

GROCCERS SEEK TO PROTECT BUSINESS

Hostility to Jobbers and Manufacturers Who Sell to Public Is Expressed.

ASK WHOLESALERS TO ACT

Resolution Sent to Convention in Detroit on Opening Day of National Gathering Held in Portland.

Sudden and unexpected action on the part of the National Association of Retail Grocers late last night, which opened in convention in Portland yesterday, heralds a contest between the wholesale grocer and his retail brother that, it is believed, can end only with the one the manufacturer decides to favor.

Jobbers Cut Into Business.

At present, say the retail grocers, the wholesale men cut into the retail business by selling to consumers anxious to purchase in large quantities. Now the retail grocers have called upon the wholesalers' convention to recognize the distinction that the wholesaler may sell to the retailer, leaving the retailer to sell to the actual consumer.

Message Sent to Wholesalers.

The following is the text of the resolution as it was telegraphed to the convention of the wholesale grocers last night at Detroit.

Resolved, That the producers and manufacturers should recognize both great factors in the distribution of food products, to-wit: the wholesaler and the retailer, and for mutual protection of both factors, as well as by a well-defined line between a wholesaler and a retailer, we suggest that a wholesaler be the factor distributing at wholesale prices only to the retailing trade, the latter being the factor that finally distributes to the consumer.

That the wholesaler is entitled to receive from the manufacturer and producer a less price than is made to the retail distributor.

Consumers Are Classified.

That the consumer shall be denominated as one who consumes this purchase upon his own premises, therefore it falls into the consumer class hotels, restaurants, camps and all kinds, railroads, steamship boats, the Government. And when a wholesaler distributes to the consuming trade he shall be denominated retailer by the producer and manufacturer and his goods sold accordingly.

Forgoing resolution was passed by acclamation at the convention of the National Association of Retail Grocers tonight.

The convention was in a receptive feeling for such action, sudden and unexpected though it was. All the day the feelings of the delegates had been played upon by first one delegate and then another, and there was considerable feeling shown against the wholesaler who was not of the bona fide class.

During the afternoon session one speaker advised that only manufacturers supporting the retail trade should be supported by the merchants. But it was the speech of Vice-President Sullivan, of Chicago, that first stirred up the delegates.

It is a foregone conclusion that the wholesale men will treat the resolution with scorn. Their business in many respects depends on not recognizing the distinction. But the retail men are aroused. They propose to call upon the manufacturer to recognize the difference and not to supply the wholesaler who sells to the consumer at rates cutting those at which the retail merchant can dispose of the whole.

Judging by the spirit of the convention, it is not unlikely that definite action will be taken against certain manufacturers. That this may even extend to a boycott is not unlikely.

The feeling is that joint and concerted action among the delegates to the convention may be sufficient to make the manufacturers decline to sup-

ply wholesale grocers also selling at retailers at wholesale prices. As prospective president, Mr. Sullivan's words called forth special comment when he said that the grocers of the country resented yesterday afternoon. Each has a place or himself. We deprecate parcels post legislation as tending totally to destroy the country store.

Mr. Sullivan hinted at a great deal more than he said on the floor, but he declared with considerable force that the wholesaler had no right to sell to the public. "We are equipped to do that," he said. "We keep in touch with the public and know its wants. I would rather see 1000 stores in one city with one owner each and no employees than one store with 1000 employees."

"The grocers are the first people to feel business depression. They suffer most from change in conditions. The manufacturer, jobber and grocer each has a place for himself and one should not interfere with the other. Each has a place or himself. We deprecate parcels post legislation as tending totally to destroy the country store."

"After traveling over the whole country we are here to work for a common end—the benefit of mankind."

Postal Savings Bank Attacked.

President C. J. Kramer, Little Rock, Ark., made a violent attack on the postal savings bank, saying it would entirely remove money from circulation and place it where it was useless. Parcels post, mail-order houses, wholesalers selling to the public, the bankruptcy act and other acts of the Legislature all came in for condemnation.

"Through the efforts of the association, we have been able to keep this iniquitous legislation off the statute books," said he, referring to the parcels post act. "The postal savings bank he called a place where the bankrupt could deposit his savings."

"We must do," he continued, "what will be for the greatest good of the country at large. We must remember that there are represented here 27 states and the District of Columbia and we must not pass resolutions that will be harmful to anyone."

"The question we have to decide is as to what constitutes a wholesaler and a retailer. When we have decided that, we can then begin to discuss co-operation and not competition."

"Let none of us follow the example of the man who gives an order to get rid of the salesman and then wires to the manufacturer, canceling the order. Let us rather be a salesman in business like the rest of us."

"Be as just and fair to your fellow merchant as you expect him to be to you. Anything that will place a tax on the breakfast table. Let's agitate for a free breakfast table. Duties should be placed on imported goods, not on necessities, compared with what we were doing a year ago, and this is owing to the action of the manufacturer in raising the price wherever he is able."

Discussing recent lawsuits, Mr. Kramer said there was nothing unlawful in a manufacturer placing a fixed price on certain articles. "It will keep many a small merchant from going to the dogs," he said.

After reiterating the necessity for the grocer to maintain quality, Mr. Kramer said: "In my period of office I have done what I believe was best for the greatest number."

J. C. Mann, president of the Portland Retail Grocers' Association, opened the convention by calling on Rev. Clarence True Wilson for an invocation. Mr. Mann then gave his address of welcome, saying he bid the delegates welcome in the name of both Portland and Oregon.

H. W. Schwab, National treasurer, responded, saying that when Portland did a thing it was done well.

The afternoon session was devoted to hearing the reports of state presidents. There was a very meager attendance, many of the delegates were enjoying the "seeing Portland" ride. This led to many gaps in the state reports.

Among the subjects touched on were the necessity of using pressure with legislatures in the matter of laws benefiting the trade. Many recommendations were made that there should be state food laws as well as National Washington state drew special applause by saying that Washington had such a law.

The California representative was the shining light as showing that his association had secured the passing of a garnishment law, laws not so easy for the bankrupt, a law making the passing of a forged check a felony, and many others.

From the opinions expressed it appeared that the different associations were working along lines tending towards unification of many state laws. A short measure and weight act was declared to be a National necessity.

NORTHERN ROADS MAY BUILD DEPOT

Dispute Over Local Terminal Situation Still Unsettled, Says James J. Hill.

"EMPIRE BUILDER" IS HERE

Declares Belief in Portland's Greatness and Says 500,000 Population Would Require Greater Facilities for Traffic.

Whether the terminal situation in Portland will be settled by the Great Northern in its forthcoming entry to Portland, and the North Bank road using the Union Depot, or by the Hill Road building a new depot, is a matter still for further consideration.

This was the substance of the reply of James J. Hill, chairman of the Great Northern board, in Portland last night, to a question as to whether the Hill-Harriman agreement for the joint use of the Northern Pacific tracks between Portland and South Tacoma had settled the problem.

"The matter will probably be settled soon," said Mr. Hill. "But if Portland is to become a city of 500,000 or 1,000,000 people, business may demand the erection of our own depot. Take 500,000 population, for example. I see no reason why Portland should not attain that growth. The city has the country and the resources back of it to make it such. When it is that large the Union Depot would not likely have the yard room necessary to care for the business of all the roads. It has the river on one side, and the yards cannot expand in that direction. We have plenty of room, and it may be deemed advisable to erect our own station."

Great Northern Trains Soon.

"When will the Great Northern trains be running into Portland?" was asked of Mr. Hill.

"Well, I should say it will not be very long," he replied. "Those things come about in time, and time passes quickly, you know."

"Can you not fix the time more definitely?" "No, I could not," said Mr. Hill. "When will the work of double-tracking the Northern Pacific line between Portland and Tacoma be commenced?" "I do not know."

While not inclined to give definite answers to the foregoing direct questions, Mr. Hill was not at all reticent about other matters. Seated in the lobby of the Cornwell Hotel, he gave an extended exposition of his views on wheat supply and demand, showing a mind well stored with statistics as to production and tonnage.

Mr. Hill branched into this subject when asked for his views on Portland's future as the export wheat outlet for Eastern Oregon and Washington.

"There has been a great deal in the newspapers recently about Mr. Patton," he said. "His operations have been exploited as a corner on wheat. Yet Patton's wheat has been sold and the 'corner' is out of existence, but the price of wheat remains high. In reality there was no Patton wheat corner. Patton's buying of wheat in this territory did not affect the price of wheat in Oregon a bit. We need our wheat at home, and the fact of the matter is that more wheat was exported last year than the country could spare."

Limit of Wheat Production Near.

"In the last 25 years six new wheat states have been opened, and there are no more new states. We are now drawing near the time when there will be no more new seed to turn for grain growth. In those 25 years the wheat production of the country has increased 25 per cent and the population has increased 65 per cent."

"A few years ago the farmers of Nebraska were feeding their grain on the hoof and selling their hogs and cattle and selling their hogs and cattle. They could afford to do this with corn at 15 to 20 cents a bushel, but with corn at 65 cents per bushel, what is the result? The price of beef and pork has gone up until the millions of workmen of the country do not use so much meat as formerly. They are buying bread instead—returning to staples. Will believe the census records will bear me out in the statement that the wheat consumption per capita in America has increased 5 per cent within the last five years."

"You can see that the United States is going to need all its wheat and the

time is not far away when all the wheat raised west of the mountains will be shipped east of the mountains. You need not worry about wheat for export. "Railroad yards are the real harbors of the country. Look at St. Louis. That city during one period of the year has a depth in the river harbor of 30 feet, while in the dry season the depth is six to seven feet. Out of the 4,000,000 tonnage in St. Louis in 1897 one-fourth of 1 per cent moved by water. The other 94 per cent moved by rail. Duluth and West Superior have a greater water tonnage than any other city in the world—that is freight shipped by water. Liverpool's water tonnage is 3,000,000; the tonnage at the two cities named is 34,000,000. Every ton of this freight is hauled to Duluth and West Superior by four railroads. Railroad yards are the harbors of the world."

"Can you tell of any improvements planned for Portland by your railroads?" "Improvements here will depend on the final outcome of the agreements now pending."

"What about the report that John F. Stevens, vice-president of the New York, New Haven & Hartford, has resigned to take a high position with the Northern Pacific?" "There is nothing to it," was Mr. Hill's reply. "Mr. Stevens will not be connected with either the Northern Pacific or Great Northern."

"The 'empire builder' arrived in Portland yesterday afternoon at 3:20 by special train from Seattle, where he had delivered the principal address at the opening of the A-Y-F Exposition. His train was left in the yards of the North Bank road and Mr. Hill and those with him registered at the up-town hotels. A part of the afternoon was spent by Mr. Hill in consultation with President Clark of the North Bank. Afterward he was taken for an automobile ride over the city and was entertained at dinner at the Arlington Club. He will leave for St. Paul this morning."

Hearing at Linnton Today.

The Oregon Railway Commission will hold a hearing at Linnton today to investigate complaints by the residents of that place of discrimination by the United Railways system. Cars now stop at the sawmill near Linnton, but the company refuses to stop the cars at the town proper. The residents are considerably worked up over the matter and the result may be that the commission will order the company to grant the relief asked.

MOTHER BARTERS CHILD

Woman Disposes of Little Daughter to Be With Affinity.

In order that she may devote herself to a traveling man she calls her affinity, Mrs. Emma Mancho, of Tacoma, gave up her only child, a little daughter, yesterday. She not only forfeited all claim to the child but gave up her right to visit it. She must forget she ever had a daughter.

Her husband, E. J. Mancho, is the one who effected this most unusual barter with the woman. He followed her from Tacoma several days ago, when she left her home with S. B. Phillips, the man in the case. The woman brought the child with her and, upon arriving in Portland, placed her with a public institution. She registered at a local hotel, as did Phillips, remaining until the trade husband arrived in the city and had been arrested.

After spending a night in the County Jail and being confronted with the probability of a long term in jail and separation from Phillips, Mrs. Mancho accepted the offer of immunity in exchange for her child. The unnatural mother effected the exchange without display of feeling. Her husband promised to drop the proceedings against her and get a divorce, so she might marry Phillips. He will return to Tacoma with his motherless daughter at once.

EIGHT MEDICS GRADUATE

Willamette Sends Out 42d Class of Young Doctors.

SALEM, Or., June 2.—(Special)—The Grand Opera-House was crowded to the doors tonight to witness the 42d annual commencement exercises of the medical department of Willamette University.

The class roll included Grover Cleveland Bellinger, Mearle Clendenon Fox, Floyd D. Lewis, John Irving Russell, Esther Miriam Silverman, Walter Clark Smith, James Edwin Stuart and Frederick Hill Thompson. There are four in the nurse class, as follows: Iris Olympia Looney, Gertrude Ann Harrison, Cornelia Keiser and Grace Zeller Keiser.

Melbourne—Premier Fisher, having resigned office because of his defeat in Parliament, Alfred Deakin has formed a new Cabinet.

BARBERSHOP FOR RENT

Completely Furnished for Business

WILL BE SOLD FOR CASH OR TERMS

Key may be secured from the druggist at corner of Front and Gibbs streets. Take the "S" or "F" cars, which pass the door.

This shop has every convenience necessary to the trade and is very cozily appointed. Nothing old or worn about the furnishings.

Will Be Rented or Sold

on these easy terms: If rented, the monthly rental will be \$30, water rate not included. If purchased, \$10 monthly may be paid on the purchase price of the furnishings, which will be listed at the actual cost price, \$190.

There is business at this point to warrant two chairs, and a good barber can easily do a very profitable business. The owner of the building, Mr. I. Gevurtz, wishes to secure a good tenant, and therefore makes this liberal offer.

There are two living-rooms in the rear and a full basement. Man and wife could be very comfortably situated. Location southeast corner Front and Gibbs streets.

EXCISE BILL SCORED

Dickinson Replies to McKenna on Proposed Law.

WOULD INVITE LITIGATION

Proposed Law to Regulate Liquor Traffic Would Prove Severe Detriment to Business, Says Critic—Defects Pointed Out.

The Oregon State Hotel Men's Association is still convinced that the excise board amendment to be voted on at the coming election is a menace to their own and the business interests of Portland generally.

The reply of the Municipal Association, given by F. L. McKenna yesterday, stirred the Hotel Association to reiterate its charges, which Mr. McKenna declared were misrepresentations.

Through the president of the Hotel Association, M. C. Dickinson, a reply to Mr. McKenna was issued yesterday afternoon having been submitted to the Portland members and receiving their approval, in which it is declared that the members of the Municipal Association are unwittingly standing in with unscrupulous bottlers of inferior liquors.

In his reply President Dickinson says: "I desire to say first that, according to the amendment Mr. McKenna has drawn, that it is a fact that a hotel barroom could not possibly be connected with the lobby of the hotel. Section 15 of the proposed excise law states: 'The purpose of this section being that the saloon business shall be conducted in one room with but one entrance for patrons.' Section 17 states, 'It shall be unlawful... to have therein or in any room connected therewith, any chair, seat, bench or place for patrons to sit, lounge or recline.'"

I, therefore, maintain that the barroom of a hotel could have but one entrance for patrons and that entrance on the street. The language above quoted from the proposed amendment is plain English, that any ordinary person can understand. If there can be no room connected with our barrooms in which patrons can sit, lounge

Contents of the Shop

Two new Koch sliding-seat hydraulic chairs, porcelain shampoo basin and stool, three mirrors, 18x40 inches, one gas water heater, one stand, three oak chairs, one mirror and hat rack, two costumers, one eight-day clock, one shelf with drawers and drapery, two waste baskets, two large pictures, all plumbing connections and 33 yards new linoleum covers the floor.

Not Fair Competition.

As regards the regulations in force in Boston, Los Angeles and Omaha—dear old Boston, the home of the Puritan, one of the original authors of the blue laws more than 200 years ago—permits its hotels to serve not only liquors from bottles, but mixed drinks from glasses as its guests may desire, on Sundays, holidays and election days. I state this on the authority of a citizen of Boston with whom I have talked today.

In Omaha the regulations mentioned by Mr. McKenna have not recently gone into effect and they are as yet but an experiment and unsatisfactory to citizens and taxpayers. I make this statement as coming from a student from Omaha with whom I have talked today.

In Los Angeles the measures enforced are practically the same as are enforced in Portland today, except they are a little more lenient. I have this on the authority of a man who has been in the hotel business in Los Angeles for 12 years.

Mr. McKenna says that according to the provisions of the proposed amendment hotels must have wise laws on their tables. "The law as small as half a gill if so desired. The waiter could go as he does now to the bar, return with the bottle and pour the liquor in the glass for the guest. The only difference would be that the guest would be deprived of certain mixed drinks and the liquor in rooms."

Mr. McKenna says that a guest occupying any room in our hotels would not be permitted to have liquor sent to his room, except by a messenger boy from some licensed saloon outside. I agree with Mr. McKenna that the waiter could go to the bar and get drinks in bottles only, but I maintain that the barroom could have but one entrance, and that on the street, and that the waiter would have to run around the outside of the building in the rain or otherwise to get into the bar, and it can be done in no other way.

Business Dull in Grills.

Further, Mr. McKenna says since the saloons of Portland have been compelled to cease serving liquors to women, the grills have been reaping a golden harvest. I deny this absolutely and brand it as a false statement. There never has been a time since I have been conducting a hotel in Portland that business in our grill has been so dull as in the past year, and the same is true of all other first-class hotels as can be proven by their books. Further, and naturally women of that character are not frequenting the dining-rooms of first-class hotels. Mr. McKenna invites the Hotel Association to submit any information they have as to frauds that were perpetrated in the lighting of the petition asking for this proposed amendment.

Kosmos Liner Chartered.

VANOUVER, B. C., June 2.—(Special)—The Kosmos Liner Sais is chartered to bring sugar to the British Columbia Refinery from Central America. A second liner, the name of which is not yet announced, is said to have been chartered to bring steel rails to Evans & Coleman from New York.

DELEGATES TO NATIONAL CONVENTION OF RETAIL GROCERS, NOW IN SESSION IN PORTLAND—PHOTOGRAPH TAKEN IN FRONT OF THE PORTLAND PUBLIC LIBRARY.

