

SWEEPING VIEW OBTAINED FROM THIS HOME



English type of residence on the upper reaches of Westover Terraces erected for Dr. Fred A. Kiehle, commands the entire outlook.

Dr. Fred A. Kiehle's house at 1137 Cumberland road occupies the most lofty position of any on Westover Terraces, and commands a sweeping and unobstructed view to north and south. It is English in character and its finish of warm toned shingles, rose cream stucco, over which it is intended vines will trail their feathery softness, take away the chill of gray stone but add to it a charm of color that finds its reflection in the trees...

WHY EUROPE HAS ADVANTAGE IN SOUTH AMERICAN TRADE

Washington, May 13.—So important did the members of the United States section of the international high commission—recently returned from a tour of South America—find the shipping question in South American countries that they have drawn up a report especially the report the statements brought to their attention by residents of the countries visited, as well as by members of the commission from important cities in the continent. South America attending the Buenos Aires conference.

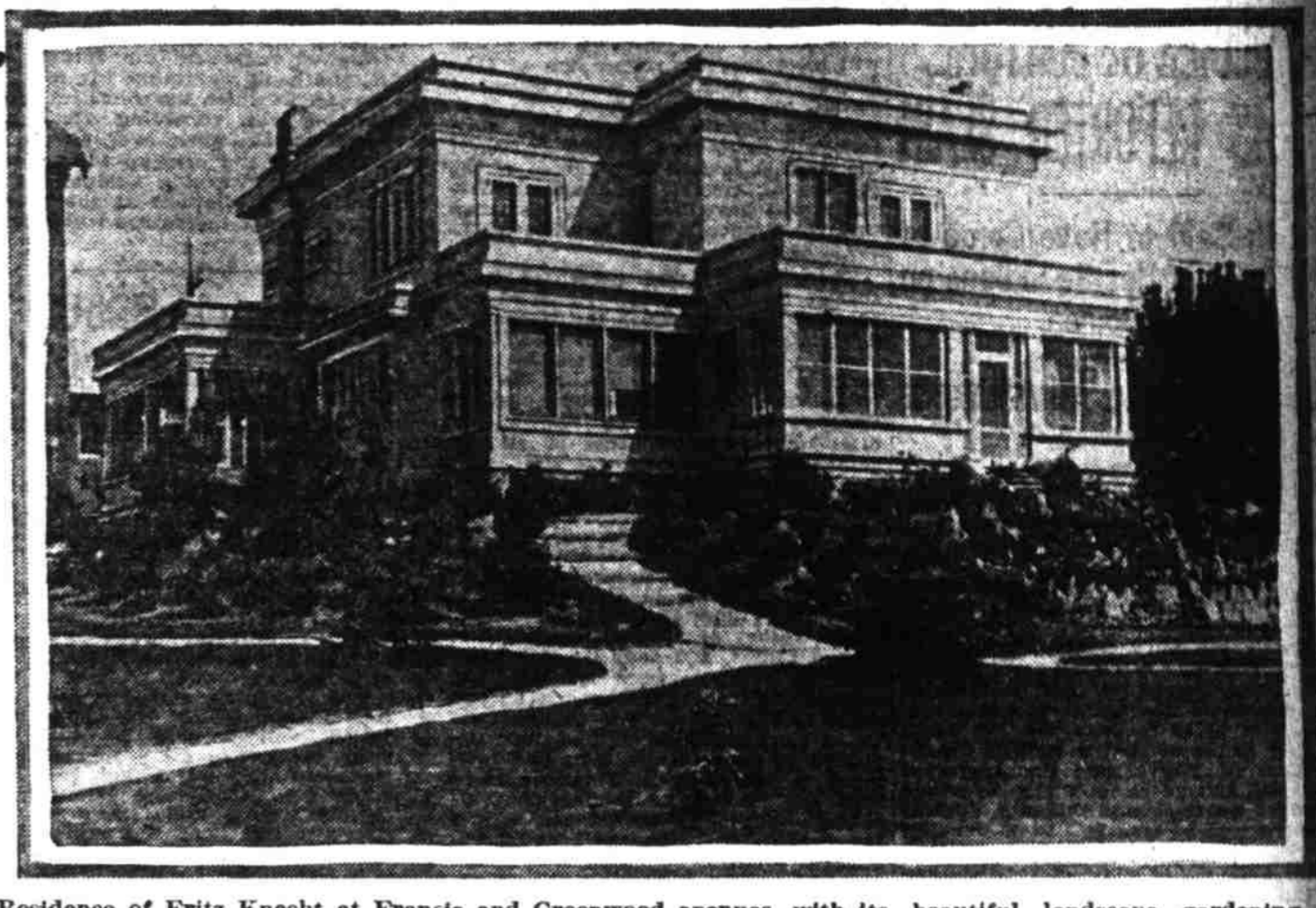
Without exception, in every country they found the shipping question uppermost in the minds of government officials, bankers and business men. Practically every business man with whom the members of the commission discussed conditions emphasized the absolute need of greater increased ocean tonnage, while the members of the American colonies in the various cities sought every opportunity to make their views known to the commission the importance of action at the earliest moment to improve conditions.

Why Europe Enjoyed Advantage. It was pointed out repeatedly that, under the normal circumstances prevailing the war the operation of many lines to European countries for both passengers and freight, making the trips less than steamers plying to the United States. It was a great advantage in the sale of merchandise, not only because of the larger tonnage available and quicker service, but because of the lower freight rates enjoyed. Representatives of the American business houses declared that it would be very difficult to extend American trade with such a handicap.

Gaining Costs Enormous. As a result of the war, the cost of ocean tonnage to South American ports has increased enormously, and instead of being a matter of a few dollars the fear seems to be well grounded that they will become worse. As an illustration of present rates, it may be stated that, before the war, the rate on cargo from the United States to Buenos Aires was 16 to 20 shillings per ton; for a considerable time recently it has been 102 shillings and 6 pence, and now it has risen to 120 shillings. As a result, coal has been selling in Buenos Aires at \$23 to \$30 a ton, nearly \$25 of this price being represented in freight charges. Before the war it sold in cargo lots at \$7.75 to \$8.

U. S. Must Initiate Move. The representatives of the Buenos Aires conference, while the present situation could only be improved on the initiative of the United States. They urged that, while the present situation constituted a serious emergency calling for the quickest possible relief, the development of the commerce of the United States with South American countries in times of peace necessitated very much greater tonnage than had ever been available. While fast passenger lines were also being developed, the countries were to be developed.

WOODS STOCK HOME OF GEORGIAN DESIGN



Residence of Fritz Knecht at Francis and Greenwood avenues, with its beautiful landscape gardening.

One of the most artistic and striking homes of the Woodstock section is the residence recently finished for Fritz Knecht, owner of the Oregon creamery, which fronts both on Francis and Greenwood avenues. It is built on a viewpoint that commands the entire country round about and gives a splendid view of the mountains. The grounds about it, which are undergoing transformation at the hands of Carl Bestel, are planned to set off both house and site to the best advantage. The house is of the Georgian type of beautiful lines, not a piercing projecting board or saw-tooth marring the architecture from any point of view.

The house is substantially built and contains many unique features. Within the limitation of the expenditure of \$25,000 for the house and grounds, as many original and artistic ideas were developed as it was possible to do. The basement is 10 feet in the clear, of Tenino stone to the superstructure, and is plastered and water-proofed throughout. The house contains eleven rooms. Oak floor finish is used throughout, and mahogany with secret nail treatment is used. The cabinet work and single panel doors are of the same wood. The panel work in the diningroom has oil paintings on canvas. There are mural designs in every room, each room being treated differently in its blending of colorings. Special lighting fixtures were designed throughout.

SALES AND HAPPENINGS IN THE REALTY WORLD

State Convention of Realty Men.—Preparations for the interstate realty men's convention to be held in Portland, July 17, 18 and 19 are well under way. H. G. Beckwith, chairman of the program committee, on Friday submitted the tentative program. He has filled up the hours from Monday morning until Wednesday night so that there is something doing all of the time. There will be registration on Monday morning. The convention will be formally opened at 2 o'clock on Monday afternoon. Business sessions will be held Tuesday morning and afternoon and Wednesday morning.

Among the speakers invited to address the convention are included Theodore B. Wilcox, who has been asked to speak on "Oregon Can Do to Help Himself Commercially"; Franklin T. Griffith, president Portland Railway, Light & Power company on "Oregon's Attitude of the Investor"; E. J. Thompson, of Hartman & Thompson, bankers, and chairman of the members council of the Portland Chamber of Commerce, on "The Value and Security of Oregon Investments"; Tom Richardson, "Oregon's Opportunities"; Charles Robinson, deputy district attorney, on "What Portland Can Do for the Rest of Oregon"; C. Chapman, "Relation of a Small Town to Publicity"; Frank Branch Riley, "Benefits of State Highways to Real Estate Men"; Edward Cookingham, vice president of the Bank to the Real Estate Men"; George B. Cellars of Cellars-Murton company, "The Benefits of Arbitration"; A. G. Clark, Wadwams & Kay Co.

Mr. Cotton held that the people of this community need something to stir them into irritation so they would get up and do something. The climate was responsible for their not doing anything. He looked forward to the realty board for passing a resolution favoring Astoria in the rate case and then allowing the Chamber of Commerce committee to ask for a strike against it. He maintained that the public docks were a futility. He criticized the Ziegler amendment which forbids the vacating of streets. He opposed Portland's going after the trade of the Yakima valley, which he said could never get, because the principal products of the valley were shipped eastward, and neglecting the development of the valley was neglecting the eastern end of Multnomah county. He complained against the policy to get trade in Spokane's territory and the problems growing out of the board of aldermen has passed an ordinance allowing the creation of building zones. In some it will be permissible to erect only residences, in others only factories. A commission or special division of the city council, has been given authority to look after the problems growing out of the passage of the ordinance. The law has not yet become effective, but the preliminary

line of this property. The opening of the Columbia highway, with the heavy traffic daily going up and down the road, has occasioned the general feeling of the city that the opening of the highway within easy access of the city. We have sites that should suit both the taste and means of anyone, whether it be a rocky crag with unlimited view or a sandy hillside with a view of the hills. Osmon Royal is associated with me and he knows every foot of the ground. I consider this a most opportune time for such a development.

Wants Commissions on Leases Increased.—Fred Stacey, at the meeting of the Portland Realty board, gave notice, that at the next meeting he would offer a motion to raise the amount of the commissions on leases. The present rule provides that agents shall be paid an average month's rent for negotiating a lease for over one year and up to five years conditions, that the agent who negotiates a five year lease shall be paid 2 1/2 per cent of the total amount of the rent for the first five years of a lease and 1 per cent of the additional rental for the balance of the term. The motion will come up for discussion and action at the next meeting.

East Side Valuations Determined.—The sale of the past week of the ground and buildings occupied by the Kennard & Adams department store, on Williams avenue 90 feet north of Knott street, for a consideration of \$50,000, gives a good clue to realty values of the east side in that district. The lease to Kennard & Adams runs for five years from September 1 of this year, the present rental being \$25 a month, and \$30 a month after September 1. This makes the annual rental \$3000. The taxes on this property are approximately \$600 for the year, making the net rental \$2400 or 8 per cent on valuation of \$30,000. The property is lots 11 and 12 of block 4, Railroad addition to Albina. Lot 11 is assessed at \$1700, lot 12 at \$4000 and the improvement at \$6000, or a total assessment of \$11,500. This gives the basis of the assessed valuation, \$23,950.

The building is a two story brick, erected 18 years ago, and occupies 90 by 100 feet of the lots which have 90 feet frontage on Williams avenue and are 12 1/2 feet deep. It adjoins the premises of the George W. Bates Co., bankers, on the northwest corner of Williams avenue and Knott street, the latter having a frontage of 90 feet on Williams avenue. There is a

extension department. The property interests which were represented at the meeting called for the purpose of opposing the project, indicated that the enterprise will not be completed without a determined fight being made against it. A temporary organization of those opposed to the idea was formed at the meeting held at the Chamber of Commerce Monday night. David M. Dunne presided and John H. Latourrette was appointed secretary. Paul Wessinger, representing the Weinhart estate, Mrs. Richard Wilson and Philip Loewengart, were among those who voiced the objections. The isometric map, prepared by Mr. Morris, and published in the Journal of Sunday, April 30, brought out distinctly the outlines of the city blocks through which the extension would pass and described the district which would be affected by an assessment which would have to be levied to pay the expense of making the change. It also showed the grades along the route of the proposed extension, and the topographical elevations of each block separately.

Dayton-Tillamook Deal Involving \$40,000.—A three corner deal, in which a farm near Dayton was exchanged for Portland property owned by J. A. Ramsdell, 410 Hancock street, and the residence at the northwest corner of Twenty-fifth and Halcyon streets, this being lots 7 and 8 of block 1 of Carter's addition, valued at \$9500; lot 2 of block 67, Alameda Park, on West Twenty-second street and Alameda Drive, on a valuation of \$2500; lots 7 and 8 of block 6 and lot 10 of block 5 and lot 8 of block 8 of Schmeier's addition, valued at \$1000; and the Pine streets, valuation \$3000. Cash and mortgages for \$2500 satisfied the balance. Mr. Ramsdell has moved to the ranch.

Realty Transfers. Alice E. Shrinhouse to S. Gertrude Agnew, 1 1/2, 10, B. 25, Irvington, \$4000. F. E. Ames to Julius F. Kurlmet, 117, 1, 2, B. 2, Outfall Ad., \$1000. E. H. Barnes and wife to J. Genevieve Barron, 10, B. 2, Irvington, \$1000. Cora J. Turner to Joseph Barker Smith, 10, B. 2, Irvington, \$1000. Everet Lissanantz and wife to C. H. Fuchs, 10, B. 2, Irvington, \$1000. Robert J. Fisher and wife to Henry M. Trust Co., L. S. B. 4, Tract "A", \$1000. J. Martin Tract, L. S. B. 4, Tract "A", \$1000. Emma A. Johnson to H. H. Hildebrand, 10, B. 2, Irvington, \$1000. E. S. B. 74, Woodstock, \$1000. H. 275, 500, Grove and 250, Grove City Park, \$1000. J. E. Anderson and wife to Jack E. Benson, 10, B. 2, Irvington, \$1000. J. E. Anderson and wife to Jack E. Benson, 10, B. 2, Irvington, \$1000. A. N. Nelson and wife to J. E. Anderson, 10, B. 2, Irvington, \$1000. J. E. Anderson and wife to Jack E. Benson, 10, B. 2, Irvington, \$1000.

Eugene Has Realty Board.—A. J. Scottenhelm, of Eugene, told the members of the Portland Realty board on Friday of the formation of a real estate board in Eugene. He stated that the home town. He stated that they all expected to come to Portland for the state meeting in July.

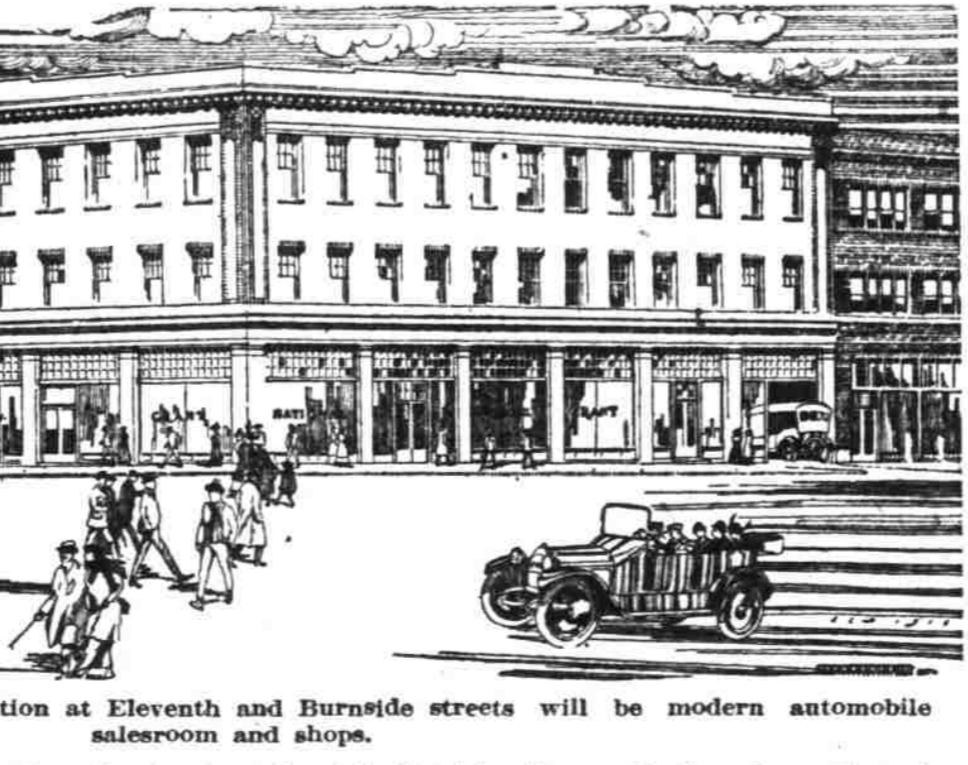
Realty Board Elects New Members.—The resulting board on Friday accepted an invitation from Howard Everts Weed to see the annual display of peonies in his nursery gardens near Beaverton, on Saturday, June 3. The trip will be made by automobile and a committee will be appointed by F. E. Taylor, president of the board, to arrange for the cars and other details.

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DULMAGE MANLEY AUTO CO. BUILDING



Special structure in course of erection at Eleventh and Burnside streets will be modern automobile salesroom and shops. Burnside streets, makes this district one of the most promising in the city so far as development is concerned. The Dulmage-Manley auto structure will be three stories high and cover the entire quarter block, 100 feet by 100 feet. It will have a reinforced concrete and pressed brick facing. The building is planned as two sections, one side being for show room and office purposes, the other for the shop and service departments. An electric elevator 10 by 20 feet,

entertainment features for delegates will include a smoker, on Monday evening, which will be entered by vaudeville specialties and stunts. A luncheon will be given on Tuesday noon to the visiting delegates, at which a short program of speeches will occur. On Tuesday evening the banquet of the occasion will be held, the place not yet being fixed. On Wednesday afternoon the delegates, which will be held in the Columbia highway, as well as a ride about the city. On Wednesday evening the delegates and the local members will be on the delegates making the most effective speech under this heading. The headquarters for the convention will be on the fifth floor of the Oregon building, and practically all sessions will be held there.