

# NEW FIELD OPENED FOR TRADE BY WAR

### Oregon Products Demanded by South American Markets Since Europe is Cut Off.

## GRASP ON CHANCES URGED

#### Commercial Organizations See Good Opportunity for Branching Out Into Territory Before Exploited but Little by Portland.

While the bulk of the trade opened to the United States in South America through the war is in manufactured articles, it is the opinion of business and commercial organizations of Portland that there is still a large field which can be developed by those handling the commodities of the Pacific Northwest. The section produces chiefly the food and raw materials for manufacturing.

Coincident with the shifting of trade conditions, the opening of the Panama Canal, and the movement of large shipping concerns to develop service to South America from the Pacific as well as the Atlantic ports of the United States, make the present time one of exceptional opportunity.

#### Food Markets Opened.

The principal immediate advantages that are offered to the Northwest," says W.D.B. Dodson, commercial expert for the Portland Chamber of Commerce, "must be in such food products and raw materials as wheat, for which there is opened a new market in South America by the war. We are not strong enough in our manufacturing here to benefit by the new conditions as is the Atlantic Coast. The fact that many of the food products and raw materials which we produce are also produced in the South American country also will restrict the field.

"The chief thing to do right now is to bend every effort to developing port facilities, to the extent of attracting to the Northwest manufacturing concerns which will produce the commodities that South America has been cut off from by reason of the war in Europe.

#### Boat Service Beneficial.

"Our chances in the lumber markets of the west coast of South America have improved greatly in the recent months. The placing of two boats on the run for service to the west coast of South America, by the Grace concern, of New York, will cause a considerable improvement of our chances in that west coast territory.

"One change that will result for the Northwest from the war will be in the marketing of fruit to South America. Heretofore most of the crop was transported by way of London, but the brokers are now obliged to make speedy arrangements for direct marketing to South America.

"Lumber has always had a good market in the north, and the market for fish has been developed well. The principal products which the Northwest is able to supply at once are rough woodens, print paper, paper bags and fruits. The shutting off of the Bavarian hops from South America ought also to open up a new field for Oregon hops and malt, and it is hoped that producers will get into the field and develop the market."

#### Oregon List Under Way.

H. B. Miller, director of the School of Commerce of the University of Oregon, associated with the Chamber of Commerce and Commercial Club, is preparing a list of Oregon products which may be pushed in the markets of South America, which he will submit to the Bureau of Commerce, urging that Consuls in South America take aggressive steps to develop the trade so far as possible in their power.

Similar sentiments to those of Mr. Dodson are expressed by D. M. Dunne, president of the Oregon Manufacturers' Association.

"There is no discounting the fact that the European war has precipitated a steadily increasing demand upon the United States from South America for the commodities formerly shipped from Germany and Great Britain.

"Included in some of the things that the Northwest can supply immediately are building materials. The cement to South America has heretofore been shipped largely from Germany. Oregon is developing a similar industry and should be ready shortly to go into the new trade field with this material. There will be also a field for fabrics produced in Oregon.

#### German Prune Trade Lost.

"There will be, of course, a somewhat improved South American market for foodstuffs.

"One expert important in Oregon is practically cut in half, so far as its market is concerned, and we will have to develop a new market for it, probably in South America. This commodity is the dried prune, in which half of our export up to this time has been taken up by Germany.

Local customers of the industry have received advice from Secretary of the Navy Daniels calling attention to possibilities of developing trade with Mexico in coal and gasoline.

Another statement indicating how much the people of South America are looking to the United States in the present crisis was made yesterday by Carlos F. De Berna, general agent for the Peruvian Steamship Company in the Northwest, to close contracts on flour and other products for the west coast of South America. Mr. De Berna's company is contemplating a monthly service to ports in the Columbia River. The contract for flour with the Astoria flouring mills will amount to about 60,000 barrels, 4000 of which will be shipped next week.

"Eighty-five per cent of the trade of South America has been handled by the Germans," says Mr. De Berna, "and this trade is now destroyed by the war. With this condition arising and with the opening of the Panama Canal there is every reason that this trade should now come to the United States. Intelligent effort toward building up this trade will change the world's traffic in a short time."

#### SWITZERLAND IS REFUGE

Miss Dorothy Prosser and Others From Portland Are Safe.

Miss Dorothy Prosser, teacher in the Hoffman School, should now be in England seeking passage to America. If all has gone well, according to a letter received in Portland yesterday, written from Zurich, Switzerland. At the time the letter was written Miss Prosser had secured a passport and intended to drive from the Swiss frontier to the nearest French town, where railroads were in operation.

that she and her aunt, Miss Annie Prosser, of London, were taking the best route available. The two went from Salzburg to Innsbruck, from there to the Austrian-Swiss frontier and then into Zurich. Miss Annie Prosser has taught a class of Swiss students in English at Zurich and the two were in good hands, should they fail to get away as planned.

Word was received in Portland yesterday by Mrs. Simon Selling from her sister, Mrs. Charles Kohn, from Lucerne, Switzerland. She wrote that Switzerland was crowded with people, especially Americans, for it was neutral territory. The people were well provisioned and felt no inconvenience, she said. Mrs. Isaac White is supposed to be with Mrs. Kohn.

Dr. and Mrs. L. H. Hamilton, who had been in England, are in America now and will arrive here the first of next week.

Mrs. Harriet McArthur and Miss

### EMRESS COMEDIANS WHO PRESENT LUDICROUS ROLLER-SKATING ACT.



Jeter and Rogers.

One of the most popular acts on the bill at Marcus Loew's Emprass this week is that of Jeter and Rogers, comedy acrobats, who dance, tumble and do other stunts on roller skates. One of the comedians, in a blonde wig, gingham dress and much lacy lingerie, gives an imitation of an Irish girl learning to skate, and takes a number of comedy falls that suggest the landing of a ton of bricks. The team does a repertoire of difficult tricks with graceful ease, and their lively comedy, clean and wholesome, scores some of the "big laughs" of the bill.

Genevieve Thompson cabled from England that they will leave for home October 1.

#### Police Band May Tour

AIM IS TO INDUCE FAIR VISITORS TO COME THIS WAY.

Itinerary Arranged Includes 25 Cities From Oregon to New York and Back—Fund Raising Begun.

"Buy your ticket by way of Portland." This catch phrase will be carried into all the principal cities of the United States by the Portland Police Band next May after the opening of the Panama-Pacific Exposition. If plans announced yesterday are completed as arranged, a campaign will be started at once by various business organizations and by the band members to obtain money needed for the trip.

Business organizations are aiding the movement to show their appreciation of the many services of the Police Band, the best of three organizations of the kind in the United States. The band, consisting of 40 pieces, has played an important part in all public affairs in the last few years and never has received any compensation.

Behind the movement to send the band on the trip are the Commercial Club, the Chamber of Commerce, Ad Rotary Club, East Side Business Men's Club, the Oregon Commission to the Panama-Pacific Exposition and others. The needed money will be raised by the band in a series of concerts and entertainments to be given between now and next May. Representatives of the organization interested in raising the money by subscription.

It is planned to have the band leave on a special train about May 1, 1914, and go direct to San Francisco. Thence the band will go to the fair at San Diego. The rest of the itinerary as tentatively arranged is: Salt Lake City, Denver, Omaha, Kansas City, St. Louis, Indianapolis, Pittsburgh, Philadelphia, Washington, Baltimore, Boston, New York, Buffalo, Detroit, Chicago, Cleveland, St. Paul, Minneapolis, Winnipeg, Spokane and Seattle.

The band is to be accompanied by representatives of the business and booster organizations with whom it will induce exhibition patrons to buy their tickets by way of Portland.

#### Meat Dealer is Fined

STATE AND CITY ON OPPOSITE SIDES IN CASE.

Convicted of Selling Unclean Beef, J. C. Douglas is Assessed \$50 in Court.

State and city officials appeared on opposite sides of the case of the state against J. C. Douglas, proprietor of a meat market at Second and Yamhill streets, who was fined \$50 for selling unclean beef in District Court yesterday by Judge Dayton.

J. D. Mickle, Oregon Dairy and Food Commissioner, was complaining witness and testified against Mr. Douglas. E. L. Melton, a market inspector of the city, was one of the defendant's witnesses and swore to the good character of his shop and substantiated several statements of the defense.

The piece of meat on which the case was based was bought on August 27 by Mrs. Charles Carruthers. Following the introduction of the beef purchase as an exhibit by the prosecution, a similar cut of meat was brought in by the defense and placed by it the defendant's meat cutter testifying that it was the piece from which the offending roast was cut. The exhibit of the defense, which was said to have been placed on ice since August 27, was admitted by the prosecution to be good, edible beef.

The defense swore to the meat was fresh when sold and that it had been in the shop but one day. Commissioner Mickle testified that when brought to his home the day it was bought the piece had been infected by flies.

For baby's comfort—Santiseptic Lotion—Adv.

Try Our Special 25c Lunch, Served From 11:30 to 2:30 Daily in the Basement—Shoe-Shining Parlors in the Basement

Co-Carts, Sulkies, Coasters and Wheel Goods of Every Description on the 4th Floor—Headquarters for Sporting Goods

### Use Economy Jars for Canning

Visit the Third Floor and learn the many advantages of canning fruits in the "Economy" way. The expert in charge of the demonstration will be glad to answer any questions.

## Olds, Wortman & King

Reliable Merchandise—Reliable Methods  
Pacific Phone Marshall 4800 Home Phone A 6231

### Latest Neckwear 25c and 50c

Basement—Dutch collars of fine sheer organdie, pique, etc. Hand-Embroidered Pique Collar and Cuff Sets, Embroidered Vestees, Gimpes, etc. Latest effects. For early Fall wear. Priced at 25c and 50c

# Basement "Economy Sales" Today

## Double Trading Stamps With Basement Cash Purchases Wednesday

### Sale 300 New Fall Coats

- \$17.50 COATS ON SALE AT \$ 9.98
- \$22.50 COATS ON SALE AT \$11.98
- \$30.00 COATS ON SALE AT \$14.98
- \$35.00 COATS ON SALE AT \$18.98
- \$40.00 COATS ON SALE AT \$24.98

In the Basement—This timely sale of new Fall Coats will bring many eager buyers to the Underprice Store today. All are new 1914 styles—coats appropriate for all occasions—street sports and dress models in great variety. Checks, plaids, stripes, etc., in beautiful new Autumn colorings. The materials include everything that's up-to-date and desirable for Fall and Winter wear. An unexcelled opportunity to select your new Fall Coat at approximately half price. Don't overlook this opportunity to save.

### \$1.50 and \$1.75 Waists 79c

Basement—Lawn, crepes, plain and silk-striped mulls, voiles, batistes, etc. Attractive new styles in high or low neck effects with long or short sleeves. Trimmed with laces, embroideries, tucks, fancy buttons, etc. Many have Lily and Dutch Collars. 79c \$1.50 and \$1.75 Waists

### \$3.50 Silk Petticoats, Special at \$2.39

Basement—Women's Silk Petticoats—a new lot just received! Made of excellent quality silk taffeta and messaline in plain and changeable effects. Tucked and plaited flounces. Some with Jersey top. Petticoats made, to sell at \$3.50 priced \$2.39 special for Wednesday at only \$2.39

### Children's 35c Dresses, Rompers and Aprons, Special, 19c

### Men's \$2 Pants 98c

Basement—Men's Khaki and whipcord outing and work pants, styled with cuff bottoms and belt loops. Complete line of all sizes in the lot. Regular \$2.00 98c Pants on sale at, pair for

### Boys' School Suits \$2.98

Basement—Special line of Boys' Norfolk and double-breasted Suits for school wear in blues, browns and grays. Made of excellent wearing fabrics. Good range of sizes. Suits worth up to \$2.98 to \$8.00 Wednesday

### Boys' Union Suits 48c

Basement—Boys' Ribbed Union Suits in Fall weight. These come in gray only and are nicely finished. Just right of school wear. Sizes for boys 7 to 17 48c

### Boys' 40c Waists 25c

Basement—Boys' school Waists in attractive stripe patterns in light and dark colors. Also in black sateen. Well made and perfect-fitting. The regular 40c 25c Waists priced special only

### Double S. & H. Green Trading Stamps given with all cash purchases of 10c or over made in the Basement today. Ask for them.

### \$1.50 Corsets 98c

Basement—Royal Worcester and other well-known makes included in this line. Very latest high or low-bust models, nicely trimmed and perfect fitting. Six hose supporters attached. Regular \$1.50 Corsets offered for Wed-98c

### White Crush Hats Special at 65c

In the Basement—New shipment just received of women's smart new white Crush Hats for early Autumn wear. Shown in the popular small shapes. Very attractive. Priced special Wednesday at 65c

### Black Satin Shapes at \$1.49

In the Basement—Handsome new black satin Shapes in sailor effects, also derby and telescope crowns. Newest Autumn styles. All are velvet faced and priced very special for Wednesday at \$1.49

## Sale Sample Undermuslins At Factory Prices

Gowns, Combinations, Corset Covers, Princess Slips, Drawers, Chemise

In the Basement—Manufacturers' sample lines of dainty Muslin Underwear priced for Wednesday's selling at factory prices. Many women will take advantage of this offering and supply their Underwear needs for months to come. The styles are all new and, being sample lines, every garment is unusually well finished and beautifully trimmed—AND ONLY ONE OF A KIND. Finest quality materials—cambrics, crepes, batiste, long-cloth, etc. Every garment cut in full standard sizes. Save about half on your Underwear here.

Manufacturer's Corset Covers 17c to \$1.39  
Manufacturer's Sample Gowns 49c to \$2.98  
Manufacturer's Combinations 89c to \$3.49  
Manufacturer's Princess Slips 98c to \$3.98  
Manufacturer's Sample Drawers 19c to \$1.39

### Child's \$3 School Shoes \$1.48

Basement—Boys' and girls' school shoes in comfortable wide-toe lasts. Button and lace styles in sizes from 9 to 2. The regular \$3.00 shoes at, pair \$1.48

### Men's \$4.00 Shoes \$2.89

Basement—Sample line Men's Shoes in tan and black leathers and button or lace styles. Shoes worth \$3.50 and \$4 are placed on sale while they last, pair \$2.89

### Women's \$1.50 House Slippers 98c Pair

Basement—Women's stiletta felt House Slippers with pon trimmings and cushion sole. The 98c regular \$1.50 slippers only

### Women's 50c House Slippers 29c

Basement—Women's old-fashioned House Slippers of Brussels carpet and corduroy. All sizes. 29c Regular 50c Slippers, only

### 50c Union Suits 35c

Basement—Women's low-neck, sleeveless Union Suits—tight-fitted or lace knee. 50c grade on sale for 35c

### Women's 15c Vests 11c

Basement—Women's fine ribbed sleeveless Vests in a complete line of sizes. The regular 15c Vests sp' 11c

### 10c Toilet Paper 5c

Basement—No telephone or mail orders filled and only 20 rolls sold to a customer. 10c Paper on sale only 5c

### Reg. 25c Ruffings 15c

Basement—Newest effects in white, cream, ecru—some with colored edges. 25c to 35c grades at, yard 15c

### Window Shades 33c

Basement—36x72 Green Window Shades with good strong roller. The regular 50c Shades on sale at 33c

### Women's 25c Hose At 17c

Basement—Women's and children's fast black Hose with linen heels and toes. Three pair for 17c 50c or by the pair for 17c

### Women's 17c Hose 12 1/2c

Basement—Women's fast black cotton Hose in splendid wearing grade. Regular 17c 12 1/2c kind at, a pair only

### 65c All-Wool Serge 49c Yard

Basement—54-inch, all-wool Broadcloth in excellent weight for Suits, coats, dresses and skirts. Shown in beautiful new Fall colorings. Will make up splendidly. Standard \$1.75 Broadcloth on sale for \$1.19 Wednesday at, the yard

### \$1.75 All-Wool Broadcloth at \$1.19

Basement—54-inch, all-wool Broadcloth in excellent weight for Suits, coats, dresses and skirts. Shown in beautiful new Fall colorings. Will make up splendidly. Standard \$1.75 Broadcloth on sale for \$1.19 Wednesday at, the yard

### Basement Sale Housekeepers' Needs

40c Damask 22c—60-in. grass-bleached damask in beautiful line of patterns. The 22c regular 40c grade, yd

55c Sheets 39c—72x90, full-bleached sheets in splendid weight and quality. Regular 55c grade at 39c

20c Cambric 11c—Full-bleach'd Cambric suitable for waists, underwear, etc. 20c 11c quality, special, yard

Apron Gingham 6c—Heavy grade Apron Checks in various sizes. Warranted fast 6c color. Special, the yard

Double Stamps given with Basement cash purchases Wednesday. 45x36-inch Bleached Pillow Cases—Regular 17c, now 12 1/2c

### 65c All-Wool Serge 49c Yard

Basement—36-inch wool Serge especially adapted for women's one-piece dresses and children's school apparel. Good line of the new Fall colors, also in black or white. Splendid weight serges, usually selling at 65c, 49c on sale Wednesday at, yard

### Reg. 25c Ruffings 15c

Basement—Newest effects in white, cream, ecru—some with colored edges. 25c to 35c grades at, yard 15c

### Window Shades 33c

Basement—36x72 Green Window Shades with good strong roller. The regular 50c Shades on sale at 33c

### \$1.50 Curtains At 98c

Basement—Fine quality Swiss and scrim Curtains in white and ecru with dainty lace edges and insertions. The regular \$1.50 Curtains are placed on sale for 98c one day only at special price, pair

### 17c Curtain Goods 12 1/2c

Hundreds of yards beautiful new Fall Curtain Serges in extra good quality with attractive floral borders. Shown in white, 12 1/2c cream and ecru. 17c grade, yd

Brass Rods, 3 for 10c—40-inch extension Brass Curtain Rods with fancy knobs and hangings. Grade usually selling at 10c 5c each on sale for one day, 3 for

### Economy Fruit Jars Easy to Seal!

Basement—Double Stamps with all cash purchases made in the Underprice Store today. Use the Economy wide-mouth Fruit Jars—no rubber to taint the fruit and they are easy to seal. Priced as follows: Economy Fruit Jars, pints, dozen at 85c; Economy Fruit Jars, quarts, dozen \$1.00; Economy Fruit Jars, 1/2-gallon, doz. \$1.40

Mason Jars, complete with porcelain-lined caps, priced special for Wednesday at: Pts, dz., 49c; qts, dz., 57c; 1/2-gal. 79c. Ball special wide-mouth Jars, pints 65c; Ball special wide-mouth Jars, quarts 75c

26-Piece Silver Set, special now at \$6.50  
Consisting of 6 each—Knives, Forks, Table and Teaspoons—1 each Sugar Shell and Butter Knife. Set of 26 pieces for \$6.50

42-piece Gold Decorated Dinner Set \$2.75  
46-Piece Old Colonial Dinner Set \$3.63  
10 1/2x10 1/2 Double Aluminum Roaster 98c  
15c White Cotton Tape, bolt 10c  
S. & H. Stamps with all purchases.

## "Notion Day" at the Bargain Circle, Main Floor

- 15c Children's Hose Sup'r's 10c
- 5c Clarke Spool Cotton, 200-yd 3c
- 5c Basting Cotton, 45c doz. sp 4c
- 10c Spool Silk, asst'd colors, for 5c
- 25c Darning Cotton, 45-yard 1c
- 25c Silk, 400 yds, blk, wbt, 15c
- 15c Elastic Sanitary Belts for 10c
- 25c West Electric Hair Curlers 18c
- 5c Asbestos Iron Holders for 3c
- 5c "Comet" Hair Wavers, at 2 1/2c
- 16c Stocking Protectors, card, 10c
- Regular 10c Shoe Trees, special, 8c
- Regular 10c Curling Irons for 7c
- 75c Twine Shopping Bags for 50c
- 50c Naiaid Bolero Dress Shields 35c
- \$1 Naiaid Brassieres, all sizes, 83c
- 50c Sanitary Apron Belt, 25c
- 10c Cotton Belting, blk, wbt, yd 5c
- 15c Women's Sew-on Sup'r's 10c
- 10c Folding Wire Coat Hangers 7c
- 15c Folding Trouser Hangers 10c
- 5c Wire or Wood Hangers, at 3c
- \$2 Bust Forms, as'rd sizes \$1.69
- 20c Dress Weights at, the yd, 15c
- 5c Common Pins, 2 pkgs for 5c
- Regular 10c Bone Hair Pins, box 7c
- 10c Bias Seam Tape, special at 5c
- 10c Mother's Ironing Wax at 5c
- 10c Silk Neck Cords, all colors 8c
- 25c Stickers Braid, the bolt, 15c
- 25c Frilled Elastic, special, yd 19c
- \$1 "Victoria" Platters, special 25c
- Regular 5c Stocking Darners, at 3c
- 5c Removable Collar Supports 2 1/2c
- 35c Dressmaker's Pins, 1/2-lb 27c
- 5c Safety Pins, wbt only, asst 2 1/2c
- 10c Featherbone, wbt, blk, yard 8c
- 10c Girde Foundations at, each 7c
- 10c Hair Pin Cabinets, special 7c
- 5c Wire Hair Pins, asst lgths 2 1/2c
- White Crochet Wash Buttons, Half
- 25c to 35c Barrettes, B'k Cmb's 10c
- 10c Pearl Buttons, asst'd, dozen 5c
- 25c large bottle Machine Oil 15c
- 5c Collar Buttons, 12 on card, 2 5c
- 5c Hooks and Eyes, asst., 2 only 5c
- 10c Wilson Fasteners 12 on card 5c
- 10c Folding Drinking Cups at 7c
- 15c Sanitary Aprons, special 18c
- 25c White Cotton Tape, bolt 10c
- S. & H. Stamps with all purchases.