

# GREAT TRADE IN WHEAT

## Exports (Flour Included) for the Year Reach Grand Total of Over 15,000,000 Bushels

WHEAT is the cornerstone on which Portland's commercial greatness is built. Lumber, livestock and diversified farming are gradually gaining on the big industry that has made Portland and Oregon famous, and, in the case of the two first mentioned, the premier cereal is already outranked. Years before these industries were developed by their present extent, however, wheat was building cities and towns throughout the state, and these cities and towns were supplying a traffic that brought Portland out from her swaddling-clothes into metropolitan garb. It is for this reason that Portland still prides herself on her wheat trade, and the record for 1902, in spite of the immense gains in fruit and diversified farming at the expense of wheat, is a good one. This city not only exported all of the exportable surplus of our own state, but nearly one-third of the entire crop of the State of Washington passed through this city on its way to the markets of the world, while Portland exporters handled the greater part of the remaining two-thirds

cargo ever cleared from the Columbia, and, with two exceptions, the largest ever loaded on the Pacific Coast. The cargo of the Lane Branch contained 32,000 bushels more wheat than was carried by the eight ships which made up the Portland grain fleet for the entire year 1902, which was the first year that the business began to show signs of greatness.

The first direct shipment of wheat from Portland to Europe was made in 1888, the American bark Helen Angier clearing in April with 35,943 bushels of wheat, valued at \$31,000. She was dispatched by J. McCracken & Co., for Liverpool direct, and the same year, six months later, Corbett & Macleay dispatched the American ship Adeline Elwood for the same port with 22,000 bushels of wheat, valued at \$15,400. The shipments for the first calendar year were accordingly 57,943 bushels, valued at \$46,500. There was a 50 per cent increase in the business in 1890, and three vessels, carrying cargo totaling 71,368 bushels, valued at \$70,501, were dispatched for Liver-

| Vessel        | Net tons | Wheat, bushels | Value  |
|---------------|----------|----------------|--------|
| Loch Dee      | 709      | 39,947         | 33,516 |
| Grassmere     | 684      | 43,232         | 37,048 |
| Electric      | 667      | 29,500         | 25,000 |
| Channel Light | 662      | 30,769         | 26,250 |
| Months        | 659      | 29,228         | 24,800 |
| Barrabouta    | 619      | 32,965         | 28,111 |
| Melie         | 620      | 30,769         | 26,250 |
| Harrington    | 572      | 31,206         | 26,728 |
| Cold Stream   | 545      | 28,846         | 24,520 |
| Navigator     | 511      | 27,599         | 23,359 |
| Naworth       | 347      | 15,708         | 13,350 |
| Sparkling Dew | 236      | 17,006         | 14,500 |
| Average       | 612      | 33,615         | 28,628 |

# YEAR'S ORIENTAL TRADE

## SUBSTANTIAL INCREASE AS SHOWN BY CUSTOM-HOUSE ENTRIES.

**Oriental-American Co., of Portland. Forging to the Front as Importers and Exporters.**

An examination of the 1902 files at the Portland Custom-House discloses a very gratifying fact to those who are interested in the welfare of this port. From the inception of the Oriental import business on the Pacific Coast up to the end of 1901 a comparatively small proportion of the Oriental products consumed in the Northwestern states had been imported by firms domiciled in the Northwest. Up to this year San Francisco and New York firms have absolutely controlled the situation. Their position appeared, to many, almost impregnable. Numerous attempts have hitherto been made to dislodge those New York and San Francisco stalwarts and capture the Northwest business, but without avail. Early in 1901, however, the Oriental-American Company (composed entirely of Portland capitalists) took the field and

and intend putting considerable energy in the work of introducing them to the consumers on that continent. With such an organization in active operation on two continents, the phenomenal growth of this company's business in the first two years of its existence will undoubtedly be greatly exceeded in the two years to come. Its directorate (comprising some of Portland's most substantial and enterprising citizens) is not of the material that recedes from any advantage gained. The business will doubtless proceed along the plan outlined and followed so successfully during the primitive state of the company. Business is transacted with manufacturers and wholesale firms only, and the greater portion of its purchases are sold before shipped, thus insuring their patrons the minimum prices and practically eliminating the possibility of risk on the part of the importer. While the Oriental-American Company is exploiting the Asiatic fields of commerce in order to improve its own financial condition, it is incidentally rendering a great service to the City of Portland and the Northwestern states in particular and the country in general.

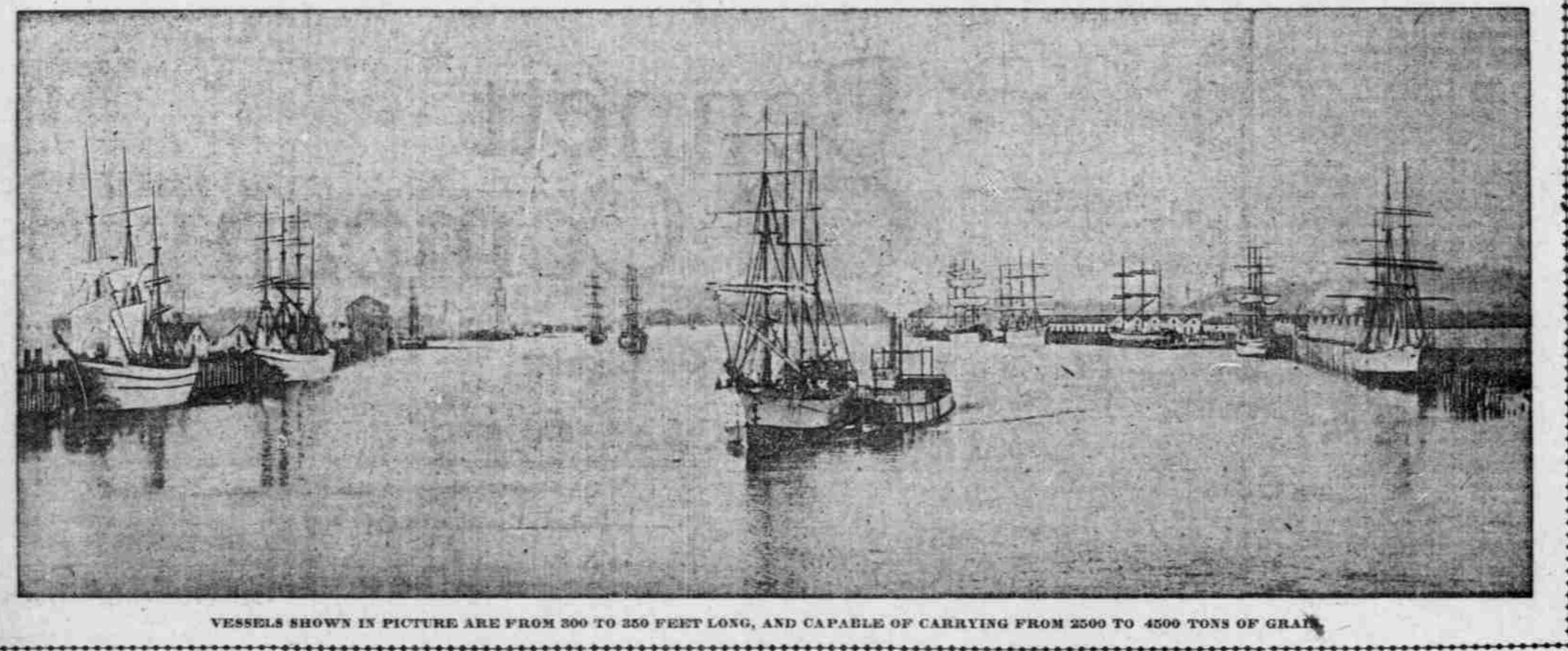
### MONEY IN BEE-KEEPING.

Oregon Clover and Alfalfa Fields Are Splendid Bee Pastures. There are a multitude of sources from which the Oregon farmer may derive in-

# 1902-03 GRAIN FLEET FROM PORTLAND

| Month   | Vessel   | Net tons | Wheat, bushels | Value |
|---|--|----------|----------------|-------|
| <b>JANUARY.</b>   |  |          |                |       |
| Clearing date, name, flag, rig, tons, master, destination, shipper. |  |          |                |       |
| 1   | Tarpenek, Ger. bark, 179, Thales, U. K. f. o. P. G. Co.            | 107,994  | 65,250         | 11    |
| 2   | Alia, Br. ship, 126, Thornburn, U. K. f. o. Balfour                | 72,812   | 42,749         | 11    |
| 3   | Palatinus, Br. ship, 126, Thornburn, U. K. f. o. Balfour           | 72,812   | 42,749         | 11    |
| 4   | Palatinus, Br. ship, 126, Thornburn, U. K. f. o. Balfour           | 72,812   | 42,749         | 11    |
| 5   | Palatinus, Br. ship, 126, Thornburn, U. K. f. o. Balfour           | 72,812   | 42,749         | 11    |
| 6   | Palatinus, Br. ship, 126, Thornburn, U. K. f. o. Balfour           | 72,812   | 42,749         | 11    |
| 7   | Palatinus, Br. ship, 126, Thornburn, U. K. f. o. Balfour           | 72,812   | 42,749         | 11    |
| 8   | Palatinus, Br. ship, 126, Thornburn, U. K. f. o. Balfour           | 72,812   | 42,749         | 11    |
| 9   | Palatinus, Br. ship, 126, Thornburn, U. K. f. o. Balfour           | 72,812   | 42,749         | 11    |
| 10  | Palatinus, Br. ship, 126, Thornburn, U. K. f. o. Balfour           | 72,812   | 42,749         | 11    |
| 11  | Palatinus, Br. ship, 126, Thornburn, U. K. f. o. Balfour           | 72,812   | 42,749         | 11    |
| 12  | Palatinus, Br. ship, 126, Thornburn, U. K. f. o. Balfour           | 72,812   | 42,749         | 11    |
| <b>FEBRUARY.</b>  |  |          |                |       |
| 1   | Lifa, Ger. bark, 164, Harms, U. K. f. o. Kerr                      | 101,943  | 65,250         | 23    |
| 2   | Cambria Warrior, Br. bark, 133, Jones, U. K. f. o. P. F. M. Co.    | 80,906   | 46,000         | 23    |
| 3   | Baldwin, Br. bark, 128, Thales, U. K. f. o. Balfour                | 72,812   | 42,749         | 23    |
| 4   | Lech Garve, Br. ship, 112, Ritchie, U. K. f. o. McNear             | 64,500   | 37,000         | 23    |
| 5   | Windsbraut, Ger. bark, 104, Haase, U. K. f. o. P. G. Co.           | 70,923   | 41,000         | 23    |
| 6   | Charles Gonnard, Fr. bark, 178, Revell, U. K. f. o. Balfour        | 111,182  | 77,473         | 23    |
| 7   | Garmon Castle, Br. ship, 157, Mahon, U. K. f. o. P. G. Co.         | 90,555   | 50,000         | 23    |
| 8   | Arduanurohan, Br. ship, 161, MacGe, U. K. f. o. P. F. M. Co.       | 92,921   | 50,000         | 23    |
| 9   | St. Andrew, Br. ship, 155, Hamilton, U. K. f. o. Balfour           | 71,952   | 39,000         | 23    |
| 10  | Centurion, Br. ship, 174, Collins, U. K. f. o. P. F. M. Co.        | 104,254  | 70,000         | 23    |
| 11  | Bosquet, Fr. bark, 178, Lardonne, Cape Town, Kerr                  | 111,701  | 65,250         | 23    |
| <b>Total</b>  |  |          |                |       |
| <b>MARCH.</b>   |  |          |                |       |
| 1   | Conway, Br. ship, 176, Simmons, U. K. f. o. Berg                   | 115,075  | 76,000         | 23    |
| 2   | Queen Elizabeth, Br. ship, Fulton, U. K. f. o. P. F. M. Co.        | 88,116   | 50,000         | 23    |
| 3   | Bankfield, Br. bark, 142, Evans, U. K. f. o. P. G. Co.             | 82,148   | 46,000         | 23    |
| 4   | Versailles, Fr. bark, 174, Boyne, U. K. f. o. Spinning             | 110,433  | 70,000         | 23    |
| 5   | Sierra Ventana, Br. ship, 173, Grutchy, U. K. f. o. Berg           | 105,300  | 59,000         | 23    |
| 6   | Earl Cadogan, (d), Williams, Balfour                               | 72,812   | 42,749         | 23    |
| 7   | Barmbek, Ger. bark, 228, Erbrecht, U. K. f. o. P. F. M. Co.        | 119,922  | 75,000         | 23    |
| 8   | Carl Scherke, Br. bark, 178, Revell, U. K. f. o. Balfour           | 111,182  | 77,473         | 23    |
| 9   | Bidart, Fr. bark, 170, Mellot, U. K. f. o. Balfour                 | 110,433  | 70,000         | 23    |
| 10  | Inchapee Rock, Br. ship, 148, Wilson, Algon Bay, Kerr              | 83,520   | 46,000         | 23    |
| 11  | Uta, Br. bark, 151, U. K. f. o. Balfour                            | 81,319   | 46,000         | 23    |
| 12  | Rockharst, Br. ship, 132, Thomas, U. K. f. o. P. G. Co.            | 80,989   | 46,000         | 23    |
| <b>Total</b>  |  |          |                |       |
| <b>APRIL.</b>   |  |          |                |       |
| 1   | Marion Lightbody, Br. ship, 208, Cordner, U. K. f. o. Kerr         | 121,971  | 79,751         | 14    |
| 2   | Corriada, Br. ship, 178, Revell, U. K. f. o. Balfour               | 111,182  | 65,107         | 14    |
| 3   | Ernest Le Gouvé, Fr. bark, 172, Pillouit, U. K. f. o. Mc           | 110,855  | 72,150         | 14    |
| 4   | Near, Br. ship, 178, Revell, U. K. f. o. Balfour                   | 111,182  | 77,473         | 14    |
| 5   | Agnes Oswald, Br. ship, 189, Phillip, East London, Kerr            | 73,162   | 42,840         | 14    |
| 6   | Vende, Fr. bark, 181, Aheger, U. K. f. o. P. G. Co.                | 101,821  | 65,250         | 14    |
| <b>Total</b>  |  |          |                |       |
| <b>MAY.</b>   |  |          |                |       |
| 1   | Brunel, Br. ship, U. K. f. o. Kerr                                 | 102,618  | 67,721         | 14    |
| 2   | Nomia, Ger. bark, U. K. f. o. Girvin                               | 115,666  | 78,500         | 14    |
| 3   | Lord Shaftesbury, Port. Grain                                      | 121,063  | 85,550         | 14    |
| <b>Total</b>  |  |          |                |       |
| <b>JUNE.</b>  |  |          |                |       |
| 1   | Speke (C), Br. ship, Cape Town, T. M. Stevens                      | 152,584  | 108,335        | 28    |
| <b>Total</b>  |  |          |                |       |
| <b>JULY.</b>  |  |          |                |       |
| 1   | Jacobson, Br. ship, U. K. f. o. Port. G. Co.                       | 110,923  | 74,000         | 14    |
| 2   | Asia, Fr. bark, U. K. f. o. Balfour                                | 111,413  | 65,250         | 14    |
| 3   | Wynford, Br. ship, U. K. f. o. Balfour                             | 111,413  | 65,250         | 14    |
| <b>Total</b>  |  |          |                |       |
| <b>AUGUST.</b>  |  |          |                |       |
| 1   | Sierra Baraha, Br. ship, 122, Palmer, Port Elizabeth, Kerr         | 78,912   | 41,293         | 23    |
| 2   | Eskason (C), Br. ship, 171, Downes, Durban, Balfour                | 7,740    | 2,540          | 23    |
| 3   | Eiba (B), Ger. bark, 181, Bruch, Port Natal, Stevens               | 111,413  | 75,000         | 23    |
| <b>Total</b>  |  |          |                |       |
| <b>SEPTEMBER.</b>   |  |          |                |       |
| 1   | Rotenburg, Br. bark, 183, Roberts, U. K. f. o. Kerr                | 110,246  | 70,000         | 19    |
| 2   | Polnamball (C), Br. bark, 187, Heppel, St. Vincent, f. o. Kerr     | 121,348  | 75,412         | 19    |
| 3   | Brantford, Br. bark, 188, Evans, Cape Town, Kerr                   | 119,225  | 64,000         | 19    |
| 4   | Peter Rickmers, Ger. ship, 252, Schober, U. K. f. o. Balfour       | 121,348  | 100,784        | 19    |
| 5   | Australia, Br. bark, 188, Adams, U. K. f. o. P. F. M. Co.          | 150,669  | 100,784        | 19    |
| 6   | Forrest Hall, Br. ship, 190, Logan, U. K. f. o. P. F. M. Co.       | 118,327  | 73,000         | 19    |
| 7   | Cambronne (E), Fr. bark, 140, Leoghaic, U. K. f. o. Balfour        | 111,413  | 74,374         | 19    |
| 8   | Rhyber, Br. ship, 187, Rotbery, U. K. f. o. P. F. M. Co.           | 111,413  | 74,374         | 19    |
| <b>Total</b>  |  |          |                |       |
| <b>OCTOBER.</b>   |  |          |                |       |
| 1   | Semantha, Br. bark, 211, Crowe, U. K. f. o. P. F. M. Co.           | 123,256  | 85,349         | 5     |
| 2   | Cyprienne, Br. ship, 170, Reich, U. K. f. o. Kerr                  | 121,348  | 75,412         | 5     |
| 3   | Lime Branch, Br. bark, 143, Malins, St. Vincent, f. o. Kerr        | 121,348  | 75,412         | 5     |
| 4   | Falport, Br. ship, 187, Armstrong, U. K. f. o. Balfour             | 121,348  | 75,412         | 5     |
| 5   | La Fayette, Fr. bark, 178, Revell, U. K. f. o. Balfour             | 111,182  | 77,473         | 5     |
| 6   | Dinendale (F), Br. ship, 178, Ardham, Durban, P. F. M. Co.         | 121,348  | 75,412         | 5     |
| 7   | Wega, Br. ship, 146, Fennelock, U. K. f. o. Balfour                | 121,348  | 75,412         | 5     |
| 8   | Port Logan, Br. ship, 188, Adams, U. K. f. o. P. F. M. Co.         | 150,669  | 100,784        | 5     |
| 9   | Poplar Branch, Br. ship, 171, Anderson, St. Vincent, f. o. Kerr    | 114,766  | 64,999         | 5     |
| 10  | Chilo, Ger. ship, 304, Spille, U. K. f. o. Balfour                 | 121,348  | 75,412         | 5     |
| 11  | Santas (M), Fr. bark, 188, Adams, U. K. f. o. P. F. M. Co.         | 150,669  | 100,784        | 5     |
| 12  | Nereus, Ger. ship, 174, Baake, U. K. f. o. P. F. M. Co.            | 100,909  | 74,988         | 5     |
| 13  | Madagascar, Br. bark, 198, Smith, U. K. f. o. Balfour              | 121,348  | 75,412         | 5     |
| 14  | Merven, Br. bark, 197, Hughes, U. K. f. o. P. F. M. Co.            | 123,033  | 85,623         | 5     |
| <b>Total</b>  |  |          |                |       |
| <b>NOVEMBER.</b>  |  |          |                |       |
| 1   | Adolf, Ger. ship, 181, Biquist, U. K. f. o. Balfour                | 95,215   | 57,189         | 12    |
| 2   | Magdalena, Ger. bark, 181, Biquist, U. K. f. o. Balfour            | 95,215   | 57,189         | 12    |
| 3   | Anceis (A), Br. bark, 170, Salter, Port Natal, P. F. M. Co.        | 139,219  | 1,455          | 12    |
| 4   | Crown of Denmark, Br. ship, 187, Millman, Cape Town, Kerr          | 112,591  | 80,000         | 12    |
| 5   | Ingeborg (H), Dan. bark, 197, Kaza, East London, Balfour           | 21,482   | 17,267         | 12    |
| 6   | Pass of Brander (I), Br. ship, 183, Ryder, East London, Stevens    | 35,586   | 21,500         | 12    |
| 7   | Santas (M), Fr. bark, 188, Adams, U. K. f. o. P. F. M. Co.         | 150,669  | 100,784        | 12    |
| 8   | G. W. Wolf (J), Br. ship, 188, Thomas, U. K. f. o. Balfour         | 112,517  | 84,388         | 12    |
| 9   | Cian Galbraith, Br. ship, 183, Barker, U. K. f. o. Balfour         | 121,348  | 75,412         | 12    |
| <b>Total</b>  |  |          |                |       |
| <b>DECEMBER.</b>  |  |          |                |       |
| 1   | Cannibere, Fr. bark, 178, Lefevre, U. K. f. o. Girvin              | 112,700  | 84,535         | 12    |
| 2   | Glenessan (K), Br. ship, 174, Pritchard, East London, P. F. M. Co. | 9,233    | 5,907          | 12    |
| 3   | Christina (A), Ger. ship, 177, Wurthmann, U. K. f. o. McNear       | 7,506    | 5,830          | 12    |
| 4   | Lodere, Br. bark, 158, Kelley, U. K. f. o. Port. G. Co.            | 92,586   | 60,000         | 12    |
| 5   | County of Ross, Br. bark, 188, Adams, U. K. f. o. P. F. M. Co.     | 150,669  | 100,784        | 12    |
| 6   | Matterhorn, Br. ship, 188, Adams, U. K. f. o. P. F. M. Co.         | 150,669  | 100,784        | 12    |
| 7   | Cornhill, Br. ship, 171, Cavellan, U. K. f. o. P. F. M. Co.        | 107,888  | 75,000         | 12    |
| 8   | Alsterhook, Br. ship, 188, Adams, U. K. f. o. Balfour              | 121,348  | 75,412         | 12    |
| 9   | Wandsek, Ger. bark, 208, Tadsen, Melbourne, McNear                 | 134,695  | 107,311        | 12    |
| 10  | Nal, Ger. bark, 207, Schulte, U. K. f. o. Kerr                     | 121,348  | 75,412         | 12    |
| 11  | Santas (M), Fr. bark, 188, Adams, U. K. f. o. P. F. M. Co.         | 150,669  | 100,784        | 12    |
| 12  | Riverdale, Br. ship, 188, Adams, U. K. f. o. Balfour               | 121,348  | 75,412         | 12    |
| 13  | Nesala, Br. ship, 188, Adams, U. K. f. o. Balfour                  | 121,348  | 75,412         | 12    |
| 14  | Moussiers (N), Fr. bark, 171, Treboulant, East London              | 72,812   | 42,749         | 12    |
| 15  | Balfour  | 72,812   | 42,749         | 12    |
| 16  | Marie, Fr. bark, 178, Revell, U. K. f. o. Balfour                  | 111,182  | 77,473         | 12    |
| 17  | Verra (U), Br. bark, 187, Gerdes, Cape Town, P. F. M. Co.          | 75,900   | 46,000         | 12    |
| 18  | Aster, Ger. ship, 187, Dummer, Cape Town, P. F. M. Co.             | 75,900   | 46,000         | 12    |
| <b>Total</b>  |  |          |                |       |

# LOOKING DOWN RIVER FROM STEEL BRIDGE, UPON PORTLAND SHIPPING.



VESSELS SHOWN IN PICTURE ARE FROM 300 TO 350 FEET LONG, AND CAPABLE OF CARRYING FROM 2500 TO 4500 TONS OF GRAIN.

shipped out by way of Washington ports to which the wheat was tributary. The exports of wheat from Portland (flour included) for the year 1902 were over 15,000,000 bushels. The crop of the state was about 15,000,000 bushels. Home consumption and seed in the state probably took up 4,000,000 bushels, so that it is apparent that this city handled over 6,000,000 bushels of wheat from Washington and Idaho. These figures have been exceeded at times in the past, but are very satisfactory, and, for the last half of the cereal year, Portland will make a better showing in percentages than she has made in the first half, although a short crop in both Oregon and Washington will keep the figures below those of the record-breaking year 1901. In wheat alone Portland shipped over 11,000,000 bushels, and four shipments reached a total of about 500,000 barrels, exclusive of about 500,000 barrels shipped from Portland or Portland territory to Puget Sound cities for shipment to the Orient. Barley exports were 72,859 bushels, valued at \$39,653, and oats shipments were 222,921 bushels, valued at \$41,650.

The year just closed has been a very prosperous one for the farmers, as almost throughout the entire 12 months ocean freights have dragged at the lowest figures on record, and there has been a corresponding increase in the value of the wheat. Other factors which have assisted in keeping the price up from 10 to 15 cents per bushel above the figures of the preceding year was an enormous demand for flour and wheat from South Africa, and also from Australia. The failure of the Australian crop also assisted in helping the Oriental flour market, and millers have enjoyed the most prosperous season they have ever known. The extent to which the farmers have profited by the low freight rate is shown in the value of the shipments for the last month of the year. This month is selected for comparison, for the reason that ships were cleared with wheat and flour for Europe, Australia and Africa, the freight rate varying for each port.

In December, 1902, Portland cleared 2,698,255 bushels of wheat, valued at \$1,274,897. The clearances for December, 1902, were 1,838,283 bushels, valued at \$1,202,912, a gain of 134 cents per bushel over last year's figures. A distinctive feature of the wheat trade of 1902 was the large business that was handled for South African ports. The value of this business extended beyond the actual amount represented by the wheat and flour clearances, for nearly every ship cleared from Portland took off large quantities of Oregon fruit, salmon and miscellaneous merchandise, which has found an appreciative and increasing market in the Dark Continent. Naturally, a good portion of this African business was due to the failure of the wheat crop in Australia, but Portland exporters who have been working in that field for the past three years have exercised so much care in shipping nothing but the best stock to that country that they have secured a reputation which guarantees a continuation of the business of greater or less magnitude, no matter what conditions may obtain in the countries which have heretofore had a monopoly of the trade.

In the flour trade, the only unsatisfactory feature of the business has been the inability of Portland shippers to secure sufficient space on steamers sailing direct from Portland. This has forced them to ship large quantities to Puget Sound, and while the freight rate is absorbed by the Puget Sound lines, and there is no direct loss by the transaction, it prevents Portland receiving full credit for the business that is rightfully hers. Portland grain-shippers broke all kinds of records during the year just closed.

The steamship Lane Branch was cleared by Kerr, Gifford & Co. with 35,943 bushels of wheat, the largest cargo ever taken out of the Columbia River. The same firm also cleared the British steamship Oceano for South Africa, loaded with 30,000 bushels of oats, the largest cargo of that grain that was ever loaded on the Pacific Coast. The Portland & Asiatic Lineer Indravelli cleared last month with 14,181 barrels of flour, which is the largest

pool. Of these the German bark Herman Docter was cleared by Allen & Lewis, and the Norwegian bark Alpha and Loveld by Corbett & Macleay. The Herman Docter was the smallest of the trio, and her cargo of 18,766 bushels would barely suffice for stiffening for one of the big carriers of the present day.

Eight ships were sent out in 1902. Allen & Lewis dispatched the British bark Prince of Wales, Envoy and Rosedale and the British ship Montgomery Castle, the latter being the first metal ship to engage in the Portland grain trade. Corbett & Macleay dispatched the American ship Panama, British bark Lyra and Norwegian bark Gunger, and Henry Hewett, now in the marine insurance business in this city, sent out the Norwegian bark Tenax Proposta. The fleet of eight vessels found the warehouses full of wheat, but it was all cleared at high prices, and the aggregate value was \$297,782. The Montgomery Castle was the big ship of the fleet, registering 871 tons, while the Lyra, of 286 tons net register, was the smallest, and the Tenax Proposta, with 405 tons, was not much larger.

Prior to 1902, most of the shipments that had been made direct to Europe from Portland were in the nature of an experiment, but in 1902 the business of exporting wheat from Portland began to assume more definite shape, and if cargoes were sent out by Portland exporters. There were two each in January and March, one in February, April and July, four each in October and November, and two in December. This fleet and the cargo carried was as follows:

| Vessel           | Net tons | Wheat, bushels | Value   |
|------------------|----------|----------------|---------|
| Lime Branch      | 2498     | 128,965        | 109,653 |
| Peter Rickmers   | 2525     | 125,823        | 107,000 |
| Reinbek          | 2796     | 125,017        | 106,500 |
| Magdalena        | 2722     | 121,463        | 103,000 |
| Speke            | 2712     | 122,564        | 104,500 |
| Nal              | 2627     | 149,901        | 127,000 |
| Australia        | 2586     | 125,000        | 106,500 |
| Palatinus        | 2322     | 128,925        | 110,000 |
| Lord Shaftesbury | 2271     | 131,062        | 112,500 |
| Semantha         | 2211     | 113,350        | 97,000  |
| Average          | 2663     | 145,309        | 125,000 |

Oregon sent many carloads of French prunes to France this year.

placed their business in the hands of men of experience, who undertook, in a systematic way, to divert the Oriental import business of the Northwest to its proper channel. As above intimated, the result has been marvelous. Not only has the name of this firm taken a very prominent place on the customs records in Portland, but it may be found on the customs records in Seattle, San Francisco, Vancouver and Victoria, B. C., New York and Chicago. They have enlisted the cooperation of the most influential and enterprising brokers in the United States and Canada, among them being such firms as the J. K. Armesby Company, of New York, Boston, Chicago and San Francisco; The Kelly-Clarke Co., of Portland, Seattle, Tacoma and Spokane; The Dallas Mercantile Company, of Dallas, Tex., and other Southern cities; Seavey & Flansburg, of Kansas City, St. Louis and Omaha, etc.

A direct representative from the head office here devotes his entire time to traveling in order to maintain a close relationship between the company and its agents, and render assistance where most needed; also to establish new agencies where deemed necessary.

This company's Oriental connections and organization for purchasing and selling in Asia are even more complete than its American. Its operations extend to every point of importance, and a direct representative from the Portland office makes occasional visits to each place. In this way products have been explored and trade developed in articles that have heretofore been unknown, and in this manner the Oriental-American Company has secured absolute control of the sale in America of many of the principal items that now appear on their price list.

In exports this company is rapidly coming to the front, and from present indications will occupy quite as prominent a position among exporters as