

AMERICANS WINNING ENORMOUS TRADE

Chief of Commerce Bureau Estimates Year of War Will Add Half Billion.

NEW ORDERS ALREADY IN

Russia Is First Among Belligerents to Seek Machine Tool Supply in United States—Orders Usually Accompanied by Cash.

WASHINGTON, Dec. 2.—That one year of the war in Europe will add \$500,000,000 to the gross national product of the United States is the estimate of Edward E. Pratt, chief of the Bureau of Foreign and Domestic Commerce. Mr. Pratt has just completed a study of the reports of American Consuls and commercial representatives abroad, of agents of his bureau in this country and of the new orders for American manufacturers and products reported in commercial periodicals.

If the ratio of increase recorded since August, when the war began, is maintained until next August, he estimates that new orders placed on the books of American firms will total \$500,000,000. Machine Tool Concerns Busy. As specific data upon which to base his estimates, Mr. Pratt has the report of J. Massol, special commercial agent, now en route to South America to study the machine tool market there and prepare a review of the needs of South American countries, which will be made available to American manufacturers. In preparation for his trip he visited virtually every large manufacturing plant in the United States and estimated that the machine tool manufacturing companies alone have from \$10,000,000 to \$15,000,000 in new orders from European countries now on their books. One big plant, he said, has enough work to keep it in full operation 24 hours a day for the next two years. Several concerns already are preparing to increase their facilities to meet the larger demands arising from the war.

Demand From Russia Grows. The first country among the belligerents to seek the American machine tool supply was Russia. Almost immediately after war was declared orders from Russian houses were received for lathes and machines of all kinds of a similar nature. This demand has been growing steadily, presumably because of the fact that the war had excluded Russia from her usual source of supply in Germany.

England and France now have joined in seeking American tools, and it is indicated that the present supply cannot meet the demands. Of course, problems of delivery still have to be met, but the business is of the most valuable type since orders are as a rule accompanied by cash.

Atlantic Trade Is Moving. In reaching his estimate on the estimated grand total, Mr. Pratt took into consideration the enormous increase in European-bound food supplies noted in September and October. Details of the November foreign commerce are not available yet, beyond the estimate that the increase in favor of the United States of approximately \$70,000,000 will be shown. Department officials are convinced, however, that the increase in food shipments has continued and that manufactured articles are beginning to move across the Atlantic in considerable volume.

GERMAN KAISER 'COMRADE'

(Continued From First Page.)

A hush again enveloped the brilliant scene. At last the big moment came. There were hoarse shouts outside and a buzz of autos. Then silence for an instant, followed by the tramp of many feet, not heavy but firm. That sound suddenly ceased.

Whole Congregation Salutes. At this instant there was absolute silence in the congregation and everybody was standing with his right hand at salute.

The trumpeter stepped down from the musicians' platform and took the pastor's military cloak from his shoulders.

We heard the steps of a man walking slowly. Leaving the plank walk and mounting the center platform, he dismounted, he removed his helmet and when he did that everybody on that platform and the platform each side of him uncovered.

He advanced to the drawing-room chair and stood before it, while the pastor, who was smiling, came forward from the altar and shook his hand. The pastor made no obeisance when he did this. It was just an informal greeting as between man and man.

We on the other platforms stood until the Emperor seated himself in the drawing-room chair. Throughout the service with his eyes closed and his head a little bowed, his attitude was one of austere devotion, and observing the firm set of the jaw and the suggestion of intense concentration in his attitude, you would say: "Here is a very pious man."

During the sermon I tried to detect in his expression either condescension or complacency, either pride or arrogance. But I could not penetrate the mask of gravity. He seemed to me an epitome of composure, touched at times with melancholy abstraction.

Service Is Simple One. If I tried to make more out of what I saw I should only be dabbling in the spectacular, with no truthful impression in it. If you said, "A care-worn-looking man, intent upon his duties, I suppose you would be saying what you would have said if the German Emperor been a private citizen."

The service was simple, including as it did three or four sentences of invocation from the Evangelical prayer-book, two or three prayers, also from the book, the Apostles' creed, a half-hour sermon and two hymns. Service opened with the reading by the pastor of that sentence which in the Protestant Episcopal prayer-book begins something like, "Lord God, who hath made heaven and earth and in whom alone is our help," and it was followed by other sentences of invocation. Then came the Apostles' creed, and after it prayers—all read in a loud voice by the pastor, who, at the conclusion of each prayer, discharged an

"amen" as if he were shouting "salver" ("volley") to a German battery. The first hymn, which was sung very early in the service, was an adaptation of the ancient "Hymn of Praise of St. Ambrosius." A German Captain told me it would be about the equivalent of what English-speaking Protestants call the "Te Deum." The pastor announced it with homely words of which I have so often heard the translation in American Evangelical churches: "Let us join in singing, hymn number so and so—the first, the second and the third stanzas."

Words Sung to Noble Air. I give here the Captain's and my attempt at a translation: Great God we praise thee! Lord, we glorify thy power! Before thee earth bows down And marvels at thy works, As thou wert in ancient times So art thou evermore.

All that can glorify thee, Cherubim and seraphim, Lift to thee their hymn of praise, All angels serving thee, Call on thee in blessed peace, Call thee holy, holy, holy! Holy, Lord God of Sabaoth, Holy Lord of the war armies! Strong of arm in heaven, Earth and air and sea, Are filled with thy glory, All is thine.

These words were sung to a noble air, and the voice of the brasses produced a prodigious effect. The Scripture reading for the day had been taken from one of the letters of Paul, and on certain martial phrases in the letter the sermon was founded. In the course of his remarks the pastor paid his respects to Paul as a warrior. "Paulus," he said, "who was a good soldier, too—not with the sword but with the tongue."

"Gott Mit Uns," Keynote of Sermon. The preacher spoke of "that most beautiful word in the German language, the word 'veteran,'" (to trust) and in that word was the essence of his sermon. The motto of the German people, "Gott mit uns," was, he felt, a kind of echo of that word and gave the keynote of Germany's spiritual life. He believed that before the war some of his countrymen had forgotten God, but when the war came they had once more turned to him.

"There are two things," he said "for the German soldier to remember. The first is his trust in God, for that is his shield; the second is his trust in himself, for that is his sword. With these two we soldiers must win. "Beloved, I have seen the soldiers under all conditions and I have never heard the voice of complaint among them. Never for one moment have they forgotten or lost their trust in self. "The wounded did not complain, but only begged that they might soon and well again so that they could return to the front. The young men going into battle believed in their cause and they won. I have never seen a soldier who did not believe in the cause and in himself. "But, beloved comrades, is that enough? Nay! For in that hardest of all tests for an army, a retreat, the soldier must have not only his trust in himself, but his trust in God. "God still is with us, he must say, 'and in God's good time we shall win.'"

God Asks People's Help. With these words the pastor closed and with them he made the vast building ring: "When war came upon the land God said to Germany, 'Am I to be with thee in this, my task? Will thou make the struggle with me or without me?' "And the voice of the united people bore to the Great Captain's ear the words, 'With thee, O Father, with thee, in this our heavy task.'"

All the preacher said was summed up in the hymn which the 2000 sang after the sermon. It was the ancient "Niederländische Dankgebet," or Dutch Prayer of Thanksgiving, which was sung to a tune that made its short, strong words move as to the roll of a hundred drums—not the roll of drums, either, but the abrupt beating of drums. The effect of percussion, in other words, with which the 2000 came down on the incessantly recurring rhythms of such words as "treten," and "beten," "waltet" and "haltet," "Schlechten" and "Knechten," "streiten" and "Seiten," "waltet" and "haltet," "beten" and "gewonnen," "loben" and "oben," "Gemeinde" and "Feinde" was beyond description in its vigor and precision. It was both literally and in the musical usage of the word an "attack," especially after the Emperor took personal charge of this portion of the exercises.

And here I make the perilous experiment of attempting a translation of the German. On account of my deficiencies in the language the translation is both halting and free—halting in its expression of melody of the original and free in its rendering of the original spirit. But it is the best I can do: To God on high we lift our prayer, His judgments ever righteous; And his strong arm the good sustains; O praise him who forgets us not!

With us he stands in our hard fight, And with the right his triumphs are, Thy battles begin we know they are won, Thy warriors we, but the victory thine.

To thee on high our praises rise, Thou captain of our host; Be with us here, O God, evermore, O cast us not away! Thy name we worship, Lord our God, Ayez pray, thou make us free!

Kaiser Urges More Fire. Valiantly as the eight landmen from the cavalry regiments blew on their instruments of brass they did not blow hard enough to suit the Emperor and at each of what I will call the drum words in the first stanza—"treten" and "beten," "waltet" and "haltet" and "Schlechten" and "Knechten"—he vehemently beat time with his right hand.

He wanted more fire from brasses and the singers and in the second and third stanzas he got it. The singing rose to a spirited finale and then came the benediction, followed by an instant of silent prayer. When the hush was broken the pastor advanced to the altar and the Emperor again shook hands with him.

After the Emperor had shaken hands with the pastor he turned around and faced the throng that extended from the dais to the entrance of the hall. Just as he stepped down from the dais he saluted and said: "Guten morgen, Kamaraden."

And the 2000, in a shout that went crashing up to the iron girders, responded with one voice: "Guten morgen, Mejerst!"

To me that was the most stirring incident of the day. It was so unaimed, it was a yell of comradeship. It sent a thrill up the spine.

Chamberlain's Cough Remedy

IS Reliable Safe AND Pleasant

FOR CORSETS, HOSIERY AND KNIT UNDERWEAR NO STORE IS AS SATISFACTORY AS THIS STORE



A Most Extraordinary Sale Women's Distinctive Fur-Trimmed Coats, \$12.95

Coats That Sold Regularly at \$17.50 Full-Length Models of Fine Black Wool Astrakhan Fashioned on the New Straight Lines With Velvet Collar and Cuffs Fur Edged Lined Throughout With Black Satin

—This collection of coats represents one of the best and most economical sales offered this season in models that are suitable for all-around wear. —They are splendidly tailored in every way. —A revelation of tailored fitness. Hundreds of coat problems will be solved at the sight of them. Never such style, such quality at this price. —It seems that no woman who needs a serviceable coat that is suitable for all kinds of wear can afford to miss this opportunity of securing one of the season's popular models at so small a price as \$12.95. —Third Floor

Lipman Wolfe & Co

Merchandise of Merit Only

A Victor Talking Machine or a Columbia Talking Machine would make an ideal Xmas gift. All styles are to be had here. Payable \$1.00 down, \$1.00 week. —Basement

An Unusual Suit Sale Every Model New This Season Regular \$22.50, \$25, \$30 and \$35 At \$12.50

—Better quality, style and tailoring than this price ever affords. —And the woman who seeks a smartly-tailored suit would do well to investigate this sale. For they are all exceptionally good models, being made of Broadcloth, Cheviots, Serges —Many of these suits are samples, others were taken from our regular stock, but all are admirably tailored, and the jackets are all lined with silk—many are plain tailored, others velvet or plush trimmed. —Third Floor

The Holiday Bazaar

Is now opened on The Second Floor

Gifts at Very Moderate Prices

Selected From the Different Sections Throughout the Store.

A Convenient, Attractive, Cheerful Bazaar

—Especially arranged and designed for the patronage of economical and discriminating holiday shoppers.

A Sale of Objects of Art That Has No Precedent Offering a \$165,000 Stock At One-Fifth to a Half Regular Prices

—One of the great facts about this sale is that it brings an unlimited assortment of useful and at the same time beautiful things at prices that come within the means of the most limited pocketbook. —None of our past sale successes have rivaled this one in gratifying results. Every day eager Xmas shoppers avail themselves of this opportunity to purchase gifts at savings that have never been in force at this season of the year. —Not only is fine dinnerware reduced from 10 per cent to 33 1-3, but Italian marble and bronzes are offered at a reduction of 50 per cent. —You will also find our entire stock of Sheffield plate at 20 per cent off. —If you are desirous of purchasing a lamp, you will find here the largest assortment of lamps in the city, both domestic and imported, at 15 per cent to 50 per cent off.

—Today We Feature Italian Marble Sculpture Half Price Eight Different Subjects in Marble Busts That Were \$15.00—This Sale \$7.50

—The carvings in these busts are most exquisite, and the designs are pure and strong. Ideal heads of young maidens in white and old ivory finishes, designed and sculptured by famous Italian artists. There are exactly eight different subjects in all, each one perfect in every way, any one of which would make an ideal Xmas gift to a lover of the beautiful in fine art. —Sixth Floor

We are pleased to inform our patrons that we have complete arrangements whereby we are the Exclusive Portland Representatives of the Francis Fox Institute For the Scientific Care of the Hair —This is the same treatment rendered by their institutes in New York, Paris and London. Sufficient individual instruction is given to insure success in its use at home. —Full information at the Toilet Goods Section. —First Floor

The Red Cross Stamp Booth

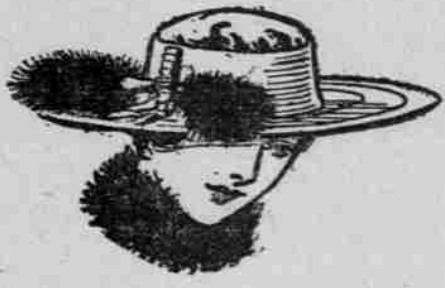
Has Been Opened on the Main Floor and will be in charge of The Overlook and Coterie Clubs under the supervision of Mrs. Robert Berger —Help in this worthy cause by purchasing these attractive Xmas stamps for your holiday packages and letters.

To Help in the Work of the American Red Cross

we have established a sewing-room on the fifth floor, where women may bring their own materials to knit and sew. Patterns for wearing apparel for soldiers will be furnished Free of Charge. —An instructor will give lessons in knitting. —The official Red Cross Emblem will be sewn on each garment made in the store. —Fifth Floor

ORIGINATIONS

—Simply charming are the new dancing frocks of chiffon, with the very new many-tiered skirts and long, flaring effects. Exquisitely trimmed with feather bands, beaded trimmings, laces and sashes, with butterfly bows. In all dainty evening shades. \$17.50 to \$27.50. —Third Floor. —From London there are some handsome scarfs for men, of heavy English silk, in large flowing end shapes, artistic weaves and distinctive patterns and colorings. \$1.50. —Men's Section, First Floor. —New styles in Kayser's Venetian silk vests. One has beaded top, priced at \$1.50. Another, beautifully embroidered, at \$2.00. In white and pink. —First Floor. —Ribbon coat hangers, of Dresden or brocade ribbon, with cluster bows of narrow ribbon. Heavily padded and sweetly scented with sachet. At the ribbon section, in all dainty flowered and plain colors. \$1.00 and \$1.25. —First Floor. —Delightfully old-fashioned smelling salts bottles of clear crystal, hand-painted with dainty bouquets. In quaint shapes. \$1.50 to \$3.50. —First Floor. —Imported from Paris, beautiful longing robes of silk mull, lined with fine albatross, hand scalloped collar, cuffs and yoke, with embroidered designs on front. Finished with silk cord girdle. \$25.00 and \$28.50. —Fourth Floor. —New in veiling is the "Florine," soft finished and washable. In several new meshes, in black, white and becoming flesh color. 35c to \$1.00 yard. —First Floor. —Lambkin moosehairs, for men, women and children. Ideal for Xmas gifts. Made of real lamb-skin with the wool for lining. All sizes. 75c to \$1.00. —First Floor. —Danish Pottery, the first importation that Portland has ever seen. Beautiful examples of Ceramic Art, artistically designed and hand colored, different from any other ware. There are sugar and creamers, small bowls, vases, pitchers, salad bowls, tea pots, flower bowls, etc., in this limited importation, priced from 75c to \$5.00. —Sixth Floor.



The Woman Who Desires a Smartly Trimmed and Fashionable Hat Will Find Here an Assortment of The Newest Black and Color Combination Hats That Sell Regularly at \$12.00 and \$10.00 For \$6.95

—These combination hats are causing a furore. It is one of the latest Autumn millinery fashions and it has won decided success. —The collection of these hats which we offer today is trimmed with flowers, gold and silver ornaments and fancy novelties. They are made in a large sailor shape with soft broadcloth tops in colors and black velvet brims. —For beautiful and fashionable hats of such unapproachable distinction this is certainly a most unusual price.

All Our 50c Shoulder Bouquets Now 25c

—Very effective bouquets made of fine quality small French flowers combined with foliage and finished stems. The wearing of these small bouquets at the side of the collar of the coat or dress is quite the fashion this season and no costume is considered complete without one. —Second Floor

The Daughters of the American Revolution

Will hold an Important Meeting, Friday Morning, December the Fourth, at 10 o'Clock —Seventh Floor—the Lipman, Wolfe & Co. Store

The Stationery Shop Announces a Special Xmas Sale on Fine Card Engraving

—100 engraved calling cards for 59c—which we will engrave from your plate on Crane's best stock. —New plates with cards—We will engrave new Copper Plate and furnish 100 of Crane's finest cards at the following special prices: Script Type \$1.18 Old English Type \$1.88 French Script \$2.18 Shaded Old English \$2.78 Shaded French Script Type, \$2.78 —Your two-letter monogram, 15c—For a short time only we will emboss in gold or silver your two-letter monogram on paper bought here at 15c. Buy your gift stationery now and have it stamped. Personal Engraved Greeting Cards, 50c Dozen —We have just received by express a beautiful selection of engraved personal greeting cards. Made in a way which enables one to use their regular calling card plate to complete them. They range in price from 50c to \$1.75 dozen. And we make no special prices for stamping. —SPECIAL NOTE—We engrave greeting card plates at very special prices during this sale.

For Today Only We Offer Crane's Monogram Paper at 40c Box

—500 boxes of fine white linen paper, packed 24 sheets and 24 envelopes in the box. Regular cut of long style envelope stamped with your two-letter monogram in gold or silver. In boxes decorated in holly or poinsettias, which make ideal Xmas gifts. —Basement

Artificial Flowers For Home Decoration

—A prominent section of the sixth floor gift salon is devoted to the display of beautiful artificial flowers, which are so real and natural in appearance that many customers mistake this section for a florist's shop. —Flowers such as these are used for table decorations, halls, living-rooms, banquet-rooms and hotels. Flowers in clusters, sprays and in pots. —Walk through this fairy blossom land and choose your favorite flowers for decorating your home. —Every flower that grows will be found here—asters, pansies, cyclamen, wall flowers, cherry and peach blossoms, Autumn leaves, roses, nasturtiums, pussy willows, poppie, purple iris; in fact, every kind of a garden as well as a field flower—priced from 50c up to \$3.50. Suggestions for Decorative Effects Cheerfully Submitted Upon Request —Also orders taken for filling window boxes, jardinières and ferneries. —Sixth Floor