CHINA GOOD MARKET FOR AMERICAN HARDWARE

Reputation of Goods Already Well Established—Promising Opening for Trade With Portland Jobbers—Boycott Against Japs Is Well Planned.

Portland hardware dealers are overlooking big business in not branching out and taking advantage of the opportunities that the orient offers them, according to N. G. Perkins, a hardware man who has spent the past three years and a half in China and Japan. American goods, he says, already have a better reputation in those markets than the manufactured goods of any other nation, but whatever popularity they have there is due entirely to their merits and not to any advertising or pushing of them.

Mr. Perkins spent three years in Shanghai, and the past six months he spent in Japan. He is not very enthusiastic about the latter country but believes that China offers a lucrative field for American hardware dealers, especially the jobbers of Portland and other Pacific coast cities.

Trade conditions in Japan, says Mr. Perkins, are bad, but they are much better in Shanghai, particularly in light manufactured hardware, such as tools, locks, etc. In heavy goods, however, there is not much doing.

"It seems to be the general impression," says Mr. Perkins, "that Pacific coast jobbers cannot afford to do business in the orient on account of the fact that freight rates from this coast are not as favorable as from the eastern coast, and that they cannot compete with the transcontinental rate, which would kill their business. I contend that the American hardware trade in the orient hasn't reached the stage that a difference of $2 a ton less freight from New York than from coast ports should exclude Pacific coast jobbers from the orient.

Portland's Advantage.

"Besides, the Portland jobbers have the advantage over eastern dealers in that the Portland houses generally carry bigger stocks. A Pacific coast jobber is selling about 20 lines where the representative of the eastern manufacturer does not carry more than one or two.

"There are four lines by which Portland jobbers can ship to the orient, instead of only one as is generally supposed. They are the Portland-Asiatic line, the Nippin Yusen Kaisha, the Canadian Pacific Steamship company and Frank Waterhouse & Co. There are only two direct regular lines from New York, and their vessels have a much longer run.

"China is a much better field than Japan and business dealings with the Chinese are generally much more satisfactory than with the Japanese. China has about 400,000,000 inhabitants and they are beginning to adopt western civilization and need western manufactures. Our only formidable competitor in hardware lines is Germany, and German goods are much inferior to American. A man usually buys German goods only once and that is enough for him. British goods, while of good quality, are usually much higher than American.

"Japan is trying hard to capture the Chinese trade, but so far has succeeded in only two lines, manufactured cotton goods, which are called over there "piece goods," and glassware. The Japanese are especially strong in the latter line. But they have had no results in manufacturing hardware.

Effective Chinese Boycott.

"The Chinese boycott on Japanese goods, however, has nearly put an end to Japanese sales in China. The boycott, which started in the district of Canton, has spread over the whole of the China coast ports, and is directed against every variety of Japanese manufactured goods that were being sold in China, and also against freight and passenger traffic on Japanese steamships to every port in the world.

"As an example of the effect of this boycott, the Nippon Yusen Kaisha steamship Tosa Maru, which arrived at Seattle about a week ago from China and Japan ports had only three Chinese passengers and no China freights, in fact, virtually no freight at all. In contrast to this, the Canadian Pacific Railroad steamship Monteagle, leaving about the same time, brought freight amounting in value to more than $1,000,000.

"When the Chinese institute a boycott they do it in detail. The boycott on Japanese goods has been more effective than a declaration of war would have been, for it has inflicted a blow on the weakest spot in the Japanese armor—the pocketbook.

Advantage in Haste.

"I believe that the orient offers a good field to Portland hardware men. And the sooner they get in the better, for China is a conservative market and the first in the field stands the best chance.

"I do not think there is any danger of another boycott on American goods. The Chinese merchants got all they wanted of that the last time. It was the students that started the movement and the merchants were dragged into it as a mater of patriotism. But the Chinese is a sensible man, and not even patriotism is going to make him try that game again."

UNCLE SAM'S FOREST FUND

It Was Nearly Half a Million for Last Fiscal Year—Prairie States Have Reserves, and Even These Yield an Income.

(Washington Bureau of The Journal.)

Washington, Aug. 15.—Figures just made public by the forest service show that under the new law requiring 25 per cent of the gross proceeds of national forest business to be paid over to the states and territories in which the forests are located, to be used for public schools and roads, the last fiscal year will yield these states $447,063.79.

The amounts which go to each vary from $313.68 for Arkansas to over $75,000 for Montana. The small amount for Arkansas is because the two national forests in that state were created so recently that they have not yet got fairly under way. Oklahoma, with one small national forest, receives $554; Kansas, $644, and the next smallest after these is Nebraska, with $2,350. Since the forests in these last two states were set aside from land naturally destitute of trees, that the government might try forest planting on them, it will probably surprise most people that they should yield any revenue at all.

Leaders in Timber Sales.

National forest business is chiefly of three kinds, grazing, timber sales, and special uses, the latter comprising the use of the lesser resources of the forests and the permits involving the development of water power. It is interesting to note the states in which the largest volume of each of these three kinds of business is done and study the causes which make their revenues correspondingly larger.

Montana, California and Colorado lead in timber sales. In the case of Montana and California this fact is mainly due to the accessibility of the timber in the national forests. The fact that the timber can be readily reached and quickly transported to market has created a heavy demand which is reflected in the volume of business. Colorado is almost absolutely dependent upon the national forest timber for its mining operations. Each of these states will receive over $50,000 from the proceeds of the forests.

Grazing and Water Power.

Idaho, Utah and Oregon head the list of the states in grazing business. The causes in the case are several. In the first place these states are supplied with more abundant forage, largely on account of more plentiful precipitation. In some cases the ranges will support a sheep to the acre, whereas the ranges elsewhere will often support no more than one sheep to from four to six acres. Again, the grazing methods are, as a rule, more intensive in these states, a higher class of herders is employed, and a better grade of stock is kept. Management, moreover, is more intensive. Sheep are handled in small bands, and the herders in running them are able to keep them in scattered order so that they do not do so much damage to the range as does the large band which can be controlled only when closely herded. Idaho's share of the receipts is over $56,000.

California leads in special use business, partly because of the large amount of water power developed and partly because of the larger population adjacent to the forests and drawing upon their resources. The state will receive as its share of the national forest proceeds about $52,000.

Baseball Technicality.

A few weeks ago some boys were playing ball in an apartment house yard. A colored waiter came out of the kitchen and in a very cross manner told them to stop right away. One boy, who had gone to get a drink came back and found the others making ready to leave; he asked, wonderingly, "What is the matter?" and another one calmly answered, "The game was called off on account of darkness."

SPAIN FINANCES STATE CONVENTS

Payment of 16,000,000 Pesetas Is Ordered—Sum Will Be Doubled.

(United Press Foreign Cable.)

Madrid, Spain, Aug. 15.—Since the year 1890 the religious communities have been demanding from the government the payment of a large indemnity for the expropriation of various convents by the state. In 1898 Gamazo, Villaverde and Salvador refused to consider the claims until the matter could be agreed on with the Vatican. Now, however, the government has annulled the decrees of these ministers, and has ordered the payment of 16,000,000 pesetas, a sum which it is promised shall be doubled.

Bishop Jaco opposes the creation of boards of education, declaring that instruction ought to be free, and that the state has no right to make education compulsory.

The municipal government of Madrid has determined to celebrate the centenary of the expulsion of the Napoleonic invasion. But the newspapers disapprove the project as giving occasion to express odium against France. However, the Fine Arts club has resolved to have sculptured three great stones to commemorate the event, the first to be placed in the Plaza del Oriente, the second in the Puerta del Sol, where the first combat took place, and the third in the Artillery park, where Diaz and Velarde were killed. In the pantheon will be placed a number of allegorical pieces.

Making the D. S. C. Team.

A new wrinkle in the line of street cleaners' uniforms is to have the letters "D. S. C." across the front of the loose coat these workers wear. To the college man this is strongly reminiscent of his athletic days, when he struggled for his insignia.

FAIRBANKS MAY BE AMBASSADOR

Mrs. Fairbanks, the Wife of the Vice-President, Who May Carry to London Those Social Graces Which Have Marked Her Life in the American Capital. It Is Reported That in the Event of Taft's Election, Mr. Fairbanks Will Be Named as Ambassador to England.

NEW BANKS IN SOUTH AMERICA

Belgian Syndicate Will Establish Big Financial Project in Republics.

(United Press Foreign Cable.)

Montevideo, Uruguay, Aug. 15.—News from Antwerp confirms the report of a Belgian syndicate with a capital of 150,000,000 francs to establish security savings banks in Uruguay and Argentina. The object is to secure the superior rates of interest obtaining in South America over the rates in Europe.

The newspapers declare that the British minister of foreign relations has directed the British ministers at Buenos Ayres and Montevideo to notify the governments to which they are accredited that the British government considers the Rio Plata in equal condition with the high seas and neutral up to a line three miles from either coast. It is believed that this notice will quiet the unfortunate dispute between this country and Argentina, in which both nations have claimed jurisdiction over the Plata to the middle, though it is 34 miles wide at Buenos Ayres and 63 miles at this city.

The government has just asked from congress $500,000 to purchase cannon for coast defense.

El Dia, the official organ of this government, expresses a hope that the new minister, Plaza, from Argentina, may be able to reestablish cordial relations between the two countries, which have lately been drifting apart, and recalls that when Italy threatened to bombard Montevideo Plaza put himself forward to declare to the Italian minister in Buenos Ayres that any attack on Uruguay would be considered an attack on Argentina.

A Lion Let Loose.

William was considered by all his classmates the brightest boy in his grade. Somehow or other the lad managed to learn his lessons with practically no effort. He was certainly to be envied, for he was gifted with such a remarkable brain that by hearing a lesson recited in class once or twice he knew it quite well.

At the expiration of the term examinations in various subjects were given by the principal to test on paper the boy's knowledge and to guide him in making promotions. One of the questions asked in the geography test was, "What is the equator?" Had this been an oral examination William would no doubt have been counted correct, but in consequence of its being a written one he did not get off so easily. The following answer appeared on his paper:

"The equator is a menagerie lion running around the center of the earth."

SUTRO PARK IN HEAT OF FIGHT

Valuable Acreage in Frisco Involved in Stubborn Litigation.

Portlanders who have visited in San Francisco remember well Sutro Park, which has been in litigation for years. This tract of land is among the finest in the country. The Chronicle says:

"The heirs and executors of Adolph Sutro are impatiently awaiting a decision of the supreme court which will finally dispose of the immense tract of land comprising 1,150 acres known as the Sutro trust, which extends from the site of the Affiliated colleges to Ingleside, and has an assessed valuation of $750,000. This property has been the subject of litigation for the past 10 years, and the question to be decided by the highest tribunal in the state is whether the land shall become the property of the Sutro heirs or shall be turned over to a board of trustees for the benefit of educational institutions, in accordance with the provisions of the will of Adolph Sutro.

"The Sutro will was drafted in 1881. At that time this great tract of forest land was only a small portion of a vast estate, the principal income-bearing property of Sutro then consisting of downtown property. In the will the forest land was bequeathed in trust for educational uses, while the other property was reserved for Sutro's six children.

"Sutro died in August, 1898. During his latter years practically all the downtown property was disposed of, but no change was made in the provisions of the will. Accordingly at the time of Sutro's death the heirs found themselves left practically penniless, the forest land, which was almost all that was left of the estate, going to the trustees by the provisions of the will. Four of Sutro's children, Mrs. Kate Nussbaum, Mrs. Clara English, Mrs. Morbio and Edgar Sutro, brought action to recover the land contained in the trust, on the ground that Adolph Sutro had originally intended to provide for them, but that he had failed to do so, owing to the fact that he had become mentally deranged during his last years. Superior Judge Troutt decided in favor of the heirs, and Mrs. Merritt, another of Sutro's daughters, who had been named executrix by the will, stipulated in court that she would not appeal from the decision and would allow the heirs to take possession of the land comprised in the trust, if they would agree not to contest any other portions of the will. Later, however, she changed her mind and brought suit to be allowed to retain the trust. Judge Coffey, who heard the case, decided in favor of the contesting heirs, and Mrs. Merritt, on behalf of the estate, appealed the case. The supreme court has not yet decided the appeal, but a decision is expected in a few days. If the higher court reverses Judge Coffey's rulings the land will be turned over to the trustees immediately."

Gas and Gas Engines.

By piping the exhaust gases from gas or gasoline engines into metal tanks, sufficient heat will be derived to heat water, doing away with special apparatus for that purpose.

Reversing the Rule.

From the Chicago News.

Gyer—I started for a drive in the country yesterday, but my horse balked about three miles out.

Myer—So? What did you do?

Gyer—Hired a farmer to hitch his automobile to the animal and tow him home.

STREET RAILWAY CAUSES FRIGHT

Moors Almost Precipitate Panic at First Sight of Horseless Cars.

(United Press Foreign Cable.)

Melilla, Morocco, Aug. 15. — The French engineers have just installed a street railway into town from the surrounding country. The movement of the cars, without apparent power of any animal or man to impel them, caused a fright amounting to almost a panic, the danger of which was prevented only by the greater danger of troops with arms.

PRESENT CIRCUS HERE SAME AS IN NEW YORK

The two performances to be given here by the Barnum & Bailey Greatest Show on Earth will be in every detail just as presented at the beginning of this season in the Madison Square Garden in New York—with the same original European company of artists, the thrilling double automobile somersault, the man who with his teeth lifts an automobile and its passengers, the newly reinstated parade and a complete new outfit. At the garden in New York the season's opening was declared to be the best and most brilliant ever offered by this circus in all its 54 years.

VESSELS MUST BE DISINFECTED

Chile Establishes Coast Sanitary Station at the Port of Arica.

(United Press Foreign Cable.)

Santiago, Chile, Aug. 15.—This government has established a coast sanitary station at the port of Arica, subject to the following decree:

First—Every vessel infected or suspected of being infected, proceeding from the north, will first touch at Arica to receive at that sanitary station the disinfecting treatment prescribed by the regulations of maritime sanitation, without which it will not be permitted to enter any other port of this republic.

Second—The physicians will receive the vessels comprehended in the preceding section and treat them in accordance with the rules they have established for that station of Agica, and in other ports will continue the treatment begun at Arica. The chiefs of the Arica station will give to the captains of vessels treated there a certificate detailing the treatment accorded the vessel and specifying any variations in treatment.

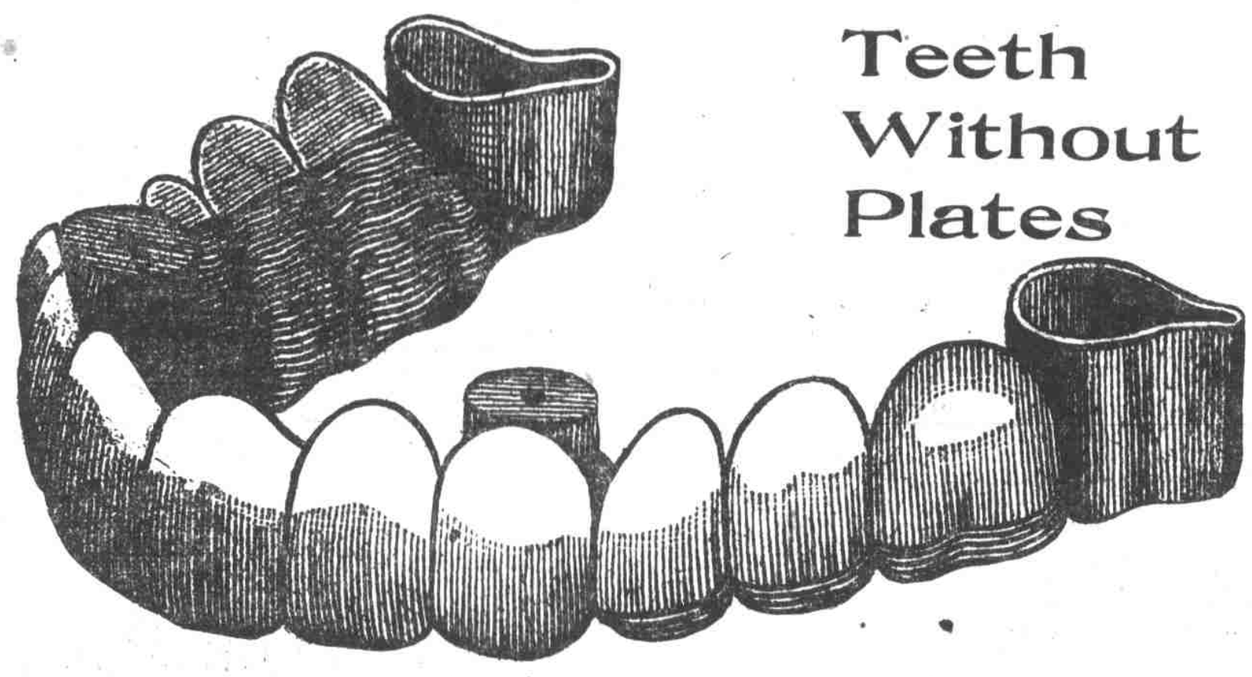
Locating "Our Midst."

From the Brooklyn Eagle.

The operation of those laws removed Grover Cleveland. They did not remove him "from our midst." "Our midst" is our stomach. It is nothing else, and it is nowhere else.

No Pain—No Gas

We Are the Originators of Painless and Low-Priced Dentistry in Portland



Teeth Without Plates

SAVE MONEY

All Teeth Extracted WITHOUT PAIN. Nothing inhaled—no gas, no chloroform, no ether—and above all, no cocaine or anything else dangerous used. From 1 to 32 teeth extracted at one sitting without a particle of pain, danger or bad after-effects, making the task one of pleasure rather than one of dread.

Come and See How We Do It! The safest and best methods for elderly people and persons in delicate health, and for children. No risk, no pain, no bad effects. We extract over 100 teeth a day by our painless method, and are equipped for just this kind of work.

Beware of Imitators Do Not Be Deceived—The Chicago Painless Dentists' Method is Pre-eminent

Only 50c a Tooth

A Reduction When Several Are Extracted

Fillings	50¢ UP
Porcelain Crowns	$2.50 UP
Gold Crowns	$2.50 UP

Extractions Free

If Plates Are Ordered

Bridge Work	$2.50 PER TOOTH
Flexible Rubber Plates	$5.00
A Good Rubber Plate, only	$2.50

The reason of our great success is due to the uniform high grade work done by us.

Flexible Rubber Plates

Have many advantages over the old thick, cumbersome, ordinary rubber plates, and even over gold plates, being much lighter and thinner. These plates are flexible, only a trifle thicker than heavy writing paper, fit closer and adhere better to the roof of the mouth. Particles of food and small seeds cannot get under them. They will last longer, are stronger than any others, and will not break, as they will give first, being flexible. Chicago Painless Dentists' own process, and made only by us.

I have always heretofore shared with most people the dread of a dentist's chair. But now I'm sure I shall not dread the ordeal again, for at your office I can truthfully say, "I was not hurt at all." Even the bridgework which I had dreaded was painless and most satisfactory.
Mrs. F. Johnson,
264 East 37th st.

I have had 25 teeth extracted and two plates made by the Chicago Painless Dentists. I am delighted with the work and am pleased to have this opportunity to advise nervous women to have the Chicago Painless Dentists do their work.
Mrs. S. Fake,
Ore Point, Wash.

Chicago Painless Dentists placed bridgework in my mouth which has proven, after five years' use, to be a perfect piece of work and durable. Is now quite as serviceable as original teeth. A very difficult tooth was pulled before this bridgework was put in, and "it didn't hurt a bit."
Harry Shaw,
Shaw, Morgan & Co.,
355 Alder st.

Chicago Painless Dentists have just filled several teeth for me and also put in a bridge, all of which has given me complete satisfaction. My work was all done painlessly.
Harry Wood,
Warrenton, Or.

The Chicago Painless Dentists made five 22k. gold crowns for me and I suffered no inconvenience whatever. I am pleased to recommend them for all kinds of dental work.
Mrs. Nettie Hanlin,
246 35th st.

Being a stranger in this city and not knowing any dentist, I am certain I found one of the best, Chicago Painless Dentists. Their work is very satisfactory and should be highly recommended.
John Spantal,
Slayton, Or.

Chicago Painless Dentists extracted two worthless teeth for me and replaced them by bridgework, which was done to my entire satisfaction and without any pain whatever.
C. L. Bains of the Bains Steel Co.

Chicago Painless Dentists performed a most successful operation in the placing of a porcelain crown, most natural to life. I am very well pleased and satisfied. The work was executed without pain. Chicago Painless Dentists do as they advertise.
C. H. Ponton,
423 Mesner st.

Chicago Painless Dentists extracted 20 teeth for me, and did it absolutely without pain. I have had a great deal of experience with other dentists, and can truthfully say that Chicago Painless Dentists' method is best of all. I highly recommend them to everyone.
John Hawvian,
174 5th st.

I have been treated by Chicago Painless Dentists for years. I have tried all the different methods, and I can say unhesitatingly no dentist or physician has ever operated with such success or skill. In extracting my teeth they did it without any pain to me. It is a great pleasure to me to recommend them and their methods of treatment.
Mrs. P. Read,
St. Johns.

Chicago Painless Dentists did some crown work for me four years ago, which proved satisfactory. I came in today and had my teeth examined and found that everything was just like new.
J. L. Clarke,
272 Park st.

It gives me great pleasure to state that Chicago Painless Dentists extracted an impacted wisdom tooth for me, which had been giving me great annoyance for years. It was extracted absolutely without a particle of pain to me. It was easily worth 100 times the amount paid.
J. C. Kimball,
Salem, Or.

Chicago Painless Dentists made me an upper and lower plate and they are both satisfactory in every respect.
Mrs. N. H. Kreps,
420 Goldsmith st.

I have had 20 teeth extracted, some of them very complicated tasks, and two plates made by the Chicago Painless Dentists and I can heartily recommend them to any one desiring first-class work at a moderate cost.
O. K. Shear,
1324 E. Salmon st.

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All Work Kept in Repair Free. Lady Attendants.

Sixth and Washington Sts.

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