

BUYERS' WEEK

COMPACT MILL AREA GIVES PORTLAND PRESTIGE AMONG BUYERS OF LUMBER

Local Plants Handle Larger Orders Than Those of Washington Ports and Coastwise Business From Here Also Leads Cities to Northward—Rail Shipments to East Are Normal. Statistics Show.



Loading Lumber on Freight Cars, North Pacific Mills.

THROUGH the fact so many saw-mills are assembled here, held in an area said to be the most compact of any lumber manufacturing center in the Northwest, is largely attributed Portland's prestige among buyers of large orders. That the city holds its own from an export standpoint is proved by the fact that of between 600,000,000 and 600,000,000 feet of Douglas fir that went abroad last season 40 per cent was floated here, about as much from Puget Sound and approximately 20 per cent from Grays Harbor and Willapa Harbor.

As a rule, Portland mills handled larger export orders than plants in Washington and a much larger coastwise business is carried on than in the north. For the fiscal year ending June 30, Portland exported a grand total of 177,846,213 feet, valued at \$2,100,824 and sent to domestic ports 218,687,500 feet, both columns showing a steady growth, for in its 1911-12 season exports were \$2,419,000 feet and the domestic shipments 164,923,690 feet.

Portland enjoys practically all of the lumber exportation to China, which last season approximated 1,000,000 feet and on parcel shipments usually carried to the Orient and Manila this city is cheaper, largely because logs are handy and are all sent to mills by water, while in the north there are many places where the timber regions can be tapped only by rail lines.

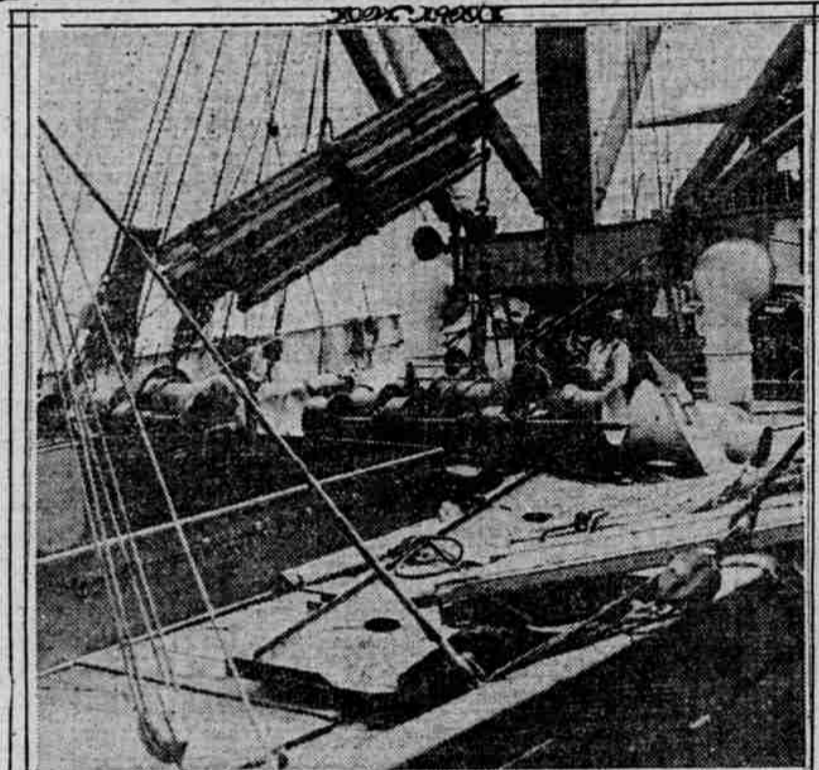
Values here are good, though prices are somewhat low and the season is generally regarded as an off one, but that may be accounted for largely through overproduction. An advantage enjoyed by Puget Sound firms in the matter of handling small orders and what are termed parcel shipments lies in the fact there are more steamship lines between there and ports across the Pacific. Portland depends at present on the Hamburg-American and Royal Mail lines, except when sufficient material is ordered to warrant a vessel being chartered to move it, space for parcel shipments is often limited.

Portland lumber finds its way in large quantities to Australia, New Zealand, the Hawaiian Islands, West Coast of South America and Europe, with occasional consignments to South Africa. With W. R. Grace & Co. operating a line of steamers down the coast to Valparaiso, this city is in a position to make regular shipments and in that service they are heavier than from other Pacific Coast ports.

In the Australian trade the principal buying is done on the Columbia River and at Grays Harbor, and it is fully expected the same will be the case with the Panama Canal lumber movement, though there will be a greater division with Puget Sound than is now the case.

In plans for handling growing commerce here is provision for the establishment of lumber terminals on material cut in the interior and the Willamette Valley can be transported to tidewater and loaded on vessels for domestic as well as foreign destinations, thereby placing millmen outside of Portland on much the same basis as those now enjoying all facilities here.

Considerable tonnage is being assembled for Portland loading in the off-shore trade and there is reason to expect an increase in the California movement during the fall. Rail shipments from Portland to Eastern territory are normal and construction work in the city and adjacent territory is holding retail trade fairly well.



Unloading Siberian Oak From the Saxon at North Bank Dock.



Loading Lumber at North Pacific Mills.

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TEXTILE MILLS SEE NEW FIELDS OPENED BY WAR

Nathan Strauss Predicts Heavy Increase in Trade for American Products With Advances in Prices Caused by Demand.

THAT the textile mills of the United States will reap an enormous harvest of increased business in both foreign and domestic markets as the result of the war in Europe is the assertion of Nathan Strauss, managing partner of Fleischner, Mayer & Co., who has just returned from a month's stay in New York.

Mr. Strauss shortened his Eastern trip and hurried back to Portland in order to be in the city during the buyers' week, August 10 to 15. He is chairman of the general committees of the Jobbers' and Manufacturers' Association, in charge of that event.

"The American textile mills soon will be called upon to supply foreign markets, such as South America, China and Japan, which heretofore have secured goods from European manufacturers," said Mr. Strauss.

War Closes Mills in Europe. "The war has caused the shutting down of mills in Europe. The extra demand upon the mills of the United States will mean an advance in prices to both the domestic and foreign consumers regardless of the cost of raw material. There will be an increased demand for home consumption, due to the stopping of foreign importations.



Nathan Strauss.

"I presume that the same will be true of other manufactured articles." Mr. Strauss left New York last Saturday, before the European war had become as general as it has now, but he says that the business men there believed that the struggle would involve the whole of Europe. He says that the feeling in the East is that America is bound to reap great commercial benefit from the struggle between European nations.

"If we get a foothold in foreign markets now controlled by European nations we should be able to retain a good portion of the trade after the war is over," said Mr. Strauss. "Our greatest handicap is the lack of an adequate merchant marine. The conditions which confront us are the best evidence of the necessity of having a strong merchant marine under the American flag, and if we are unable to take full advantage of the opportunity to acquire foreign business now afforded us, it will be on account of our lack in that line and on that account only.

Conflict to Benefit West. "As to the effect of the war upon the Pacific Northwest it is certain to bring us an era of great prosperity. This cannot be otherwise than true when our prolific crops and the high prices which Europe will have to pay for our foodstuffs are considered. The shutting off of exports will soon be removed, as Europe requires supplies from us, and the inconvenience will be temporary only. Foreign and American bankers will find some means of arranging for exportation.

"The steps taken by the Government have effectually relieved apprehension as to a financial stringency in this country, and the commercial prospects of the United States are splendid. The



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shutting down of stock exchanges in New York and other cities caused no alarm throughout the East, as it was considered that only precautionary measures were being taken to prevent the dumping of securities on this country and the draining of our gold supply.

Umatilla Man to Speak. In his capacity as president of the Commercial Club of his city and a merchant of Umatilla, Or., Arthur G. Means, a buyer, who will be in Portland for Buyers' week, August 10-15, New York and other cities caused no alarm throughout the East, as it was considered that only precautionary measures were being taken to prevent the dumping of securities on this country and the draining of our gold supply.

A letter received from Mr. Means yesterday sets forth that he wishes to be one of the 20 who will be allowed to make "booster" talks on their home towns. This is the fifth application of the kind to be made so far.

Among the acceptances received yesterday at the office of C. C. Chapman, secretary of the Buyers' and Manufacturers' Association, to the invitation to visit Portland during Buyers' week

WESTERN BAKING CO. and ALDON CANDY CO.

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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.

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To the Visiting Buyers

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were those of D. M. Averill, Bandon, Or.; Lunenburg, Dalton & Co., Burns, Or.; by Curtis Smith, and L. Schwartz, Burns, Or.

Ira C. Boyce, of John Day, Or., sends a letter expressing regrets that he will not be able to be present, but writes that he will be in town the first week of September to make his purchases, \$20,000, and we still have it. Hurrah for the wholesalers have anything for John Day and Grant County!"

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