THE DALLES TIMES-MOUNTAINEER.

They give special attention to their retail grocery trade, endeavoring to give the public the largest and best variety of their city patrons. They have constantly added to the variety of brands carried until they have found an assortment of staple and fancy groceries rarely made up of a city store.

GROCERY DEPARTMENT.

As they do considerable jobbing, a large percentage of their stock for this department is purchased direct from brokers representing the different manufacturers—staple and much less to their customers that they have offered their groceries to their city patrons—these are then placed on an equality with other places—the best made. These are handied direct from factories—very low—in buying lowest original cost, this being the Dalles cost and home most reasonable selling prices. They were appointed the exclusive agents at The Dalles for the celebrated Baker Perfect Bait Wire, and finding they had an article of exceptional merit, packed it at their own expense in wire alone for 180 cents.

They job wire Nursing, as now since have placed orders for a thousand legs.

DRIED GOODS.

This department is stocked with merchandise most carefully selected. Receiving his business attention first in Scotland where application and thencefors are prime requisite, and afterwards in the large stores of Eastern and Western States where the manufacturers are equipped with a cultivated and discriminating taste, and style and wearing qualities. In this department, as in others, the business is one of sufficient volume as to enable them to buy in such large quantities, and many, or most of the smaller retail dry goods stores of the country, are few for reasons of this necessity to purchase their goods from the jobbers, this curtailing their opportunities of seeing the best productions and doing the best business possible. Not only do they have the advantages of buying the highest grade of goods, they secure the best values, latest styles and widest range of articles, purchase very extensively of exclusive specialty houses.

Many manufacturers are reaching out for the trade of the large retail houses of the country, selling them direct in addition to the jobbers. Pease & Mars have been recognized and appreciated.

The next article is Shoes, this has been placed in a position to buy many lines direct from manufacturers. This has been a patent factor in loading and increasing trade.

MAN'S FURNISHINGS.

In this department they endeavor to carry a complete stock of men's furnishing goods, clothing and hats as well asserted as to meet alike the requirements of fastidious tailors and their customers. They have added to their stock of men's hats, suits and overcoats, a large variety of suits and waistcoats, manufactured in England, Scotland, and the Continent, representing the best styles and grades of materials, and cannot purchase other but reputable goods.

Wherever they find satisfactory results with any particular line, they continue purchasing such manufacturers' products as long as it is kept up to the same high degree of excellence.

SHOES.

All shoes are purchased direct from manufacturers, and care has been exercised in selecting the different factors so as to have shoes of established reputations as regards both style and quality.

The stock embraces all the new fads and tones; it covers children's, women's and men's shoes of every grade and quality. The head of this department has been identified with the shoe business for many years, and is every factor in his stock by extensive experience has acquired a thorough knowledge of the business impossible to be attained in any other way and the store is not left until he has a shoe that fits his foot. If they cannot fit him he is told so.

The saloon and offices occupy the two brick buildings 28x126 feet on the northwest corner of Second and Federal streets.

The dry goods department occupies the east, the men's furnishing goods west and shows the rear portion of the larger or corner building.

Wings and cells are shown in a separate room back of the dry goods.

AUGUST 7, 1897.

At the beginning of 1897, the interior was completely changed; certain floor space was allotted to each department, and the store fixtures were designed and built so that each department has the proper sheltering, counters and tables for the character of goods carried.

This department has become a favorite this fall with the ladies of The Dalles; early in the season the firm secured the services of a most competent dressmaker from Seattle, Washington, and the costumes designed and fitted here are giving perfect satisfaction.

The corned warehouse 90x180, southwest corner First and Federal, contains the huge stock in bulk packages. The stone basement to this warehouse affords ample storage for bacon, beef, pork and other articles requiring a cool place.

They warehouse, 90x180 at Second and Laughlin, is used for agricultural implements. On Main street, between Federal and Laughlin, is still another warehouse, used mainly for the storage of heavy commodities, lime, salt, soft coal, etc. All these warehouses are so arranged as to give a complete view of quantities of merchandise, 30,000 feet of floor space, and still they are crowded and want more room.

Their trade covers all the territory that can possibly be made tributary to The Dalles; they have, perhaps, been instrumental in attracting to The Dalles people from the interior, whose natural market is many miles distant.

Last spring, in the endeavor to reach trade that had been passing elsewhere, they had the pleasure of Pete- ville, very close to the California line, about 200 miles south from The Dalles, thoroughly canvassed, seeing if it were not possible to divert the people of this section from the points where they had formerly purchased supplies, to the store.

They have been alive to the best interests of the large number of customers found among the west growers and have endeavored to see that the very best prices have been secured for their customers' needs.

In 1896, during the trying times of the presidential campaign, they carried for their customers a million pounds of wood, refusing to sell until the market had strengthened and satisfactory prices could be obtained early in 1897.

They endeavor to keep up to date stock, ample capital to carry out the adjusted ideas of the firm, which is comprised of public spirited men, anxious to push The Dalles as the front, and willing to devote their time, ability and money to that end.

Are they not worthy of your patronage, we ask?