

WHAT CHINA CONSUMES

OUR WARES THAT FIND MARKET IN CELESTIAL EMPIRE.

How American Trade Might Be Increased in That Country—Recommendations of Consul Miller.

In reply to an inquiry from a Seattle citizen, Consul H. B. Miller, at New Chung, China, sent the following letter of information, a copy of which he also sent to the Portland Chamber of Commerce as a matter of general interest in commercial circles, particularly on the Pacific Coast:

"The main imports from the United States into Manchuria are cotton goods, hardware and shoes. These are consumed by the Chinese, and sales of all are most likely to increase.

"Lumber in quantities will only be imported by the Russian and Japanese at Port Arthur and Dally. The increased number of Russians coming into Manchuria makes an opportunity for trade along many new lines, but a special study of Russian tastes and characteristics must be made before a satisfactory statement can be made concerning this trade.

"For general information about foreign goods used by China I refer you to my report published in the monthly consular report of December last, which you can secure by application to Washington.

"Concerning payments, the Chinese banks carry the Chinese merchants and bills are usually paid on arrival of goods. Russian merchants usually have long-time payments; but the Russo-Chinese Bank takes up good accounts at about 33 per cent discount per annum.

"There is a splendid opening for an agency for American goods at Dally of Port Arthur, with a branch at Harbin. The agent should be able to speak Russian and be well supported by home firms.

"For information concerning Dally I refer you to my report that is to be published in either March or April number of the monthly consular reports. A fire insurance agency would also be able to do considerable business.

"A permanent agency at Dally could handle business by selling at Port Arthur, She-Foo, Tien Tsin, New Chung, Moukden, Tieling, Harbin and other places, and by combining Chinese and Russian trade would soon have all they could do.

"Goods would be shipped to Japan and then, for the present, reshipped to all of these points. Manchuria is going to have a good growth, but it will be mostly Russian. I would most certainly advise you to visit Port Arthur, Dally, New Chung, She-Foo, Tien Tsin, Harbin and Viadivostok, in connection with your business.

"There are two American firms doing business in Manchuria, viz., the American Trading Company and Clarkson & Co., both doing a very large trade.

"The following is a partial list of things suited to the trade: Mining machinery for quartz and placer, pumps, windmills, hardware of all kinds, harness, woolen goods, rubber goods, cheap sewing machines, canines, soap, patent milk, iron roofing iron, boots and shoes, clothing and men's furnishing goods, kodaks, matches, canned vegetables and fruits, milk, butter, beer, wine, liquor, cigars, cigarettes, groceries, riding caps, door mill machinery, and in the vicinity of Harbin I think there will develop a large trade for agricultural machinery before long. Harbin is the center of one of the richest agricultural districts in the world. In extent and productiveness of the soil. It has river transportation to the sea in summer and railroads to Vladivostok, Dally, New Chung, Port Arthur and Russia. It is an important railroad center, and has a population of 12,000 Russians and many Chinese. It is essentially a Russian city in China, and is growing very fast. It is a new field and American firms can easily secure a large trade there.

"An export trade in many things can also be established. Hemp, oil, furs, skins and bristles are plentiful and cheap.

"My report on the trade of Manchuria that will most likely appear in the May or June number of the consular reports may also interest you."

PERSONAL MENTION.

Edward Everett Young, a well-known Baker City politician, is in the city.

Professor P. L. Campbell returned yesterday from Astoria, where he addressed the graduates of the High School on the day evening. He left for Monmouth last evening.

J. A. Luse, editor of the Marshfield Sun, is in the city on his way to San Francisco.

Dr. C. W. Tower, a leading Republican of the Coos Bay section, is in the city for a few days on business.

William M. Cole, the well-known Republican politician and lawyer, of Jacksonville, is at the Perkins.

F. C. Evans, the well-known young attorney of Black River Falls, Wis., is touring the Northwest, and will remain in the city a few days.

Dr. Walter Cullin, of Coquille City, and T. J. Thrift, Democratic Assessor, of Coos County, are in the city to attend the Masonic grand lodge, which convenes this week.

J. F. Burleigh, Joint Representative-elect from Union and Willowa Counties, is at the Perkins accompanied by his wife. Mr. Burleigh is a Democrat, and defeated F. D. McCully for his present position.

T. W. Hindmarsh, who has been in Hong Kong through the representative of T. W. Spencer & Co., has returned to Portland, and will leave in a few days for San Francisco, where he will make his home.

Frank C. Baker, ex-State Printer, left last night for San Francisco, where he will attend the meeting of the Imperial Council of the Ancient Arabic Order of the Nobles of the Mystic Shrine. After that he intends visiting Hawaii, particularly the island of Kauai, on which the famous Makaweli sugar plantation is situated, in which Mr. Baker has an interest.

SAN FRANCISCO, June 7.—Mr. and Mrs. J. C. Johnson, of Oregon, are at the New Western Hotel.

NEW YORK, June 7.—Will Wolf, of W. Wolf & Co., of Portland, called at the Eastern office of The Oregonian today. He has been in the East two weeks on a business trip, and has visited the principal cities. He expects to remain in New York for the next four weeks.

HERE'S THE WAY HOW.

If You're "Thinking About It" This is the Plan.

At an expense of but four or five dollars and the cost of cartage (usually two or three dollars), you can rent a fine new upright piano of your own selection from us for one month. You can keep this piano from month to month as long as you decide to pay rent, or you can send it back as soon as you care to, or should you decide to keep it six months or a year at rent and then purchase, you can do so, and we will allow from the price all that has been paid us in rent and cartage except a little interest. You can then arrange to pay off the balance in small sums month by month.

Very many people put off getting a piano without any good reason whatever. For such the renting plan is well adapted. You can rent until you are quite satisfied that you wish to have a piano permanently, and that the instrument you have taken is a good one; you can then purchase if you so decide, and all that has been paid us, as we have said before, will be allowed from the price.

To the many who have been "thinking about it" for so long, we suggest the renting plan. Go to Hillers Piano House this week—tomorrow. Take a piano at rent now; purchase later if it then seems agreeable to do so.

Meier & Frank Company | Meier & Frank Company

About Beds



We're in the bed business right—Every style, from the cheapest iron bed to the best brass bed—As good a variety is can be found anywhere, and the prices lower than you are asked for equal grades in the exclusive furniture store—We've an extra good line suitable for coast use—Cots, Cribs, Mattresses, Blankets, Comforters and Pillow Cases can also be bought here to good advantage—(Third floor).



Trunks, Steamer Trunks, Suit Case, and 100 styles in Bags—Largest and best trunk store in the Northwest—(3d floor)

Trunks, Bags

Vacation season at hand—No doubt there's trunk and bag needs to be supplied—We help to make the traveling as well as the vacation a pleasure by furnishing necessities that have many advantages over the ordinary kind, and on every purchase a considerable saving—Wardrobe Trunks, Dress—Largest and best trunk store in the Northwest—(3d floor)

New "Gendrons"



A carload—328—handsome new "Gendron" Go-Carts in the very latest models have just come to hand—everyone perfect in construction, having all the latest improvements—adjustable parts, cushion tires, pretty reed bodies and enameled running gear—They're easy running—Qualities are well known—Don't buy a baby carriage until you have carefully examined the "Gendron"—\$4.35 to \$40.00—(Third floor.)

"Ping Pong" for lawn use—Ping Pong Tables at low prices.

Cloak Store to the Front!

Bargain News Extraordinary

Grand June Mark-Down Sale in the Cloak Department—Phenomenal bargain offerings on every garment without reservation—Many are marked to one-half their usual prices—Some even less—None but what are reduced one-third in price—Stock is complete in sizes, colors, materials and styles of every description—The selling season being about over this sale is inaugurated with a view of turning into cash our entire remaining stock of Ladies' and Misses' Suits, Jackets, Costumes and Silk Waists.



Ladies' Suits

Entire stock at phenomenally low prices.

At \$9.55—All the \$14.00 and \$15.00 Suits in chevrets, Venetians, homespuns, in Eton and blouse effect, all the de Irab shades, hand omely tailored and all this season's best styles. **\$9.55**

At \$12.55—All our \$16.00 and \$18.00 Suits in fine quality chevrets and chevrets, fly-front jackets and Etons, all the best shade, this season's best \$16.00 and \$18.00 Suits for **\$12.55**

At \$15.55—All our \$20.00 and \$22.00 Suits in jacket and Eton styles, great variety of materials to select from, every garment handsomely tailored throughout, all sizes **\$15.55**

\$24.00 and \$26.00 Suits in blouse and Eton effects, this season's desirable styles and materials, beautifully made and trimmed throughout, extraordinary bargain at **\$18.55**

The \$28.00 and \$32.00 Suits for \$21.85—Eton, blouse and jacket styles, all the best materials, magnificent values at the low price of **\$21.85**

The \$35.00 and \$40.00 line of etamine, chevret and covert Suits, many silk lined, all have drop skirts, all the leading shades; and most desirable styles in present demand. **\$29.85**

Costumes Our entire stock of Imported Costumes, silks, laces, batiste, pongee, point d'esprit and wool materials, magnificent styles from world-renowned makers, your choice at greatly reduced prices.

Ladies' Etons

\$6.00



Ladies' collarless Eton Jackets of fine quality chevret, silk lined, nicely made and trimmed, very latest style, all sizes, remarkable value at **\$6.00 ea.**

Walking Skirts

\$2.32



400 Ladies' Walking Skirts in Oxfords, grays and blue, with flounce, neatly stitched and well made throughout, remarkable value while they last at **\$2.32 each.**

Thousands of Cotton Waists in all the newest styles at low prices.

Silk Waists



Two great bargains in Ladies' Silk Waists for the coming week—Bargains that should appeal to every economical dresser in need of a pretty dress waist.

Ladies' Silk Waists, in all the leading shades, fine quality tafleta silk, tucked and hem-stitched effect, the reg. \$5, \$5.50 val. **\$3.55** in all sizes, for

Ladies' Silk Waists, in taffeta, peau de sole and peau de eygne, all the best styles and shades, handsomely made and trimmed, the regular \$7.50 and \$8.50 values **\$5.95** for

Summer Skirts

Just received—White P. K. Skirts—Linen, Denim and Duck Skirts, in the newest effects and designs, ranging in price from \$1.25 up—(2d floor.)

Ladies', Misses' and Children's Bathing Suits in alpaca and flannel—Neat and serviceable styles—Also bathing caps and shoes in very large variety.

Children's Wear

Children's Wash Sailor Suits and Dresses for hot weather wear—Immense variety to select from and very reasonably priced.

25,000 Pieces More of Muslin Underwear

We've made preparations for another great week of Muslin Underwear selling—The unprecedented success of last week's sale combined with the fact that we purchased immense quantities of all styles for this season has made this duplicate sale possible—Tomorrow we bring down the wholesale section 25,000 pieces of high grade underwear to add to the already large assortments—This will make a gathering never before equalled west of Chicago—Underwear of quality, underwear of style—Correctly made—No skimping of sizes—Underwear that is made in clean, well lighted factories and by well paid labor—Underwear that will give thorough satisfaction in every respect, and every garment at a tempting price.

Corset Covers



Look to us to supply all your dainty corset covers for this summer's wear—All the shirt-waists made of fine sheer materials demand pretty corset covers to set them off properly—There's no place where these same pretty covers can be purchased to such good advantage as here—Fully 300 styles—Every one the famous "Home-Made" make—Finest nainsooks, cambrics and muslins, corset covers that fit and give service—The saving if you buy during this sale is considerable.

19c
23c
43c
69c
87c
98c
up to \$10

Nightgowns



4000 new Nightgowns—Every desirable style—Low neck, high neck, V-shaped neck, empire style—Lace embroidery and insertion trimmed—Beautifully tucked yokes—The better ones ribbon trimmed in addition—Handsome and comfortable gowns made by the best muslin underwear labor in America—Designs copied from the leading French styles, and priced less than one-half—"Home-made" gowns are a worthy addition to any feminine wardrobe—Immense varieties at all prices—You won't be disappointed when buying "home-made" gowns.

43c
58c
63c
79c
98c
\$1.27
\$1.87
up to \$25

CHEMISE of nainsook and cambric, lace and embroidery trimmed—22c, 43c, 68c, 79c, 83c, 98c up to \$10.00.

White Skirts



6000 White Petticoats Every one made by the famous "home-made" people—A variety so large, no matter how fastidious you are, we can please you—Every skirt, from the lowest priced one to the highest priced of the best material—good full width, has dust ruffle, neatly sewed, and guaranteed to give satisfactory wear—There's lace, embroidery and insertion trimmed styles—Hemstitched and tucked flounces—Compare our values with others offered around town and you will be immediately convinced that the Meier & Frank stores are headquarters for muslin underwear.

43c
69c
79c
98c
\$1.27
\$1.43
\$1.68
\$1.78
\$1.98
up to \$27

SHORT SKIRTS in large variety—43c, 69c, 88c, 98c to \$4.

Drawers

Big, full sizes—New styles—Materials and make the best—43c, 47c, 67c, 72c, 87c, 98c and up to \$10.00.

Children's Undermuslins at low prices.

Picture Framing

Done here in the most satisfactory manner. Our new workshop on the Fifth floor is equipped with all the latest improved machinery necessary to do the work correctly and is presided over by a mechanic of 15 years' experience at picture framing. Our mammoth line of new moulding will be found the largest in the city and rightly priced in every instance. All orders promptly executed.

In the Basement

OIL STOVES—Full line of the famous "Blue Flame" Oil Stoves at \$4.00 to \$12.00 each—Non-explosive and guaranteed—Ovens in all sizes and at the lowest prices.

LAWN MOWERS—Just received our second shipment of the famous "Philadelphia" Lawn Mowers in all sizes—Prices here are the lowest.

SCREEN DOORS—Screen Windows—Every size—Best quality screens—Serviceable wood work—All sizes—We are ready to furnish quantities on short notice.

Mason Fruit Jars—All sizes—Lowest prices.



Special Sale of Men's Clothing

Clothing that counts is the kind you find here—The reasonableness of our prices—The durability of our make talk for themselves and for us—This is indeed a real reliable clothing store—The special values offered for the coming week should be of interest to every man who wears ready-made clothes.

Men's fine all-wool Outing Suits in dark gray with neat white stripes, the proper clothes for hot weather wear, all sizes and special values at **\$8.35**

Men's fine all-wool black and white cassimere Suits, cut in the latest fashion, well made and trimmed throughout, Suits the exclusive store asks \$18.00 for **\$12.15**

Men's extra quality fine unfinished worsted suits in black; also fine quality blue serge Suits, cut in latest styles, all the regular \$22.50 values are yours for **\$18.35**

Men's Bicycle Suits for \$5.00 to \$12.00—(Second floor.)

Boys' Clothing

Boys' Washable Suits, combination collar and shield, age 3 to 10 years, \$1.50 and \$1.65 values, **this week only at \$1.28**

Boys' two-piece Suits of all-wool cassimere and chevrets, neat gray mixtures, ages 8 to 16, \$3.75 values for **\$2.63**

Young Men's all-wool chevret Suits, gray and brown mixtures, \$7.50 and \$8.50 values, sizes 14 to 20 yrs., this week **\$6.30**