EATON AND SELLING ARE NOW ONLY ONES IN SPEAKERSHIP RACE

Multnomah Delegation in House Unites on Choice at Meeting Last Night.

EUGENE MAN IS FEARED

Belief Expressed Failure to Get Together Would Result in Loss of Plum Entirely.

The contest for the speakership of the house at the next session of the legislature is now between Ben Selling of Portland and Allen Eaton of Eugene. The Multnomah delegation in the house last night, after testing the strength of the four candidates among themselves for the place, made Mr. Selling their unanimous choice.

Then the delegation proceeded to organize by electing E. V. Littlefield permanent chairman and Plowden Stott secretary. Adopting the report on procedure, the chairman was authorized to appoint committees of at least three members each on taxation and assessment; educational subjects; Multnomah county matters; consolidation of state offices and commissions; investigation of state institutions and consideration of the reports of state officers, boards and commissions.

Eaton's Strength Feared.

It was a fear of the strength of Mr. Eaton that brought the Multnomah speakership situation to a crisis last night. There were four Multnomah candidates—Mr. Selling, S. B. Huston, E. V. Littlefield and Conrad P. Olson—and they concurred in the opinion that while their delegation was divided Mr. Eaton was vigorously campaigning and gaining votes.

"I have reports from members over the state who say they want to support a Multnomah man for speaker," said Mr. Huston. "Two weeks ago the Marion county delegation was in favor of a Multnomah man, but since then they have gone over to Mr. Eaton. In my judgment an indorsement by this delegation 10 days from now will not be worth 10 cents."

Mr. Huston said that because of the absence of several members of the delegation he would rather meet tonight or tomorrow night to settle the matter.

Lane Man's Stock Booming.

"But we must settle the matter at once," he said, "because if we delay there will be so many tumbling into Eaton's band wagon that he will be elected. I have kept pretty close tab on the situation and he has now at least 17 votes."

Mr. Selling said he agreed with what Mr. Huston had said and the necessity for prompt action.

The absent members were Oscar W. Horne, Dr. Andrew C. Smith, Lloyd J. Wentworth and John Gill. The candidates conceded Dr. Smith's vote to Mr. Selling and Mr. Wentworth's vote to Mr. Huston. Then Mr. Selling produced a telegram from Mr. Horne, pledging him his vote.

Mr. Selling said Mr. Gill would not come into the caucus as he was partially pledged to Mr. Eaton. He said, however, that Mr. Gill had said if the delegation united on one man it would be very embarrassing for him not to support a Multnomah candidate. This was interpreted to mean that Mr. Gill would support the choice of the delegation.

Opponents Agree to Caucus.

Mr. Littlefield and Mr. Olson expressed their willingness to proceed with a caucus and settle the matter. "I presume I am one of the lambs being led to slaughter," said Mr. Olson, "but I believe in playing the game and playing it fair, and I want to stand by my home crowd.

"I would like to be speaker. I was one of the first to get in the race for the place. But my strongest support is outside of Multnomah county, and I think it is in my power to throw the speakership outside of the Multnomah delegation, but I won't do that. I want to see it go to a Multnomah man, and so I am ready to vote on the matter tonight."

The delegation then went into executive session and decided the question on two ballots. On the first ballot Selling had four votes, Huston three, Littlefield two and Olson two. On the second ballot Selling had six, Huston three and Littlefield and Olson each one. Mr. Huston then moved to make Mr. Selling's choice unanimous.

Little Other Business Transacted.

On the first ballot Smith, Horne and Plowden Stott voted for Selling. Wentworth and Cobb voted for Huston, Lewis voted for Olson and Kuehn for Littlefield. On the second ballot Lewis and Kuehn swung to Selling, giving him a majority of those present.

The entire delegation was then reconvened and Mr. Huston announced that Mr. Selling was the unanimous choice of the delegation.

Senator Day read the report of the committee on procedure and it was adopted. The public was invited to submit desired legislation in the form of drafted bills. The delegation will meet in room 210 Central building, Tenth and Alder, each Monday night until the legislature convenes.

As most of the evening had been consumed in settling Multnomah's choice for speaker, only a brief time was spent in discussing prospective legislation.

DIARY OF A DAY AT BATTLE FRONT WITH THE AUSTRIAN ARMY

(Continued from Page One.)

reach, to the right and left, stretch small "forests" of posts, hitching post high, with barbed wire hung and tangled between them.

9:10 a. m.—Our wagon is springless. Now I know why all the wounded men in the carts have such strained faces.

Enters Reserve Camp.

9:25 a. m.—The road dips into a valley. On both sides stretch an immense camp of tents and covered wagons. The smoke from thousands of fires hangs over it all. Mud, men, flags, smoke, horses, wagons, piles of bread, harness, rifles, form a weird and indescribable picture that covers hundreds of acres in the valley. This is a reserve camp.

9:45 a. m.—We make a trip on foot through the camp.

"Hello, there, you American!" I hear a man calling from a covered "prairie schooner." He shows me a letter he has just written. It is addressed to Helen O. Reese, 1300 Calvert street, Baltimore.".

"Your wife?" I asked.

"No; but I wish she would be," he replied. He is Lieutenant Carl Hoffman of the Eleventh army corps. He is a big, handsome fellow, who has lived in America.

9:50 a. m.—A spherical balloon, a dirigible balloon and two aeroplanes are soaring or darting above the hills.

Soldier Guards a Ruin.

10 a. m.—A soldier is leaning against a wall at the gateway of a convent, but the convent is only a heap of broken brick and stone. The Austrian soldiers have razed it because it obstructed the view from the forts. The soldier has only the ruin to guard, and he evidently considers his task a bore.

10:20 a. m.—We cross a narrow guage railroad track laid over plowed farms. It is an artillery railroad. The cars are very small but horses pull them more rapidly than wagons.

There is a string of cars across the horizon. They are feeding the artillery in the hills two miles away with shrapnel shells. The road to Sanok runs through this farm, and when we pass the depot of Hermanowice we see wounded and sick men lying all about the platforms. They are waiting for trains which will carry them back to the base hospitals.

Sound of Firing Incessant.

10:30 a. m.—The sound of firing is incessant and huge in volume. The Austrian batteries fire one gun at a time. The Russians are firing salvos. "One, two, three, four, five, six," go the Austrians' howitzers.

"B-r-r-r-r-r-r!" go the Russian pieces, all firing at one time.

Before us are hills covering miles of territory; from hilltop to hilltop and from valley to valley the battle is raging.

"How can a man paint a battle like this?" asks Adams, who has just finished a picture of the emperor of Austria-Hungary in seven sittings, and who usually isn't stalled on important assignments.

10:35 a. m.—Many wounded have passed in wagons. "I'll never paint war pictures again of men going into battle singing and waving their swords," said Adams. "That man with the green twisted face on that wagon, suffering from cholera, is a more tremendous picture of war than all the exploding cannon I can paint." In the midst of all the life and activity the man was dying before our eyes. There was no one to care for him. His wagon was held in the endless stream and must continue.

Deer Safe on Battlefield.

10:45 a. m.—Three small deer ran across the road ahead of us. There are thousands of soldiers hereabouts, all with rifles, and good meat is not any too common, but the laws against poaching are imbued in the peasantry of Europe, and these deer on the battlefield are probably the safest of all living things. Battles have raged on this ground for weeks and thousands of men and horses have been killed; the hungry Russians have once held this ground, but here are the three baby deer safe and sound.

11 a. m.—We came to a wide, shallow creek. In tents on a hillock beside the road is the corps commander and his staff. A network of field telegraph wires, the nerves of the army, stretch out from the hillock and run off among the treetops in the distant hills.

Creek Is River of Death.

Two temporary bridges cross the stream. This is an infinitely busy spot. Over these two bridges pass all the men, food and ammunition that feed the battle in the hills. This little creek is the River of Death for thousands. A regiment of fresh soldiers, spick and span, is just marching across. At the same time, across the other bridge, wounded and sick men are being brought from the battlefield. The contrast defies description. Days ago in some city these fresh men marched through the streets singing in their enthusiasm. The journey to this bridge on the edge of the battlefield has been long and slow. But it's almost ended. A short march will bring them where death is playing all about. They don't sing now. Their faces are grave. A group of other soldiers are cheering nearby. Their captain has just made a little speech telling them they are to go into battle soon and that he expects them to do their best.

On a hillside a mile away are thousands of men in gray. They form a gray carpet over the great slope. I can see a white horse among them as I look through my glasses. The carpet moves and forms itself into patterns of straight lines on a green background. These thousands of men are to be taken to the front after dark tonight. They are waiting and to keep them from growing nervous, their officers put them through drills now and then. It is 11:30 now, but in this northern land at this time of the year it will be pitch dark at 4:45 this afternoon, so they have not many hours to swarm idly on the safe hillside.

Guns Aim at Aviator.

11:45 a. m.—We desert the wagon to go the rest of the way on foot. I see my first shrapnel burst. It makes a tiny, lazily floating cloud of white smoke over the hills. Through my glasses I see an Austrian aeroplane near the white cloud. Another cloud and another and another break into view. The Russians are trying for the aeroplane. The aviator knows it, too. There's no use of his trying to climb above the danger, for the shrapnel has an upward range of over two miles, so the machine turns tail and starts back toward the Austrian lines. Puff! Puff! Puff! More white clouds break out around it. These are deadly cubic miles of air up there, and if the aviator happens into one of them there will be a burst of splintered wood and tattered canvas and his work will be done. But it's all in the day's work for the man in the sky. He has been sent up to draw a Russian fire so that the whereabouts of a certain Russian battery may be disclosed. He has succeeded, too, for soon you hear the Austrian shrapnel screeching through the air toward the spots in the heavens where the smoke flies. The Austrians are feeling over the forests, hills and valleys for the Russian batteries. They want the Russians to shoot and the aeroplane has turned the trick. Amid all these exciting scenes we see hungry soldiers, with their backs bent earthward, digging with sticks in a field for potatoes. Their stomachs are crying louder than the shrapnel.

Ammunition Piled By Road.

12:10 a. m.—We pass piles of ammunition beside the road. There are white pine boxes, the size of a traveling man's grip. Each of them contains a shell about four inches in diameter, weighing about 35 pounds and costing $150. Every shot of this vast tattoo we are hearing means one of these shells has gone to pot. Then there are other boxes painted black, the same size. They contain four two-inch shells, costing about $10 each. We're not hearing these, for the Russian and Austrian artillery lines are about five miles apart and the smaller shells do little damage at that distance.

12:20 p. m.—Adams, who has spent nearly all his life in Austria, though he was born in Boston, and who has been in the Austrian army, explains what is going on. It is true the artillery lines are five miles apart, but way up ahead of the artillery with their own shells coming up from behind them and over their heads are regiments of Austrian infantry hiding in valleys, trenches or forests waiting for the order to advance.

12:30 p. m.—We leave the road and take to a grove. In a clearing we see a big house. Officers come and go. In response to our questions as to the nearest battery they pointed out a pathway in the garden. We followed it. In every battle I've ever read or heard about there was an apple orchard and this was no exception. At the edge of the orchard we came upon a vast piece of plowed farm land sloping away from us and a quarter of a mile before us, in the field, we counted six copper colored howitzers with their noses tilted high. We struggle along over the plowing and reach the battery.

The commandant looks at the press brassards we wear and welcomes us. "Maybe we'll be ordered to fire soon," he says. He leads us to a hole in the ground. Looking through the entrance we see that the cave is straw lined. Inside sits a man wearing a telephone headpiece. He is talking into the phone. He yells a series of numbers to the commandment who stands beside us. A hundred feet ahead of us are situated the six howitzers. We're standing besides the battery fire control which is the handle of this death dealing fan. The commandant yells the numbers to the men at gun number one. With big poles the men move the cannon on its wheels into a new direction. Then other men with instruments for measuring elevation tilt the howitzer to the proper angle. Suddenly all the men rush away from the hole in which the gun stands. One man picks up a rope from the ground; it's the trigger rope. He stands 20 feet behind the piece and waits. Every man stands with his hands over his ears.

Fearful Screech of Shell.

"Four!" orders the commandant. Above the tremendous explosion there is a screech that pierces your ear drums. This fades away into a tremendous swish which echoes and repeats itself more and more faintly for about 20 seconds. The sound comes from a mile in the air. The sky seems alive with the echoes of the first shriek. We don't see what happened. Somewhere in the hills, five or six miles away, the shell struck home. Did it hit a farmhouse? Or explode among a regiment, killing scores of men? Or did it hit in some spot where no living beings were? How do we know it didn't hit a Red Cross camp? What we are really trying to hit is a Russian battery of guns like ours. If we can drop shell after shell on that battery, we can drive its men away from it and silence it and then our infantry from some place nearby can advance on it and seize it and it will mean another six miles gained in the Austrian advance.

Note.—The second installment of this story will be published tomorrow.

Mrs. Osbourne Gets Decree.

San Francisco, Cal., Dec. 1.—A final divorce decree was granted to Mrs. Katherine Osbourne, wife of Lloyd Osbourne, Robert Louis Stevenson's stepson.

Hoff Reports on 2 Years' Accidents

Of More Than Seven Thousand Accidents Reported to Labor Commissioner 163 Are Fatal.

Salem, Or., Dec. 1.—According to the biennial report of Labor Commissioner Hoff, there were a total of 7927 accidents reported to him during the period beginning October 1, 1912, and continuing to October 1, 1914. Of this number 163 were fatal. Trades and crafts reporting less than 20 accidents are grouped under the head of miscellaneous. The following is a list of the accidents:

Blacksmith, 85; bridge construction, 46; can factory, 74; carpenter, 233; concrete, cement and paving work, 47; construction, 184; electrical, 203; engineers, 22; logging, 598; machine shops and foundries, 781; meat concerns, 53; mining, 36; paper mills, 834; railroad construction, 421; railroad section, 715; railroad trains, 723; railroad yards, 802; sawmills, 1067; sawmill yards, 314; sewer construction, 22; steamboat work, 22; teaming, 136; warehouses and dock, 129; woolen mills, 58; miscellaneous, 322; total, 7927. Of these there were fatalities in the following: Brick manufacturing, 1; bridge construction, 4; carpenter work, 1; cashier in bank, 1; construction, 4; electrical work, 11; elevator, 2; haying, 1; hydraulic work, 1; logging, 49; mining, 5; paper mills, 4; printing, 1; quarry, 1; railroad construction, 12; railroad section, 11; railroad train, 24; railroad yards, 3; sawmills, 16; sawmill yard, 5; steamboat work, 2; teaming, 1; warehouses and docks, 2; woolen mills, 1; total, 163.

John N. Doane Was An Indian Fighter

Veteran of the Bannock War Could Trace His Ancestry Directly Back to the Mayflower's Passengers.

Forest Grove, Or., Dec. 1.—In the death of John N. Doane passes a veteran of the Bannock Indian war and a man who could trace his family history directly back to the Mayflower. The Doanes took a prominent part in the early formation of this government and the late Forest Grove Indian war veteran was a relative. He was the son of a Methodist preacher and was born 69 years ago at Springfield, Pa., and came to Oregon 36 years ago. Before coming to this city he lived in eastern Oregon. The funeral sermon was preached yesterday by Rev. J. Francis Ashley with burial in the local cemetery.

He is survived by a wife, two daughters, Alice M., at home, and Mrs. Annie L. Allen, living in Forest Grove, and four sons, Earl M. Doane, Salt Lake City; Rosco B. Doane, La Grande; John L. Doane, at home, and Leslie L. Doane, at Beaverton.

Mr. Doane died in Portland Saturday after an operation for cancer of the intestines.

Doctor Sues Cudahy For Injuring Wife

Los Angeles Physician Says Wealthy Packer Threw Her Against Table, Breaking Rib—Otherwise Hurt.

Los Angeles, Cal., Dec. 1.—Jack Cudahy, who recently was reconciled to his wife after a series of startling adventures in Kansas City, is defendant today in suit for $30,000 damages. brought by Dr. B. O. Coates of Pasadena, where the Cudahys now live.

In his suit Dr. Coates and his wife, who is a co-plaintiff, charge that Cudahy threw Mrs. Coates against a table, breaking one of her ribs, wrenching another and injuring her spine. Cudahy denies the details of the charge, but admits a personal encounter with Coates, during which he said, he was compelled to push Mrs. Coates aside when she stepped between them.

Coates' story asserts that he went to the Cudahy home at the Maryland hotel professionally, at the solicitation of Mrs. Cudahy, who had telephoned him that Cudahy was at the Pasadena Athletic club, and that she wished the doctor to bring him home. With his wife, he stopped in an automobile for Mrs. Cudahy at the moment Cudahy himself returned home.

Cudahy, Coates alleged, caused a commotion, and later attacked Palmer Day, assistant manager of the hotel. It was when he rushed at Day, Coates said, that Cudahy pushed Mrs. Coates aside. Coates claimed that he then overpowered Cudahy by choking him, and remained with him nearly all night, giving him medical attention. He had been the Cudahy family physician for several months.

Agents for the Free Sewing Machine $1 Down—$1 Week

Lipman Wolfe & Co.
"Merchandise of Merit Only"

Order Your Xmas Talking Machine $1 Down—$1 Week

A Great Surprise---This Sale of Women's Suits

Showing the Advance "Short Jacket"

$17.75 Instead of $25

—Our suit buyer has just returned from New York. After much persuasion he induced one of his best manufacturers to make up his new Spring model short jacket suit so that it could be shown immediately. They arrived yesterday by express.

—The smartest suits shown this season.

—Cleverly modeled. Wonderfully well tailored. The material being on hand, he secured a deep concession, which makes possible a price that ordinarily would be out of the question.

—Why buy an old style, long jacket suit, which can only be worn for a few weeks more and then must necessarily be discarded?

—Instead these smart suits will do you service without interruption far into the Spring season.

—The illustration was sketched directly from the suits on sale. —Third Floor

To Help in the Work of the
American Red Cross

—We have established a sewing room on the fifth floor, where women may come to knit and sew. We have provided an instructor who will teach you how to knit or sew the various articles.

—The official red cross stamp just received from Washington will be stamped on each garment.

—Samples of the various articles on display.
—Instructions are free.
—Fifth Floor

Military Brushes at Deepest Reductions
Including All Imported Brushes

—Our entire stock is included in this sale, and with Xmas so fast approaching, many people will profit by the great savings which this sale entails. Even our imported bristle brushes are offered at the same marked reductions. Below we list several of the specials to be found in this sale:

—$3.25 military brushes, concave back, best hand-drawn bristles; pair *$2.48*

—$3.75 military brushes, ebony back, oval or concave. 11 rows bristles; pair *$2.98*

—$6.00 military brushes, ebony backs, concave or oval, extra stiff hand-drawn bristles; special a pair *$4.98*

—An additional offering of
$1.00 Hat Brushes for 69c
—Ebony, in oval or concave-shaped back.

$2.00 Cloth Brushes, $1.29
—Genuine ebony, concave or oval back, *to match the military brushes.*

$2.25 Bevel'd Mirror $1.49
—Genuine rosewood or ebony with 6-inch bevel glass, ring or long handle.

$1.00 Heavy Comb for 69c
—Ebony finish, all coarse or fine and coarse teeth, extra heavy back.
—Drug Section, First Floor

Ideal Xmas Gift of Solid Gold Jewelry
Offering
Gold Rings at Half Price

—This collection of rings is most attractive, showing settings of opals, rubies, garnets, sapphires, topazes, emeralds, blood stones and amethysts, surrounded by small pearls.

$2.50 Rings	*$1.25*	*$ 7.00 Rings*	*$3.50*
$3.00 Rings	*$1.50*	*$10.00 Rings*	*$5.00*
$5.00 Rings	*$2.50*	*$12.50 Rings*	*$6.25*
$6.00 Rings	*$3.00*	*$15.00 Rings*	*$7.50*

Brooches and Bar Pins One-Third Off

—This is a collection of pins and brooches that is extremely artistic in crescent shapes, hoops, ovals, heart shapes, sunbursts, long narrow bar pins and bar pins in novelty shapes. Set with diamonds, combination of pearls and colored stones. In mountings of solid gold.

$ 6.00 Pins for	*$ 4.00*	*$17.50 Pins for*	*$11.67*
$ 8.00 Pins for	*$ 5.33*	*$20.00 Pins for*	*$13.33*
$10.00 Pins for	*$ 6.67*	*$25.00 Pins for*	*$16.67*
$12.50 Pins for	*$ 8.33*	*$35.00 Pins for*	*$23.33*
$15.00 Pins for	*$10.00*	*$50.00 Pins for*	*$33.33*

Solid Gold Lavallieres One-Third Off
Pearl and Diamond Set

$60.00 Lavallieres, at *$40.00*
$82.50 Lavallieres, at *$55.00*
$85.00 Lavallieres, at *$56.67*
$150.00 Lavallieres, *$100.00*
$20.00 Lavallieres, at *$13.34*
$24.00 Lavillieres, at *$16.00*
$25.00 Lavallieres, at *$16.67*
$27.50 Lavallieres, at *$18.34*
$30.00 Lavallieres, at *$20.00*
—First Floor

Pussy Willow Blouses
Fashion's Last Word
Would Sell Regularly at $5.00
Wednesday $3.95

—New and distinctive in every detail of design are these blouses of fine white pussy willow silk. Whether worn for afternoons or with a simple tailored suit, they are equally smart and appropriate. They show the new full blouse effect and, of course, the sleeves are long and narrow, with shaped hemstitched cuffs. The novelty turn-down collar is a new note, and the front and collar are trimmed with hemstitching. Large white ivory buttons add the finishing touches to these exceedingly smart and attractive blouses. —Third Floor

The Sixth Floor Gift Salon
Continues to Offer
Unparalleled Reductions on Objects d'Art

—This is truly a wonderful bargain floor—almost everything one needs in both useful and ornamental articles.

—We cannot begin to tell you of all the wonderful bargains—the merest hint is the most we can give these busy days—but brief as it is every one is full of import and interest. Come down and investigate—it will be a revelation to you.

—Articles here from every country in the world at most drastic reductions—A sale that carries with it economies that are substantial and satisfying. The Xmas shoppers will find here appropriate and beautiful gifts that come within the means of the most limited pocketbook.

—All imported marbles and bronzes at a 50% reduction.
All Garden Italian Marble Furniture reduced 50%.
—A 25% reduction on all imported pottery and brass umbrella jars, on Imported Bohemian Glassware, on our entire stock of silver plated ware.
—Entire stock of cut glass at 25% to 50% reduction.
—All domestic and imported Lamps 15% to 50% off.
—All hand decorated table china 15% to 50% off.
—Entire stock of dinnerware reduced 10% to 33 1-3%.
—Entire stock of Sheffield plate at 20% off.
—Our entire line of serving trays 15% to 50% off.
—All imported brass reduced 25% to 50%.
—All candle sticks and shades reduced 10% off.
—All decorated wicker baskets 50% off.
—Entire stock of silk lamp shades 25% to 50% off.
—All electric light fixtures at 10% reduction.
—All imported flowers and foliage 50% off.
—Entire stock of imported dinner favors 50% off.
—Our entire line of clocks at 15% reductions.
Sixth Floor

Remarkable Assortment BOUDOIR CAPS At Exceptional Sale Prices

—What would make a more pleasing and delightful gift than a dainty boudoir cap, whether it be for the young miss or for grandmother? And in this sale there are styles suitable for all ages—filmy lace affairs, as well as the more substantial crepe de chine, and combinations of lace and silks—trimmings of pink or blue, ribbons, rosettes, hand-painted or ribbon flowers and streamers, chiffon rosebuds. In the Dutch style, with turn-back reveres, made with plaited frills, and the "Castle" caps with long lace frill in the back.

—In this sale we feature the following three specials and the balance of the stock at 20% reduction:

75c Caps 59c *$1.35 Caps 98c*
And $1.25 to $1.75 Boudoir Caps $1.19

The Caps at One-Quarter Reduction
Sell regularly at **$2.25, $2.75, $3.50, $4.00 to $10.95**
In this sale ***$1.79, $2.15, $2.75, $3.15 to $ 8.50***
Fourth Floor

Economy Basement Store

Offers the Following Specials Wednesday

Children's Belgium Fur Felt Hats
Regular Prices $1.95 to $2.45
50c

—Attractive hats for wear at any time, of the finest fur felt, in red, Copen, brown, black, navy and black, trimmed with ribbon rosettes, shirred bands, tassels and streamers, in a variety of different styles. A remarkable opportunity that will end when these hats are sold.

A Sale of Handkerchiefs

Linen finish lawn handkerchiefs, embroidered...*10c each*
All pure linen kerchiefs, embroidered initial.....*5c each*
Pure linen kerchiefs, fancy embroidered initial..*25c each*
Fine lawn, colored embroidered initial.....*6 for 50c*
Emerald lawn, linen finish, embroidered corners *3 for 35c*
Pure linen kerchiefs, fancy embroidered initial..*17c each*
All pure linen handkerchiefs, embroidered initial *12c each*

Lipman Wolfe & Co.
"Merchandise of Merit Only"

Reduced

The most sustaining and satisfying of all food beverages—Ghirardelli's Cocoa—can now be bought everywhere at 20c per ½-lb. tin. This makes the morning beverage cost a half a cent a cup.

D. Ghirardelli Co.—Since 1852—San Francisco.

No reduction on Ghirardelli's Ground Chocolate