

### COMMERCIAL ATTACHE FOR NORTHWEST NEED AT WASHINGTON, D. C.

Director H. B. Miller Gives Figures Showing Vast Resources of Three States.

### ISSUE VITAL TO OREGON

Commercial Club Urged to Ask Secretary Redfield to Name Suitable Man for the Department.

If Oregon is to get the fullest benefit of its resources, so far barely touched, it must have more commercial representation at Washington, according to H. B. Miller, director of the school of commerce of the University of Oregon, who transmitted today to the Portland Commercial club a report on the great industries of the northwest. Mr. Miller declares a man from the northwest should be numbered among the commercial attaches authorized by recent act of congress. He urges that Secretary Redfield be given a full sense of the needs of this section by the Oregon senators and be induced to appoint a man familiar with the problems and resources of this region.

The report follows: "We have in the three North Pacific states about 1,000,000,000 feet, board measure, of standing timber. This has about 500,000,000 feet competitive with this in the export trade of the Pacific in British Columbia with about 10,000,000,000 feet."

Whereas the cut of the Pacific states is now about 8,000,000,000 feet a year, only a limited portion of which goes into the export trade, we of this region could cut 4,000,000,000 to 5,000,000,000 feet more a year for the general outside trade. Oregon alone could increase her cut by 2,000,000,000 feet. The national forests of the Pacific northwest, owned by the federal government, have a stand of 263,780,821,000 feet of timber. If a valuation of but \$1 a thousand is given the total, the federal property in our forest aggregates \$263,780,821. The value of this stumpage will go higher as soon as a strong market for timber is created, and \$2.50 a thousand, or an aggregate for the northwest of \$650,000,000, is readily available for the future for the government's local forest asset. By helping create a lumber market, the federal government will expedite this realization.

The northwestern lumber market is today depressed. Tariff reductions and eliminations, and assessing a toll on lumber ships from this coast to pass through Panama canal, will make for further injury to the business, unless extraordinary aids are given to create a market. Not only is the northwest affected by this state of affairs but the entire nation, as exemplified here in lumber manufacture means general benefit to the country.

Already the fruit industry of the northwest has overtaken markets. The real fundamental needs confronting the industry here are cheap transportation and broader, more stable markets. This year the apple crop will run in Oregon, and Washington from 15,000 to 20,000 carloads, and by 1920, if the industry is properly protected, the yield should aggregate from 50,000 to 80,000 carloads. The berry and general fruit by-products yield is growing much faster than the market. There is practically no limit to these productions, if a market may be found. All the outlet interest are most keen in the demand for market helps, and it is but fair for the federal government to do something in helping to devise ways and means to solve the problem.

**Wheat and Flour.** The Pacific northwest now exports in the form of wheat and flour, about 40,000,000 bushels of wheat. With the rapid strides being made in Idaho and western Montana, and the enormous possibilities of cereal productions in eastern Oregon, it is clear that the exports in this line should increase. While the present exports of flour run about 3,000,000 barrels a year, they may be made much greater, and it is to find a market for this flour that the local cereal trade asks the federal government's cooperation.

**Livestock, Dairy Products, Etc.** While this year the purchases of livestock at the main center of Portland aggregated only about \$17,000,000, it is conceded that the northwest can easily maintain a livestock industry that will offer annually meat products worth \$75,000,000. The outlet market for these products will be the main element helping to build up the industry to the figure named to the northwest is peculiarly interested in having foreign work done that will pave the way for such a trade.

**Water Power.** In the Columbia basin there is stated by competent engineers to be a minimum of commercially available

horsepower in the streams of 12,775,000, and the maximum is near 20,000,000. Out of this total, only about 300,000 horsepower has been harnessed. This slow development is due to the fact that the demand for power has not been sufficiently strong. The northwest, and especially that portion in the Columbia basin, is peculiarly interested in all studies that might point the way to use and realization of this energy. The manufacture of nitrates, reduction of pig iron, manufacture of steel, the fertilizer industry outside the nitrate line, manufacture of aluminum, and all other great industries requiring enormous, cheap power are of the utmost interest to the people of the northwest, and they would appreciate being shown how they might be developed. It is the hope of this work, the federal government could render a powerful aid if it would have informed men abroad.

**Idle Lands.** In the northwest, particularly, and throughout equal forces, all over the Pacific coast, there are millions of acres of tillable land in idleness. It is the supposition of all these Pacific communities to get these lands properly settled and developed. While this work is not directly connected with it is of the most intimate relationship. All studies in how thrifty, competent men can be attracted to the region, and plans that may acquaint the world with the opportunities found here, will prove of the most far-reaching and intimate commercial importance to the coast. Because of all these conditions, the northwest should have a representative among the list of commercial attaches authorized by recent act of congress. Secretary of Commerce Redfield has the power of appointing these officials, and the northwest should convey to him, through Senator Chamberlain, a sense of the needs here. A man who has a thorough grasp of all local commercial and industrial conditions would be the ideal man, and would prove of the most benefit to the region in establishing and extending its much needed markets.

### UMATILLA'S CROP OF CEREALS THIS YEAR EXCEEDS LAST YEAR'S

(Continued From Page One.) Producers were seemingly unable to cope with. The quality of the crop could not be more favorable—in fact the present in this season have its best quality wheat, even though the crop might be fractionally smaller than last year's bumper in quantity.

**Season Very Favorable.** Taking the grain crop as a whole, Umatilla county has a crop larger than a year ago. The season has been unusually favorable for the growth of barley and this year's output is accordingly larger. Cutting has been started in some sections of the county and the showing is far the best known.

Fields of wheat are today showing the most beautiful color that one can imagine. The fields range from the darkest green to the most beautiful golden; the intermediate tints being arrayed in the most beautiful order. It is not likely that an artist could place half of the beauties upon a canvass. Wheat production in the light land sections of Umatilla county are mixed. In the Elliot River section the crop is far from being a favorable one in quantity although the quality is good. The number of meshes is smaller than usual, and the heads are unusually filled, indicating that they are well filled.

**Warm Weather's Effect Bad.** On the other hand other sections in the west end of the county are showing excellent wheat crop prospects with a greater acreage than year ago. This, however, will not be quite sufficient to bring the total production of the county up to last year's showing although the difference may be smaller than figured at this time.

There is no doubt that the extreme warm weather of last week had a rather bad effect upon the wheat crop of Umatilla county although were it not for this it is likely that last year's great total of 5,500,000 bushels would have been easily equaled. Very little selling has been shown in the western end of the county but in the eastern end the volume of contract sales has been rather liberal. This selling has really caused buyers to rather slow down in their operations for after their first acute wants were filled they have been in a position to wait in their offices and tire out negotiators in the latter are rather anxious to sell.

**Foreign Markets Govern Price.** The fact that the Chicago wheat market has been rather low lately has been given as an excuse by some interested to bear down prices on the Pacific coast. The fact remains that the Pacific coast is scarcely ever affected one way or the other by the price of wheat at Chicago but the argument that it is affected is made by dealers only when the big eastern market is low—and not when it is high. That is, always a time when such matters are forgotten.

The truth of the matter is that

### INCENDIARY THEORY IS HELD BY SOME AS THE CAUSE OF DOCK FIRES

(Continued From Page One.) underneath the whole length of the dock. At one end the dust was dumped into carts and taken away to be burned. Dust from the belt settled on all the piles and beneath the flooring of the docks making literal trains of flash powder once the fire was started. Grain dust is highly combustible, even more, it is said, when slightly wet. The profusion of dust under the dock could have been ignited due to spontaneous combustion and then leaped along the trails of dust beneath the whole dock.

According to Mr. Boardman all the grain docks in Portland are serious fire risks because of this one problem, handling the dust. Many of them, it is said, make no effort to take it away and burn it, but permit this highly inflammable material to collect under the docks. Dock owners are aware of the danger of this practice, but take chances to save the expense of installing approved dust removal systems. West side docks especially are confronted with the additional expense of hauling the stuff to the east side in order to burn it. The destruction of the grain docks presents a serious difficulty to Portland commercial interests in the handling of the grain crop, and unless radical steps are taken to provide emergency lighting facilities it is highly probable that lots of the eastern Washington and Oregon grain that ordinarily comes through Portland will be shipped through Seattle this season. It is possible that some organized effort will be made to meet the difficulty.

As a precaution against further dock fires work is being rushed on the construction of the fireboat George H. Williams. Owners aware of danger. Dock owners are aware of the danger of this practice, but take chances to save the expense of installing approved dust removal systems. West side docks especially are confronted with the additional expense of hauling the stuff to the east side in order to burn it. The destruction of the grain docks presents a serious difficulty to Portland commercial interests in the handling of the grain crop, and unless radical steps are taken to provide emergency lighting facilities it is highly probable that lots of the eastern Washington and Oregon grain that ordinarily comes through Portland will be shipped through Seattle this season. It is possible that some organized effort will be made to meet the difficulty.

### Jordan and Johnson Try to Head N. E. A.

O. M. Plummer Tells the Teachers Parents Will Eventually Refuse to Trust Children to Underpaid. St. Paul, Minn., July 7.—Electioneering was lively today here as the supporters of Professor David Starr Jordan of Stanford university and Dr. D. E. Johnson of Lockhill, S. C., rival candidates for the presidency of the National Education association, succeeded Dr. Joseph Swain, retiring. The Johnson delegates at the convention professed to be assured of the votes from 25 states. Professor Jordan's friends were equally confident. The result really was still in doubt. O. M. Plummer of Portland, Or., addressing the convention's forenoon session, made a strong plea for better pay for teachers, predicting that eventually parents will become unwilling to intrust their children's education to underpaid and often inefficient instructors.

### Signers Want Names Taken Off Petition

Secretary of State Olcott Advises Them That It Is Too Late to Do So After Instrument Is Filed. Salem, Or., July 7.—Three signers of the petition initiating a measure for amendment of the state board of dental examiners and fixing the requirements for the practice of dentistry in Oregon have requested Secretary of State Olcott to erase their names from the petition. They are W. R. McDonald of W. R. McDonald & Co., insurance agents of Portland, and W. A. Wirt and S. E. Morrison, also connected with the company. They say they have investigated the petition and find they do not want their names attached to it. Secretary of State Olcott has advised them that it is too late to do so, and that it will be withdrawn on an initiative petition now filed in his office.

### Weather Dry But Forest Fires Few

State Forester Attributes Condition to Extensive Campaign of Education—Only One Blast Since Fourth. Salem, Or., July 7.—Although there has been a week of dry weather, the usual number of forest fires following the visit of hundreds of people to the timbered districts on July 4 has not materialized this year, and State Forester F. A. Elliott attributed the excellent condition to the educational campaign against carelessness with any kind of fire. The timber that has been waged during the last year or two. Only one small fire has been reported, and this one is said to be insignificant. It was reported along the Columbia highway between Portland and Astoria.

### Grocerymen Assist Public Market Fund

In a canvass among merchants of the neighborhood made by the Alberta Women's Improvement club to secure funds for paying for the booths erected for the Alberta public market at Alberta and East Twenty-third streets, 11 of the 14 grocerymen approached contributed. This morning at the market 22 producers were on hand and 11 wagonloads of produce were all sold out. The next market day is Thursday. Next Saturday a special feature will be made of the children's section, where manual training and domestic science products are sold.

### COUNTY TREASURER FUND

The balance in the county treasury in the general fund July 1 was \$737,028.09, according to a report by County Auditor Marshall. On the same date the road fund total was \$279,723.14. During June \$49,958.96 was received and \$7,032.48 was paid out from the general fund. The road fund received \$9702.27 during the month and \$96,590.75 was paid out. The county still owes over \$175,000 to the state to be paid from the general fund, but second half payments of taxes will be paid before the date this must be paid.

The man who manages to keep out of debt, out of jail and out of politics is a little above the average.

# SUCCESSFUL SALES Because They Justify Success



## Satin Hats Successes of the Paris Races, Reproduced Here, Spec'l \$1.95

—At the Paris races recently and also at the international polo match smartly tailored and extremely chic hats of black and white satin were the dominant mode. —On these occasions these satin hats were worn by the best dressed women of the world. —Tomorrow we present these hats in the same smart styles, sailor effects, soft tops, slightly drooping narrow brims, and crowns that are inclined to be higher on one side. —In solid black, in solid white, or with black brims and white tops, and black tops with white brims. —They are light in weight, and while severely tailored in style they are generally becoming. With the mere addition of a wing, a quill or a bit of ribbon, these hats would be completely and correctly trimmed. —Second Floor

## House and Morning Dresses Unexcelled at Their Prices Sale 89c, 95c, \$1.19, \$1.35, \$1.59

—Tuesday was a record-breaking sale day in house dresses. More women were served with house dresses than at any other time in the history of our store. —Wednesday we continue this Annual Sale, offering the same concessions in fine house dresses as were in evidence Tuesday. —Dresses of percales, ginghams, chambray, in plain colors, checks, stripes and figured designs. —Fourth Floor

## These Are the Great Heydays of Economy in the Great Annual Clearance Sale of Waists

—Never have the Lipman-Wolfe waist stocks been subjected to such a searching revision as they are getting these days. It is an interesting and profitable event for both the public and ourselves. To us, because it is helping you to put this great new store in prime condition for taking in the new Autumn merchandise. To YOU, because it is the means of presenting the most fashionable, the newest and latest blouses at sale prices unknown before on such wanted modes. —Come tomorrow and see for yourself (as so many women did Tuesday) what an extraordinary event this is—offering waists of voiles, crepes, lingerie, organdie, linen in white and colors, crepe de chine—the new waists with white pique vests, collars and cuffs are also offered here. \$2.00 Blouses \$1.23 \$4.00 Blouses \$2.73 \$2.50 Blouses \$1.50 \$6.00 Blouses \$3.95 \$2.75 Blouses \$1.73 \$9.50 Blouses \$7.50 \$3.00 Blouses \$1.95 \$5.50 Blouses \$3.95 \$3.50 Blouses \$2.35 Blouses selling to \$8.50 \$3.75 Blouses \$2.48 For \$4.95 Third Floor.

## FOR THAT SUMMER HOME or PORCH OF YOURS Do You Know How Much We Can Do to Make It More Enjoyable?

—You may be a "bungalower," with your cosy little habitation nestling among the wooded hills or perching brazenly upon the sand dunes, or the possessor of a country house, or you may have a deep, cool, wide veranda on your city home or perhaps a corner of the lawn, where you would like to serve tea these warm, sunny afternoons. —In any case, you can find here whatever you are looking for, and much that you probably didn't know existed to make your summer rendezvous a delight. The furnishings you need are at Lipman, Wolfe's and at economy clearance prices. \$10.00 Genuine Wicker Rockers \$5.95 —Fifty wicker rockers, firmly made of genuine reed—rockers that are built for comfort and service. Can be had in any finish, such as fumed, mahogany, enameled old ivory or Baronial brown. These rockers are appropriate, not only for the living-room, but for porch and garden use. \$12.50 Couch Hammocks \$9.75 —These hammocks are made of a heavy quality khaki colored canvas, having an upholstered mattress, built over the standard quality of Yum Yum springs. Has valance and wind shield complete. The Foundation of Summer Comfort Is Cool RUGS Genuine Crex Grass Rugs Reduced —And here in this vast display of Summer floor coverings, unquestionably the finest in Portland, you can find the proper rug to harmonize with any color scheme, in the house, or on the porch, at about whatever price you care to pay. Size 18x36 inches, 58c Size 4x7 feet. \$2.95 Size 27x54 inches, 84c Size 6x9 feet. \$4.95 Size 36x72 inches, \$1.63 Size 8x10 feet. \$7.19 Size 9x12 feet. \$9.45 The Ever Needed Bamboo Porch Shades —Even though you do not need a shade to keep out the sun's rays, one or two of these shades will make the Summer porch a cooler retreat. They can be had in green or natural color, complete with cords and fixtures for hanging and adjusting. Shades 6 ft. wide, 7 ft. 6 in. long, clear'ce, \$1.49 Shades 7 ft. wide, 7 ft. 6 in. long, clear'ce, \$1.98 Shades 8 ft. wide, 7 ft. 6 in. long, clear'ce, \$2.43 Shades 10 ft. wide, 7 ft. 6 in. long, clear'ce, \$2.95 Fifth Floor.

## A New Low Price on Women's \$7.50 Tunic Wash Dresses \$5.95

—One of the most attractive late tunic models has been reproduced in these wash dresses. —Made of a splendid, firm quality of washable cotton crepe, in all white, Copenhagen, rose and reseda. —As you will note in the illustration, the skirt shows the very newest long tunic, self-covered button trimmed. Fine embroidery lingerie collar and cuffs adorn the waist, which is also button-trimmed. —For a good, serviceable and yet smart dress for all kinds of Summer wear you will find this model especially attractive. —Third Floor



## Important Clearance of Corsets and Brassieres Especially Designed for This Season's Modes \$1.75 Nadia Corsets \$1.29 \$3.00 W. B. Corsets \$1.95

—Made of coutil or batiste, having medium and low bust, very long over the hips and back. Neatly finished at the top with lace and embroidery. Three pairs of hose supporters attached. Sizes 19 to 26. —These models are of fancy broche and embroidery trimmed. They show the very low bust and great length over the hips and back. In blue and white. Supports attached. Sizes 19 to 26. \$1.50 and \$2.00 Brassieres 98c —The H. & W., the De Bevoise and the W. B. and B. J. brassieres. In open-front and cross-back styles. Also hook-front and lace-back style. Made of fine cambric with embroidery yokes and some of allover net and a few mesh models. Sizes 32 to 48. —Last week we received a direct importation of these famous brushes, direct from Pearson, the well-known London brush manufacturer. —These brushes are of standard quality guaranteed pure bristles from the boar, and set in best rubber cushions. —A bristle cleaner given with every brush. —First Floor.

## \$1.00 W. B. Brassieres 59c

—This lot consists of open hook-front brassieres and cross-back brassieres, having embroidery yokes and lace trimmings. Sizes 32 to 48. Fourth Floor.

## The Most Wonderful Collection of Wanted White Tub Fabrics That We Have Ever Offered Under Price Are Awaiting Your Inspection

—Fabrics selling regularly at 20c, 25c, 35c, 40c, 45c up to 85c yard. Sale prices range from 15c, 14c, 18c, 29c, 35c to 69c yard. Basement

## "The Queen Is in the Kitchen" (Cooking by Electricity)

—Suppose you could sit down today like the best diners of Europe and America to an electrically grilled steak, potatoes baked by electric heat and coffee of that delicious, even, mild richness that the Hughes electric range makes possible. You can do it. —The Hughes electric range makes perfect, complete cooking by electricity possible. It Roasts, Bakes, Boils, Stews —Hughes electric ranges and American Beauty electric devices are now being demonstrated on the sixth floor. Ask to have Miss Manning show you how cheaply these electric ranges and devices can be maintained. —Sixth Floor

## For Cool Summer Beverages An 18-Piece Crystal Tumbler Set 79c

—These glasses are of clear lead blown crystal, finely polished and consist of six ice tea tumblers holding 10 ounces, six water tumblers holding 9 ounces, and six grape juice glasses holding 5 ounces. Set of 6 Footed Glasses for 38c Footed ice cream or custard glasses, of plain highly polished crystal. These glasses come in sets of six and can also be used for sherbets and fruits and all kinds of frozen desserts. —6th Floor

## The Genuine Ravenscroft Sportswomen's Outfit FROM LONDON

—So that all the requirements of the Summer trip in the way of a sportswoman's outfit may be had, the leading London outfitter for men and women sends through our London office by express the latest English triumph in woman's apparel. —A complete outfit. —An Angora sweater with cap and scarf to match. —Material for the skirt in the same color. —In royal blue, amethyst, rose, nut brown, Copenhagen and buff. —Ideal for golf, for steamer wear and for traveling in general. Price \$20.00 —As an introduction we shall make the skirts to your own design and measure FREE OF CHARGE. Third Floor



**The Best Motor Oil the Standard Oil Company Can Make**

**ZEPHIRE**

The Standard Oil for Motor Cars

Dealers everywhere. Ask our nearest agency about delivery in bulk.

**Standard Oil Company**  
(CALIFORNIA)  
Portland