

THE GREAT WHEAT SHIPPING PORT of the WEST.



STANDARD brands of flour, manufactured by a home company, with simple financial backing, is the output of the Portland Flouring Mills Company, which today enjoys one of the heaviest export trades of any of the leading industrial establishments of the Pacific Coast.

Trade is developed only at the expense of great and persistent effort in widening the field for steady operation; in other words, in finding new markets for the manufactured product, and in meeting fully every reasonable demand of the home field as well.

The industrial development of the Pacific Northwest must follow efforts to increase the production of staple articles of consumption. The work of the Portland Flouring Mills Company has, in no small measure, contributed to the increased production of wheat at a more remunerative price to the producer. Profits from the manufacture of any article of wide consumption must necessarily be small; and the production of all staple articles must be conducted on a large scale to maintain even a reasonable hope of success.

The Portland Flouring Mills was organized by the late W. S. Ladd and associates in 1883, and was in its first experience a failure. In 1885 its financial showing was such that a reorganization of the company was had, and the present Portland Flouring Mills Company organized. Its properties consisted at that time of the mill at Albina, with a capacity of 500 barrels per day, and the Imperial Mill at Oregon City, with a capacity of 500 barrels per day. Shortly after the reorganization, Mr. Ladd induced Mr. Theodore B. Wilcox to take charge of the company's affairs, and from that time, under his management, the company has made rapid and substantial progress, and it has now long been recognized as the leading business enterprise of the Northwest.

Mr. Wilcox was wise enough to perceive long ago that the future of the Pacific Northwest as an agricultural country depended largely upon the trans-Pacific business, and that the future success of the mill business depended on the development of the Oriental trade. In 1887, he set about securing this trade, and in building it up, in such an energetic way that it soon exceeded his supply, and it became greater than the foreign trade of all the other flouring mills on the Coast combined.

In the development of the Oriental trade, Mr. Wilcox has not neglected opportunities in other directions. He has long enjoyed a large trade with South Africa, Central America and South America. He has always continued the European trade in flour, although other mills on the Coast have long years ago abandoned that entirely. The company has always been aggressive in its business methods, and its trade today reaches to all parts of the world. They have not only sent their goods to the Orient, but at great expense have created a demand in these fields for Oregon flour. The demand for the company's product has necessitated the rapid increase of its output, until the capacity of its plants, located in different parts of the Pacific Northwest, today reaches an aggregate daily output of over 800 barrels. The largest of these mills is located at Portland. This mill has been rebuilt and increased until it has today a capacity of 2500 to 3000 barrels in 24 hours.

The development of the great Oriental business which now finds entry to the United States through Portland and the ports of Puget Sound, had its inception from the efforts of the Portland Flouring Mills Company, through Mr. Wilcox, in pushing their goods into the fields of China and Japan. These ports today are among the greatest shipping points for flour in the world, and the prominence of Portland, as one of the leading ports for handling the heavy export trade that the Pacific Coast now enjoys, is due in a large measure to the public spirit and special ability shown by Mr. Wilcox in building up the business of the Portland Flouring Mills Co.

In addition to the large plant at Portland, the company today operates mills at Oregon City, Salem and Albany, in the Willamette Valley, and at Tacoma, Spokane, Dayton, Harrington and Prescott, in Washington. During the past few years Mr. Wilcox, foreseeing the growth of the milling business, and the necessity of getting nearer to the farmer for a supply of raw material, has acquired, through the Pacific Coast Elevator Company, a great number of warehouses; sufficient to supply the probable requirements of his company for a further increased flour business, and this, in itself, has brought the Portland Flouring Mills Company to the front as the principal shippers of wheat, as well as flour, from the Columbia River.

LARGE INCREASE IN EXPORTS.

Portland Secure in Her Position as a Wheat-Shipping Port.

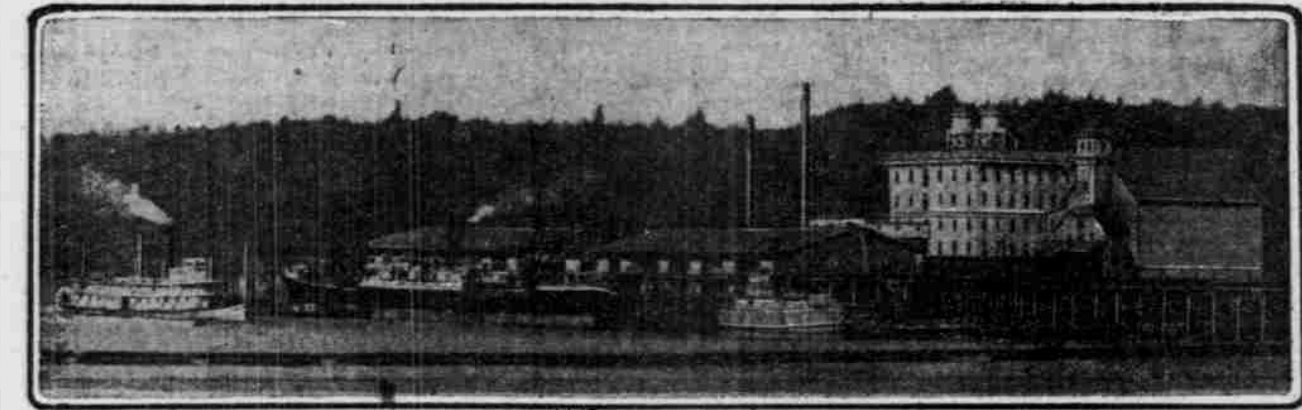
Portland's shipping trade has shown a large increase the past season, and the prospects are for a larger volume of business. Shippers are unanimous in the opinion that Portland is secure in her position as a wheat-shipping port. All she has to do is to keep pace with the growth of the tributary country. The shippers say:

Taylor, Young & Co., by George Taylor: The shipping business of Portland has increased largely during the past season. We have had more vessels and larger vessels here during the past year than during any previous year.

Kerr, Gifford & Co., by Peter Kerr: The wheat export trade of Portland will this year show a handsome increase over any previous season.

With proper facilities provided, as no doubt there will be, and a channel to the sea commensurate with the growing importance of its commerce, there is no reason why Portland should not always hold its own as a wheat-shipping port.

Balfour, Guthrie & Co., by W. J. Burns: The export business of Portland will show an increase this season of 25 per cent over any of its predecessors, owing to good crops harvested and a larger area of land that has been brought un-



MILLS OF PORTLAND FLOURING MILLS CO. AT PORTLAND.

der cultivation. This may be expected to increase unless other industries spring up to take the place of wheatraising, as is the case in the Willamette Valley. In regard to the import shipping business, there has been no increase. On the contrary, it is getting less in volume, owing to the small number of articles that may be imported under the present tariff. Any reduction that might be made in the tariff would have a stimulating effect both ways.

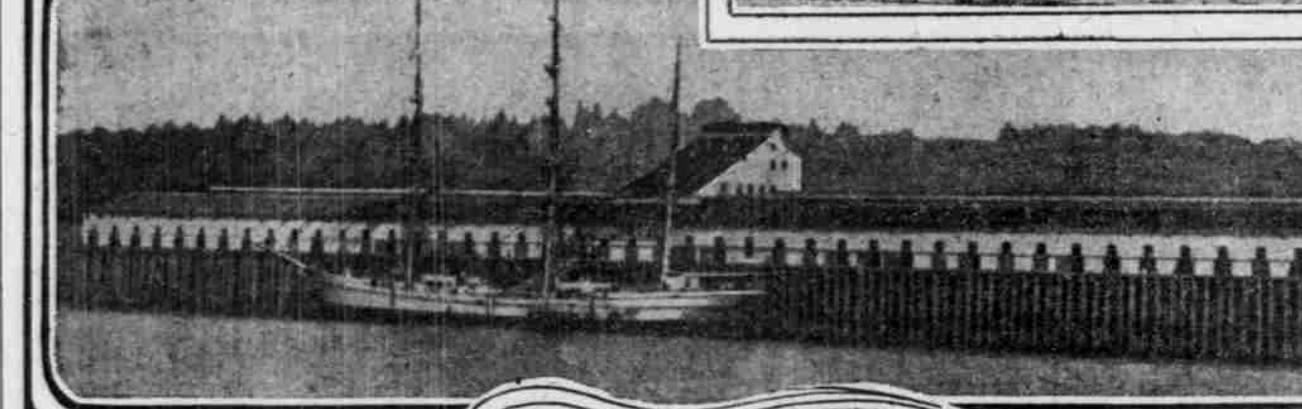
Portland Grain Company, by W. S. Sibson: The exports of wheat from Portland this season will require a larger number of ships and will aggregate a greater



One of the Flour Warehouses of the Portland Flouring Mills Co.



COLUMBIA DOCK No. 2, OWNED BY PORTLAND GRAIN CO.



OCEANIC DOCK, OWNED BY BALFOUR, GUTHRIE & CO.

amount of tonnage than for any previous season.

As new land is brought into cultivation, and as the railroads put out additional feeders, this branch of our trade will doubtless continue to grow.

Both directly and indirectly, Portland's supremacy as the shipping and distributing center of the Northwest depends largely upon her continuing to reach out for her full share of the wheat business as the country develops, and no effort should be spared and no time should be lost in making the necessary improvements in the river and harbor, so that we can accommodate the large sailing ships and steamers which are becoming a feature of the trade.

Northwestern Warehouse Company, by T. W. Smith:

From results already attained, and plans that are still being carried out by exporters, it looks as though 1902 would be Portland's banner season for grain exports. Farmers have been selling wheat quite freely, and doubtless the crop will be pretty well cleaned up before next harvest.

In the shipping line everything is looking very promising, and indications are for expansion on a large scale. This season's business will show quite an increase over previous seasons.

Its geographical position makes Portland an important shipping center.

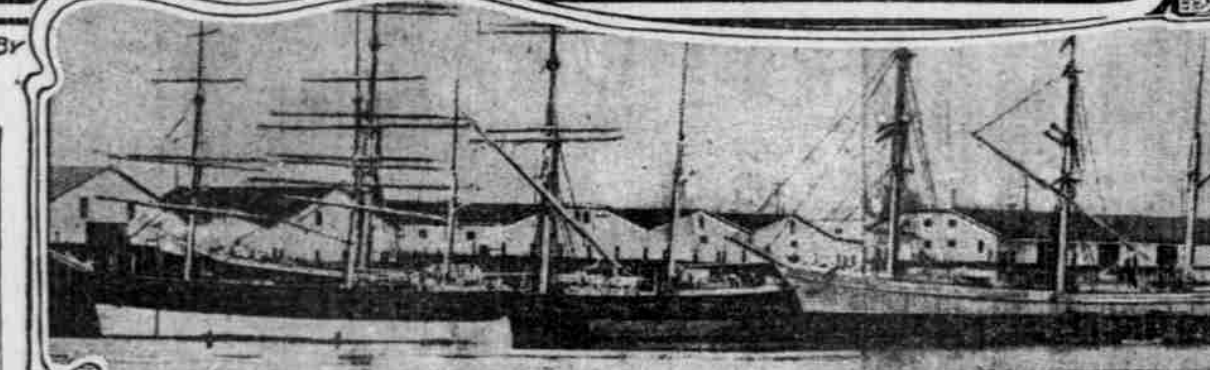
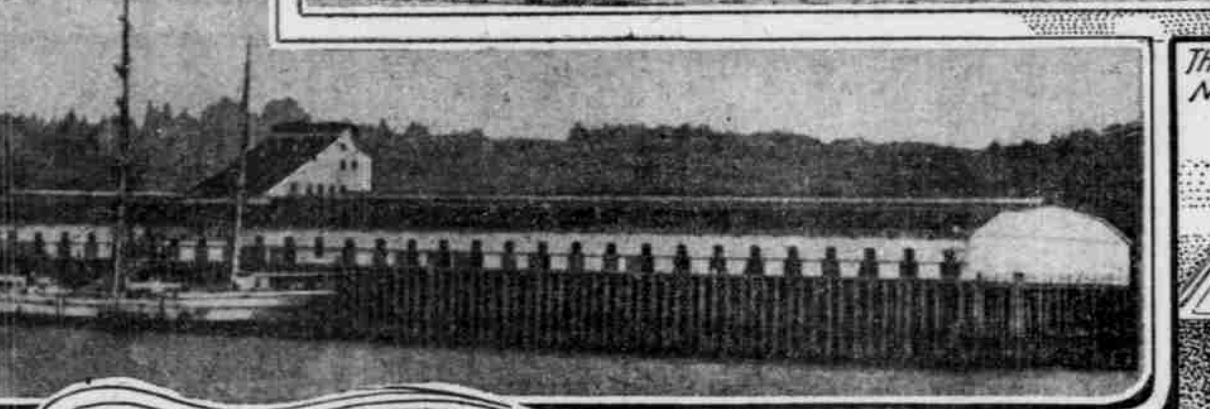
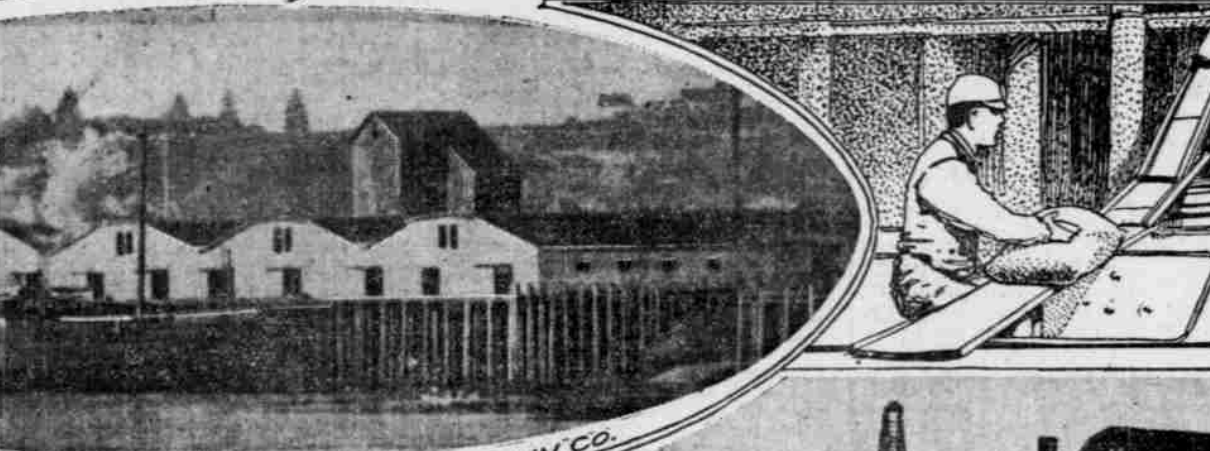
LARGE WHEAT EXPORTERS.

Balfour, Guthrie & Co.'s Dock Will Hold 1,000,000 Bushels.

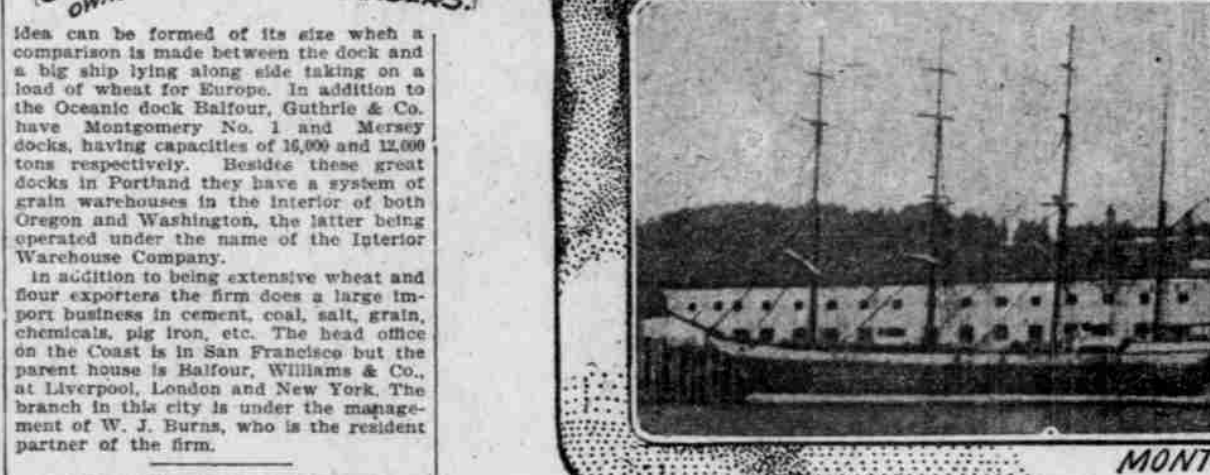
The firm of Balfour, Guthrie & Co., one of the largest shippers on the Coast, has immense dock facilities in Portland. The accompanying picture is of their new Oceanic dock, having a capacity of 1,000,000 bushels of wheat or 30,000 tons. It is 800 feet long by 150 feet in width. A good



One of the Flour Warehouses of the Portland Flouring Mills Co.



GREENWICH DOCKS NOS 1 AND 2 OWNED BY J. COUCH FLANDERS.



PORTLAND GRAIN COMPANY. Shipments From Columbia Dock No. 2, Over 40,000 Tons a Year. The Portland Grain Company, who use Columbia Dock No. 2, ship from 40,000 to 60,000 tons of wheat every season. This



THIS WOULD LOAD A TRAIN OF NEARLY SEVENTY-FIVE THOUSAND CARS.

dock has a capacity of 15,000 tons or 500,000 bushels, and is well equipped with appliances for quickly handling grain from cars on one side to the ships lying in the river on the other side.

W. S. Sibson, one of the best-known grain exporters in the Northwest, is the president and manager of the company. He has agents throughout the wheat-producing sections, who procure most of the supply from independent warehouses and operators in the interior. The company also does an export business on Puget Sound.

OWNS THE IRVING DOCKS.

Northwestern Warehouse Company One of Portland's Big Exporters. The Northwestern Warehouse Company, owners of the Irving Docks, are among the largest grain exporters in Portland. The company are the buying agents for three big firms, formerly doing business here under separate individual management. These firms are: G. W. McNear, Girvin & Eyre and Eppinger & Co. The capacity of the warehouse run by this company in Portland is 20,000 tons.

DOCK 600 FEET LONG.

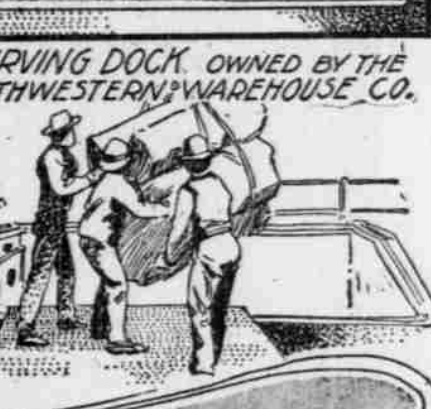
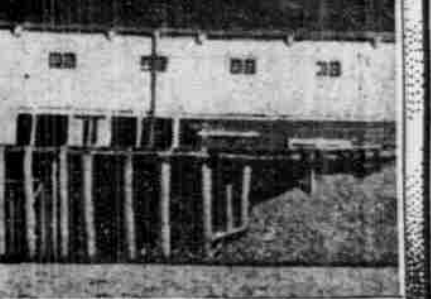
Kerr, Gifford & Co., Operate One of Portland's Big Warehouses.

The big dock known as Montgomery No. 2, operated by Kerr, Gifford & Co., will hold upwards of 1,000,000 bushels of wheat. It is one of the big warehouses and docks built on Portland harbor within the past few years. It is in every respect modern, and it meets every requirement made on it by the shipping trade. The dock is 600 feet in length with a width of 270 feet. Some idea may be gained of the proportions of this dock from the illustration of the structure published in this number. Kerr, Gifford & Co. operate a system of grain warehouses located at different points in Eastern Oregon and in Washington. They export both from Portland and Tacoma. In addition to their heavy export business in grain, they import grain bags and other staple articles of commerce which find a large market in this territory.

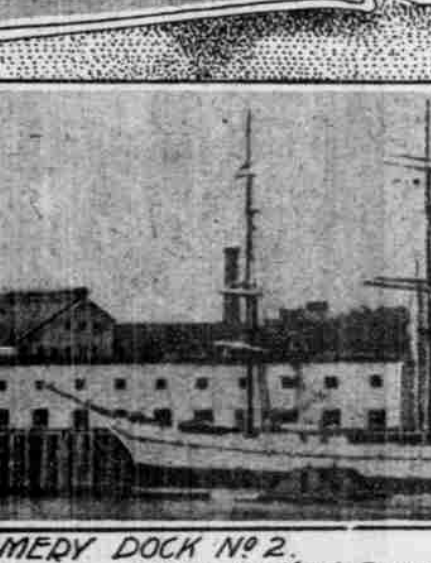
TRANS-PACIFIC MARKETS.

Oregon Should Be an Exporter of Pork Products Instead of Buyer.

Pork products of all kinds are going to Asia in immense quantities, which only goes to show more and more that this state should produce and export pork in-



THE IRVING DOCK OWNED BY THE NORTHWESTERN WAREHOUSE CO.



MONTGOMERY DOCK No. 2, OWNED BY KERR GIFFORD & CO.

stead of importing from the Middle West. It is a branch of farming and stock-raising that would not only save hundreds of thousands of dollars to the state, but bring in an enormous revenue. If the farmers of the Willamette Valley would give their attention to this they would forget about the low price of wheat, and instead grow rich on their droves of hogs. The skim milk from the creameries would feed many a good-sized drove.

The Orientals have not taken to dried fruits as yet, possibly on account of their ignorance in the proper preparation of them, their idea of a dried fruit being that of a confection, such as dates. It is possible that with the proper education on the preparation of dried fruits a demand might be created, yet the education of so extensive a country to the use of a fruit of so comparatively light consumption is perhaps hardly worth the expense. They are fond of the native preserves and consume them in great quantities. English and French brands of temperate zone fruits in preserves put up in small but handsome packages of glass or porcelain are finding a ready market. It is the condensed form of fruits, costing little in point of transportation, put in a dish that can be utilized afterward, that is consumed; while sparingly, yet it is in demand.

Our canned fruits in syrup, to meet any sale over there, will of necessity have to be almost solid fruit and very little syrup. While our canneries have not been obliged to investigate the market on account of the home demand being greater than the supply, yet it is a feature to which they should direct their attention now, as they certainly must sooner or later. While the waters of the Yellow Sea and its tributaries abound in various varieties of fish, the Chinese, Japanese, Hindoos and Filipinos are all great fish-eaters. While it is like carrying coals to Newcastle, our exports to that section in canned salmon amounted to 500,000 pounds for the past year. It is an army ration in the Philippines, yet scarcely any is used by them, the remainder being sold to the natives, who take to it very kindly. It is a field for active, persistent and systematic endeavor.

Condensed milk is an important article in our exports, and our contemplated condensed milk factory will do well to look immediately after the Oriental market. It is from there that the demand will come. The demand for beer is great, especially so since the American occupancy of the Philippines, while the sale of hops is very light. Situated as we are at the source of supply of hops we ought to be able to supply that country with all of its malt liquors. One of our local breweries at one time enjoyed a large trade in Manila, but for some reason, best known to themselves, the managers withdrew from the field, while the great Milwaukee breweries continue to ship carload after carload.

Fancy toilet soaps are in demand, while common soaps find no market whatever. New York and French manufacturers are doing a thriving business there in their high grade of toilet soaps.

W. H. CHAPIN.

PORTLAND AS A WHEAT PORT

Official Government Figures of Shipments by Customs Districts.

There was but one other port in the United States that shipped more wheat in November, 1901, than was exported from Portland, and even that one port that stood at the head of the list beat the Oregon metropolis out by but little over 30,000 bushels. Portland's exports were nearly double those for the corresponding month in 1900, and were sufficient to bring the total for the 12 months ending December 1 up to nearly 12,000,000 bushels, which, with the amount to go out in December, will bring the shipments for the calendar year up to a total of 14,000,000 bushels. The shipments from all American ports for the 12 months ending December 1, were nearly double those of the previous year, some of the Eastern ports making phenomenal gains, Baltimore showing shipments five times as great as those of the same period a year ago. The shipments for the different ports for November, as compiled by the Bureau of Statistics at Washington, are as follows:

Port	1901	1900
San Francisco	1,884,236	1,071,447
Portland	1,831,008	1,067,429
New Orleans	1,222,239	782,246
New York	1,207,359	1,032,097
Puget Sound	1,207,229	559,890
Philadelphia	1,099,589	1,016,585
Baltimore	963,788	462,248
Galveston	877,917	1,122,268
Superior	514,229	115,678
Newport News	342,737	90,000
Chicago	124,000	312,829
Mobile	24,807
Norfolk and Portsmouth	40,000
Duluth	228,498
Other districts	389,976	16,832
Total	12,556,639	8,351,154

THE TOTAL OUTPUT OF THE "INLAND EMPIRE," A DISTRICT NATURALLY TRIBUTARY TO PORTLAND, APPROXIMATES 50,000,000 BUSHELS OF WHEAT A YEAR.