

HONOLULU EAGER TO BUY IN OREGON

Peculiar Obstacles, However, Stand in Way of Trade Relationship.

SHIPS GO THE OTHER WAY

W. A. Mears Describes Business Situation and What He is Doing to Bring Hawaiian Money to Portland Wholesalers.

HONOLULU, H. T., AUG. 22, 1906.—(To the Editor.)—As you are in receipt of the Pacific Commercial Advertiser the morning paper published here, by each steamer, you are undoubtedly fully posted as to the manner of my reception here, and through your columns the citizens of Portland and Oregon are fully apprised. Of course, these are only surface indications—indicia of the popular feeling on the subject of trade relations between Portland and the Hawaiian Islands, but what is of much more importance, in fact what is of supreme importance for our people to know, is exactly how the mercantile community looks at it. I have been here but one week, but in that time I have been most cordially and graciously received by the representative of the mercantile, manufacturing and shipping interests of a great city. All attention in a business way has been shown me, a daily newspaper, one morning and two evening sheets) have seemed to vie with each other in keeping the object of my visit before the people.

No dissenting voice has been heard on any side to the proposition that commercial trade relations of a reciprocal nature should at once be established and maintained between Portland and these islands. But yet the position of trade here is so peculiar that it becomes necessary to know just how the buyer and the seller will act.

Dominance of Sugar Oligarchy.

Of course the raising of sugar cane and the manufacture of sugar is the main industry. This (likewise, of course) has tended to raise—shall I say a sugar oligarchy? At any rate, those interested in this industry are the controlling factors in every other industry. It is simply marvelous to note how completely they overshadow, dominate and control everything else. In order to control this industry, it seems necessary to control everything that bears any relation to it. One must own not only the plantation, but all transportation facilities, wagon roads, railroads, tramways, docks, lighters, piers, stores for furnishing supplies to the operators and jobbing houses to supply their stores. Every business here, it appears to me, is dovetailed into every other business, so much so, in fact, that when one is talking to a lumberman—he must be very careful what he says about the sugar industry for it is ten chances to one that the lumberman owns one or more plantations or that the owners of plantations own a share of the lumber business. The great mercantile and manufacturing establishments here are the sources of supply for the plantation, and each great firm absolutely controls the trade in all lines of one or several plantations. For this reason there are few, if any, jobbing houses in Honolulu, and none anywhere else.

Where the Rub Comes.

You will therefore see that as all the steamship lines, save the Canadian Pacific, Australian, line, ply between here and San Francisco, and only one line is plying between here and Portland, no matter what the sentiment is, it is a most difficult matter to change the channel of trade.

Still, speaking broadly, I can say there is plenty of trade here, the sentiment is strong, and business is assured, and if our people will pitch right in now, while everything is in its present shape, they will get a part of it, and a part of it will be more, because it is a matter of evolution and development. That is to say, transportation lines always seek those places which have established a trade, and I feel warranted in saying from my knowledge of affairs that as far as her ability to handle the trade is concerned Honolulu is in a better position than Seattle, and in fact, having practically shown that it can get the trade, more than one transportation line will seek to carry it, and then the problem is solved.

Educating Them About Oregon.

My principal objects in coming here were—first, to show the people here what sort of a city Portland really is—her vast resources, her capability to handle any trade, the extent of her manufacturing ability and her jobbing ability; to explain in what articles she is the primary or originating market, to show them by items the Oregon products they have been buying for 20 years at second hand through San Francisco, and to show them that Oregon has always handled all their products, but also to assure hand through San Francisco, and to make it plain that the time has fully arrived when this sort of triangular trading should be superseded by a direct channel of trade. This has been enabled to do by the kind assistance of the members of the two commercial bodies here, the Chamber of Commerce and the Merchants Association, as I have been invited to address both bodies, and have to the extent of my ability improved the opportunity. I have also extended this object by personally talking over the matter with almost everyone of prominence here, and especially those directly engaged in mercantile pursuits. Second—By striving to induce the three or four largest shipping firms here, who as I have said practically control the supplies for the sugar plantations, to appoint resident buyers in Portland. Their connection with San Francisco has been so intimate that it has been necessary to have resident buyers there. I have tried to show them that with a new line of

commerce established, with a new competitive market, it will be most advisable for them to also have resident buyers in Portland. This, of course, is a most difficult task, and they seem loth to believe that they cannot buy in Portland through their San Francisco office. Still I have the assurance that should Portland show that they can deal with her on a satisfactory basis—that is, should they find that many articles can be bought as cheaply as elsewhere, they will rise to the occasion, and open offices in Portland.

As I said, I have only been here a week. My presence has been greeted most cordially, and everything has been done to assist me. The glad hand has been extended with fervor. The sentiment of the community is decidedly in my favor. The establishment of a means of transportation has opened the way. A reasonable effort on the part of our jobbers, manufacturers and shippers is now only necessary, and before we know it Portland will be dividing the trade of the Hawaiian Islands with her competitors.

Here Is a Man Who Wants a Paragon

Applies for a Cook and Housekeeper Who Can Also Write a Good Hand and Help With Office Work.

THERE is no longer cause for women to get out of employment to feel that the world holds nothing for them, for it is shown by the accompanying letter that a man who makes a man's demand. When the servant girl problem was being spasmodically discussed by the housewives of this city last year it was discovered that the reason it is so hard to get and keep a good cook or housekeeper is that women employers expect too much of them and never show consideration for them in matters of work. The Portland housewives may deserve this encomium, and they may not, but even if they do they have been left far behind by the demands of a man who has applied to a local employment agency for a cook and housekeeper. If there is anything in the working line, which this man has overlooked it is probably an oversight and not intentional on his part. The desired employee must be efficient, even expert, in everything from cooking to office work, and also must expect dismissal at any time without notice. She is to be doctored on holidays, and must get her own breakfast before reporting for duty each day, factory rules to apply. The first applicant who was shown the letter in question turned a bit pale, but after regarding her composure declared it would be a shame to take the money from such an easy mark and declined with thanks and haste to accept the position.

The letter tells its own story, and the many widows who always seem to have a craving to become housekeepers are advised to note the terms of the contract closely before signing:

Employment Agency— I want a cook and housekeeper. She must live near here or where she can come and work here by the day—eight hours' work. She must be a neat, nice-looking, intelligent woman, as she will have to be just like one of the family when she is here. She must be able to cook, bake, do plain sewing, mend, wash, iron, darn, mend clothes and do all sorts of housework. If she can write a good hand she will be a great help to me. I have my office at my house and my wife and daughter work with me in the office part of the time. I want a woman who will work with my wife when my wife is in the kitchen, and be neat and intelligent to make it pleasant to work with her. When my wife is in the office the woman will have to be able to do all the housework. She must come each day, like a working man or woman in a factory, and do eight hours of fast, hard work and go home. She can get her lunch and supper here if she sends for it, but I don't want her to come to breakfast. She will have to agree to have her wages doctored for everything she breaks, and if she breaks much I will discharge her without notice. I would like particularly like a German woman if she was neat and educated, as we speak some German. The family is myself and wife, a daughter 18 years old going to school, and a boy 8 years old. We have a seven-room house and have no room for an assistant to sleep here. I will pay whatever is necessary to get the right kind of help, and will pay by the day, week or month. I want the right kind of woman or none, and I can afford to wait as long as necessary for you to find her. Don't tell me with a lot of applicants but wait till you have got one that is just right. She will work six days in the week, not Sunday, and she can take holidays or half-holidays when she wants to, but she will not be paid for them. Read this letter to every woman you speak to about the place, and make her understand the terms, as I will be free to discharge her right off at any time she shows herself unsuitable, even the first day, and I don't want her to make any mistake about this. But I am anxious to keep a woman if she is all right, and we will try to treat her right if she is competent. Call me up by phone and tell me what you can do, and what wages are demanded.

At the Public Library

The Portland Public Library will be open Labor day, Monday, September 3, from 2 until 6 P. M., for reading only. The examination for the library assistant will be held at the library on Tuesday, September 12, at 9:30 A. M. All candidates will please register with the librarian before September 10.

The list of additions to the library follows: PHILOSOPHY. Bosanquet, Essentials of logic.....169 B741 Lange, Perception.....150 L274 RELIGION. Mable, Life of the spirit.....294 M212 Moran, Good and evil.....325 M213 Newman, Church of the fathers.....251 N253 Parker, Views of religion, ed. 5.....204 P243 SOCIOLOGY (including Education. Andrews, Manual of the Constitution of the United States.....342.73 A555 Fitch, Educational aims and methods.....156 F345 Jones, Co-operative production, 2 v.....334 J76 Kingland, Book of good manners.....335 K536 Locke, Some thoughts concerning education.....194 L244 Shaw, History of civilization.....322 S2344 trading.....322 S2344 Sinclair, Affirmation of slavery.....326 S216 PHILOLOGY. Bigelow, Punctuation and other typographical matters, new ed.....421 B232 SCIENCE. Barnum, Forest and jungle.....250 B323 Lamb, Secret of the woods.....250 L249 Maurer, Royal observatory, Greenwich.....322 M453 USEFUL ARTS. Collingsworth, Questions and answers based upon the rules of the railroad train rules, 3d ed.....654 C711 Lloyd Garrison, Lectures on the art of speaking.....162 L243 Hosick, Saddlery, 1904.....555 H2524 Hodgson, Practical treatise on the steel rule.....125 H219P Pitman, Shorthand instructor, rev. ed.....553 P5824 Stringer, New book culture.....634 S219 HISTORY AND TRAVEL. Alexander, Islands of the Pacific 219. A376 Crawford, Romance of old New England.....250 C789 Morris, The discoverers and explorers of America.....312 M875 GEOGRAPHY. Garrison, William Lloyd Garrison, the non-resistant, by Ernest Crosby, B G2421 Garrison, William Lloyd, William Lloyd Garrison, by Frederick V. Coville, Holab, F.....B G2424h FICTION. Grant, Stories of Naples and the Caucasus.....312 G719 Henry, Island cabin.....H221

To Shoe Wearers

I want you to read the little Shoe History on the other side and then ask yourself this question: "Can I afford to wear any but 'FRIEDMAN SHOES'?" tested and tried by Millions of People for fifty-two years and now more popular than ever? If you value your best interests, the answer should be "No"—decidedly No. Go to the "FRIEDMAN" Dealer in your Town and he'll be sure to satisfy you. If there is no Agent, have your own Dealer order from us just what you want.

Ask for any of these Specialty Brands made in the model "FRIEDMAN" Factories at St. Louis: "ATLANTIC" for Men "PACIFIC" for Women "U. S." for Women "MADISON" for Men "JEFFERSON" for Men "LITTLE SAMSON" for Boys and Girls

I also want you to send me your Name and the Name of your Shoe Dealer, enclose a two-cent Stamp and I will send you in return, either a Memorandum Book or a Pocket Mirror, whichever you prefer. Do it today and address me at No. 901 to 907 St. Charles Street, St. Louis.

The Friedman Shoe Maker

THE

Advertisement for Friedman Shoes featuring a map of the United States and the slogan 'WORN FROM OCEAN TO OCEAN'. The map shows the continental United States with state names labeled. The slogan is written across the map. Below the map, it says 'Friedman' in a large, stylized font, followed by 'MAKER' and 'A CONTINUED SUCCESS FOR 52 YEARS ONLY 1 HOUSE IN 10,000 HAS SUCH A RECORD.' Prices of \$3.50 and \$4.00 are also visible.

To My Merchant Friends

I want to tell you a little Shoe History: "In June, 1854, three Brothers started in the Wholesale Shoe Business. They had limited Capital and their Principal Assets consisted of: Pluck, Honesty and Economy. However, they sold Good Shoes and Merchants were not slow in finding it out. Their Business grew steadily, Facilities had to be enlarged and Factories to be built in order to keep up with the Demand. They never lost sight of the fact that their Customers' Interests were their own, and this is one of the Secrets of Success upon which the "FRIEDMAN BROS. SHOE CO." was founded. The same Energy—the same Integrity—the same Progressive Spirit—the same fair 'Business Methods—dominate the present "HOUSE OF FRIEDMAN."

I want this "Bit of Shoe History" to sink deep down into the Heart of every Shoe Merchant. I want YOU to consider carefully, a line of Shoes that is not an Experiment; one that has satisfied Merchant and Consumer for fifty-two years. Then make up your mind to look at the new Spring Samples of "FRIEDMAN SHOES" shown by our Salesmen, who are just starting, and write me today at No. 900 to 906 Washington Avenue, St. Louis.

The Friedman Shoe Maker

IN THE DOMAIN OF MUSIC

MUSIC composed by Miss Marion Eugenie Bauer, of this city, and now studying in Paris with Pugno, was recently heard at a society at home given at the Summer home of Mr. and Mrs. Cutting, in the hills of Berkshire, the millionaire resort for New York. The millions numbered a select few of New York's elite, and a delightful and novel entertainment was furnished by Mrs. Elford Gould, who read several sketchy poems by Browning, Lawrence Hope and others, the music for the poems being composed by Miss Marion Eugenie Bauer, with Miss Zady Weston at the piano. Miss Marion visited her mother, Madame J. H. Bauer, of this city, that her teacher, Mr. Pugno's, conversations are most entertaining and educational, and considers herself very fortunate to be a member of such a refined household where so much is learned outside of music. As showing how seriously music is taken in Paris, a committee composed of Raoul Pugno, Harold Bauer, Paul Vidal, Paul Braud, Veronique de la Neux, Fernand Bourget and Gabriel Faure, chairman, recently sat from noon to 3:30 P. M. listening to 26 performances of Schumann's "Etude Symphoniques." The 26 represent only the feminine constituency of the Conservatoire, and ranging from 13 to 22 years of age.

Miss Laura Fox

Miss Laura Fox, pianist, who has been spending her vacation in California, expects to return home about September 10. Miss Lilla Clark, a prominent young singer of London, will spend the coming Winter in Portland, pursuing her vocal studies with Mrs. Walter Reed. Harold Vincent Millman enters today upon his fifth season at Calvary Presbyterian Church as organist and director. The personnel of the choir is: Mrs. May Dearborn Schweb, soprano; Miss Petronella Connally, contralto; K. H. Allen-Goodwyn, tenor; Hermann Claassen, Jr., bass. Miss Connally is at present in the East and her position in the choir will be temporarily filled by Miss May Breslin. Waldemar Lind, who has but recently come up from San Francisco, has decided to make Portland his residence. Mr. Lind studied abroad with Caspar Thomson, of Brunsdahl, and it was here that such violinists as Viestuetz, Leonard and Wieniakshi taught. Before leaving Europe opportunity was presented Mr. Lind to serve as assistant teacher to the master, Thomson, an honor accorded only to those who have attained a high standard of musical artistry, at the Heilig Theater, September 23, at the earnest solicitation of his many friends and associates.

Museum of Art Opens Monday.

Albert E. Rockwell, the curator, announces that the Museum of Art will be open to the public on Monday from 2 until 6, so that every one may see the present collection. An exhibition of original drawings from the Century Magazine Company and the Arundel prints are still in the upper galleries. In gallery A, on the lower floor, is a collection of photographs of Rembrandt's paintings and drawings. The Museum is open every day from 9 until 5, with a free admission Thursday and Saturday afternoons.

Chicago Heat Increases Suicides.

CHICAGO, Sept. 1.—The largest death roll since the month of the Iroquois fire summarizes the report of Coroner Hoffman for the month of August. There were 250 deaths in Cook County as against 238 for July and 226 for April, the next largest month. The increase in the death rate is attributed to the excessive heat. There were 27 deaths by heat as against

Progress in Universal Language.

GENEVA, Switzerland, Sept. 1.—The Esperanto (universal language) Congress, which has been in session here during the week, was highly successful. Its sessions dealt with extremely varied subjects. The Red Cross, temperance, socialism, chess, education, peace and the sciences were all discussed in Esperanto. The delegates from the United States were enthusiastic regarding the possibilities and usefulness of Esperanto in traveling. Professor A. F. Angell, of Philadelphia, and Professor Huntington, of Harvard, actively participated in the debates. The Esperanto Congress of 1907 will be held in England.

Sues for Commission on Timber Deal.

John Finley, a real estate agent, yesterday sued C. A. Mann and Lewis Montgomery in the State Circuit Court for \$15,000 alleged due for selling timber lands in Columbia County for \$23,000. Finley alleges that he introduced the purchaser to Mann and Montgomery and brought about the sale, and that defendants have refused to pay the commission.

Fined for Selling Lightweight Ice.

OMAHA, Sept. 1.—The Omaha Ice, Coal & Storage Company and John Doe, its president, were fined today in Police Court by Justice Cokerly, two counts each, on the charge of selling ice under weight. The fine amounted to \$5 on each of the two counts.