SOLID COMBINATION OF NORTHWEST WILL BE BUYERS' WEEK AIM

Dealers Realize That Interests of Portland and Theirs Are Inseparable.

FUN AND WORK TO MIX

Days Will Be Spent With Manufacturers but All Cares Thrown Aside at Night.

The correct synonym for Buyers Week should be "team work."

It is developing into the best known prescription for getting together and staying together.

When the great influx of up-state, down-state and neighboring-state merchants begins to arrive in Portland tomorrow morning it means another step toward combining the northwest for the northwest, and particularly in the Columbia busin

With the advantages of transportation by rall and water enjoyed by mer-chants in the basins of the Columbia and Willamette rivers, when they buy their stocks in Portland, those dealers are rapidly coming to a realization that the interests of Portland are insepar-·abiy combined with those of eastern Oregon, eastern Washington, Montana, Idaho and the series of great valleys between the Columbia and the California line.

ers' Week is to afford the interior mer- and those Portlanders who will flock chant opportunity to become familiar around the building. The reception is with the great stocks of merchandise to be informal. The only rule of conhandled by the jobbers and manufac-duct laid down by the committee is turers of Portland, the event is this that "everybody shall speak to every Portland's Chamber of Commerce with have a good time and keep it up all the object of giving visiting merchants the week." Intimate knowledge of the fact that Portland is the logical center.

Headquarters to Open Early. will make every effort to become fature in every section of the northwest. They expect visiting merchants to give up this information so that the Cham- events in a body, ber of Commerce may later be advised of the practical things to be done. It is hoped to make such a success of press and the consumer throughout the to a disputch from Berne.

Tomorrow morning the headquarters at the Chamber of Commerce will be open along about daylight, and as merchants and their families arrive a force of clerks will be waiting to properly register them and supply the credentials, which are a necessity in order to assure visitors all of the courteous attentions planned for the week.

Evenings Devoted to Fun. Visitors will spend the day with their wholesalers and manufacturing friends, and along about 8 o'clock in the evening they will be expected to assemble at the blue room of the

Chance to Inspect Goods Main Benefit To Country Dealer

"Oroville, Wash., Aug. 7.— * M. E. Smead, Buyers' Week *

"In my estimation the greatest benefit to retail merchants * from Buyers' Week is the * spect stock of goods. This * brings him into direct con- *
tact with the wholesale * dealer, giving both the advantage of the personal element * in business. The meeting in convention gives retail merchants an enlarged view of advertising in his business, and # the benefit of the exchange of * ideas with other retail mer-

"H. W. BRAGG." The above telegram is one of many expressions of similar nature that have been received from out-of-town who look forward to the benefits of Buyers' Week, which will be observed in Portland from August 9 to 14. Hun-dreds of merchants from the towns and cities in Oregon, Washington, Idaho and Montana are expected to be here.

Cigar Dealers

Let your headquarters

BUYERS' WEEK

be at the home of the

APEX LA ELOTA SAM SLOAN **EL SIDELO CIGARS**

ALLEN & LEWIS

Distributors Corner Front and Davis

ENTERTAINMENT PROGRAM FOR BUYERS' WEEK

Monday Evening, August 9 8:00 p. m .- Informal reception at Portland Chamber of Commerce to visiting buyers and their families. Participating jobbers and manufacurers, or representatives and their ladies, are urged to be present.

Tuesday, August 10. 8:00 p. m.-Smoker at Portland Chamber of Commerce to visiting merchants, men only. Participating jobbers and manufacturers invited.

8:10 p. m .- Theatre parties to visiting ladies Wednesday, August 11.

12:00 m .- Lunchegn, Portland Ad club, Hotel Multnomah. F. A. Spencer, chairman of the day. Two minute competitive talks by visiting merchants boosting home communities. Address, "Price Cutting," by C. C. Chapman. Selections by Ad Club quartet.

7:30 p. m. sharp-Empress theatre, Broadway and Stark. 9:00 p. m. sharp—Pantages theatre, Broadway and Alder. Portland jobbers and manufacturers and representatives are urged to accompany party. Seats will be reserved.

Thursday, August 12.

12:30 p. m .- Luncheon to visiting merchants and families by Log Cabin Baking company, Vancouver avenue and Fremont street. Take auto-mobiles at 12 m. at headquarters, Commercial Club building. One representative of each local participating firm is invited to be present. 7:30 p. m.—Oaks jollification. Take cars at First and Alder streets promptly at 7:30 p. m. Participating jobbers and manufacturers and representatives urged to accompany.

7:45 p. m.-11:30 p. m.-Oaks concessions and dance at pavilion. Friday, August 13.

Freely During Week

of Entertainment Features; Visitors

With a separate and distinct badge

Buyers' Week Committees in Charge

Will Bear Distinguishing Marks.

for every committee that will have charge of entertainment features o

other services to be performed in con-

nection with Buyers' Week, and a spe-

cial badge for all the visiting mer-

chants, fluttering badges will be seen

everywhere during the next seven days, when enterprising merchants

will be here from all over the north-

These badges will be useful as well

as ornamental. The badge of tasty design, which is to be supplied the

visiting merchants, will serve as an introduction to the wholesalers and retailers of Portland. Its wearers

will be shown every courtesy that in-

genious Portlanders can think of. Whenever the Wearer of a visitor's

badge is discovered it will be perfect

6:30 p. m.—Informal banquet to registered buyers and ladies. Address of welcome by C. C. Colt, toastmaster, "Shipping Bill," W. D. Wheelwright, The Lumber Industry of the Pacific Coast and Its Direct Bearing on the State of Oregon," George M. Cornwall; "Some of Our Problems and Some of Our Needs," Edward Cookingham. Response by visiting mer-

Local participants must make reservations on or before Thursday noon,

Saturday, August 14. 12:00 p. nr.—Automobile ride about city and adjacent points of interest. Cars leave headquarters at Commercial Club building, 2 p. m. Participating merchants are urged to have cars present and accompany so as to give

information about points visited. NOTE—Visiting buyers and guests will register at headquarters, Commercial Club building, and be provided with identification badge and coupon ticket good for all entertainment and courtesies. If buyers present themselves without having first registered, merchants are requested to urge their immediate registration.

ATTENTION

Mr. Visiting Merchant!

Do you want the best in shoes, honestly, substan-

We make them. You owe it to yourself while in

Furthermore, we want, while you are in Portland,

an opportunity to meet you personally and get ac-

Fithian-Barker Shoe Co.

29-31 NORTH FIFTH STREET

tially and reliably made, the best in quality the market

Our famous makes — "Barker Brand," "Master-Made" and "Safety First" (for men), "Sincerity" (for women), and "Golden Day" (school)—meet and beat

Portland to visit us. We will convince you.

Portland Behind Development.

And while the first purpose of Buy- of getting acquainted with each other Badges Will Flutter year staged under the direction of person present, help the other fellow

A women's reception committee, with the "Portland hog" has long since been Mrs. C. C. Chapman as general chaircut up and disappeared, and that the man for the week, will be appointed by Chamber of Commerce this week and the Chamber of Commerce and will be all weeks of the future, stands solidly asked to assume the duty of escorting behind the industrial development of visitors of the fair sex to all enterthe great trade territory of which tainments. The reception committee plans to begin its week by calling at the hotels of the out-of-town guests During the week Portland merchants and making their acquaintance personally. A plan will be arranged whereby miliar with the conditions of agricul- the ladies from out of town will be asception committee and attend the

Swiss Oppose Gern.an Airmen. London, Aug. 7 .- The Swiss govern-Week that every repetition of ment has protested to Germany against that event in the future will have the recent violations of that country's neuunanimous support of merchants, the trality by German airmen, according ly good form to step up to him and

affords for the price?

Don't forget to call on us.

You will be cordially welcomed.

competition.

Buyers Will Get A Big Reception

merchandise carried here.

worn by a woman visitor, it implies a different procedure, if the Portlander

is not acquainted with her, but it gives

assurance of chivalrous protection. In

many ways that will become apparent

to Portland merchants, they will see

that the wives and daughters of mer-

chants from the interior will be given

a pleasant impression of the city that

is endeavoring to build on good will

and cooperation as much as it is on its

advantages of location, rail and water rates, and the tremendous lines of

of way this week.

Chamber of Commerce Will Entertain Visiting Merchants; Lecture Will Be a Feature.

Entertainment features for Buyers' Week will get away to a flying start * on Monday night, when the Chamber of Commerce gives its big reception for visiting merchants and their families at the Commercial Club building. Aside from the fact that special effort will be made to begin the business of the week by making every visitor acquainted with each other, and as many members of the Chamber of Commerce as can be crowded into the big reception room, a delightful lecture will be given by Miss Fannie Harley. "Old Mexico" will be the title, a subject which the lady is competent to handle, because of a long stay in the country of continuous wars. The lecure will be profusely illustrated with stereopticon pictures, and will deal with Mexico from the time of its most ancient civilization to date, the habits

orced upon the people. Just at this time, when intervention on the part of the United States seems to be in the air, and may become a reality, this lecture will undoubtedly attract much ist. During their stay they will visit

While Mexico lies so close to the inited States, it is undoubtedly true hat the average American citizen With the internal affairs of the unfortle when the warring factions do not the lecture will prove a popular fea-slaughter the animals, that its fields ture of the week. Americans have grown wealthy from concessions for various purposes. Skirts for a garment that resembles

suggest a glass of ice cream soda or Dealer Points Out And it will be perfectly proper for a The Advantages of visitor to take any merchant out of his store to return the compliment at Buyers' Week Plan any hour of the day. The badge of the visiting merchants will have right When the Buyers' Week badge is

Further indorsement of *Buyers' Week in Portland is *given in the following tele- * gram which is typical of other telegrams and letters received: "Klamath Falls, Or., Aug. 7.

-M. E. Smead, secretary Buyers' Week-Buyers' Week as conducted in Portland is of vast interest to retail dealers in all lines of merchandise. In the first place, no dealer, particularly in the smaller towns and trading points, can keep abreast of the times unless he occasionally wisits the larger cities and looks through the stores and stocks of goods carried and the arrangement of same. Second, he should meet the wholesalers personally and particularly those with whom he does most of his business. The meeting with his fellow dealers from all sections of the trade territory and exchange of ideas I consider worth the expense of the trip. The jobbers can not all come to see you but you can all well afford to go at least once a year to see them. "GEO, T. BALDWIN."

Rose Garden Chief To Arrive August 23

Robert Pyle of West Grove, Pa., vice-president of the American Rose society, who has charge of the creating of the national rose gardens at Arlington, and manner of life of its people and opposite the city of Washington, will be in Portland during the week begin-Miss Harley was in Mexico during ning August 23. He will be accompasione of the fighting, and is able to speak of the condition that was a speak of the condition that were recognized as a second as a second accompanied by E. G. Hill of Richmond, Ind., culturists of the United States, and Father Schoener, the plant wizard of Brooks, Or.

knows next to nothing of the country. tunate country in their present det is known in a general way that it plorable condition, and with the poss a country of vastemineral wealth, sibility of the United States taking a that its hills graze the finest of cat- hand in the game, it is believed that

National demand

for Oregon City Woolen Mills products from Boston to San Diego, from Dallas to Duluth

Better Quality has done it—nothing else! The re-sult of 51 years of "knowing how."

Visit our great mills
Out-of-town merchants, don't

miss this treat. As you see the many stages of manufacture-from raw wool to the finished, tailored garmentyou'll not wonder why Oregon City was awarded the highest decree of merit-Grand Prize -and 3 gold medals at Panama-Pacific Exposition, San Francisco.

Take Oregon City' Electric Cars at SECOND AND ALDER STREET DEPOT Competent Guides to Take You Over the Mill

Oregon City Woolen Mills OREGON CITY, U. S. A.

Portland Salesroom, Sherlock Building

trousers. She has been asked to wear it Monday night.

"Buyers' Week" August 9 to 14

> Don't Fail to See the New Fall Line of

When in Portland During

"Famous Doernbecher Furniture"

completely displayed at our showrooms at East 28th and Sandy road.

PHONE EAST 900

and the auto will call and bring you to our factory.

DoernbecherMfg.Co.

TATE ARE the largest manufacturers and keep the largest supply of Trunks, Suticases and Traveling Bags in the Northwest. Can fill your orders promptly. Auto Trunks and special work of all kinds.

Multnomah Trunk & Bag Co.

82 E. Water St., Cor. East Stark, Portland, Or.

WELCOME, BUYERS

Colonial Steel Banges Perfect Steel Banges Opal Steel Banges Opal Heaters Carbon Heaters
Carbon Heaters
Mission Combination Heaters

The Portland Stove Works JOHN MONTAG, Prop. Manufacturers of

LL RINDS OF STOVES, RANGES, FBUIT AND HOP DRYFES AND STOVE REPAIRS

Phone Main 7819 626 HOOD ST., PORTLAND, OR.

Visiting Merchants

We extend you a cordial invita-tion to visit us during "Buyers' Week." We want you to make our store your headquarters. We want an opportunity to show you our SHOES. We can prove to you that we can save you money. Place your orders with us. Our prices are lower and we give a better discount than any Wholesale Shoe firm in the city. Seeing is believing.

KRAUSSE BROS. 32-34 Fifth St. N. Wholesale Shoes,

Buyers! Attention! MILLER, SIMINGTON, CALHOUN CO.

Notions, Fancy Goods and Specialties Broadway 263 Fifth and Couch Streets, Portland, Oregon The House of Personal Service'

The J. K. Gill Co. BOOKSELLERS-STATIONERS
COMPLETE OFFICE OUTFITTERS
Office Desks and Chairs—Filing Devices
and Sectional Bookenes—Architects' and
Engineers' Supplies. Third and Alder Sts., Portland, Or.

Canning Machinery Pumps, Gasoline Engines and Con-orete Machinery HENNINGER & AYES MFG. CO. 47 1st St., Bet. Ash and Pine

WELCOME! Closset & Devers

Coffees, Spices, Extracts, Baking Powder, Etc.

1-3-5-7-9-11 M. Front, Portland, Or. Seattle, Wash. S G

BURLAP, TWINE Noon Bag Co. Broadway 114 M. First St.

Knight Packing Co. Pickles, Vinegar, Etc. East Minth and East Alder

Phones East 66, B-1566

Sole Leather

Pure Eastern oak tannage, tanned by long-time process by ourselves. Jumbos, strips, bends and backs. The Gratton & Knight Mfg. Co. 51 Pirst, Portland, Or.



In the heart of Portland's newer business zone, a Drug Emporium -Ten Selling Floors. Fifty years of active, progressing work in our vocation. To you, our guest, we extend a cordial welcome and courteous attention.

Clarke, Woodward Drug Co.

Wood-Lark Building

ALDER AT WEST PARK

Buyers' Week Headquarters

We extend to members of Buyers' Week a special invitation to make headquarters at our store. Dictate your correspondence to the Dictaphone

Free Stenographic Service to All Members Free Daily Concert on the New 1916 Model Grafonola

OI I. ALTONO Columbia Graphophone Co.

429-431 Washington St.

WHOLESALE

RETAIL

BUYERS, Make Our Establishment Your Headquarters

Tools Cutlery **Sporting Goods** Saddlery Heavy Hardware

Builders' Hardware Electric and **Auto Supplies** Paints

STOVES, RANGES AND HOUSEFURNISH-INGS — MILL AND MINE SUPPLIES

Marshall Wells Hardware Co. Corner Fifth and Pine Streets

AUTOMOBILE SUPPLIES Of Every Description

MASTER CARBURETORS, RUNYEN GARAGE GREASE GUNS, SPLITDORF-APELCO FORD STARTERS, SPLITDORF, REMY, EISEMANN AND OTHER MAGNETOS, AIR COMPRESSORS, GASOLINE STORAGE SYSTEMS, APELCO AND HENDRYX GENERATORS, STEWART \$5.00 HAND HORNS AND A COMPLETE LINE OF FORD ACCESSORIES.

OFFICIAL DISTRIBUTORS DIAMOND TIBES ARCHER AND WIGGINS OAK STREET, CORNER SIXTE

All Out-of-Town Merchants

are invited to inspect our line of Automobiles.

Reo Cole Chevrelet

BUYERS' WEEK, AUG. 9-14, Also line of slightly used cars to select from.

Northwest Auto Co. P. W. VOGLEB, President. Broadway at Couch St.

The Geo. Lawrence Co. 80 - 86 FIRST STREET, PORTLAND, OR.

Cordially invites the inspection of their stock of Harness, Saddles, Saddlery Hardware, Shoe Findings and Shoe Store Supplies by the visiting merchants during Buyers'

PORTLAND FURNITURE MFG. CO 1249-1259 MACADAM BOAD

ake Fulton car at 2d and Morr

IMPORTERS AND JOBBERS

Goods, Notions and Furnishing Goods

Ladies' Ready-to-Wear Apparel

MANUFACTURERS OF

MT. HOOD Brand SHIRTS and OVERALLS



To Visiting Merchants:

We invite you to make our store your headquarters. Have your mail addressed in our care. Stenographers will be at your service to attend to your correspondence.