

1913 PROSPERITY IN THE PACIFIC WEST STEADY

All Industries, Lumber Possibly Excepted, Make Substantial Gains During Year.

PROSPECTS FOR 1914 GOOD

Progress Made in Livestock Raising Particularly Gratifying—Exports From Portland Show Gains, as Does Domestic Trade.

Nineteen hundred and thirteen is recorded among those years that have contributed materially to the prosperity and development of the Northwest. It was not an exceptional year. It broke few records. But it was remarkable because it was attended by a steady, consistent, substantial growth from month to month that contributed to form satisfactory and encouraging proportions.

Probably the most beneficial act of the old year was to leave the stage nicely set for an even more successful 1914. Commercial and industrial Portland faces the new year with justifiable confidence, and when this is said the saying applies with equal aptness to Oregon and the entire Northwest. Portland is the commercial and industrial center of the Northwest. Its confidence and prosperity are born of the success and the progress of the several individual communities of Oregon, Washington, Idaho and parts of Montana. In fact, all the territory drained by the Columbia, Snake and Willamette rivers and their tributaries.

Nearly All Industries Prosper. Almost every line of industry peculiar to the Northwest, with the possible exception of lumber, has made substantial progress in the year just closed. Particularly is this true of livestock. Receipts at the Portland Union Stockyards were unusually heavy in the last 12 months.

The hog business grew in greater proportion than any other, a total of 68,000 more hogs than came to Portland last year.

The most gratifying element in connection with the hog receipts is the fact that every hog was grown in Oregon, Washington or Idaho. Previous to the last year most of the hogs received here came from Nebraska and Kansas. The hog industry is only in the first stages of its development.

Further than that, the marketing of its products has advanced far and farther eastward, while at the same time it is developing a creditable export trade.

Each Department Gains. Cattle, calves and sheep passed through the local stockyards in increasing volume last year, each department making substantial gains over 1912. Grain, flour and lumber exports continued to increase substantially.

The domestic trade consumed increasing quantities of fruit, dairy products, fish and other commodities drawn from the Northwest territory.

This development in the area back of Portland is reflected in the volume of bank clearings, the postal receipts, building permits, real estate transfers and railroad earnings in Portland.

Bank clearings for 1913 aggregated \$27,818,910.31, an increase of \$3,759,164.19 over 1912, which had exceeded the clearings of all previous years. It was the first year that Portland clearings passed the \$20,000,000 mark.

Monthly Increase Shown. Clearings from month to month recorded consistent advances over the corresponding months of the previous year. Followed is a table of the comparative clearings by months in 1912 and 1913:

Table with 4 columns: Month, 1912, 1913, and Total. Rows include January, February, March, April, May, June, July, August, September, October, November, December, and a Total row.

This was an increase of \$12,964.62 over the postal business done here in December, 1912, which totaled \$116,978.09, or approximately 11.54 per cent. December of 1913 previously had been the "big" month.

The total postal business done by the Portland postoffice in 1913 was also greater than in any previous year. Figures compiled last night, which may be changed slightly, they are not entirely complete, show the 1913 business to have been \$1,153,391.33. The increase over 1912's figures, which totaled \$1,108,474.46, is thus \$75,116.82, or approximately 6.8 per cent.

Gains Substantial. While this is not as great an increase as in some previous years, it is nevertheless a substantial gain and is regarded with gratification by Postmaster Myers.

REDFIELDS PLEADS FOR 8-HOUR DAY

Employers' Pockets and Peace of Mind Would Benefit, Says Secretary.

FATIGUE NOT ECONOMICAL

System Poisoned by Overwork and Factories Suffer, Declares Cabinet Member at Political Science Session.

WASHINGTON, Dec. 31.—Secretary Redfield of the Department of Labor and Commerce, expressed today the belief that it would be "far better for the pockets as well as the peace of mind of employers," if they would work their men only eight hours a day. He was speaking before the American Association for Labor Legislation which meets here today under the auspices of the American Political Science Association.

"I believe," the Secretary said, "that when our factories are run so that the workmen go home without being fatigued from over-long hours and not until then, we will be able to compete successfully against all comers in the markets of the world. It will not afford to employ in a factory men who are half sick, who come to work after having had breakfasts, which are partly poisoned. And yet, fatigue is part poison."

Study to Be Made. Secretary Redfield said there would be a study made of conditions under which men work best. This subject of the human element in manufacturing, he added, could not be treated from the mathematical standpoint.

Austin B. Garretson, president of the Order of Railroad Conductors, told the assembly that in 1912 there had been 261,000 violations of the law prohibiting the working of a trainman more than 16 hours in one day. The law of averages, he said, would show that this was a small proportion of the number of men employed.

"And yet the law of averages," he said, "does not give any rest to those who are not in the line of work. Last through accidents due to fatigue. During the last year an army of men running into the millions has worked in excess of ten hours on a stretch. 'While I have been standing here talking to you four railway trainmen have been carried away on stretchers killed or injured, and during the two days we have been in session here, 250 of them have been carried off. We are killing and injuring them at the rate of 125 a day. How much of this is due to long hours?'"

Insurance for Poor Factor. That the popularity of compulsory insurance against accidents has been astonishingly rapid during the last three years, and is bound to be followed quickly by other forms of social insurance, was the belief of Joseph P. Chamberlain, of New York. The present insurance of the poor, he said, was hopelessly expensive.

Professor Charles L. Jones, of the University of Wisconsin, said that he was a generally recognized need of reform in legislative methods, and that a method of centralizing the control of measures introduced was much to be desired.

Senator Owen, of Oklahoma, spoke in favor of a National legislative referendum, which would be prepared to be introduced so that they might be as nearly perfect as possible from the standpoint of clear expression, so that even the Supreme Court could not misunderstand them.

Much time might be saved and many errors avoided, the Senator said, by the employment of experts who did nothing but prepare bills.

"Slaves Better Off," Says Manly. Laborers compelled to work 12 hours a day are "worn out more rapidly than were the slaves on the Southern plantations, and are more effectively debilitated from the common pleasures of life than many of the prisoners in our penal institutions," was the declaration made by Dr. Basil M. Manly, Dr. Manly, who recently investigated for the Federal bureau on labor conditions the employment in the iron and steel industry, asserted that the number of 12-hour men was enormous in the manufacture of iron and steel, gas, cement, paper and pulp, starch, beet sugar, glass bottles, in many branches of the chemical industry and in bakeries, and he added that they form the labor force in a long list of minor industries.

COURT REVERSES ITS RULE Spokane Wage Scale, Once Held Void, Now Decided Valid.

SPOKANE, Wash., Dec. 31.—(Special.)—A decision handed down at Olympia today by the State Supreme Court reverses its former decision and declares the Spokane wage scale ordinance valid. The decision is in the case of C. E. Mallett, a property owner, who objected to paying property assessments based on a contract on which the city were wage paid, against the city.

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A Mighty Chain of Music Houses

The Great Musical Instrument Service Along the Pacific Coast and the Principles Upon Which It Is Founded.

From the days when the purchase of one piano was a big event—from the days of one small store, the Eilers Music House organization has grown to forty. From selling a few hundred pianos in a year, it has developed until now the sales are numbered by many thousands.

Founded upon ideas and ideals then altogether new in the commercial world, ideas that were fundamental, so sound, principles that were so correct, in comparatively few years this enterprise has grown from truly small beginnings to the "Nation's Largest." Grown from handling two or three of the Nation's best makes to handling over thirty of them. Grown from sales records that then seemed big, even though they totaled but thousands, to sales records now that exceed the million-dollar mark during any four months period.

Revolutionary it seemed at first, when instruments were to be sold under the Eilers policy at not only one and the same price to each and all alike, but at a price so very much lower for the best and most dependable makes as to prove, at once, the commercial death knell to practically all high-price charging concerns and the extinction of much of commercial waste existing in the Western piano trade up to then.

Because of the development of the Eilers establishment and by any one of dozens of the Nation's best pianos as safely, as economically and as confidently as a spool of thread is bought at a dependable dry goods store, agents, solicitors, salesmen and their principles of selling, "shopping around," when it comes to piano buying, has practically ceased in the many cities where the Eilers stores are now located—canvassers, agents, solicitors, salesmen, subsidized music teachers, commission giving to go-betweens—has practically become obsolete in the Western trade.

Nowadays even a child may step into an Eilers establishment and buy any one of dozens of the Nation's best pianos as safely, as economically and as confidently as a spool of thread is bought at a dependable dry goods store. No chicanery, no secret visits and manipulations; the sunshine of fair dealing, streaming over every transaction all the time, in the bright glare of the motto, "Money Back," because no transaction, great or small, in any Eilers establishment is considered right or finished that does not mean satisfaction to the buyer.

All the advantages made possible in a system commercially correct and carefully planned in piano selling and distribution, combined with the colossal purchasing power represented by a chain of stores reaching from Bellingham to San Diego, are placed by the Eilers houses at the disposal of the piano buyer.

In every community where an Eilers establishment is located, it is the leading commercial institution, thriving because of the most generous following of music lovers, artists and most of the piano buyers.

This success is due: First to upholding at all times the highest artistic element in the instruments that are sold. Second, by placing the selling of pianos on a rational and definite business basis. Third, by conducting every transaction in the utmost spirit of fairness and so as to prove of greatest possible service to the musical community, and, Fourth, by making the buying of the best instruments possible to all by means of a most liberal and strictly confidential partial-payment plan, giving each buyer the longest possible time in which to complete the purchase.

Tersely stated, the Eilers plan has saved to the Piano Buyer everything that systematic, economical, correct, careful and up-to-date business management and method can effect.

Thus there is not today a hamlet of even the smallest imaginable size where there is not to be found more than one of Eilers Music House customers and loyal adherents.

Thus the Eilers plan has enabled hundreds of thousands of homes to secure highest grade instruments for money that heretofore and otherwise has been paid for medium grades.

The Eilers plan insures rigid inspection of every instrument by a competent expert before it leaves the factory, and it makes certain the correct and careful handling from source to final destination. And the Eilers plan gives to each buyer a definite, honest, trustworthy, binding guarantee, meaning money cheerfully refunded if purchase, after delivery, is not found satisfactory in every respect.

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