

TRADE WITH ORIENT

MR. FRANK WOOLSEY BACK FROM TRANS-PACIFIC TRIP.

He Tells of the China-Japanese War and its Effect Upon Commerce—Internal Politics.

Mr. Frank Woolsey, president of the Johnson, Woolsey & Oliphant shipping and commission company, and agent of the Northern Pacific Steamship Company, returned home Wednesday night from a business trip to China and Japan, after an absence of nearly four months. The object of Mr. Woolsey's trip was entirely of a business nature, but, as he was in those countries during the exciting war period, he saw much to interest him, and gained information not possible to attain at this distance.

Mr. Woolsey left Portland October 29, 1894. He had in contemplation his Oriental trip for some time previous to departure. While absent, he visited Yokohama, Kobe, Shanghai, Canton and Hong Kong, and many of the smaller ports of those countries. "My first impression," he said yesterday, "on arriving at Yokohama, was the general interest manifested both over the exciting war, and the position of the treaties. The representatives of English mercantile houses there, as a rule, were inclined to blame their own government for allowing the commissioners to close up the new treaty in such a way as to give the Japanese a decided advantage. In fact, they believed that the wily Japanese diplomats actually pulled the wool over the eyes of the representatives of the English government."

"I take it as a fixed fact that the ultimate design and aim of the Japanese is to drive out all foreign industries. The question now is whether they will without foreign assistance, be able to carry out their modern enterprises. For many years Japan has had special representatives all over the world, studying the sciences and improved methods of civilization, and these men have now returned, and many of them have assumed control of the heads of governmental departments. At first the Japanese employed expert navigators, engineers and other officers to run their steamships, but today they are entirely manned by men of their own country, proficient in their callings. It is the same in manufactures, or the introduction of any enterprise. The Japanese are displaying a particular interest in electricity and its possibilities. For the purpose of illumination they buy one complete plant after another, that, assisted by their wonderful ingenuity, they make duplicates. There being no protective law for inventors in that country, the native manufacturers control the market. Even in the interior, one going into an ordinary tea garden will find electric bells on every hand, and when once pushed they are so common on hand to do the rest. In fact, the Japanese claim that they are now able to give other points in developing the use of electric power, and it is certain that whatever they once undertake to do, they will do it."

"Regarding the revision of treaties, the opinion of foreigners in Japan is about equally divided. Formerly, under the administration of Japanese law, all foreigners had the advantage of settling their legal difficulties in the consular courts of their own countries. Under the revised treaties, a new code has been perfected, and the general fear is that complications may arise over their own laws. One peculiar feature of the new code of things is that neither bail is allowed nor the writ of habeas corpus recognized. In fact, there is not only a police government exists. These officers have unlimited power, and can go into a house at any time, arrest whom they please, and throw one in jail without the knowledge of his family, and he is sometimes compelled to remain there for weeks before granted a hearing. Although this fear exists, the Japanese are smart enough to understand that, after the treaty becomes a settled fact, should any arbitrary measures be enforced, or obnoxious laws put into effect, they would speedily lead to international complications."

"During my stay in Yokohama, a blind case came under my observation. A blind man was arrested for the murder of his father. He secured a foreign attorney, who understood the law, and was admitted at the hearing that the law provided proper punishment for the killing of a father by his son. This was not disputed, but the attorney called attention to the fact that the law provided that the acts of a blind man charged with such offense. He declared that there was no specification of such crime, and he won the point, securing the discharge of his client from jail."

MARKETS OF THE ORIENT.
One object of the visit of Mr. Woolsey was to investigate the markets of the Orient and the possibilities presented for the introduction of Oregon products. "I found the flour trade," he said, "greatly augmented on account of the prevailing war. The growth of business in all lines is largely due to war requirements. In fact, the condition of the flour trade in Oregon flour has met with a very good reception in Japan. Hong Kong, as a distributing point, handles a large amount of both Oregon and Washington flour, which is gradually gaining a supremacy over the California product. Our flour is much stronger and cheaper, both of which are the chief points of favor to the buyer. Some of the large houses in Japan complain of the dullness of the times, and say that they are selling imported goods that go into the general consumption at London cost. The principal cause of the exchange at the time of importation. When purchases were made the rate was 65, and it has now declined to 45, the difference representing the percentage of loss. The only lines in which there is much general activity are army and navy stores, and supplies for the same. The building of immense ships requires large amounts of iron and steel, and those engaged in those lines are having a harvest. The times are really dull, and lines not affected by the demands of war are depressed. The market for Oregon salmon, as it is too expensive, Hong Kong sees a small lot of canned goods coming from California, and a large stock of canned meats shipped from San Francisco and Chicago, sent there for speculative purposes; but shippers find it hard to dispose of their stocks, and they have to be stored for an indefinite time. The Japanese business methods are very different from Americans. All the arrangements have to be made through Japanese middlemen, and it would be foolish for any one to go there expecting to deal directly with the Japanese government. The principal houses have their trusted agents, and it is to those who carry out the schemes of trade. Lots of money has been lost by those who went to Japan to secure large orders and make a sudden fortune. The introduction of flour for use in the Japanese army will doubtless result in a more extended use of that product in Japan in the future. How far remains to be seen. Those of the middle classes, men receiving one silver dollar per day for their services, provide for a large family and live comfortably, and they are not entirely confined to the usual rice and fish diet of the country."

PORTLAND'S LOST CHANCE.
Portland has thrown away two good chances to secure a steamship line to the Orient. I want one, and it is possible that Portland can have one, but our people must not run away with the idea that a line coming here will do everything for nothing, and take all the chance of losing. Whoever is next to take up such a proposition must have something beyond moral support behind them. That is good enough in itself, but it will not pay for equal and other running expenses of a steamship line. It is a different proposition to have a line to Portland from one running to Tacoma or Vancouver. The increased cost of coal alone would amount to about \$200,000 annually. A good deal can be said about having such a line of steamers to Portland. A good deal had better not be

PHYSICIANS' FEES

HIGH-PRICED DOCTORS ARE NO LONGER PATRONIZED.

The Tendency Toward Lower Charges and Better Service—The Best Medical Attendance for Five Dollars a Month.

But few people realize what a gigantic trust exists among the members of the medical profession, a trust formed with the distinct object in view of maintaining the system of big fees, established by these physicians who have built up a large and lucrative practice. A combination to sustain rates is all the more reprehensible as its effects are often felt by the very people who can ill afford to receive the services of a physician during a long span of sickness at the extortionate fee exacted. A system of high fees in all intents and purposes an announcement to the general public that medical attendance must be secured on the terms imposed by the trust, and that any physician, whatever his attainments may be, who accepted a lower fee than that prescribed by the trust did so at the peril of his professional reputation, which this trust assumes is entirely in its keeping.

In this connection, Drs. Copeland & Montgomery, with headquarters in this city, being the first to inaugurate the system of low fees for the highest professional service was made by them, an innovation that at the time was severely criticised by many of the best physicians of the city. A few years ago when Drs. Copeland & Montgomery first announced to the people of Oregon and Washington that in the future they would treat all diseases at the uniform charge of five dollars a month. In making this announcement they did not say that a higher fee would be charged for the treatment of "exceptional diseases," the claim of "special fees for special cases," so often made by the trust, and in making the announcement they did not say that their charge in all cases would be \$5 a month, and in no instance since that time have these doctors charged patients more than this.

Drs. Copeland & Montgomery today enjoy the largest practice of any physician of any medical firm in the city. They have demonstrated clearly to the people of the Pacific Northwest that they can avail themselves of the use of the highest medical skill known to the profession, the services of professional gentlemen who have gained the highest degree and other great schools of equal prominence, and who have had the benefit of years of practice, which has fitted them for successfully treating any disease, in the most scientific manner. The offices of Drs. Copeland & Montgomery are constantly crowded with representative people from all parts of Oregon and Washington, as can be attested at any time by a visit to their well-appointed quarters, and among their patients are many of the best-known families of the state. Some of the most prominent members of the house and senate of Oregon are patients of these doctors, and the names of these and hundreds of others equally as well-known citizens are regularly carried on their books.

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Dr. Jinda Ram will remain here in the interests of the Society for the Education and Liberation of the Women of India for about one month. He will be in time to expect to address a number of meetings. This evening at 7:30 he speaks at the Unitarian church, his subject being "The Condition of Women in India."

EVERY DEPARTMENT

IN NEW CARE.

MEIER & FRANK CO

SEED TIME HAS COME

LET HIM PLANT WHO HOPES TO REAP

We have 500 acres of cleared and cultivated garden land in our Nebraska colony near Salem, to exchange for money, notes or labor.

We never advertise till we have something to advertise for.

This advertisement means work, wages and business for many a man, if he takes heed and comes to the front.

While the rest of the world has been crying "hard times" we have had from 20 to 40 men steadily at work for the past two months clearing land and planting fruit trees for our Omaha colony in Clarke county, Washington.

We have 800 acres in this Salem tract which must be cleared and planted in fruit trees and hops during the next eight months.

Don't come to us looking for a "job" unless you want a home, for we have no use for a man whose ambition does not rise higher than the day's work.

But if you want a piece of land to make a home on—to plant a crop in—we have the best in the Willamette valley.

You can buy it, or rent it with the privilege of buying, and with it goes days' work for every day you can spare from its cultivation all summer.

There is a sawmill to be built, logging to be done, wood-chopping, hauling, teaming, grubbing, plowing and planting. Houses are to be built, roads to be made, homes prepared for 1000 Eastern people who are paying in their money for the purpose.

Don't wait longer for something to turn up. It isn't going to turn.

Pull yourself together. Get into this and go to work.

The sooner you get in the better chance you get and the sooner you will secure an independent and paying place in the world.

— WE MEAN BUSINESS —