity committee for the unselfish heart-interest, the tireless energy and the marked ability that have characterized his work."

Portland the Pacific coast metropolis, and

"Whereas, the substantial results thus far achieved have been made possible mainly by voluntary subscriptions through the matchless liberality of Portland's public-spirited citizens, and

"Whereas, the active direction of the campaign to attract the eyes of the nation toward Oregon and Portland has been in the hands of a member of the Portland Ad club, C. C. Chapman; therefore, be it

PROMOTION COMMITTEE SINCE APRIL 1, '09, HAS SPENT NEARLY \$100,000

The financial report submitted by the promotion committee last night shows that the receipts since April 1, 1909, including \$810.44, were \$90,252.45. The total disbursements were \$90,900.91, as follows: Executive department, \$19,169.70; inquiry bureau, \$51,118.45; press bureau, \$7,337.40; statistical bureau, \$348.85; convention bureau and entertainment, \$2,382.89; industrial bureau, \$1,568.52; badges, \$130; special train for agricultural college presidents and experiment station directors, \$311; lectures, \$1,743.25; Portland Commercial club, dining room for dinner and buffet luncheon, entertainment for conventions, tourists, delegates, etc., \$2,287.30; special enter-

tainment, \$352.50; Oregon Development league convention expense, \$114.90; furniture and fixtures, \$2,441.10. Balance cash on hand March 1, 1911, \$8,252.54. This balance includes the \$5000 prize money for competitive magazine and newspaper articles published outside of Oregon and Washington.

Jimmie Dunn starts something tomorrow.

CASTORIA For Infants and Children. The Kind You Have Always Bought

Bears the Signature of *Chas. H. Fletcher*

MAXWELL, THE TAILOR

Makes a Special Offer for Early Spring Opening



MR. MAXWELL, Cutter and Manager

MAXWELL, The Tailor

Importer of Foreign Woolens

246 WASHINGTON STREET

Portland, Oregon, March 3, 1911.

TO MY CUSTOMERS AND PATRONS:—

I am taking the liberty to inform you that my stock of imported spring woolens has arrived on the 24th of February, and am proud to state that this selection of woolens consists of the nicest and most exclusive styles and patterns ever shown in the City of Portland.

I also wish to call your special attention that in this shipment I have received twenty-six (26) full bolts comprising over 1500 yards of West of England Blue Worsted Serge.

This serge I can positively guarantee not to shine, fade, or shrink, and are of such weights that they can be worn the year around.

My regular prices on these serges average from \$40 to \$50 per suit, and as it is rather early for spring trade I make this unusual offer of your unrestricted choice from any of the sixteen bolts serge:— I will make a suit and extra pants of same for \$37.50 until March 16th only. Remember that I use nothing but the highest grade of mohair serge or alpaca linings and do not charge anything extra for this high grade of trimmings, as I always believe there is nothing gained in the future by using cheap material.

I have adopted this policy of using high grade trimmings in my clothes many years ago, and for this reason I have accomplished the largest tailoring establishment with the largest patronage in the City of Portland.

The years I have been in business in Portland, and the thousands of suits that I have made, is enough to testify to my ability and integrity in doing business.

Bear in mind that my store is one of the largest tailoring establishments in the city and carries the largest and most up to date stock of imported woolens.

All garments are cut by me, personally, and every detail is carefully watched, and all goods are made on the premises under my personal supervision, which you can see for yourself when you visit my store.

MAXWELL, The Tailor and Woolen Merchant

MAXWELL, The Tailor

IMPORTER OF FOREIGN WOOLENS

246 Washington St., Bet. Second and Third Opposite the Merchants National Bank

OPEN EVENINGS UNTIL 8 P. M. DURING THIS SALE

HAIR GROWER FREE

A 25c Bottle of "Swisco" Hair and Scalp Remedy to be Given Away. Take the Coupon to The Owl