

ASHLAND GOES TO SAN FRANCISCO TO BUY MERCHANDISE

Visitors to That City Are Assured Portland May Get Much Larger Share of Her Trade.

COMPETITIVE BATTLE GROUND

Portland's Business in Ashland Amounts to About Million Dollars Annually; Frisco's Larger.

Ashland, Oct. 17.—Ashland buys, roughly, a million dollars' worth of goods from Portland each year, said L. F. Ferguson at the banquet tendered Portlanders. This is divided: Groceries, \$282,800; dry goods, \$94,200; confectionery, \$23,350; hardware, \$33,250; drugs, \$31,250; autos and accessories, \$279,000; furniture, \$35,500; miscellaneous, \$71,390.

But Ashland also buys \$1,500,000 of goods in San Francisco and the remainder of a total of \$4,000,000 of merchandise purchases from the East, added Toastmaster Greer. Ashland is competitive battle ground, but Portland can win it entirely, was the promise.

Ashland made usual window displays of Oregon manufactures and Portland jobbers' supplies. Prizes were awarded by H. C. Huntington, president Associated Industries of Oregon, to J. P. Dodge & Sons, Ender department store, and Whitehouse grocery.

Irving Vining declared that winning the Columbia basin race case of development concern to all Oregon even this far south, and suggested that every tourist be provided with a booklet containing Indian legends of falls along the Columbia river highway. Edward Boyce urged highway development as a tourist magnet.

D. Poy, a local Whitcomb Riley, made a hit with readings of his verse.

SPEAKS FOR ALL OREGON

Western Oregon's two extremes, Ashland and Portland, joined Thursday in the most friendly experience that has been given the Chamber of Commerce trade extension excursion. Though the empty decay of Ashland normal school

ROOSEVELT MEMORIAL FUND

To the Roosevelt Memorial Association, Jacob Kessler, County Chairman, Care Press Club, Elks Building, Portland, Oregon.

I herewith subscribe the sum of

to the ROOSEVELT MEMORIAL FUND.

Name _____

Address _____

The above amount is inclosed herewith.

According to the plans of the Roosevelt Memorial Association, the Roosevelt Memorial Fund of \$5,000,000.00 is to be utilized to erect a National Monument in Washington, D. C., to acquire and maintain a public park at Oyster Bay, N. Y., and ultimately to include Sagamore Hill, the Roosevelt home therein, to be preserved like Mount Vernon and Lincoln's home at Springfield; and to endow a National Society to perpetuate the principles and ideals of Theodore Roosevelt.

Each contributor to the fund will receive a certificate of membership in the Roosevelt Memorial Association. A certificate will also be presented to every school contributing to the fund.

The name of every contributor will be placed on the list of names deposited in the National Monument to be erected at Washington, D. C.

and poignant conviction locally that Multnomah county has done far less than might be to gain for its educational dedication renewed support of the state were obviously sore spots, all possible strain in the relations of the two communities was relaxed not only for the day but for the future.

Those who think that Oregon's out-state towns don't give a whoop for anything outside their immediate territory were delighted with Mayor Lamkin of Ashland when, in greeting the Portland visitors, his greeting of Southern Oregon advantages ranged from Rogue River valley across the Cascades to Klamath and eastward.

"When we speak of Ashland or Portland," said the eloquent chief executive of Ashland, "we must speak for all Oregon, for ours is a task of developing a state."

JOURNEY IS REVELATION
"Our journey has been a revelation and an energizer to Portland," responded W. H. Beharrell, on behalf of the excursionists. This was at the luncheon tendered Ashland by the Portland Chamber of Commerce.

The banquet given by Ashlanders in their spacious Elks building Thursday evening was another event of cordiality. Bert R. Greer, editor of the Ashland Tidings and chairman of arrangements, presided. Ashland's speakers were: V. O. N. Smith, cashier of the Citizens bank; Attorney William Briggs; Irving DeVining, lecturer; and L. F. Ferguson of Ferguson, Brothers, the last named

NO CUT IN SHOE PRICES, RETAILERS IN PORTLAND SAY

Knight and Stewart Point Out That Wholesale Costs Are Constantly Going Up.

SEE NO EARLY REDUCTIONS

Foreign Buyers Unable to Place Orders Because Shoe Shortage Is So Acute.

Shoe prices will not drop in Portland. There isn't any indication when there will be a letup.

Thus Portland shoeemen today set at rest reports that a marked decrease might be expected after Christmas. Will Knight, president of the Oregon Retail Shoe Dealers' association, and R. H. Stewart, manager of the C. H. Baker Shoe company, declare that wholesale prices are increasing constantly.

"J. Frank McElwain, president of the National Boot & Shoe Manufacturers' association, was quoted in a New York Associated Press dispatch this week as saying that consumers might feel decreases in leather costs when they buy shoes in April," Knight said. "Despite the fact that he contradicted this report the next day, wide credence has been given his first statement."

McElwain, member of the W. H. McElwain company, Boston shoe manufacturers, did not, however, deny that he had said to the Middle States Shoe Wholesalers' association that decreased European demand was partly responsible for the reduction in shoe prices predicted for April. Neither was a clear explanation given as to why the 20 per cent decrease of leather prices since August would not have a tendency to lower retail prices.

In fact, both Stewart and Knight said the McElwain concern itself has increased its wholesale prices recently. Children's shoes that once cost him \$4.50 a pair now are quoted at \$6.25 a pair, wholesale, Stewart said. He sells this \$6.25 shoe for \$9.

"Doesn't this leave a wide margin?" the reporter asked.

"No, only about 33 1-3 per cent," Stewart replied. "Just about what other lines of business are getting."

Profits, Stewart said, are based on selling prices. Thus \$6 shoes selling for \$9 would net yield a 50 per cent gross profit based on cost, but 33 1-3 per cent based on selling price.

Knights, president of the Knight Shoe company, declares that the shoe shortage is so acute that foreign buyers can't get any manufacturer to take their orders. Manufacturers allot their production among old customers in the United States.

Shoe men figure that each of the 110,000,000 persons in the United States will use three pairs of shoes next year. The output is only 29,000,000 pairs, so the United States will be short 34,000,000 pairs.

Knights said that on a recent buying trip to the East he booked orders without knowing prices. He was glad to get the shoes. He adds 40 per cent on manufacturer's cost to determine selling price. This includes overhead and every other cost, as well as profit.

People are still buying good shoes, both men agreed, despite high prices. People realize that it is wise to buy the best, they indicated.

Stewart blamed newspaper stories of high prices as really responsible for present conditions.

Neither he nor Knight knew any market condition that might indicate a let-down in prices.

Support Urged for McNary's Bill for Extension of Park

Support of the entire state can be obtained for the McNary bill recently introduced in congress asking for the extension of Crater Lake National park, said William G. Steel, secretary of the Medford Commercial club, who arrived

"ONLY ONE THING BREAKS MY COLD!"
"That's Dr. King's New Discovery for fifty years a cold-breaker"

NOTHING but sustained quality and unflinching effectiveness can arouse such enthusiasm. Nothing but sure relief from stubborn old colds and onrushing new ones, grippe, throat-aching coughs, and croup could have made Dr. King's New Discovery the nationally popular and standard remedy it is today.

Fifty years old and always reliable. Good for the whole family. A bottle in the medicine cabinet means a short-lived cold or cough, 60c and \$1.20. All druggists.

Stubborn Bowels Tamed
Positive in action, yet natural, comfortable, pleasant, Dr. King's New Life Pills are a boon to bowels that need assistance. They eliminate fermenting waste and put the system in normal shape. All druggists—25c a bottle.—Adv.

Pianos
KNABE AND OTHERS
GET OUR SELLING PLAN

Lipman Walle & Co
Manufacturers of Mark O'Neil

In Portland this morning on a tour of the state.
The extension proposed is to move the boundary line of the park 10 miles north to include Mt. Thielsen, Diamond lake and Old Bailey.

"There is no merchantable timber on

says Steel. "Another thing wanted is the extension of the Willamette Pass road, which would bring Crater lake in closer touch with Western Oregon by shortening the distance from Portland from 415 miles to 250 miles."

This territory to be included in the park.

North Dakota Couple Visitors
Mr. and Mrs. T. R. Sloan of Fargo, N. D., are at the Cornelius, Sloan was a conductor on the Northern Pacific in 1889 at the time that Manager Henry Fletcher of the Cornelius was dining car conductor. Sloan now has an apple

orchard between here and Salem from which he has just harvested nearly 700 boxes.

An inventor has patented a desk tray for pens and pencils that also holds loose letters within reach.



Coats of Superior Style and Value Offered Saturday at \$19.75

The approach of wintry days brings the need of a warm, practical wrap. These coats, with their attractively tailored appearance, will add to the charm of your costume as well as to your comfort.

They are fashioned of such well known materials as Thibits Cloth, Velour, Burella, Velveteen and many other weaves. In colors of green, brown, grey, wine, blue and tan, they are smartly trimmed with fur and plush. Some are completely lined, others only partially lined. They offer a splendid opportunity for purchasing a charming and reasonably priced winter wrap.

Children's Underwear and Hosiery

Girls' Fleece Lined Union Suits with high neck and long sleeves. Sizes 4 to 12 years, **\$1.00**. Sizes 14 to 16 years, **\$1.25**.

Boys' extra heavy fleece lined Union Suits. Sizes 8 to 12 years, **\$1.35**. Sizes 14 to 16 years, **\$1.50**.

Children's Mixed Wool Vests and Pants, in grey and white. Sizes 2 1/2 to 16 years, **70c to \$1.10**.

Children's Fine and Heavy Ribbed Hose, in black only. Sizes 6 to 10 years, **35c**, or 3 pairs for **\$1.00**.

Girls' Lisle Hose in black, white and brown. Sizes 6 to 10, **50c**.

Infants' Silk and Wool Hose, in white only. Sizes 4 to 6 1/2 years, at **89c**.

Wool Sweaters \$2.95—\$3.95

Boys' and Girls Wool Sweaters, with or without belt, in a warm, heavy weave of yarn. They have both high and medium collars in shades of rose, red, grey and Copen.

Boys' Blouses

Of a fine quality flannel in khaki, navy and olive drab. Sizes 6 to 14 years, at **\$1.25**.

Cretonne and Scrim on Saturday 1/2 Price

This includes every remnant that we have, placing many pieces of splendid value in the lot.

Children's Dresses Reduced to \$1.49

Including the well known "Sassy Jane" models

These are the dearest, daintiest dresses for little girls from 6 to 14 years. They are of chambray and gingham in a great array of colors and styles. Some of them are of rich plaids, others are in plain color trimmed with bands of plaids. Their simplicity makes it easy to launder them and so keep them fresh and dainty.

How Much Profit Do You Pay Us?

The United States Department of Agriculture informs us that you as an average American Citizen, eat about one hundred and eighty-two pounds of meat (181.83 lbs.) in a year.

Based on these figures, if you had purchased all of your meat foods from us, Swift & Company would have profited to the extent of 48 1/2 cents during the first eight months of our present fiscal year.

In that eight months we averaged to make two-fifths of a cent on each pound of meat and all other products sold.

This profit you paid us, equals 6 cents a month—or just about one street car fare.

More than 30,000 shareholders looking to us as trustees of their invested money, had to be paid a reasonable return out of your 6 cents a month. Volume alone made this possible.

Now figure for yourself how Government interference in the operations of the packing business is going to reduce your meat bill

Let us send you a Swift "Dollar." It will interest you.
Address Swift & Company, Union Stock Yards, Chicago, Ill.

Swift & Company, U. S. A.

Packing Plant, North Portland, Ore.
C. C. Colt, Manager

4th Street Market, 283 Gilman St., Cor. 4th St.
J. E. Forrester, Manager



Another Price Increase Imminent

Buy Now and Save Money at Oregon Eilers Music House, Phonograph Headquarters, 3d Floor, Eilers Music Bldg. Seven floors devoted to Music and Musicians. 287 Washington St. Just below 5th. Latest Phonographs for \$40, \$65, \$90, etc.

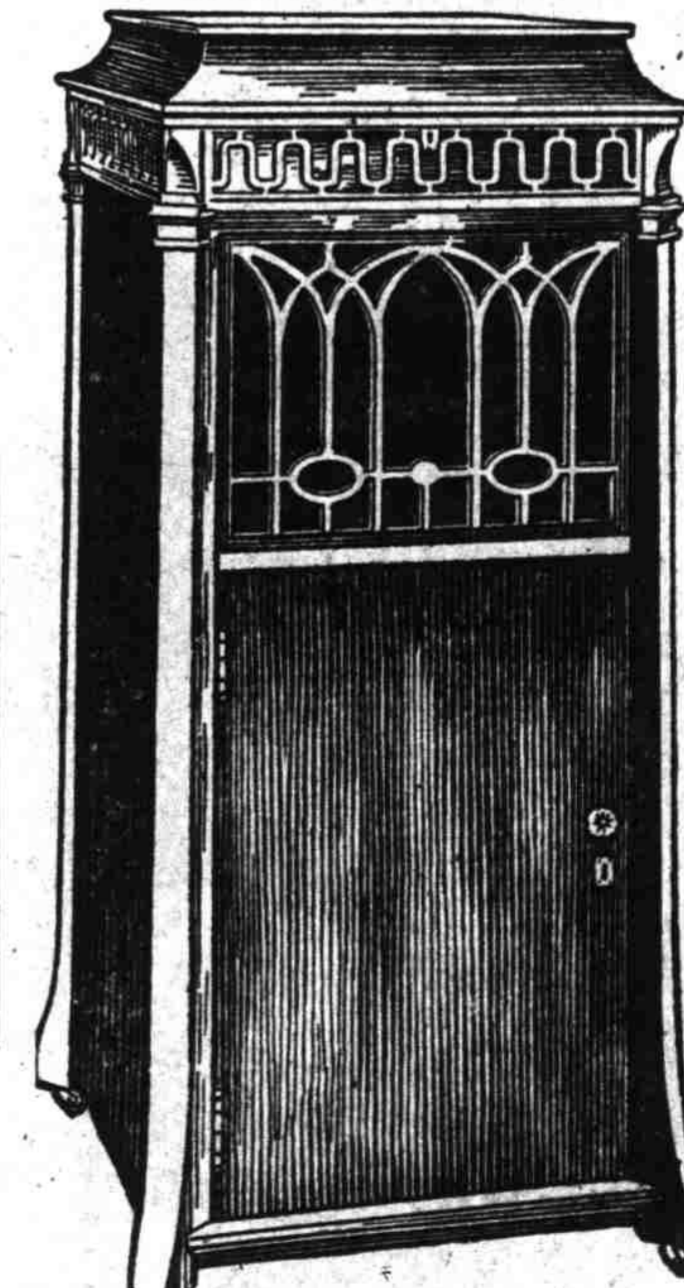
Look at our 19-B combination offer. Unequaled; unquestionably the greatest intrinsic musical value for the money; not obtainable elsewhere. A beautiful machine, together with 56 superb selections—dance records, orchestra, vocal and even latest Hawaiian, as well as one Caruso and one John McCormack—

All for Only \$122²⁰
Terms Cash or Payments \$10 a Month

The above price includes all accessories—oil can and oil, record brush, needles. See the many beautiful new Grafonolas. Better than ever in tone quality, finish, and design. True, natural, life-like tone reproduction. Important Notice—Order by mail. We send our Phonographs, including Combination 19-B, as above, subject to examination and free trial, anywhere.



The Famous Edison True Tone Re-Creation Instrument



The latest Edison laboratory model, for the well-to-do music lover. Price now \$285; other styles for less. Hear and compare, then decide. In our elegant new salesrooms, third floor, Eilers Music Building. Supplies for Teachers and Students, folios, studies, publications. All the latest music while it is popular, not merely from one publisher, but from all the publishers. We tune pianos properly. We store pianos right. We move pianos correctly. Pianos for rent. We buy pianos, phonographs, etc. We sell pianos at prices that are right.

Cuticura For Skins that Itch Burn and Scale

Bathe the affected part with Cuticura Soap and hot water. Dry gently and rub on Cuticura Ointment. This treatment is usually best on rising and retiring. For every purpose of the toilet, bath and persury the Cuticura Toilet Trio is ideal. The Soap to cleanse, Ointment to soothe, Talcum to powder and perfume.

Women Made Young

Bright eyes, a clear skin and a body full of youth and health may be yours if you will keep your system in order by regularly taking

GOLD MEDAL HARLEM OIL CAPSULES

The world's standard remedy for kidney, liver, bladder and uric acid troubles, the enemies of life and looks. In use since 1896. All druggists, three sizes. Look for the name Gold Medal on every box and accept no imitation.

TRUSS TORTURE can be eliminated by wearing the Lundberg Rupture Support. We give free trial to prove its superiority. Elastic Hosiery, Socks, Stock Trusses and Arch Supports. A. LUNDBERG CO. 626 Washington St., Bet. 11th and 12th Portland, Ore.