

PORTLAND, OREGON, SUNDAY MORNING, AUGUST 29, 1920.

REALTORS' CODE
BUSINESS BIBLE,
DECLARES TAYLOREthics of Trade Explained by
President of National Association;
Promises Must Be Kept.

Speaking through the National Real Estate Journal, official magazine of realtorhood, published in Chicago, on the subject of "ethics," Fred E. Taylor of Portland, president of the National Association of Real Estate Boards, reminds all realtors of the professional obligations which they owe their respective communities, their association and themselves.

President Taylor refers to the association's code of ethics as the realtor's business bible and remarks that it is incumbent upon realtors to practice "precisely" what they have preached in carrying out all realty transactions.

IDEAS ON ETHICS

Following are Taylor's ideas on ethics:

"It is well for members of the National Association of Real Estate Boards to remember that they, as realtors, owe a particular obligation to their respective communities as well as to their association and to themselves. As a result of the ideals fostered by the code of ethics of the national association and entrenched in the local communities by the affiliated boards and exchanges, the general public has come to expect ethical treatment in all transactions handled by realtors.

"Furthermore, the laymen are looking more and more upon realtors to exert a wholesome influence upon those engaged in the real estate business who, for one reason or another, have not identified themselves with our boards or associations.

MUST KEEP PROMISE

"Having preached the gospel of our code of ethics with such general success, it is incumbent upon us to practice precisely what we have preached and make certain that no buyer or seller of real estate can say truthfully that his practical experience with any realtor failed to bear out the honorable rating which the public has been taught to place upon our profession.

"To be sure, the realty man outside the organization who chooses to be guided only by his own conscience, may profit in an unfair and mercenary way because of the general confidence in realty operators.

"It is our duty, therefore, to protect the uninformed purchaser by creating such an enlightened sentiment as to advertising the true significance of the word 'realty' that the unscrupulous operator without standing will find it impossible to conduct his business along illegitimate lines.

CLIENT AT FAULT

"Often a zealous client may ask his realty agent to do something that does not harmonize with our code of ethics. It has been said that probably a majority of the so-called unprincipled transactions originate in the mind of the client rather than in the mind of the realtor. Cases where a good commission seems to beckon invitingly it may seem a rather cruel hardship to refuse to entertain business of a questionable character, but in the light of our first duty to master the teachings of our code of ethics and pattern our daily activities according to its suggestions and admonitions, it behooves us to walk circumspectly at all times and on all occasions."

"The code of ethics, therefore, is our Bible. It sets forth in a general way what is right and what is wrong in the transaction of our business."

CODE IS DISTRIBUTED

"It is the law laid down by the National Association of Real Estate Boards and adopted by the affiliated local boards as the guide for each individual realtor. That the general public may know the high ideals which govern the conduct of realtors, thousands of volumes of the code are distributed annually to interested laymen. For this it is for none of the many other good and sufficient reasons, as realtors, should make it our first duty to master the teachings of our code of ethics and pattern our daily activities according to its suggestions and admonitions, it behooves us to walk circumspectly at all times and on all occasions."

Title & Trust Co.
Makes Spokane Deal

Spokane, Wash., Aug. 28.—Purchase of the Del Rey apartments, by eastern clients for a reported consideration of approximately \$100,000, was announced yesterday by the Title & Trust company of Portland, Or., through Albert L. Grute, the company's trust officer. Mr. Grute was in Spokane formally to take over the property for eastern clients. The purchase was made from G. A. Ross, a building contractor of Portland, as sole owner.

Natorium Corner Stone Laid

Baker, Aug. 28.—The corner stone of the Baker municipal natatorium was laid Thursday by the Masonic lodge, the usual ritualistic exercises being used. The laying of brick already has been commenced and the forms for the concrete plunge are nearly completed. Material has also been received rapidly by the city officials and all but one carload of the brick ordered from La Grande had arrived before the increased freight rates went into effect. The corner stone is of Haines granite and the words "Baker Municipal Natatorium, 1920," are engraved on it.

Water Question Solved

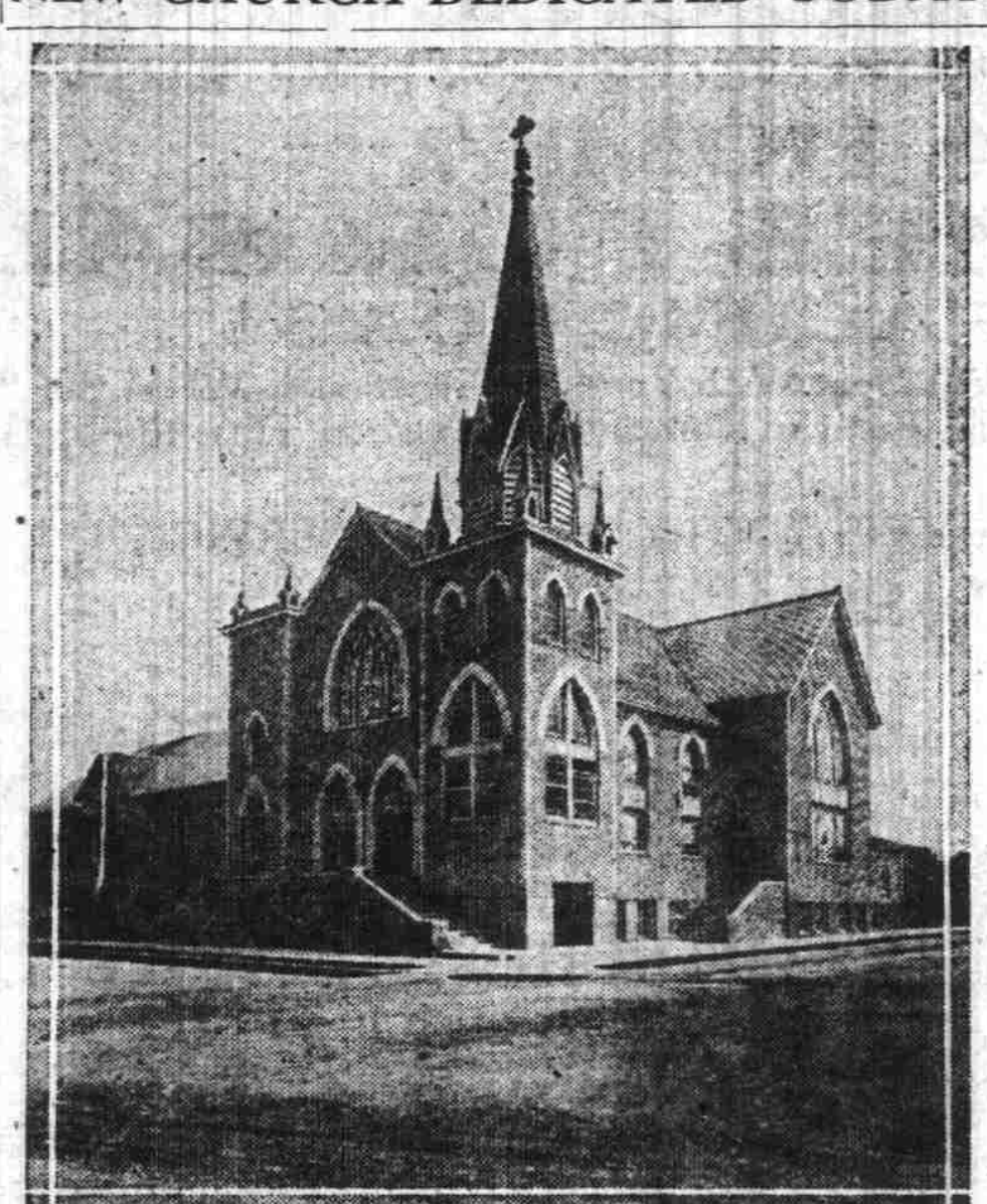
The Dailies, Aug. 28.—There is but one spot in the city where the water question and the problem of irrigation has been solved and that is in the Chenoweth tracts. Water is obtainable on these tracts at any season of the year. Owing to this condition, real estate in this section of the city is advancing rapidly in price, and many people contemplating building there.

Mears Hotel Sold

Seaside, Aug. 28.—Mrs. A. Mears has disposed of the Mears hotel to Mrs. Charlotte Barrett of this city. Mrs. Mears has operated this hotel for the last six years and plans on making her future home in California.

Booklets and Panel Layouts at
RASMUSSEN & CO. N. E. Cor. 2d
and Taylor

NEW CHURCH DEDICATED TODAY



New brick edifice at Rodney Avenue and Ivy Street for the Trinity Lutheran congregation, erected at a cost of \$40,000, which will be dedicated this morning.

Another modern church building will be dedicated this morning, when the Rev. J. A. Rimbach opens the doors of Trinity Lutheran church, Rodney Avenue and Ivy Street, with impressive ceremonies. The building, which is of frame construction veneered with red brick with white brick trimmings, has just been completed at a cost of about \$40,000.

The building was designed and erected under the direction of Edwin Balgmann, local contractor, who is a member of the congregation. Balgmann superintended the construction of the building for daily wages only, donating what other profits he might have derived through a contract. Much labor and material was also donated by members.

Handsome art glass windows have been installed by Povey Bros., and the furnishings throughout are of the best. A new pipe organ has also been installed.

In addition to the regular congregation, the new church will be occupied by a local deaf congregation which was recently organized in the city.

BAKER REALTY MEN
WILL FORM BOARD

Officers of Interstate Realty Association Will Assist in Organizing Baker County.

Baker, Aug. 28.—Arrangements for entertaining members of the Interstate Realty Board and for taking steps toward the formation of a board for Baker, were decided upon Thursday evening at a meeting of local real estate men at the Chamber of Commerce. September 14 was the date set for the organization meeting.

Among those who are expected to be present in Baker for the real estate dealers' meeting are Fred W. German, president of the Portland Realty board; Coe A. McKenna, vice president of the Portland Realty board; E. B. Arthand, vice president of the National Realty association of Hollywood, Wash.; Paul A. Cowgill, secretary of the Interstate Realty association; C. V. Johnson, department insurance commissioner of Portland, and R. E. High, president of the Interstate Realty board of Boise.

At the meeting last evening, which was presided over by A. E. Kirkendall, with R. G. Miles acting secretary, committees were appointed to take the plans under consideration and to prepare for the gathering on September 14. The entertainment committee consists of Colonel Panting (chairman), W. B. McCarty, Floyd Vaughan, Hugh Alfrey and E. A. Kirkendall. The music committee is Leroy Tibbals and Charles Bodeau.

A banquet for the evening of September 14 is being planned and the guests will be entertained by automobile rides about the city and through the valley.

Irvington Homes Find Ready Market

The F. R. Gilliland home at the northwest corner of Twenty-third and Brazee streets was sold last week to William McRae of the Crown Williamson Co. for \$15,000. The house is of an English type and occupies a 100 by 100 foot site. The transaction was handled by Mrs. Mary McDowell. Other sales of residences property reported by this agency during August include the transfer of the house at 618 East Thirtieth Street north from Anne Staples to Alice Martin for \$14,000. The home at 583 East Eighteenth Street north from Frank Hummel to Arthur Stringer for \$8,500, and the house at 602 East Twenty-second Street north from Bert L. Shaw to Miss Daisy Ray for \$8,500.

Large Prune Drier

Salem, Aug. 28.—Construction work on what is said to be the largest prune drier in the Northwest is now under way in West Salem, where Bruce Cunningham is erecting a plant 100x200 feet in dimensions. The plant, when completed, will be able to care for 2000 barrels of prunes daily. Only one unit of 1000 capacity was completed last year. It is the largest year's prune crop. Cunningham is recognized as one of Polk county's most extensive prune growers.

STATE OF OREGON
ACTS TO PROTECT
ITS TITLE TO LAND

Suit of Lake County Land & Livestock Co. to Perfect Its Claim to Swamp Contested.

Salem, Aug. 28.—The attempt of the Lake County Land & Livestock company to register title to approximately 1000 acres of land in Lake county through a suit instituted against Welbur Lofftus, Warren C. Laird, Ira Hougland and Martini Anderson, alleged squatters, is contested by the state of Oregon in an answer filed by J. O. Bailey, assistant attorney general, Saturday afternoon.

The lands in question are located adjacent to Warner and Anderson lakes, in Lake county, and claimed by the state of Oregon as swamp lands. He declares that "title to the land passed from the United States to the state of Oregon by act of congress of March 1, 1850, extending to the state of Oregon the provisions of the swamp land act approved September 28, 1850."

It is under the terms of the success of the company in establishing title to this land would result in the filing of similar suits, involving other lands, and that the state's title to approximately 36,000 acres of land adjacent to Warner, Anderson and Malheur lakes, held as swamp lands, would be ultimately involved.

Residence Property
Moves Fast Under
Publicity System

A new method of salesmanship is responsible for the sale of over \$150,000 worth of residence property in the city of Portland, according to the Harris company, organized a few months ago with offices in the Chamber of Commerce building. Transfers of 15 houses during the past two weeks indicate the growing popularity of the new sales method no less than a strengthening market for dwellings.

Under the Harris method, houses listed for sale are chosen with care and the company asks exclusive contracts for the usual period. Complete descriptions of houses offered for sale are published in advertisements inserted in the classified columns of The Journal. Names of owners and street locations appear in the advertisements and the prospective buyer chooses a house in the section of the city where he wishes to live, calls for the key and looks the place over at his leisure. If he is satisfied with the house and land, he calls at the office of the Harris company and completes the purchase. Members of the Harris company are Ralph Harris, Celestia Liston Harris and J. Bentley Sheehy, all experienced realty dealers.

Logging Congress to
Meet at Vancouver
From October 6 to 9

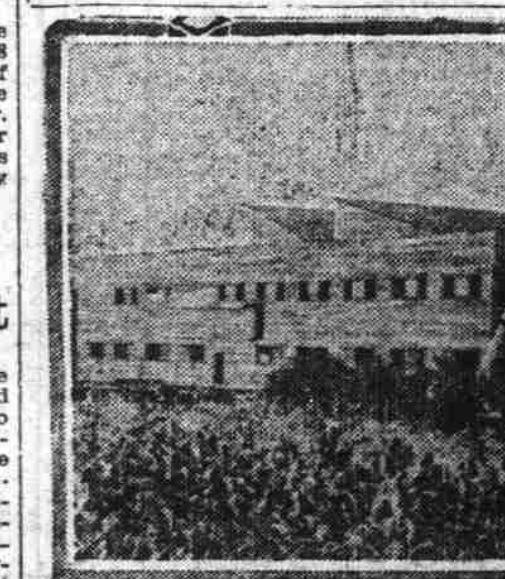
Announcement that the eleventh annual session of the Pacific Logging congress will be held in Vancouver, B. C., October 6 to 9, inclusive, has been received by Portland lumbermen from George M. Cornwall, publisher of the Timberman and secretary of the organization. Cornwall is now in the British Columbia city conferring with H. A. Hendry, president of the organization.

A special program of three days is conference and one day in the woods is being arranged. A special feature of the congress this year will be the exhibition of equipment and the various logging devices in operation. Many loggers, lumbermen and bankers of the Pacific Northwest will attend the meeting.

Lebanon Farm Sold

Lebanon, Aug. 28.—Frank Goemans has sold his farm of 88 acres, three miles east of Lebanon, to George Chamberlain for \$2500. Three years ago the same farm sold for \$3800.

BARNES & LINDSLEY CROSSARM PLANT



New building nearing completion on a four acre tract in East St. Johns for the Barnes & Lindsley company will house one of the best constructed plants of its class in the city. The concern will turn out a carload of crossarms daily.

New buildings nearing completion for the Barnes & Lindsley company at St. Johns will house one of the finest wood working plants in the city, according to E. L. Barnes, president of the concern. The buildings were planned by DeYoung & Road and include a boiler and engine house 43 by 53 feet in dimensions, a dry kiln 104 feet in length, and a two story frame factory building 70 by 250 feet in dimensions.

Large Prune Drier

Salem, Aug. 28.—Construction work on what is said to be the largest prune drier in the Northwest is now under way in West Salem, where Bruce Cunningham is erecting a plant 100x200 feet in dimensions. The plant, when completed, will be able to care for 2000 barrels of prunes daily. Only one unit of 1000 capacity was completed last year. It is the largest year's prune crop. Cunningham is recognized as one of Polk county's most extensive prune growers.

BUSINESS MEN
ARRANGE TRIP TO
EASTERN OREGON

23 Cities on Other Side of Cascade Mountains to Be Visited by Chamber of Commerce Train

Tentative arrangements for a trader excursion of Portland business men to Eastern Oregon during the week beginning October 17, were made Saturday following a meeting of the general excursion committee of the Chamber of Commerce, calling for visits to 23 cities east of the Cascade mountains.

Preliminary plans called for the inclusion of several Idaho cities in the itinerary, but the committee decided after much deliberation to confine the trip entirely to Oregon cities and suggested that an exclusive Idaho excursion tour be made next spring. A special train will be supplied for the excursion and 300 Portland manufacturers, jobbers and business men will have to join the party to make up the necessary expense. The party is scheduled to return to this city Sunday, October 24.

PLANS MADE YEAR AGO

Nearly a year ago plans were laid for a trade tour of Eastern Oregon, by the Chamber of Commerce, from Southern Oregon cities. The plans never matured, however. During Buyers' week, early this month, visitors from the Eastern Oregon cities urged the business men to visit them and plans for the trip in October resulted. The tentative schedule, accepted by the general committee arranged for the special train to leave Portland at 8 p. m., Sunday, October 17. The first stop will be made at Union Junction at 7 a. m., October 18. Arrangements have been made by the mayor of Union to take the Portlanders for an hour's stay at Union and Cove, returning to Union Junction to depart at 11:35 a. m. for North Powder. The remainder of the schedule has been arranged as follows:

THE ITINERARY

October 18—Arrive North Powder 1:10 p. m.; leave 2:15 p. m.; arrive Haines 2:35 p. m.; leave 2:40 p. m. and arrive Baker 3 p. m. and leave 3:10 p. m. and arrive Ontario 4 p. m. and leave 4:10 p. m.

October 20—Arrive Wallawa 7 a. m.; leave 7:30 a. m.; arrive Enterprise 4 p. m. and leave 4:50 p. m.

October 21—Arrive Elgin 7 a. m.; leave 7:30 a. m.; arrive Imbler 2:30 p. m. and arrive La Grande 4 p. m. and leave 4:50 p. m.

October 22—Arrive Adams 7 a. m.; leave 7:30 a. m.; arrive Athena 9:10 a. m.; leave 9:15 a. m.; arrive Weston 10:30 a. m.; leave 11:30 a. m.; arrive Milton 11:55 a. m.; leave 12:00 p. m. and arrive Pendleton 1 p. m. and leave 1:10 p. m.

October 23—Arrive Pilot Rock 3 a. m.; leave 3:30 a. m.; arrive Stanfield 1:35 p. m.; leave 2:30 p. m.; arrive Umatilla 3:50 p. m.; leave 4:50 p. m. and arrive Hermiston 5:10 p. m. and leave 5:15 p. m.

Returning the party will arrive in Portland at 7 a. m., October 24. Members of the excursion committee are: Nathan Strauss, W. H. Mitchell, Edward Ehrman, M. S. Hirsch, M. H. Houser, W. H. Behrman, C. C. Chapman, J. S. Beall, W. L. Thompson, Paul DeHaas, F. M. Seller, Edward H. Seneschneider and Charles Deyette.

Ladd Company Builds
Five Modern Homes
Near Reed College

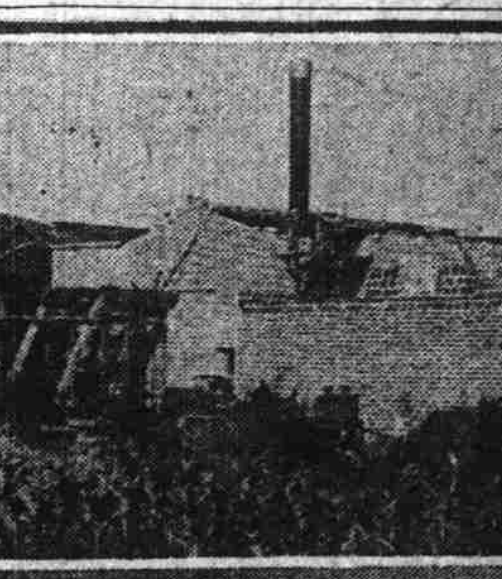
Five new houses built in Eastmoreland by the Ladd Estate company are ready for inspection. The site chosen for the group is on a gentle slope facing the municipal golf links. Each house is of a distinctive type and all are built for comfort and convenience. The exteriors are attractive and there is ample space for lawn and garden.

This new group of dwellings is easily accessible to Reed college and will help supply the growing need for additional housing facilities in that section of the city. The new homes are offered on liberal terms by the Ladd Estate company.

Articles Are Filed

The Lion Lumber company, with Portland as its principal place of business, and \$2000 as its capitalization, filed its articles of incorporation Friday with the Multnomah county clerk. The incorporators are R. E. Gardner, Charles Blanding and E. L. McDougal.

BARNES & LINDSLEY CROSSARM PLANT



New building nearing completion on a four acre tract in East St. Johns for the Barnes & Lindsley company will house one of the best constructed plants of its class in the city. The concern will turn out a carload of crossarms daily.

The engine house and dry kiln are of hollow tile construction and are practically fireproof. Ample provision has been made for heating, lighting and ventilation. The plant is a factory and practically all of this equipment as well as the machinery of the plant was manufactured in Portland. Special machines for boring and shaping cross-arms were designed by officials of the concern and made in local shops.

The plant occupies a four-acre tract with deep water frontage on Columbia Slough and is accessible to truckage for rail shipments. Output of the plant will average one carload of cross-arms daily, according to Barnes. Only 75 per cent of product of the plant is shipped to eastern and middle western territory for use on lines of electric light and power.

The cross-arms are made of Douglas fir lumber and find ready market in competition with cross-arms made of southern pine. Prior to the war the company shipped most of its output by water to Atlantic coast ports and on account of the recent increase in transcontinental freight rates officials of the concern plan to revert to cargo shipments in lieu of rail transportation.

NEW FIRE STATION COMPLETED



Handsome three story fire station at the southwest corner of Fourth and Taylor streets which will be open for use September 1. The new station will house engine No. 1 and truck No. 1, under command of Captain Fred N. Day.

The new fire station just completed at the southwest corner of Fourth and Taylor streets will be open for use after September 1. The building is three stories in height, 50x50 feet in dimensions, of brick and concrete construction. It will be headquarters for engine No. 1 and truck No. 1, commanded by Captain Fred N. Day.

The building was erected at a cost of approximately \$50,000 and is one of the best-equipped stations in the city. The third floor will be used as an assembly room. Sleeping quarters will be on the second floor and lounge room and fire equipment will be on the ground floor. The building will be equipped with shower and tub baths and a kitchen.

BIG LOCAL DEMAND
FOR SMALL TRACTS
Recent Transactions Show Move
Toward Smaller Land Buys
by Portland People.

Increasing demand for small acreage, as a feature of the Portland realty market, is reflected in the sale of two and three acre tracts to the value of more than \$50,000 by the J. L. Hartman company during the month of August. The tracts are located in North Parkrose, an addition two blocks north of Sandy boulevard and extending half a mile along that thoroughfare, comprising 400 acres of Multnomah Drainage District No. 1.

The topography and soil conditions of the addition make gardening and orcharding feasible and profitable and in nearly every instance purchasers of tracts are preparing to erect homes. Completion of the dike and pumping station being installed by the drainage district will place approximately 8000 acres under cultivation during 1921.

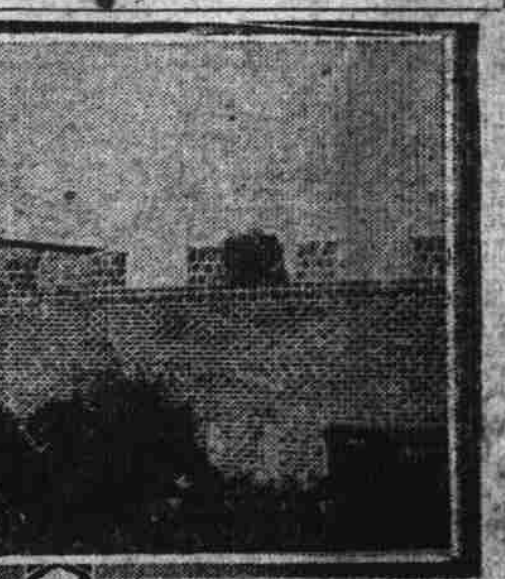
The J. L. Hartman company reports the sale of 23 houses during August and the transfer of 26 vacant lots in Rose City Park to prospective home builders. More than 100 homes have been sold by the company in Rose City Park since January 1, but the movement has reached its maximum during the past few weeks. Over 50 houses of the bungalow type are under construction in this popular addition.

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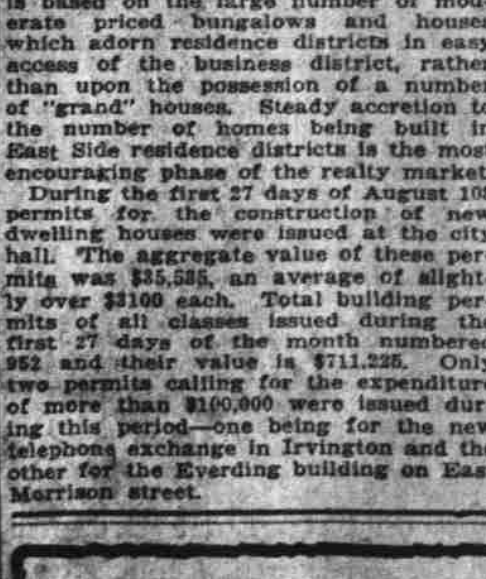
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REALTY DEALERS
ISSUE WARNING
AGAINST BAD BILL

Four Per Cent Interest Measure on Ballot in November Election Would Work Ruin to Industry.

Joining the Portland Realty Board in its fight against bad legislation, the legislative committee of the Interstate Realty association has issued a warning to its members in Oregon against the pernicious 4 per cent interest bill which will appear on the ballot at the November election. The bill is an initiative measure providing that the legal rate of interest in Oregon shall be 4 per cent per annum, with an allowance for 5 per cent on contracts.

The following letter, signed by A. R. Ritter, chairman of the legislative committee, and by Ira E. High, president of the Interstate Realty association, has been mailed to all members of the organization in the state:

"On the November ballot the voter will find a proposal to fix the legal rate of interest in Oregon at 4 per cent—contract money at 5 per cent.

"If the proposed law were passed evil days would come upon those who borrow. Most money now loaned would be called in and sent to places where higher rates of interest are obtainable and many a small owner as well as the larger, who now has a loan at 6 or 7 per cent, would be called on for the money, because the note could not be renewed at the present interest rate. The lender would demand payment in order to invest his money where it would yield a better rate. Oregon would be drained of every dollar for loan purposes.

"Every business using borrowed capital—some would go bankrupt—some be forced out of business; many would be compelled to limit their operations. A condition of stagnation would settle over many business enterprises with the result that many workers would be thrown out of employment.

"Do not overlook, also, that there is a single tax measure on the ballot in November. You see a heavy real estate dealer of the state of Oregon, are requested by the Interstate Realty association to tell your friends about these measures so that they will be defeated at the next election.

"If these measures should pass, real estate operations would be ruined. This office would be a heavy loser. I cannot urge you too strongly to devote as much of your time as possible to bring about the defeat of this measure."

Seward Hotel Plans
Complete Renovation
Of First Two Floors

Contracts for a complete renovation of the basement and a portion of the lower floor of the Seward hotel have been let by W. C. Culbertson, owner and proprietor. The basement will be made over so as to include a laundry, ice plant, sewers, sewing room and possibly a barber shop in addition to its present use. The laundry will permit all the hotel linen being washed within the building, while in the sewing room nearly everything will be mended. There will also be a repair shop for the mending or reupholstering of hotel furniture. There will be two coolers, one for the perishable food supplies and another for the staples. The establishment of the barber shop will probably not take place until a later time, when the dining room, together with complete new rugs.

On the first floor the women's parlor will be enlarged. Already additional furniture, pictures and a mirror have been added to its furnishings. A new floor is to be placed in the dining room, together with complete new rugs.

The addition of these two members of the faculty enables the School of Architecture to offer practical work to students of the school, and enables the student to obtain a comprehensive view of the plans being worked out in the construction program now under way on the campus.

New Apartment House

Centennial, Aug. 28.—W. H. Oliver's new \$75,000 apartment house on Rock street will be completed and ready for occupancy very soon, according to an announcement made by Mr. Oliver. The house is to contain 24 apartments of two and three rooms each and will play a big part in relieving the congestion of living conditions in Centennial, which has been acute during the past year.

Don't Be "Soaked"
Again Next
Winter

Ask us to show you how your entire home can be comfortably heated throughout next winter. A Vapor Heating system will give you the results you look for. Low first cost and low in cost per hour. Easy to care for and easy to buy. Now is the time to do it. "Later on" will be too late.

ALASKA PLUMBING & HEATING COMPANY, 415 E. Morrison, East 25th.

LINOLEUMS

And Cork Tilings

For Any Room
In Any Building

CORK FLOOR PRODUCTS CO.
202 Broadway, at Taylor