

### FOREIGN TRADE WILL BE TAUGHT TO THE PORTLAND STUDENTS

New School Will Be Organized at the Chamber of Commerce Wednesday.

### SIX MONTHS IN COURSE

Anscl B. Clark, Foreign Trade Secretary, Will Be Instructor; Text-Books Will Be Used.

Portland is to become a factor in the foreign trade of the United States, who is to carry on the work? Portland people have not been thinking enough in export terms of late. Chamber of Commerce officials say, and as a matter of fact, the rank and file of local business men have not thought their thoughts beyond the sea in any serious effort at expansion.

The answer may be found in the new school of foreign trade which will be organized next Wednesday night at the Chamber of Commerce and which will undertake to take ambitious young men from all lines of business and teach them what foreign trade is, what credits are, what the "balance of trade" signifies and all the myriad details of merchandising beyond the sea.

Course Mapped Out. The course will be conducted under joint direction of the University of Oregon's extension department, the Chamber of Commerce and the Federal Bureau.

Anscl B. Clark, foreign trade secretary of the Chamber, will stand in the position of instructor. As local representative of the government bureau, Mr. Clark has access to many reports and records which will form a part of the course. In addition, a series of textbooks will be used.

In the belief, therefore, that the only way Portland can get experts to handle the expected foreign trade is to educate them, the following outline of the scope of the work has been mapped out:

Fundamentally the study of Oregon resources and possibilities, showing exactly what Portland has for sale.

I. Economics of World Trade.—Organization of world trade and our position among the nations of the world as a producing and as an exporting nation; basic factors in international commerce; the influence of trade developments and tendencies in the United States.

II. The World's Markets.—Description of the chief characteristics of our important foreign markets considered from the point of view of trade routes and strategic trade centers rather than as political and governmental units.

III. Export Policies.—Problems confronting the exporter; adapting commodities to foreign markets and foreign competition; methods of entering foreign markets; the experience of important American exporters; methods of handling the exporting of our chief products.

IV. Export Houses.—Functions and methods of various classes of professional houses engaged in foreign trade, including export commission houses, export agents and export forwarders, together with a discussion of the advantages and disadvantages of indirect exporting.

V. Direct Exporting.—Organization of an export department and its relation to other departments; planning foreign selling campaigns; going after business by representatives and by mail; foreign advertising; correspondence; cables; credits.

VI. Training Salesmen.—The selection and training of salesmen for the foreign field; methods of selling in foreign markets; preparing for selling trips; routing and frequency of visits; routing up salesmen with dealers and agents.

VII. Shipping.—Transporting the shipment to seaboard; railroad and inland waterways transfers and routing; terminals; ports and port facilities; ocean routes and services; charters; marine and war insurance.

VIII. Financing.—Export of capital; financial centers of the world; principles governing foreign investments; our banking equipment for foreign trade; how export shipments are financed; drafts, letters of credit and other means of getting payment; foreign credits and their formation; problems of foreign exchange.

IX. Office Records, Systems.—Actual handling from beginning to end of all transactions in exporting various commodities direct or through export houses; copies of all documents and forms used; requirements for export packing; office routine and systems.

X. Foreign and Home Law.—Comparison of American business laws, covering ordinary commercial relations and transactions, with laws of foreign countries; legal procedure abroad; navigation, customs, and other laws affecting foreign trade; commercial treaties.

XI. Importing.—Relation of our import trade to export trade; functions and methods of professional import houses; customs equipment of the United States; bonded and free warehouses; importing technique.

XII. Factors in Trade Building.—Governmental agencies for carrying on and promoting foreign trade; United States department of commerce and state, the various bureaus and their work in promoting export and import trade; commercial organizations; problems that influence foreign trade, such as tariffs, merchant marine and uniformity of laws and standards.

Mr. Clark already has a number of applicants for registration and will welcome all who are interested.

### Vancouver Ferry to Be Given Its Bath

Boilers Will Be Flashed Out and Inner Tubes Polished in Approved Manner on Monday Night.

Horses and automobiles will have to hurry Monday night if they have any hopes of crossing the Columbia river on the ferry. The boat has to take its bath and consequently no one may intrude upon its privacy.

That the boilers may be flashed out and inner tubes polished the boat will tie up on the Oregon shore after the trip that starts from the Vancouver side at 7:50 p. m. Another boat will be put on its place, but it is not probable that it will accommodate automobiles or animals.

Late bulletins from the streetcar company indicate that the ferry's absences will be limited to one day during the night so that regular service can be renewed Tuesday morning.

Typographical Error Made. A typographical error occurred in an advertisement that was run in The Journal Thursday by Lee Arnett, candidate for county commissioner. In the third paragraph of the advertisement, in which the various organizations of which Mr. Arnett is a member were named, the name "grand lodge" was used. It should have been "grange lodge."

### Portland Agents for "Butterick" Patterns

—Latest approved Fall and Winter styles now being shown in our Pattern Shop. Buttericks are "Best by Any Test." See our Sixth-street window display. —Pattern Shop, 2d Floor.

### Expert Free Instruction in Making of Sweaters

—toques and scarfs—by Madame Chundelah, Art Needlework Shop, 2 to 5 P. M. daily. You are invited to attend these free classes. —Art Needlework Shop, Second Floor.

**Theier & Frank Co.**  
Established 1887  
THE QUALITY STORE OF PORTLAND  
7th, 8th, Harrison, Alder Sts.

**JUST 47 SHOPPING DAYS Until Xmas**  
No Matter Where You Shop—SHOP EARLY

**Only 2 Days to Select Your Halloween Favors**  
—Choose from our complete new stocks of Halloween perquisites, favors and party decorations of every description. Our experts will help you plan. —Main and Fifth Floors.

## A Page Brimming Over With Good News—Everyone Should Read It

### Exclusive Models in Tailored Suits Reduced

—A wide variety of charming suits—many exclusive models, just one of a kind—on sale at special reductions tomorrow! Rich velvets, lustrous broadcloths, soft, fine wool velour, duvetyne and many novelty materials. Trimmed with bands, collars and touches of moleskin, Hudson seal, fox and other popular furs.

—Beautiful shades of taupe, burgundy, smoke, brown, green, blue, black and all the other most popular colors. At these splendid savings tomorrow:

\$48.50 Suits now	\$42.75	\$67.50 Suits now	\$52.75
\$52.50 Suits now	\$45.00	\$78.50 Suits now	\$58.85
\$57.50 Suits now	\$48.00	\$98.50 Suits now	\$73.85

### New Suits Shown At \$19.50 and \$25

—Scores of new arrivals in smartest Winter styles, in serge, poplin, gabardines and broadcloth. Many with deep plush or velvet collars. All newest shades. Sizes 16 to 44.

NEWEST COATS FOR DRESS AND STREET, \$15 TO \$85  
SERGE DRESSES IN MANY STYLES, \$17.50 TO \$25  
—Apparel Shop, —Fourth Floor.



### Just 3 Days Till Big Doll Show

—The entries close at 6 o'clock Wednesday night. —If you haven't started to dress your doll yet, it isn't too late to start. Every child that enters will receive a present. No entry fee or other obligation.

### Here Are The Prizes:

—Grand Prize—\$50 in gold to the church, fraternal lodge, society or charitable institution entering the best group of dressed dolls, consisting of not less than 15 dolls.  
—Second Grand Prize—\$30 in gold to the church, fraternal lodge, society or charitable institution entering the second best group of dressed dolls, consisting of not less than 15 dolls.  
—Third Grand Prize—\$20 in gold to the church, fraternal lodge, society or charitable institution entering the third best group of dressed dolls, consisting of not less than 15 dolls.  
—Fourth Grand Prize—\$20 in gold to the child entering the best group of dressed dolls consisting of not less than five dolls.  
—Fifth Grand Prize—\$10 in gold to the child entering the second best group of dressed dolls, consisting of not less than five dolls.  
—13 Other Prizes, ranging in value from \$5 to \$25. Complete prize list and all desired information may be had in "Dollville," Fifth Floor.  
—The following will act as JUDGES: Mrs. W. D. Wheelwright, Mrs. R. B. Caswell, Mrs. Donald Green, Mrs. Dr. Eugene Rockey, Mrs. W. J. Ball.

### \$2.00-\$4.50 Novelty Laces \$1.39

—A large lot of beautiful dress laces on sale Monday. Many in short lengths only. 27 and 18-inch flouncing, 5-inch bands embroidered on white, ecru and black net in silver, gold and metal thread. Also in combinations of color and Persian effects—dainty for party frocks and blouses. Only one piece of each pattern.

**CHILDREN'S \$1.39 SEMI-MADE DRESSES, 98c**  
—Pretty Appenzelle embroidery on sheer white batiste, scalloped at neck, sleeves and bottom. These require but little labor to complete dresses. Sizes 2 to 4.

**\$1.25 METALINE CLOTH, YARD 98c**  
—36-inch Metaline cloth for fancy bodices, skirts, etc.

**8c COTTON FILET LACE, 5c**  
—Edging 2 inches wide, for holiday work, blouses, etc.

**85c-\$1.00 EMBROIDERY, 69c**  
—Pretty for camisoles and yokes. 20 inches wide. Allovers.

**INFANTS' NEW MADEIRA DRESSES**  
—Semi-made, beautiful Madeira hand-embroidery, \$2.25 to \$4.50. —Lace Shop, Main Floor.

### Order Your Personal Greeting Cards For Christmas and the New Year

—The most artistic and refined greeting you could wish to send is that engraved from your own plate, upon cards and in words of your own choosing. We have gathered a most interesting and exclusive assortment of these cards and feel sure you will like them immensely. In order to secure advantage of our new complete stocks, you should place your order at once, as materials cannot be duplicated. Cards, doz., 25c-\$1.50

**100 CARDS PRINTED FROM PLATE, \$1.50**  
**50 CARDS PRINTED FROM PLATE, \$1.00**  
**25 CARDS PRINTED FROM PLATE, 75c**  
—Stationery Shop, Main Floor

### New Georgette Neckwear at 98c

—A splendid assortment of neckwear at this moderate sum. There are all styles and shapes—sailor, round and the new flare effects. Some with dainty lace edges, others hemstitched and with picot edges and many with touches of gold and silver embroidery. Hundreds of new pieces tomorrow at 98c. —Neckwear Shop, Main Floor

### In Spite of War Conditions, Shipments Received for Our Annual Sale 50,000 Holland Bulbs

—This sale of bulbs of beautiful Spring flowers is eagerly awaited by hundreds of Portland women. Our stocks of Holland bulbs for Hyacinths, Tulips, Narcissus, Daffodils, Crocuses and Jonquils are fresh and new and carefully selected. Plan your Spring garden now—and buy your bulbs tomorrow!

- Roman Hyacinths**  
—White, pink and blue; dozen 60c.
- Single Hyacinths**  
—Red, rose, pink, bluish white, dark blue, light blue, white, purple and yellow. Dozen 50c, each 5c.
- Double Hyacinths**  
—Red, rose, pink, pure or bluish white, light blue, dark blue, yellow. Dozen 50c, each 5c.
- Named Hyacinths**  
—All extra large—Gertrude (pink); Rot des Belges (red); Grand Maitre (medium blue); King of the Blues (dark blue); Queen of the Blues (light blue); Lord Balfour (red); King of Yellows, L'Innocence (white). Dozen 75c.
- Single Tulips**  
—White, pink, red, yellow and red, yellow. Dozen 20c, each 2c.
- Named Single Tulips**  
—Chrysolora (yellow); Yellow Prince; Artus (red); Rose Gris de Sin (rose); La Reine (white); Thomas Moore (orange). Dozen 25c.
- Single Tulips**  
—Prince of Austria (brownish orange); Pottebakker (white). Doz. 30c.
- Double Tulips**  
—Pink, red and yellow, red, white, yellow. Dozen 25c.
- Named Double Tulips**  
—Gloria Solis (red and yellow); Rubra Maxima (red); Murillo (pink); Keiserkroon (red and yellow). Dozen 25c.
- Double Tulips**  
—Couronne D'Or (yellow). Dozen 50c.
- Darwin Tulips**  
—Clara Butt (pink); Baron de la Tonnyay.
- Crocuses**  
—White, yellow, blue and striped. Dozen 15c.
- Narcissus or Daffodils**  
—Emperor (yellow); Empress (yellow trumpet white perianth); Golden Spur (yellow); Double Von Slon (yellow). Dozen 25c.
- Narcissus or Daffodils**  
—Princes (yellow); Posticus (white and red); Barri Conspicuous (yellow). Dozen 15c.
- Double Jonquils, dozen 20c.
- Single Jonquils, dozen 10c.
- Snow Drops, dozen 15c.



### Blouses of Crepe de Chine

—Tomorrow another unusually interesting event in our Blouse Shop, featuring four beautiful new crepe de chine models at surprisingly low prices. The illustration gives you some idea of the beauty of these charming blouses. The quantity in each lot is limited—it will be impossible to obtain additional quantities of these same numbers to sell at these prices—we suggest you come early before the style and size range become popular. Lot 2271, price \$3.75; lot 2272, price \$3.75; lot 2342, price \$5; lot 2343, price \$5.  
—Blouse Shop, Fourth Floor



### Living Room, Bed Room and Dining Room: 3-Room Outfit Complete for \$365.50—Only \$36.55 Down

—We illustrate above only one of many selections which we have to offer in well-made, beautifully designed furniture at prices as low as you pay elsewhere for the commonplace variety. Come in tomorrow and we will show you how you can furnish your home with really beautiful furniture of good quality and in the artistic period styles, at a price within the means of everyone. Easy payments if desired — one-tenth amount of purchase down, balance in proportionately small monthly or weekly sums.

**ABOVE LIVING-ROOM SUITE FOR \$195.25**  
—Mahogany Library Table, in Adam design, \$26.25; Chair, \$42.50; Rocker, \$43.50, and Davenport, \$83.00—with solid mahogany frames, upholstered in tapestry.

**BEDROOM SUITE AS PICTURED, COMPLETE \$91.00**  
—Well made, in Adam design, antique ivory finish. Dresser, \$21.75; Chiffonier, \$19.00; Dressing Table, \$17.00; Bed, \$17.50; Rocker, \$5.75; Chair, \$4.75; Toilet Table Chair, \$5.25.

**ABOVE DINING-ROOM SUITE FOR \$79.25**  
—Made entirely of oak in Jacobean finish, Charles II design, practical and artistic. Buffet, \$31.50; Extension Table, \$19.00; 5 Chairs, \$21.75; Arm Chair, \$7.00 —Furniture Shop, Eighth Floor.

**Do Your Housecleaning the Easy, Thorough Way JOIN THE "HOOVER" CLUB**

—Don't phone the carpet cleaners—phone for a Hoover Suction Sweeper — make your housecleaning easy—clean your carpets on the floor—and end forever the hardest part of housecleaning.

**THE HOOVER SUCTION SWEEPER**  
is the only electric carpet sweeper and vacuum cleaner combined. With the patented electric-driven brush of soft hair, all lint, thread and dirt adhering to the rug or carpet are swept up. It makes your floor covering look like new.

**Let Us Demonstrate in Your Home No Charge for This Service**  
Hoover Suction Sweepers sold for \$5 Down and balance in proportionately Small Payments.

—Seventh Floor.

**Draperies Remnant Sale**

25c-35c Scrim and Marquisette, 3 to 6-yard lengths, 12c per yard.

25c-35c Scrim and Marquisette, 1 to 2 1/2-yard lengths, 10c per yard.

25c-35c Qualities Cretonnes, 1/2 to 2 1/2-yard lengths, 15c per yard.

Madras, Fine Nets, etc., 1/2 to 2-yard lengths, priced 1/2 tomorrow at.

Sunfast, Colored Madras and Silks, 1 1/2 to 2 1/2-yard lengths, tomorrow at.

Rep, Cretonne, etc., Pillow Squares, tomorrow, each, only 10c

Tapestry Pillow Squares, priced tomorrow, each, only .35c

—Draperies Shop, Seventh Floor

**\$15.00 Wool Steamer Robes \$11.75 and Auto**

—Highest grades steamer and automobile robes in a good variety of attractive plaid effects. Size 64x78. Tomorrow these \$15.00 robes \$11.75.

**\$10-\$10.50 Wool Robes \$7.75**

—Good heavy, warm robes in authentic patterns. All in large sizes. Reduced tomorrow to \$7.75.

**TRAVELING BAGS \$2.95**

—Good walrus grained traveling bags in 16 and 18-inch sizes. With serviceable saffron linings. Phenomenal values at \$2.95.

—Luggage Shop, Sixth Floor.

