BUILDING ACTIVITY IS



than a carpenter, and scrap reversed. The transfers are now aviatis cheaper than long boards, lumber an infant industry in the that promises to become northwest one of the chief assets of this section when the war is over and reconstrucion is started in Europe. The industry in question is that of knockdown There are at present three houses. essentially local concerns in Portland engaged in the manufacture of readymade houses, and representatives of three eastern firms with offices in

this city. The Big Idea.

The whole industry started about 10 years ago when a man by the name of Sovereign, in Bay City, Mich., watched the erection of a modern steel construction building and decided that wooden houses could be built the same way. Each piece of steel that went into the building, he observed, had been made complete, even to rivet holes, at the foundry, and shipped

that way to the scene of operations. Why," said he, "can we not apply this principle to the construction of residences? A planing mill can saw district on the hill is being considered lumber at a lower rate than a union by St. Paul's Episcopal church, of the carpenter, and if we make a good Clackamas county seat town. many houses, we can utilize the scrap church property runs from Main street lumber that usually becomes kindling to the river and is on the same block to cook newlyweds' breakfasts."

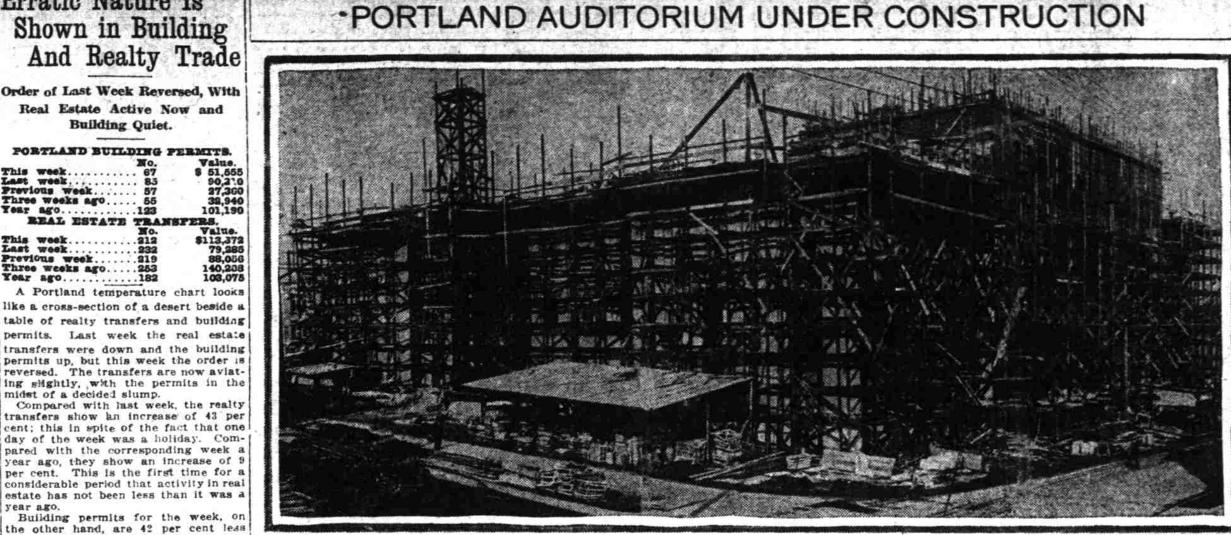
Thereupon Mr. Sovereign, being a and is almost directly across the street contractor by profession, decided to from the postoffice. start the business himself. He called upon his two cousins, who were law-

yers, and organized a company. Then he commissioned an architect to draw, land. him a set of plans and prepare specifications for an unpretentious cottage He had a lumber mill saw all the required boards for the house to the right length, and label each piece as it was marked in the specifications. Then he purchased a number of nails, screws, shingles and other such necessary adjuncts to a house, wrapped the whole lot together, so to speak, and persuaded a friend of his to buy it. When the house was assembled, no one could have told that it had not

been built by hand, plece by plece, on the ground. And it cost considerably than most houses and went up faster.

In 1914 the mill of the Sovereign Manufacturing company burned, and the stockholders split and formed two new companies, the Lewis Manufacturing company and the Alladin House company. The industry grew, and both firms expanded beyond the Michigan belt and took in the Pacific coast Sam Connell of Portland was

made western representative of the Lewis people, and the Willamette



-Photo by Columbia Commercial Studio

Realty Outlook Is

The Auditorium as it looks today. Future development of the structure is conditional upon a grant by the city to Hans Pederson, the contractor, of \$21,525, above his contract price. The grant will be made if material men and sub-contractors file an agreement with the city to complete the work. A meeting will be held tomo rrow at which a final attempt will be made to reach a settlement.

ARCHITECT SHOULD HEAR

By Charles F. Mauer.

desirable characteristic for any pro-

'essional or business man to possess

but for any professional or business

The architect, the same as many

ces. To make his services valuable

whereby he can judge and criticise

the merits or demerits of any ma-

terial, device or method so effectively

and intelligently as through personal

contact and interview with the men

who understand the use of them, it is

a well guarded secret of his profes-

sion, as no business man claims to

Suppose some practical mechanic

has spent from three to five years of

his time in perfecting some new de-

vice or method to be used exclusively

possess this superior knowledge.

To

be conservative is an asset-a

not conservatism

# Helped by Sale of Many Small Homes

Fred W. German Believes Long-Promised Improvement in Situation Has Arrived.

That the long promised improveestate situation has ent in the real arrived, is the conviction of Fred W. ears his name. He has observed, he

any time for the past five years. It is a significant fact, he believes, that the majority of the places recently contemplates sold by him are badly run down, and erecting a business block. The sales- are to be improved. Most of his re cent sales, however, have been to laman has a material or method virtual-

> A lot 118 by 179 feet in dimensions on the corner of Seventy-third street and Fortieth avenue, was sold to Joyce Warden Clark for Mr. and Mrs. M. F. Terry. The sale included a dilapidated cottage, which is already undergoing improvements.

of his property, by obtaining more efficiency for the same or perhaps less outlay of money than the customary methods employed. He investigates the salesman's proposition thoroughly examines his recommendations, and requests a practical demonstration of his products, which is readily granted

by the salesman. roperty own

cash transaction, as was the sale of

Sycamore on the Foster road, a

acre tract near Woodburn and a little

Mr. German has personally bought

New Industry Coming.

**OUTSTANDING FACT IN** Prophecied in Talk C. D. Babcock Denounces the In-THE NORTHWEST NEWS vasion of Private Business by the Government. "If the state continues to invade Salem Takes Lead With the private business as it is doing now,

Prospect of Two Mills; Pain a few years 40 per cent of the realty men will be wearing governper and Linen Plans. ment uniforms, because there will be no private ownership of property."

This picturesque prophecy intro FARM BOOM IS EXPECTED duced an address by C. D. Babcock, ecretary of the Insurance Federation

of Oregon, at the weekly luncheon of Inquiries Reported More Numerous he Portland Realty board, in the Hotel Benson Friday. Mr. Babcock spoke and Several Good Deals Have strongly against the absorption of pri-Been Transacted. vate interests, particularly the insur ance business, by the state. He cited

a number of instances of what he Out of a great variety of realty and termed "the absurdities that result uilding news for the past week from when a state underfakes to conduct all over the northwest, the bulk is technical business." concerned with buildings proposed, and In New York, he said, \$50,000,000 realty transactions of an industrial of the state's money is expended an-nually in pensions. He declared it a neighboring cities of Oregon with the

condition peculiar to Oregon law that development during the week of prosunder the compensation law taxpaypects of two new mills, one to manuers who operate no industries are refacture paper and the other linen. quired to pay \$50,000,000 a year for the losses of manufacturers. In the visit of a mysterious stranger

State Uniforms for

**Realty Dealers Are** 

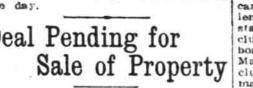
As a proof of the inefficiency of who is investigating waterpower and government control, the speaker said that an expenditure of \$961,000,000 mill sites grounds for belief that raper mill is soon to be established over a period of five years netted this there. ountry only four torpedo boats, while in five months American manufactur-

parent throughout the week in farm ers were able to turn out 20 submalands in Oregon. Portland realty ines for the British government, dealers who handle acreage in various Within two years, Mr. Babcock said, Oregon will be asked to vote parts of the state are of the opinion that a big boom is coming through

upon compulsory health insurance. carrying a provision that every man employe earning less than \$100 a month be required to take out state health insurance. The burden of this system upon the state, he said, would enormous.

A departure from the usual type of business addresses at Realty board meetings was offered by Captain Clarnce R. Hotchkiss, who delivered a and linen are expected to rise soon ulogy to the American flag. in Salem,

The board adopted a resolution proesting against the bill pending in con- leturned to the Cherry City recently gress that provides that no ship built from San Francisco with what he dethe United States shall enter upon clares to be the practical assurance the waters of the United States unless of California capital to back the projit is owned by a citizen of this coun-ject. Frank S. Fields was chairman of



Be Purchased From L. W.

Scott for \$26,000.

A deal is pending for the sale of the corner at Sixteenth and Alder streets. now occupied by Benjamin E. Boone & with an aggregate capacity of 500,000 Leslie M. Scott, and has a frontage of 100 feet on Sixteenth street and 80 feet

on Alder. The price considered is reported at \$26,000, which is \$9000 under he assessed valuation. The sale of the Sixteenth street prop-

Directors of the Basche-Sage Hard ware company of Baker Or. have voted to erect a large concrete warehouse to cost \$15,000. The building will be irregular in shape with a

and 172 feet.

jamin Woods, S. 54 L. 27, B. 29,

wild cemetery and wife to Mrs. E. A.
 Young, L. 15, B. 10, Council Crest Park

Carrie J. Miller to W. J. Turner, L.

Frie J. Miller to W. I. Turner, L. 7. 9, B. 3, Highland Park.
G. Fleischsnuer to Mabel E. Sonn-lon, L. 7. B. 106, Leurelhurst.
Ha. L. Rice and wife to F. S. Senn, L. 3, 4, B. 1, 2d Electric add.
I. Turner to C. J. Miller, L. 7, 9, 11, B. 3, Highland Park.

frontage of 159 feet and two sides 45

REALLY TRANSFERS

Oregon City Church

than for this week a year ago.

corner of Ninth and Main streets in Oregon City and the erection of a modern church building in the residence The

midst of a decided slump.

per cent.

year ago.

transfers show an increase of 43 per

pared with the corresponding week a

year ago, they show an increase of 1

estate has not been less than it was

Building permits for the week, on

than for last week, and 49 per cent less

as the Clackamas county court house

While a definite figure has not been reached, it is generally understood that At present there 'is a \$2000 mortgage against the property. story shop now occupy the ground. St. Paul's Episcopal church is one of the pioneer churches of the north Willamette valley. Several thousand dollars were spent in building foundations for a proposed church on the property but the plan was abandoned as the church would rather have a building

in the residence district. Big Trade Will Stand. An exchange of the Deerhorn ranch

at \$50,000, for the Central hotel prop-Bremerton, Wash., and acreage in Ma-Wash., was upheld by son county, Judge G. F. Skipwoth in a decision handed down in the Lane county circuit court.

Blowpipe Company to Move. A new plant is to be built by the



### Great Demand for Oregon Farm Lands and Statewide Increase of Rentals Reported.

man to hold himself aloof from per sonal interviews with those bearing An enormous influx of eastern peo the title of "commercial salesmen," ple onto Oregon farms with the comwho are internationally known and is predicted by Wilbur ing of spring the church wants \$20,000 net for the F. Jouno of Ritter, Lowe & Co. While recognized as the greatest promoters of the world's progress anu modern only a slight increase is shown in the improvements, is Benumber of sales, the demand for farms but lack of knowledge of the real sides the church and the rectory, a to rent is tremendous, he says. Many mission of a salesman. two story rooming house and a one easterners, particularly from Nebraska and lows, are leasing farm lands with the option of buying within a other professional men, has nothing to sell but his knowledge and serv year.

> "Rentals on farm lands all over the state are going up," says Mr. Jouno. and appreciated, he must know the needs of his clients and produce them "and undoubtedly will continue to rise intelligently, that the cost may not Land that last year, and for several be excessive; he must keep up with years past, has rented for \$5 an acre the continual progress of the world, so is now rented readily at \$6 and \$7. that his sales may continue. If he "The present high cost of feed is has any other method or system

doing much to force up the price of stock, and accordingly of land. Ddiryoperty on the McKenzie river, valued men are killing their calves rather than raise them at the present cost of erty at Port Orchard, Wash., lots in feed, and cows are being sent to the stockyards as soon as they go dry Farming implements also have increased in price about 15 per cent. Horses are the only farm equipment that has not increased materially in price

Mr. Jouno reports the following leases of farm lands within the past three months: on East O. D. Upton from Mary E. Brown,

## THE TALK OF "SALESMEN" ous products on the market in any line of business, and to know their merits and their weaknesses.

So it is with the architect. If h will systematize his business so that he can shift the minor details and responsibilities to the shoulders of his

subordinates, he will find more spare time to devote to his clients and thei interests, which can be safeguarded at any and all times only by keeping abreast with the progress of the world; to do this, without granting the "commercial salesman" who solisays, a stronger demand for the cheap-

cits his busineess an interview, is a er class of property recently than a physical impossibility for any profes-Suppose a salesman interviews

unknown in this particular local-

or method specified and used by local The property owner is very much interested in any material method that will prolong the life of his building, better the convenience

of his tenants, and increase the value ivals from Tennessee.

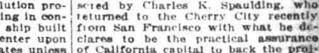
try.

boring people.

A five room cottage on East Sixteenth street north was sold for F. Neubauer to Eddle Minor. The new owner and his family are recent ar-

A five room stucco bungalow on the transaction, the details of which have corner of Willis boulevard and Dans not yet been made public. The name street was sold to F. H. Kearney for of the purchaser has not been an-William M. Ryan. This was an all nounced.

the day Deal Pending for Corner at Sixteenth and Alder May



The prospect of the flax mill be came known at a meeting of the Saiem Commercial club, at which the state board of control authorized the club to buy all the flax seed that the board can furnish, about 2000 bushels. Manager McDaniel of the Commercial club says that several eastern flax manufacturers are negotiating for a

Business men of Gravs Harbor see

Considerable activity has been ap-

the immigration of settlers. This

opinion is borne out by reports from

many parts of the state. Inquiries

have been more numerous than ever

before, it is said, and several consid-

erable deals have been consummated

**Two Mills Are Planned** 

Mills for the manufacture of paper

The paper mill is spon

location in Salem.

Will Improve Elevator.

Bids for an addition to Seattle's grain elevator have been asked by the Port of Seattle commission. The proposed addition is to consist of 30 new

circular bins of reinforced concrete, The property, which is owned by bushels. It is estimated that the improvement will cost \$100,000.

Will Build Big Warehouse

erty is believed to be part of a large

laning mill cut houses Pacific Blowpipe company Eleventh street between East Flanders Alladin concern.

#### Local Companies Start.

Meanwhile the idea of ready-made houses had become prevalent throughout the country, and many companies had been formed to build them. The first to be organized in Portland was founded by J. H. Fenner, who had been connected with the work in Bay City. His concern was known as the Ready Built House company and was started in a little shop between the Sandy boulevard and the O-W. R. & N. tracks.

Recently the 'Ready Built House company has constructed a modern three-unit plant in North Portland, adfacent to the property of the Peninsula Lumber company, which is a model of efficiency. All the finishing work is done at this plant. Rough materials are brought in at the rear in "lumber jitneys." After passing through the plant, the materials emerge at the front door as finished houses and are loaded into boxcars, produce. when boxcars are available, at the same level as the floor. The plant is so situated that units can be added from time to time as they are needed Another house factory was organ d last June under the name of the National Home Building company, with a plant on East Stark street This young concern is now reported to be doing a thriving business. Another recent addition to the list is the Take Down Manufacturing company,

When the War Is Over.

A number of northwest lumbermen recently had an opportunity to learn, first hand, a little of the probable demand which may develop after the war for ready-made houses. This invon Hecke, Louvain university, Belsuffering countrymen. He is particu-



**General** Insurance BONDS McCargar, Bates & Lively Yeon Building-Main 168. A-2694 ABSTRACTS **Union Abstract Co.** EXPERIENCED MANAGEMENT EFFICIENT CLERICAL FORCE PRICES REASONABLE

FROMES MAIN 66 and A-3817

and Glisan streets. The contract of sale by-which the company has ac- Cherry Grove, Yamhill county, quired the property for \$3500 stipulates that a factory shall be built at The Pacific Blowpipe company once. is now located at 86 Union avenue.

larly interested in the Belgian refugee camp in Holland. According to Professor von Hecke. there will be an immense demand for

ready-made houses in Belgium as soon as the fighting stops and the men crawl out of their dugouts and ty. look about for the places where their homes used to be. While his people

are poor, he said, they are thrifty and years, \$4380 rent; personal property will command the respect of all those \$3250; on Barr road, Multnomah coun-

established a standard ready-made house which Professor von Hecke believes will be the type American Lents.

He showed a number of 80 acres, two years, \$250; located near pictures of these houses which have Sherwood,

Holland. Blockade Stops Orders. fruit ranch, \$650 year; located in

Before the latest development of Washington county.

Ferman submarine activity and the ieclaration of a "barred zone," a numby the Portland manufacturers of knockdown houses. One company re-

ports that one of its houses was Tigard. actually erected in Paris, and that an order was received for 5000 more. The

submarine blockade, however, caused a cancellation of all orders. There is no doubt in the minds of any of the local manufacturers and lumbermen that the Pacific northwest. formation came from Professor Albert with its vast resources of timber, and the facility for transportation offered gium. Professor von Hecke is in the by the Panama canal, is the region United States soliciting aid for his that will be called upon to rebuild stalled.

most of Europe. Portland, moreover, with its mills and factories already in operation, and the Columbia river running past its door, is the logical

ng at Hanford, near Kennewick place of export. Meanwhile, Portland manufacturers, Wash., was dedicated Thursday with though hampered by a shortage of exercises partaking also of the nature cars and an insufficiency of ships for of a Washington's birtrday celebraeven coastwise trade, are making their tion. The new building possesses the plans and biding their time until the latest equipment for practical and vowar shall cease cational education.

352 acres, \$4500, five years, March 1; option to buy, \$26,300; located near other device or method used for a similar purpose; or that a chemist James P. Taylor to Worrell Bros. has evolved a new building material \$2000, four years, 160 acres, located which he has given a thorough, pracin Clarke county, Washington tical time test, and that he positively knows his product is an improvement H. J. Seeck to R. Webber, two years, \$750, 32 acres; located near Rockwood, over any other similar product speci-

Multnomah county. A. C. Dunning to M. J. Crockett, one the same purpose. year, 1% acres, \$80, near Milwaukie. M. C. Gregory to L. E. Picken, \$1000. three years; personal property \$2800

located near Liberal, Clackamas coun-C. Balmer to Walter Bartlett, Barr ranch, 140 acres, \$73 per month, five

who have commodities to self Twenty-five acres, John C. Jackson The Belgian government has already to Ed M. Baltzell; rent \$200; personal property \$450; one year; located near

manufacturers will be called upon to Mrs B E Bohle to B C. Osgood

been built at the refugee camp in H. L. McGinn and James R. Sherlock of Denver to G. H. Smith. 37 acres.

A. C. Alexander to M. A. Fitzgerald, \$2100, three years, October, 1916, 100 ber of tentative orders were received acres; located near Forest Grove. James F. Allen to W. W. Jones, 16

acres, \$450, three years; located near

**Cement Plant Improved.** Extensive improvements upon the Oswego plant of the Oregon Portland company are expected to be finished some time in the coming week The plant will probably be in full operation again by February 28. A new row of concrete bins and a new auto-

matic packing machine have been in-School Is Dedicated. The recently completed school build-

> Valuable Enowledge Gained. The knowledge gained by these interviews is amazingly large and enables one to become qualified to select the wheat from the chaff, to become thoroughly conversant with the vari-

in the construction of buildings, which is a practical man, is thoroughly conis a decided improvement over any vinced that the material or method in question is superior to that customarily used and would 'prefer to have it specified in the construction of his building, but it must have the approval of his architect. Mr. Salesman learns who the architect is, gets a little advance information as to his likes and dislikes, presents his card sixth and Stanton streets, a five acre fied and used by the architects for to the architect for a personal inter- tract three and one half miles from

sional or business man,

owner who

ty, yet far superior to any material

property

architects.

ly

Salesmen Should Be Reard. view, which, if granted at all, must necessarily be very brief. He imme-Both men know that in order to obtain recognition of the merits of diately dives into his subject and over an acre near Garden Home. their products, they must obtain the calls attention to his interview with the architect's client, emphasizing the two lots on the northwest corner of approval and recommendation of the architects. How can they do it withfact that the owner would like to Seventy-seventh and Klickitat streets, out personal solicitation? To introhave his material specified and used in Gregory Heights, from Mr. and Mrs. duce any new product through "printin his new building. This closes the W. M. Lorenz. He has also sold the er's ink" alone is almost an impossiinterview between the salesman and timber on a 112 acre tract, his own bility, even though finances are unarchitect. limited, which is very rarely the case A Day of Progress.

Let any architect examine his past The architect has no time to invesecord and achievements, and he will tigate the merits of the salesman's readily detect where at some time or product, yet he assumes the position another his client was put to considof advising his client intelligently as erable unnecessary trouble and exto what materials and methods are ense in order to overcome defects in best adapted and are the most practhe construction of his building that tical and efficient in the construction ginia street in South Portland, if necould and would have been avoided his building. Should his client. by the architect had he devoted a the property owner, consult him in reference to the salesman's product, he has no knowledge of the product, and therefore, cannot and will not specify it, as he has no precedence.

Does the architect's lack of knowl edge of this particular product make it worthless or inefficient? Does the architect serve his client to the best interest of the latter? Who suffers most-the architect, the client or the salesman-through the refusal of the architect to grant the salesman a thorough interview? The majority of commercial salesmen are paid a salary and are not dependent upon any

ucts, I would consider myself under particular sale for a living. But can

particular sale for a living. But can the architect afford to jeopardize his standing in his own community and gain the fill will of his client (who mare building for the Twin City Auto com-aloof from a personal interview with the salesman? This is a day of prog-the s ress: new materials and new meth- feet on one side. It will be two ods are evolved daily. What was good stories in height.

yesterday is antique today. The writer's conclusion is simply this: Every architect to be success-

ful must be a salesman. To be a successful salesman, continual training and increasing knowledge is required in order to keep ahead. He owes it to himself and to his clients **NEW IRVINGTON APARTMENTS** to take advantage of every practical means of broadening his knowledge

and strengthening his professional equipment, and he will find that personal intercourse with the "commercial salesman" is one of the simplest most direct and most valuable means of doing this.

### Tunnel to Be Lined.

The Astoria waterworks commission is expected to call for bids soon for the lining of the tunnel which is now being The tunnel is six feet in diamster and will be 1200 feet in length It will connect the present reservoir with Uppertown.

New Church for Willamina. When Rev. C. B. Harrison, pastor of the church at Willamina, succeeds in raising \$3000 for the purpose, a new church will be built. A bungalow type of building is planned to replace the present structure.

Logging Railroad Started.

The new Irvington Apartments, just completed by T. A. Sutherland Construction has been started on th I. B. & A. logging railroad near St The road is to be four miles in length and will include a 1250-foot trestle 75 feet high. The estimated cost of the project is \$75,000.

four room cottage on East Eighty Novel Bungalow Designed. first street in Gregory Heights. A brick bungalow of a novel type Other recent sales by the Fred W. been German company include a piece of

designed by Architect Minnie Voegelein to D. J. Forbes, L. 28, 29, B. 10, Peninsular add No. 2. \$ Peninsular add No. 2. \$ Perinsular add No. 2. \$ Manson White, and will be erected on property in bad condition at the corhis lot on east Sixteenth street, bener of East Eighth and Holland streets tween Beech and Failing streets. The in Woodlawn, two vacant lots on the design of the house is said to make corner of Fisk and Oberlin streets, two brick a less expensive material than at East Seventy-seventh and Multnowood, and to make the structure inmah streets, and one on East Twentyvulnerable to moisture and changes in temperature

**BUILDING PERMITS** 

James Duning et al to Ladd & Titten bank, L, 1, B. 96. Irvington..... Ladd & Tilton Bank to Laurelhurst Co. L. 1, B. 96, Laurelhurst (To correct deed bk. 725-219 Pacific Const Door Co. to Title & Trust Co. Albina Engine & Machine works — Erect frame machine shop, on River street, between Harding and Randolph; builder, same, \$21,000. C. P. Johns-Erect 1 story frame garege. Harding and Rancoup, C. P. Johns-Erect 1 story frame garage.
G. B. Jöhnson-Erect 1 story frame garage.
G. B. Johnson-Erect 1 story frame garage.
J. G. Abele-Erect 1 story frame garage.
It62 Williams, between Killingsworth and Emerson; builder, same, \$50.
C. E. Scott-Erect 1 story frame garage.
G. B. Scott-Erect 1 story frame garage.
G. Scott-Erect 1 story frame gara property, in Klickitat county, Wash. to the Western Pine Lumber company.

The Great Northern Casket company, now operating in Salem, will occupy a tract on the east side of the builder, same, \$30.
F. E. Lewis-Frect 1 story frame garage. 1025 El. Irving, between E. 33d and Floral are.; builder, same, \$100.
David Barris-Erect 1 story frame garage. 225 E. 71st N., between Hassalo \* and Multhomab; builder, same, \$40.
M. M. Osrpenter-Erect 1 story frame gar-age. 433 E. 27th N., between Brasse and Thompson; builder, same, \$425.
L. J. Barber-Repair 14 story frame dwell-ing. 7141 43d ave. S. L., corner 72d; E. L. Davidson, builder, \$330.
Waiter Reed-Erect 1 story frame garage. Macadam road at the foot of Virgotiations now in progress are brought

L. 6 and S. 10 ft. 1. 5. B. 16, Ver-non (assigned to Augst Burnst), Provident Trust Co. to Jacgor Invest-ment Oo., L. 12, 15. S. 2, L. 12, B. 111, L. 10, B. 117, Laure hurst .... Provident Trust Co. to Title & Trust Oo., L. 16, 17, B. 9. L. 9, 10, B. 5, Somerset, L. 7, S. 13, 14, B. 1, L. 6, B. 8, La 3, 4, B. 10, Gienelyn ... Ladd Estate Co. to Thomas Burns et al. L. 5, B. 36, Easthoreisnd ..... to a successful close. The company intends to erect on the site a \$20,000 factory for which Architect E. B. Mac-Naughton is now preparing the plans.

b. S. S. L. S. 4, B. 10. Gamelyn ...
Ladd Estate Co. to Thomas Burns et al.
L. 5, B. 36, Eastmoreland
Amy L. Rohr and nasband to Guy R. Howman et al. E. 160 ft. L. 17, 18,
B. 3, McKinley Park
Emily P. Beking to Lillian B. Clark, undivided 1.8 interest in L. 15, B. 2,
subdivision of L. "C." M. Patton tract

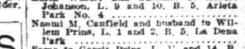
May Build Paper Mill. The Grays harbor country is now un-dergoing inspection by a pulp and pa-per mill man who refuses to divulge the name of his company. He says he is looking for a suitable site for a mill to turn out 2000 to 2500 tons of paper daily. There is no mill in the world at present producing this quan-tity of paper. To Build Triangular Garage

tract Emily Belding to Lillian B Clars divided ½ interest in L. 2, Harelock addition William N, Northrop et al to B B B B William N. Northrop et al to A. P. Dumond, L. 2 and 3, B. 8. Portland Heights
 Tatrick McDonald and wife to P. B., I. & P. Co., 16071600 feet beginning in west line of E 3/2 of SE 3/4 of Sec. 22, T. 1 8., R. 4 E.
 Closter Whitemers to Katherine White.

the owner, at East Thirteenth and Thompson streets, is a hand-

some structure. The apartment building is constructed of cement

structure contains 23 four-room apartments.



tract

Fark Same to Garrit Prins, L. 15 and 14, B. 5, La Dene Park Frank Gizynski to Aifred W. Bush et al, L. 10, B. 14, Willamette

Title & Trust Co. to Parific Coast Doot

Title & Trust Co. to Far-file Coast Door
 Co. hand beginning in east line of Macadam st., 193 ft. southerly from-north line James Ferwilliger D. L. G.
 Alice Maud Mary Molicy et al to John Clint, L. 16, B. 39, Sunnyside ......
 Laurelhurst Co. to Thomas B. Winship, parts L. 9 and 10, B. 110, Laurelhurst
 L. M. Thomas and wife to Dorothy F. Rorders L. 11 B. 4 Resampter

L. M. Thomas and wife to Dorothy F. Borders, L. 11, B. 4, Ressmere Dorothy F. Borders and hu-band to J. A. Wright et al, L. 11, B. 4, Ross

mere J. J. Nelson and wife to Ellen Schisle

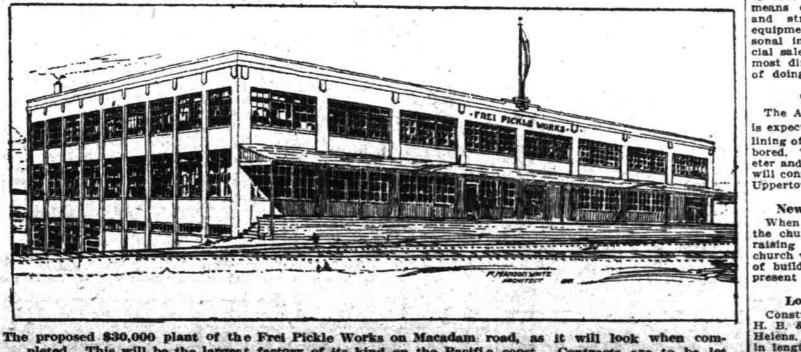
95 feet beginning on S. line B. Creston addition; 150 ft. E. of

SW corner Hubert Kubik and wife to the cit Portland, land beginning in L.

Portland, land beginning in L. Hue Dekum avenue O-W. H. & N. Oo. and Northern Pa-cific Terminal Co. to the city of Portland, pertion of government lot 6, Sec. 28, T. 1 N., E. 1 E.......... James C. Deaver and wife to Charles W. Post et al. Sox100 ft. beginning at 34 stake dividing Secs. 25 and 3s Andrew Kraft and wife to Chas G. Young, L. 17 and 15, B. 3, Archer Place

Place B. L. Eberman to J. B. Ofner, L. 17, B. 1. Evans addition; L. 6, B. 11, John Irving's ist addition H B. Cocketham and wife to G. C. Matlock et al. L. 24, B. 10, Kern Park William Grous and wife to Hetnrich Albert Grobs et al. L. 7, B. 30, Feurse's addition

and brick at a cost of \$35,000 and occupies a quarter block. The



pleted. This will be the largest factory of its kind on the Pacific coost. Contracts are to be let and construction started as soon as the plans are completed by Architect F. Manson White.

ARCHITECT'S DRAWING OF NEW PLANT

little more of his time interviewing "salesmen" in order to become thoroughly posted as to the merits and practical results of various materials and methods adaptable for overcoming that particular defect. The writer, while not a traveling salesman at this time, has served successfully in that capacity, and previously served as buyer in both retail

and wholesale mercantile establishments. It has always been his set rule to grant every salesman an interview, to hear his story, to see what he had. If he had something new and better than any other similar prod-

obligations to him for demonstrating the merits of his products; if they were not as good or better than old standard brands, they were not con-

sidered.