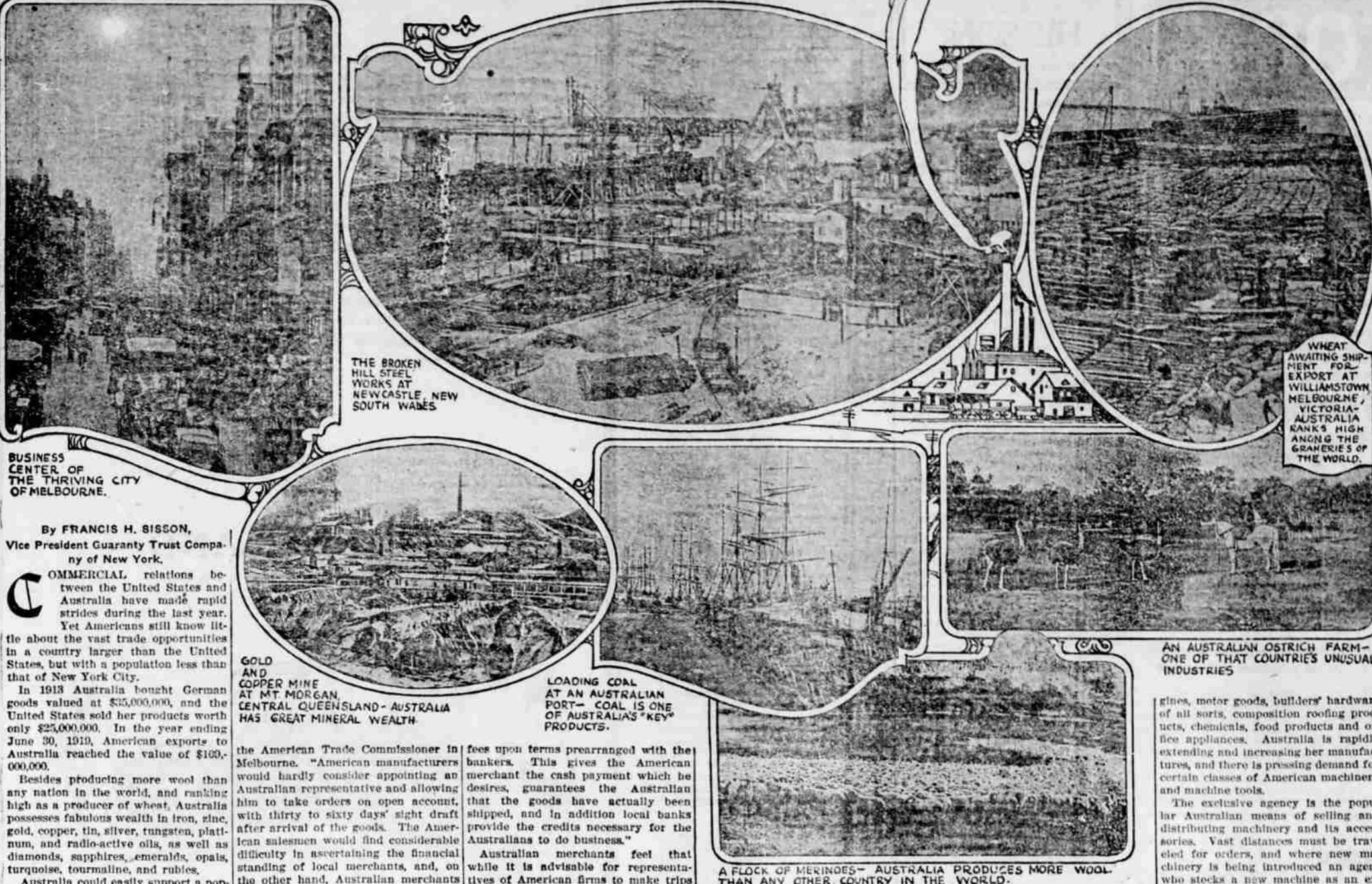


Possibilities Of Trade With Australasia



THE BROKEN HILL STEEL WORKS AT NEWCASTLE, NEW SOUTH WALES.

WHEAT AWAITING SHIPMENT FOR EXPORT AT WILLIAMSTOWN, VICTORIA. AUSTRALIA RANKS HIGH AMONG THE GRAINERS OF THE WORLD.

GOLD AND COPPER MINE AT MT MORGAN, CENTRAL QUEENSLAND - AUSTRALIA HAS GREAT MINERAL WEALTH.

LOADING COAL AT AN AUSTRALIAN PORT - COAL IS ONE OF AUSTRALIA'S 'KEY' PRODUCTS.

AN AUSTRALIAN OSTRICH FARM - ONE OF THAT COUNTRY'S UNUSUAL INDUSTRIES.

A FLOCK OF MERINOES - AUSTRALIA PRODUCES MORE WOOL THAN ANY OTHER COUNTRY IN THE WORLD.

By FRANCIS H. BISSON,
Vice President Guaranty Trust Company of New York.

COMMERCIAL relations between the United States and Australia have made rapid strides during the last year. Yet Americans still know little about the vast trade opportunities in a country larger than the United States, but with a population less than that of New York City.

In 1913 Australia bought German goods valued at \$35,000,000, and the United States sold her products worth only \$25,000,000. In the year ending June 30, 1919, American exports to Australia reached the value of \$109,000,000.

Besides producing more wool than any nation in the world, and ranking high as a producer of wheat, Australia possesses fabulous wealth in iron, zinc, gold, copper, tin, silver, tungsten, platinum, and radio-active oils, as well as diamonds, sapphires, emeralds, opals, turquoise, tourmaline, and rubies.

Australia could easily support a population of 50,000,000. Her markets should be especially cultivated by the United States as the seasons in the two countries are exactly reversed. Since Australian merchants place orders about nine months before goods are required, Australian orders could be filled in the dull season in the United States between the regular seasonal shipments for domestic trade.

"One of the great drawbacks to trade relations between the two countries is the question of credits," writes

the American Trade Commissioner in Melbourne. "American manufacturers would hardly consider appointing an Australian representative and allowing him to take orders on open account, with thirty to sixty days' sight draft after arrival of the goods. The American salesman would find considerable difficulty in ascertaining the financial standing of local merchants, and, on the other hand, Australian merchants accustomed to the liberal terms granted by English and German houses, would not be inclined to make purchases and pay cash when the goods were shipped. Some Australian bankers realize the situation and are willing to make arrangements with New York banks to pay American manufacturers for their goods upon receipt of the invoices and shipping documents when properly authorized by the Australian merchants, who will pay the interest, exchange and collection

fees upon terms prearranged with the bankers. This gives the American merchant the cash payment which he desires, guarantees the Australian that the goods have actually been shipped, and in addition local banks provide the credits necessary for the Australians to do business."

Australian merchants feel that while it is advisable for representatives of American firms to make trips to the Australian market, in order to establish connections, local agents can conduct the business more satisfactorily.

Another drawback to increased trade with the United States has been a lack of good agents. Types of American machines, for example, which later had large sales, were out of the Australian markets for years because our manufacturers did not put a sample machine into the hands of a good agent. Unnecessary risk of this kind

can be avoided by an exporter by thorough investigation in advance—through banking connections—as to the reliability of the Australian agent.

The largest manufacturing centers and the largest engineering shops are in Sydney, New South Wales, and in Melbourne, Victoria, which places produce an equal amount of manufactured goods. A rapid growth in the meat-canning industries of Queensland will result in an increased demand for

American machinery. The same is true of Western Australia with its gold mining development.

There is growing scarcity of many goods in Australia. The chief shortages which must be replenished being found in tin-plate, galvanized iron, wire and copper cable, steel and iron girders, for steel sheets and bars, gas tubes, piping, pumps, valves, putty, cement, tools, aluminum, and

gins, motor goods, builders' hardware of all sorts, composition roofing products, chemicals, food products and office appliances. Australia is rapidly extending and increasing her manufactures, and there is pressing demand for certain classes of American machinery and machine tools.

The exclusive agency is the popular Australian means of selling and distributing machinery and its accessories. Vast distances must be traveled for orders, and where new machinery is being introduced an agent who stocks a new machine as an experiment usually asks an exclusive contract.

Since the war many Australian importers have arranged for cash payment against documents in New York. The value of uniform price lists for the maintenance of complete files of prices is apparent. Australian importers are consistent readers of leading American machinery, trade journals, and inquiries frequently follow on the strength of their advertisements.

American goods are as popular in

Australia as elsewhere in the world. Medium and fine grade shoes, though a little higher in price, are produced by most Australians, who are willing to pay the difference. The importance of textiles, also, in the Australian import trade may be seen from the fact that this industry furnishes about 25 per cent of the total revenue from customs and excise. American exporters should adopt British widths.

Trade with New Zealand—a thousand miles from the Australian continent—differs from that with Australia except as concerns engineering appliances and machinery. Most of the goods sold are similar to those suitable to the smaller cities of Pennsylvania or Illinois. The population in rural, only a small proportion working in factories, and the great demand there is for cottons, flannels, gloves, veils and trimmings, automobiles, labor saving machinery, hardware, especially stoves, axes, saws, picks, spades, forks, carpenter's tools, lamps, wire netting and galvanized iron and American laces and embroideries.

When speaking of Australia and New Zealand collectively, they are generally referred to as "Australasia." Almost every article made in Australasia is protected by an import duty. It must be remembered that Australasian wage earners are well paid comparatively and can afford to pay for the best quality. In selling to the agricultural population outside of the cities, the American exporters have to deal with storekeepers' associations, through which source the up-country stores buy large quantities of goods.

The list of American goods advertised in Australia ranges all the way from motor trucks to chewing gum, and includes typewriters, clocks, patent medicines, pianos, cameras, fountain pens, corsets, toilet articles and soaps. California apples, asparagus, sweet corn from the Middle States, canned salmon and herring, sardines and lard compounds find a ready sale in Australian markets. A large trade has grown up with the Pacific Northwest in lumber, principally Oregon pine, as the result of the lack of native soft woods suitable for building purposes. The extensive forests of Australia are made up almost entirely of hardwoods and are largely of the eucalyptus or gum species.

One of the most striking characteristics of Australia as a market for goods is the concentration of about 40 per cent of the population of the country in the capital cities. A similar condition cannot be found in any other part of the world.

Australian business houses lately have been seeking agencies for combinations of American manufacturers organized under the Webb Law, handling allied lines of goods from different groups of manufacturers, in order that they may be able to furnish full lines to the retailers who deal with them.

The Australian banking business is divided among twenty-seven strong banks with numerous branches. Unity of action on the part of the banks is common. All banks doing business in Australia quote the same exchange rate on London, all charge the same rates of exchange between different cities in Australia, and all ask the same rates of interest on loans.

Germany's Fleet Grows Steadily

By Carl D. Groat.
(United Press Staff Correspondent.)
BERLIN, Jan. 5. (By Mail.)—The German shipbuilders are laying their plans for the future development of the future on oil burning rather than coal burning ships. At present there is some development of motor ships using Diesel motors like those which drove the U-boats. Builders, however, entertain divergent views as to the practicability of the motor ship, the Bremen group holding more enthusiastically a brief for this type than do the Hamburg builders.

Fourteen ship lines operating in Germany have recently increased their capital from \$11,500,000 marks to \$47,000,000 marks, in part to meet higher costs and in part to prevent foreign lines from getting a hold on the concerns. German lines are now operating to all parts of the world and the prospects for the future are regarded as rather good in spite of the fact that the process of rebuilding a merchant marine is necessarily slow.

Recent alliances between steel concerns and shipbuilders make it possible for a wider development than would otherwise have been the case. And the shipbuilders are happy at the fact that the workers are showing a healthy willingness to "stick to the job." Purchases of ships from the outside are necessarily limited by the high exchange. There is considerable chartering, but the tendency, as before the war, is to develop well fixed lines on well established trade routes.

It is estimated that Germany now has 419,000 tons of her own shipping against 5,240,000 tons before the war, with about 185,000 tons of new shipping in sight. The recent alliances with American lines are now hailed here as real assets, offering the chance eventually for the German merchant marine to have a new "place in the sun."

Old Prison Ship Been Unearthed

(By Associated Press.)
SAN FRANCISCO, Jan. 22.—The battered timbers of an old barred prison ship were uncovered here recently by a steam shovel excavating for a bank building not far from the waterfront here. The old boat, the Empress, according to local historians was used by the municipality in 1849 as a jail. At that time she was anchored where Battery street is now. As the city gradually advanced over the mud flats and pushed back the waters of the bay, the boat was buried in the silt and buildings constructed on the spot where she once anchored. The timbers were found thirty feet below the level of the sidewalk.

Roseburg Girls At Murder Trial

The sensational murder trial of Thomas Lotisio, slayer of his 19 year old English war bride, which is attracting so much attention in Portland, now has an interesting local phase. Two of the star witnesses at the trial, Miss Amy Freeman and Mari Heldenrich, are former Roseburg girls. They testified that Tess Lotisio was dragged away from the Chinese restaurant at fourth and Everett streets, sobbing and screaming. They stated that they had accompanied her to the Chinese joint to secure some noodles, with the assistant manager of the Hazelwood as their escort.

In a cross examination of Miss Freeman, Albert B. Ferrera, attorney for Lotisio, demanded to know if she had not visited the district attorney's office yesterday morning for the purpose of refreshing her memory as to the testimony given at the coroner's inquest in December. She admitted going to the office of the District attorney, but denied the other allegation, saying that the reason for her visit was to report having been annoyed on leaving work at the Hazelwood Tuesday night by a man who demanded to know why she "was trying to railroad" Lotisio, and who represented himself as Ferrera's son. She declared the man said he had been a pal of Lotisio's in the army. Ferrera commented that he had a son, but that the son had never been in the army.

CASTORIA For Infants and Children In Use For Over 30 Years

Always bears the Signature of *Chas. H. Fletcher*

Furs wanted at highest prices at 31 Jitney office. R. F. Shields.

Fires destroy lives, property and food. Be careful with fire.

Constable F. W. Dillard spent the day in Leona serving papers in a civil action.

Our 1921 line of Wall Paper now here. It is beautiful and up to date. Call and see it—it won't cost you a cent. At Fisher's.

Vlavi, the old reliable home remedy. Prevents operations. Mrs. W. L. Smith. Phone 227-J.

John Hunter, local contractor left this morning for Eugene to attend to business matters.

A nice, clean, up-to-date 1920 section going at a discount. There is no cheap skins or mail order blinks to take your money. Come in and see them. An overstocked and they must be sold. At Fisher's.

Write Jack Ronch, Drain, for catalogue and prices for the Queen incubators, coal and oil burning brooders. Avoid disappointment by placing your order now for future delivery. Remember the Queen is the best money can buy.

Don't care who is selling out at cost, will sell you better goods at less money at regular prices, quality considered. Paints, varnishes, oils, brushes, auto enamel, etc., at Fisher's Paint and Paper Store.

OAT MEAL WALL PAPER.

Have the largest and most complete line on the Pacific Coast, barring none. No jobber or wholesaler can come up to it. At Fisher's.

Gray and Drab Is Theatre Life In London Town

(By United Press.)
LONDON, Jan. 22.—Democracy, as seen by theatre goers, is a very drab affair.

Nowhere in England can the extraordinary changes that have taken place in the social customs be better seen than in the theatres.

Rows of stalls present an uninspiring dullness. Gone are the beautiful coiffures and tresses of bygone days, when theatre going was something of a ritual.

Victorian mothers went to the show not only to see the show, but to see the latest fashions and to show off their own fine feathers. After the performance the vestibule was crowded with beauteous patricians, beauteously gowned, coiffured and jeweled, chatting languidly with well groomed men while they waited the advent of their carriages.

Today, audiences are entirely nondescript. Half the "best people" are to be found in the gallery, or "the gods"—while the pit probably shelters the other half. In fact, it would be difficult to say which seats of the mighty or the smart are these days. Certainly those who sit in the stalls and boxes are the gilded few in these days of uniform drabness.

After the theatre one or two parties of friends might be seen waiting for their automobile to take them home. A large proportion will struggle—not always successfully—to hail a taxi, but the great and grand majority take to their feet and mingle with the rushing crowds that are all headed for the nearest subway.

It is at the entrances to the W. End stations of the subway that you can best gather an idea of the number of folks who have been on pleasure bent. These are stormed by vast lines, who laugh and talk merrily as they wait their turn.

Gray and Drab Is Theatre Life In London Town

ly and urged a more stringent enforcement of the laws.

HOW TO TREAT A COLD.

You have another cold. You have often asked yourself the question, "What shall I take?" You have frequently bought something that did not give you the anticipated results. You may have taken a preparation that relieved the cold but left you with a headache or a deranged stomach or other undesirable conditions, to such an extent that you felt the remedy was worse than the disease.

Now, however, you have the right preparation for the relief of a cold. It is Recall Laxative Aspirin (U. D. Co.) Cold Tablets. At the first sign of a cold take a few of these tablets according to directions—they will relieve you without any ill effects. Being slightly laxative these tablets enable the liver to perform its regular function and the Aspirin (U. D. Co.) will relieve instead of cause a headache.

If a cold is not treated when the first symptoms show themselves, it will frequently develop into more serious complications.

Get of us a box of these Cold Tablets today. Take them according to directions at the moment the first symptoms appear and you will obtain real relief.

We guarantee them.

NATHAN FULLERTON
The Recall Store
Roseburg Oregon.

Western Union To String Wires

(By Associated Press.)
SAN FRANCISCO, Jan. 22.—The stringing of new copper wires to the extent of 16,000 miles on the Pacific coast and across the continent is to start immediately by the Western Union Telegraph company, it was announced here recently.

Later, more lines bringing the total construction to approximately 10,000 miles will be put up. Company officials said that the new work involves the outlay of several millions of dollars. The construction work was ordered in preparation, according to the announcement, for an early revival of trade activity.

THE NATIONAL SURETY COMPANY OF NEW YORK

Are the leaders in Bond writing. They write all kinds of bonds. Bank Deposit, Burglary, Contract, Public Official, Administrator and Guardian Bonds.

See M. F. RICE, "The Bondman," Rice & Rice.

Be Slender

True way to become slender, agile, healthy, is now yours. See the picture! The shadow is to give you idea of one before reduction of weight. No starving or tedious exercises. No doing with salts, etc., no harmful, so lose of time. Just follow the simple, easy KOREIN system and reduce 10 to 60 pounds (what ever you need) to under money-refund guarantee. Safe, reliable, recommended by physicians. Add to your capability and charm. Amate all who know you. Be some lighter in step, younger to your feet. Take your measurements and weight often and look at yourself in mirror to know the great benefit. Don't lose any more time! Start now and enjoy the thrill of becoming slender. Ask for book of KOREIN TABLETS (unexcused letters) at any drug store. Accept no substitutes. Or mail \$1.00 to us for book or write for free brochure. Korein Co., 47-48, Station X, New York, N. Y.

ENAMELWARE SPECIALS.

In spite of the fact that enamelware has shown no tendency to come down, Carr's are offering some big specials in grey ware, big, large pieces at 89c, former values at our regular low prices up to \$1.20.

17 qt. deep dishpan 89c
14 qt. deep dishpan 89c
Large covered Berlin Kettles 89c
Heavy wt. 10 and 12 qt. water pails, a big value 89c

Carr's carry a big line of white, blue and white, or grey enamelware in pans, kettles or any piece you want. Carr's can save you money. Look for this red sign—Carr's—where you save.

For painless extraction of teeth call on Dr. Nehrbas, Dentist, Masonic Bldg. Phone 458.

CITY NEWS

Grundel piano tuner. Phone 159-L.

Dr. Harry E. Morgan, dentist, telephone 483. Office 315 Perkins Bldg.

Twenty-five per cent off on Exide Batteries at the Roseburg Garage.

Bay Front Market, Marshfield, Ore., ships best salmon special parcel post 22c pound, cleaned clams not less than 2 quarts, 49c per quart.

CHICHESTER'S PILLS

THE DIAMOND BRAND

Indigestion, Acid, Stomach, Bile, Liver, Kidney, Bladder, and all other ailments of the digestive system. Take one or two pills after each meal. They are the only pills that will cure all these ailments. They are the only pills that will cure all these ailments. They are the only pills that will cure all these ailments.

SOLD BY DRUGGISTS EVERYWHERE

CHURCHES URGE Law Enforcement

TACOMA, Jan. 22.—Resolutions protesting against what was termed "indiscriminate exercise of the pardoning power in response to maudlin sentiment" have been sent to Washington state and county officials by conferences of thirty-seven Methodist churches. The resolutions said that crime had doubled in Tacoma recent-

Have it tuned
NOW START THE YEAR RIGHT
C. H. ARNOLD 190-L

LUMBER

Of all dimensions, at reasonable rates while it lasts. 1/2 block North of West Side Store, 1267 Umpqua Avenue. Phone 235-R.

Sheet Metal Work
OF ALL KINDS
J. H. SINNIGER
119 OAK STREET PHONE 428

IT WOULD MAKE A SLOW-POKE WORRY JUST TO SEE THE WAY WE HURRY!

TO THE JOB

Hughes Little Plumber

YOU never caught a spider trying to spin a web across your door or around your feet. Our first name is Hustle; our middle name is Hustle; and our last name is Get There. Our phone number is 151, and we'll be pleased to have you call either conversationally or in person.

Roseburg Plumbing and Heating Co.
C. W. Hughes, Mgr.
242 N. Jackson, Roseburg.