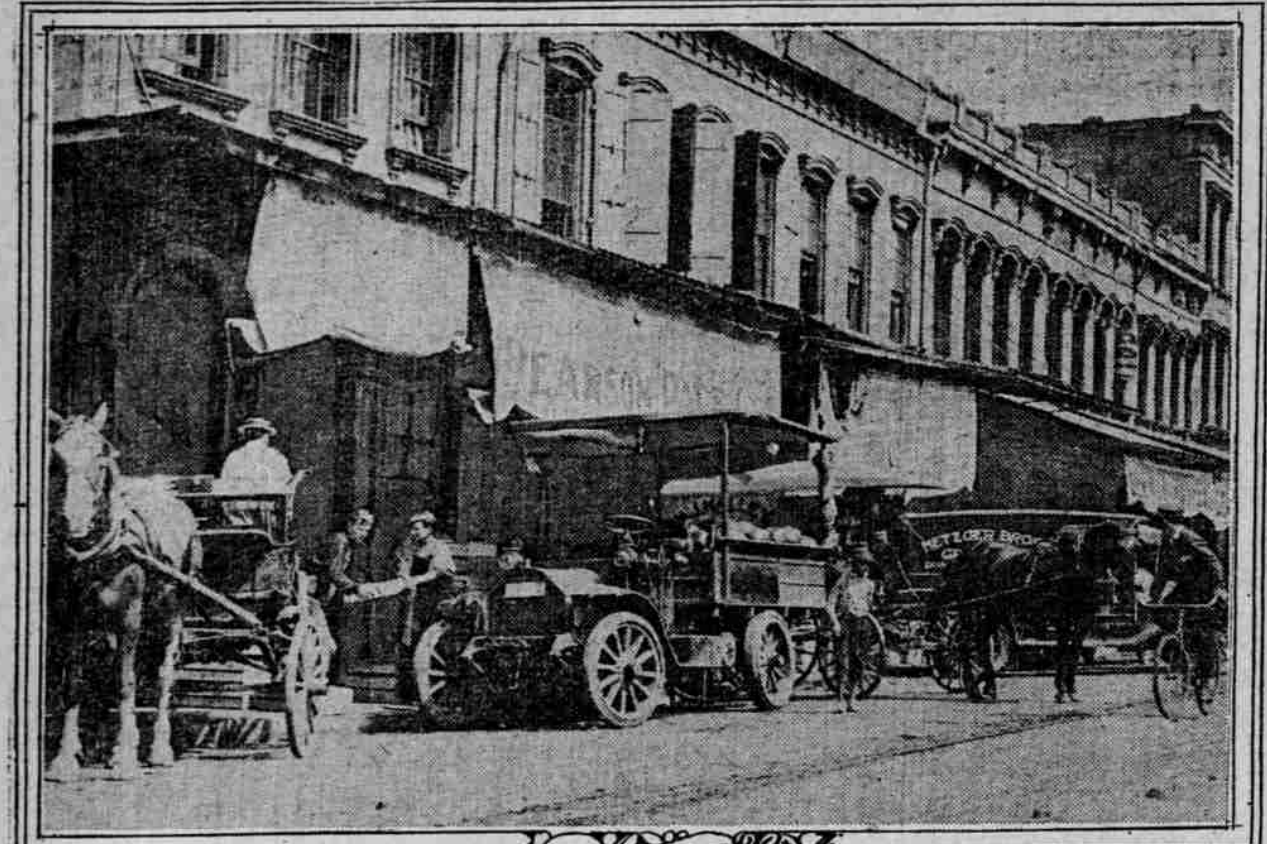


BUYERS' WEEK

FAMOUS WATER GRADE WAY MAKES PORTLAND GREAT COAST MARKET

Larger Amount of Wheat Will Be Shipped Into and Out of Columbia River Metropolis Than in Any Previous Year—Figures Into Millions—Flour Business of City Expands—Exports Are Large.



Commission Houses Front and Alder Sts.



Lumber Loading on Docks.



Unloading Bales of Sacks, Each Bale 1200 Lbs

THE water grade route from the interior has made Portland the largest wheat market on the Pacific Coast. In the past season this city received as much wheat from the Inland Empire as all other North Pacific ports combined, and that the same will be true this season is indicated by the large tonnage chartered by Portland exporters for shipment of wheat abroad.

What is more, a larger amount of grain will be marketed here this season than in any previous year, as the Northwestern states will have a record-breaking crop.

Last year Oregon, Washington and Idaho produced about 55,000,000 bushels of wheat, and 20,526,000 bushels of the crop were hauled to Portland. Tacoma received 12,475,500 bushels and Seattle 8,942,200 bushels of wheat. In addition to the grain brought to Portland, there were large receipts of flour from the interior, which reduced to wheat measure were equal to 5,150,000 bushels more. Portland was, therefore, the market for the equivalent of 25,706,000 bushels of wheat, or nearly half the entire crop raised in the Northwest, and it must be remembered that from the total crop must be subtracted the quantity required in the country for home consumption, seeding and feed purposes.

California was the great market last year for the wheat sold here. This year it is probable the bulk of the shipments will go to Europe. The Austro-Serbian war has already had a stimulating effect on the trade, and not only have prices been sharply advanced, but sales of wheat running into the millions of bushels have been made for export to Europe. Even without the war scare, Europe would undoubtedly have been the largest buyer of Pacific Coast wheat, as the abundance of grain in this country and the shortage abroad would naturally turn the movement of the cereal that way. A war that would in any way involve Russia, would naturally increase the demand for American grain, as Russia's entire supply would be kept within her own borders, and the other countries of Europe would be required to purchase their needed stocks on this side of the Atlantic.

Importers in the Orient have up to date bought about 600,000 bushels of Northwestern wheat, and would no doubt be liberal purchasers now had not the European complication sent the price of wheat higher than the Japanese care to pay.

California takes about 7,000,000 bushels of wheat out of Portland each season. The buying generally starts late in the year, and the bulk of the business is done in February, March and April.

A prosperous flour season is also anticipated by distributors. Heretofore Japan and China have been the principal buyers of the North Coast surplus, and the larger part of the exports will again cross the Pacific. It is probable, however, that this year the Oriental buying will be late, as liberal stocks of old flour are being carried in the ports of Japan and China. The advance in flour prices, due to dearer wheat, will also tend to check Oriental purchases, but sooner or later both the Japanese and the Chinese will be forced into the market and will have to pay whatever prices are ruling.

A rapidly expanding market for flour has been found on the west coast of South America. The demand from that quarter began to increase in the latter part of last season, and the north-

FURNITURE MAKERS TO MEET TRADE AT FEAST

Banquet Night of August 13 to Be Gala Occasion of Buyers' Week in Honor of One of Oregon's Pioneer Industries.

EFFORTS being made by the furniture jobbers and manufacturers of Portland to induce a large attendance of furniture dealers from all parts of the Northwest to visit Portland during Buyers' week, August 10 to 15, promise to make the furniture trade banquet, Thursday night, August 13, one of the banner events of the week. On that occasion the out-of-town customers will be guests of the Portland dealers who sell them supplies.

Independent of the general publicity given Buyers' week by the Jobbers' and Manufacturers' Association, of which practically all the furniture men are members, the jobbers and manufacturers of furniture have sent out separate invitations to the trade, advising as to the banquet, which is to be a sumptuous affair, and urging attendance. Many of these invitations have gone as far as Alaska. In addition the furniture salesmen are impressing on

their trade the importance of being present and reports from them to their houses indicate that many are coming.

A special committee is at work arranging details of the banquet, which it is intended to make a memorable trade dinner. It probably will be held at one of the bigger hotels of the city. Portland, the premier furniture-manufacturing and distributing center of the Pacific Northwest, intends to do itself proud on this occasion. As nearly as can be estimated, there is invested in furniture plants in this city between \$2,000,000 and \$4,000,000 and the industry, with its varied allied industries, gives employment to about 3000 persons. The furniture payroll of Portland amounts to more than \$3,000,000 a year.

Furniture Industry Is Pioneer.
Furniture manufacturing was one of the first industries of Portland and surrounding territory. As early as 1850 Richmond & Cleaver were manufactur-

ing chairs and tables at Milwaukie. They carried an advertisement in the Milwaukie newspaper. This was before Portland had a newspaper. John B. Garrison was another pioneer of the industry at Oregon City.

Early in the '60s, or possibly late in the '50s, the exact date not being ascertainable, Emil, Loenstein & Co. opened a small furniture-making plant in Portland. They were burned out in 1872, and after this combined with Suggs & Shindler, also pioneer furniture manufacturers, as the Oregon Furniture Company. This company bought the location of the old Vaughn flouring mills at Front and Madison streets and established a new factory. A few years later Loenstein purchased Shindler's interests and Shindler established a new plant of his own at Willaburg.

F. S. Doernbecher, now Portland's biggest furniture manufacturer, was brought out from the East to run this plant. It ran for several years, but was not successful and finally suspended. The Oregon Furniture Company continued in business till a few years ago, when it was purchased by the Carman manufacturing company, which also has plants in Tacoma and Spokane. Mr. Doernbecher remained in the Northwest, going into the furniture-making business first at Tacoma and later at Chehalis, which offered him induc-

ments to move. But Portland wanted him, and a bonus brought him to this city and led to the establishment of his plant, now on Sullivan's Gulch on the East Side, and which employs several hundred men.

Firm Here 30 Years.
Another big furniture establishment in Portland is Heywood Bros. & Wakefield, of Gardner and Wakefield, Mass., a branch of which has been in this city for nearly 30 years. In addition to distributing finished product brought from the East, this firm does considerable manufacturing in Portland, having finishing, upholstering and cabinet shops employing about 60 men.

Other big firms manufacturing in Portland are the Oregon Chair Company, the South Portland Furniture Manufacturers and the Parelus Manufacturing Company. Generally speaking, South Portland is the furniture manufacturing center of the city. Portland furniture finds a market not only in the Pacific Northwest, but in California and many other Western and Middle Western states. Invitations for the big furniture trade banquet have gone into Utah, Nevada, California and other states not in Portland's regular jobbing territory but where there are, however, purchasers of Portland-made furniture.

PORTLAND NOW POTENT AS A LIVESTOCK CENTER

City Is Largest Cattle Market Base West of Kansas City and Business Records Yearly Increase of 10 Per Cent—Modern Sales System Wins.

THE livestock business of Portland is increasing at the rate of 10 per cent a year. This city has now become the largest livestock market center west of Kansas City. This year the Portland Union Stockyards Company will handle \$15,000,000 worth of stock, practically all of it grown on this side of the Rocky Mountains.

With the establishment of the present stockyards on the Peninsula in September, 1903, came a transition in the livestock industry of the Pacific Northwest. In place of the old methods of livestock selling the stockgrower found a market where competition and modern methods of buying and selling prevailed. The change from selling by the herd, regardless of quality, and with the heavy shrinkage incident to drive and railroad haul, to the comparatively modern system of a stockyard feed and water fill met with instant favor.

A great impetus has been given to better preparation of cattle for the market. Buyers at the yards are paying for quality and a wide difference has been established between fat and thin. The educational work instigated by the Portland Union Stockyards Company and ably carried out by Secretary O. M. Plummer, looking to an increased

production of hogs in the Northwest, has borne fruit. A few years ago this market was dependent on Nebraska and other states of the Middle West for a large part of its hogs and it was no unusual thing for trailhounds of swine to be brought to this city from that part of the country. Now the Northwestern states are producing all the hogs required here and in a few years there will be a surplus to ship to distant markets.

Today livestock prices throughout the Pacific Northwest are based on the prices that prevail at the stockyards at North Portland.

Shipments are not only made from the local yards to all parts of the Northwest, but a growing trade is being built up in supplying the markets of California.

Packinghouse products from Portland also are finding a wider market every year. This city is today supplying all points on the Coast and a steady expanding business with Alaska is being done. Export markets have also been opened along this line is predicted.

The broadening of the knowledge among livestock men that a central market offers better opportunities for the realization of values than the old way of selling assures continued growth of the livestock market industry of Portland.

ACCESSORY JOBBERS DO BIG PORTLAND TRADE

Automobile Growth Develops New Business and City's Houses Rank Among Best Equipped of Those on Coast, Say Travelers.

NO line of business—unless it be the aeroplane supply business—has been of more recent or rapid development than that of automobile accessories, and Portland has been one of the cities that was early in the game and that has kept well in the front of the procession as a supply center for these commodities.

The automobile accessories business is a child of the bicycle supply business, but a child that has outgrown its parent as gigantically as automobile manufacturing has outstripped bicycle manufacturing.

Bellou & Wright are pioneers in Portland in the automobile accessory business. They went into it about the

time the first "one-lunger" automobile showed up in Portland, and Henry Wemmo used to leave his machine out in front of their bicycle supply shop while he went to dinner, in a restaurant down on First street.

That was about 1902. Since that time the firm of Bellou & Wright have moved twice into more commodious quarters and now boasts one of the largest automobile accessory houses on the Coast. Besides the pioneer firm there is the Keats Company, Archer-Wiggins and half a dozen other houses, to say nothing of the many factory branches in the city that deal in special lines of automobile accessories.

Portland is said, by travelers, to have some of the largest and most

WESTERN BAKING CO. and ALDON CANDY CO.

OFFICE AND FACTORY 324-326 GLISAN STREET

A cordial invitation is extended to our customers to call during "Buyers' Week," whether they wish to purchase goods or not. You will be welcome.

To the Visiting Buyers

When in Portland you are cordially invited to call and be shown through our plant

Albers Milling Co. Cereal Millers

Front and Marshall Streets

completely equipped automobile accessory houses on the Pacific Coast. Closely allied to the auto accessories is the distributing house for motorcycles and motorcycle supplies, which has reached as great a development in Portland approximately as the automobile business itself.

The territory served at the present time from the Portland houses includes