

CITIES ON COAST MUST MAKE TRADE FOR THE ORIENT

Portland Expected to Take Lead
in Lumber Shipments, but Will
Need to Take Return Cargoes.

FACTORIES WILL BE NEEDED

Raw Materials Brought From Far
East Will Have to Be Worked
Up Into Manufactured Goods.

By W. D. B. Dodson
Executive of the Portland Chamber of Commerce
In the last analysis of the long com-
petitive struggle that will govern the
maximum commerce for any port of the
Pacific, industries based upon raw ma-
terial brought from the countries of the
Pacific will play a very, very important
part.

This does not mean that transcon-
tinental freight will not be a considerable
factor. It is now the main factor and
will continue to be of very great im-
portance for years to come, because for
all time. If transcontinental export
rates are made sufficiently low to per-
mit the movement of traffic to and from
Indiana, Ohio and Illinois territory
through the Pacific ports, this great
producing region naturally will furnish
a very heavy percentage of the Oriental
business and will take a very heavy per-
centage of imports from the same terri-
tory.

With Shape Oriental Commerce
However, no line across the Pacific
can depend upon either transcontinental
freight nor Pacific seaboard industry.
These shipping lines will seek the traffic
from both sources, and the traffic from
both sources will be found in the hold
of each vessel, where full cargoes of
some special commodity are not handled.
It is this fact, which leads me to state
that the Pacific port that builds up the
largest possible producing and consuming
industries here on this seaboard will
have a controlling hand in shaping the
whole Oriental commerce, because the
transcontinental freight may be delivered
at any of the Pacific ports at about the
same rate. Given the equality of rate
for the transcontinental freight to Pacific
seaboard ports, the steamers will
naturally seek those ports which have
the largest possible encouragement in
the matter of local production and con-
sumption.

In studying the industries that may
be built up here to take raw material
from the Pacific or to take finished
products to the same country, the Cham-
ber of Commerce has reached definite
conclusions within the past four or five
years as to the best field for develop-
ment.

Must Develop Industries
Out of these studies we find that there
are certain basic industries here that
should and must be developed. If we at-
tain our proper position in Oriental com-
merce, as to outbound commerce, we
are confident the Pacific Coast ship-
ments to the Oriental countries for sev-
eral years will be in the nature of food
and feed products, including wheat,
flour, barley and oats, fruit and vege-
table products, livestock products, fish,
etc., raw materials in the nature of tim-
ber and perhaps a limited amount of
minerals, and manufactured articles
made of wood, woolen fabrics, pulp pa-
per, furniture and possibly some special
metal products in the development of
which the Pacific Coast has taken a
lead position.

In the line of food products offering
the greatest tonnage, flour mills, of
course, will lead, paper and wood manu-
factures second, and canned and dried
fruits and vegetables and livestock
products will probably be third. In re-
spect to these industries, we have been
doing everything within our power to
encourage the maximum flour mill-
ing operations here and the development
of the fruit, vegetable and livestock pack-
ing business. Any Pacific Coast com-
munity that concentrates upon flour,
cereals, etc., will have a very strong po-
sition in furnishing cargo outbound to
Oriental ships for years to come.

Portland Trade in Lumber
In the matter of lumber and wood
products, Portland has a wonderfully
strong position, in fact, a position of
such strength that it has no peer in
comparison with any other port of all
the world. The time will come when
probably 60 per cent, maybe all, of the
entire lumber shipments from the Pacific
seaboard to Oriental countries will go
from the Columbia river and the Oregon
coast. This will, in the great competi-
tive struggle of the future, be an asset
of growing value and be looked upon
as one of the greatest industrial factors
possible of development and aid in our
Pacific commerce in the outbound move-
ment.

Until iron, steel, copper, brass, zinc
and lead are produced and refined on
the Pacific coast at costs competitive
with the eastern and interior states,
and until the wage scale of this terri-
tory is kept on a competitive level with
the scale of the same territory we can-
not hope to be an important factor in
the extensive lines of manufacture in-
volving metals and highly skilled labor.
If these great basic metal industries are
established on the coast on a competitive
basis, the community that encourages
their development will have a very strong
one of the strongest possible positions
because this competition will enable it
to take a growing share each year of
the transcontinental freight that is now
an important trans-Pacific steamship
factor.

Mail Permitted to Occupied Provinces

Washington, April 12.—(E. N. S.)—
Mail will now be accepted for civilians
residing in that portion of the Rhine
provinces of Germany which is under
control of the American and allied armies,
the postoffice department announced today.
This ruling, in no way relates to mail
for the American expeditionary forces.

Portland Agency for Gossard, Nemo, Bien Jolie, Bon Ton and Royal Worcester Corsets

We Give S. & H. Trading Stamps With Purchases Amounting to 10 Cents or More—Don't Overlook This Cash Saving—the Stamp Office Is Now Located on the Fourth Floor.
Manicuring and Hair Dressing Parlors, Second Floor—Soda Fountain and Ice Cream Parlors in the Basement—Rest Rooms, Public Telephones on the Second Floor.

New Victory Beads \$1.75 to \$10

The Jewelry Dept. has a good sup-
ply of the new Victory red beads in
both wood and glass. All the rage
throughout the East and South.

The Standard Store of the Northwest

Olds, Wortman & King

Reliable Merchandise—Reliable Methods



Finish
the Job!

VICTORY
LIBERTY
LOAN

EASTER WEEK!—And Many Things to Buy!

Save Time and Money by Coming to This Store for Your Needs—Watch Our Advertisements Every Day This Week



Easter Sale of 250 Silk Dresses At \$17.45

A SPECIAL SHIPMENT just in by express, and the prettiest
frocks we have seen this season! Monday morning the entire
assortment of 250 dresses will go on sale at \$17.45, which is
but fraction of real worth, as you will readily agree when you
see them.

Dresses of Soft Taffetas Dresses of Rich Satins

The styles embrace all the season's best sellers, including
blouse, surplice, high waist, straight line, bolero and drape effects.
Some are embroidered in bright color beads, others with chenille
or piping, and with sleeves of Georgette crepe. Charming frocks
for all occasions. Shown in black, taupe, brown, blue, green,
gray, tan and plum. Practically all sizes in the lot. \$17.45
On sale, while they last, priced special at only

Garment Store, Second Floor

LINEN'S Women's Skirts

Beautiful, snowy linens add im-
measurably to the enjoyment of
the Easter spread—especially if
they come from this store. Look
to your linen needs now and save!

Richardson's Quality Linens

PURE LINEN Table Cloths 2x3
yards in size with border all around
—\$9.75, \$10.00, \$12.50, \$13
—PURE LINEN Sets—cloth and
one dozen napkins to match, 2x5
yard size—\$25 to \$41.00 the set
—PURE LINEN Table Cloths, size
2 1/2 x 2 1/2 yards for 54-inch tables—
one dozen napkins to match—
Priced at the set only \$33.00
—DINNER NAPKINS, full-size and
all pure linen. Beautiful designs.
Richardson's famous double
damask. Specim., a dozen

Beautiful Madeira Linens

—Madeira Dolly Sets of 13 pieces
priced at \$6.00, \$7, \$7.50 set.
—Madeira Tea Napkins with hand-
embroidered designs in corner.
Priced \$8.50, \$10, \$12.50 doz.
—Madeira Table Cloths in round
style, 72-inch size—also 36x36-
inch Tea Cloths with beautiful em-
broidered designs. \$12.50 to \$18

Fine Mercerized Damask

—We now have a good supply of
mercerized damasks in the various
grades. Choice assortment of pat-
terns. Rich satin finish. Full 2
yards wide. 75c to \$2.00 a yard.

Dress Linens

in the wanted weaves for summer
skirts, waists and dresses. Also
colored handkerchief linens in blue,
pink, green and lavender, for
waists and trimmings. Inspect these!

New White Goods

—Flakons, voiles, organdies,
swisses, longcloths, nainsook, etc.
New things coming in every day.

Men's Easter Apparel Featured

Second Floor—Our showing of dress skirts is, we be-
lieve, the largest in Portland—at any rate you will
find here every desirable style and fabric. Skirts of
taffeta, silk poplin, baronet satin, tricolet, wool serge,
novelty plaids and other materials. We particularly
invite your attention to the many smart sport styles
with novelty belts and pockets. Skirts \$5 to \$32.50

Silk Petticoats

—Silk jersey petticoats in all the new and wanted
shades—also petticoats of soft taffeta in newest
shades. Plaited, tucked, and tailored flounces, many
trimmed with fancy ribbons. Great variety of styles
to select from. Prices range from \$5.00 to \$15.00



\$1.50 to \$2.50 Ties Special 98c

Main Floor—Beautiful high-grade ties from
one of the most reliable makers in the land.
Finest of silks. Latest wide-end styles.
Good assortment of patterns. \$1.50
to \$2.50 ties priced special at only 98c

Men's \$1.50 Shirts Special \$1.15

Main Floor—Of course you will buy a new
shirt or two for Easter and we are anxious
to have you see those we offer Monday at
special low prices. Attractive new patterns
and colorings—excellent quality \$1.15
material. French cuffs. \$1.50 shirts

Easter Sale of Wm. Rogers' Silverware!

Portland Agency for Three Famous Makes in Refrigerators

—"CRYSTAL"—"AUTOMATIC" and "IL-
LINOIS" Refrigerators—recognized every-
where as the best to be had at their re-
spective prices. Now is a good time to
make your selection and get the benefit
of the full season's use. Prices range
\$15.00 to \$100—Sold on easy terms.

Fireless Cookers

—Our Spring line of the celebrated Duplex
Fireless Cookers is now complete.
Thrifty housewives find these a wonder-
ful aid to food conservation. Prices
range \$16.50, \$19.50, \$28.50 to \$51

Lawn Mowers and Garden Tools

Third Floor—Lawn Mowers of
dependable make that will give
best of service. Full assortment
of sizes. Priced \$7.75 to \$19
—Garden Tools of the best grade.
Get our prices and save money.

Hotpoint Electric Irons—\$6.50

Third Floor—Hotpoint Electric
Irons are unequalled for economy
and durability. 5 or 6 lb. sizes
now priced special at \$6.50
—GAS HOT PLATES, coal oil
stoves and portable ovens—safe,
economical and odorless.



—This week we offer Wm. Rogers' 10 year guar-
antee silver-plated Flat Ware at extremely low
prices. Shown in neat attractive design. A good
chance to save. Come in early tomorrow.

Set of Six

—Tea Spoons, set 93c —Dinner Forks \$1.86
—Des't Spoons \$1.62 —Dinner Knives \$2.25
—Table Spoons \$1.86 —Des't Knives \$2.15
—Sof't Spoons \$1.86 —Bou'll'n Spoons \$1.80
—Des't Forks \$1.62 —Oyster Forks \$1.85
—Salad Forks \$2.25 —Butter Spreads \$1.98

Single Pieces

—Sugar Spoons at 36c —Gravy Ladles at 83c
—Baby Spoons at 33c —Butter Knives at 36c
—Berry Spoons \$1.12 —Sugar Tongs at 72c
—Cream Ladles 63c —S. & H. Stamps given.

\$6.75 Silverware \$5

Third Floor—Great variety of
different articles, including high
composites—sandwich trays—
pierced bread trays—marmalade
and cracker trays—flower baskets—
cold meat platters—fruit bowls and
pierced handled fruit dishes. Regu-
lar \$6.75 ware special at only \$5.00

The Smartest Suits In Portland

are to be seen at this store. And as for variety,
you will find every new and desirable style repre-
sented here by many models made up in various
materials. Women who have not as yet selected
their Easter suits are cordially invited to see our
superb showing. Suits of serge, wool velour, home-
spun, jersey, gabardine, tricolet and other ma-
terials, including novelty checks and mixtures.
Prices range from \$25.00 up to \$140.00

Easter Waists

Second Floor—Beautiful waists of Georgette
crepe in all the newest colors. Beaded, braided,
embroidered and lace-trimmed styles. Some art
collars, others with roll collars, square or V
necks. Many are shown in the new Batik and
Russian blouse effects. \$5.75 to \$32.50
—NEW DOLMANS in bolivia, velour, gabardine, silver-tone,
tricolette, silk poplin and taffeta. Straight-line and draped effects.
Many styles to select from. Prices range from \$22.50 to \$150.00
—Other Silk Waists priced \$5.00 to \$12.50
—New Tub Waists, white, colors, \$2.50-\$7.50

New Sweaters

—Sweaters in the serviceable plain weaves in vari-
ous colors and styles—also new models in silk
and wool mixtures, fiber and pure silk. Prices
range special from \$5.00 up to \$37.50

Coats, Capes and Dolmans In Distinctive New Models

Second Floor—Women's and misses' coats in a notable collection smart
up-to-date styles for Easter wear. New belted effects, with fancy collars
and cuffs—also loose models. Prices range from \$15.00 to \$95.00
—NEW CAPES in graceful draped styles, with coat, surplice or vest
fronts. Many are trimmed with buttons and bound with braid. New Velour
Capes with large shawl or draped collars. Priced \$19.50 to \$89.50
—NEW DOLMANS in bolivia, velour, gabardine, serice, tricolette, silver-tone,
tricolette, silk poplin and taffeta. Straight-line and draped effects. Great
many styles to select from. Prices range from \$22.50 to \$150.00

Something New For Children!

Main Floor—"MOTHER GOOSE"
Book of Handkerchiefs with
Mother Goose and Bo-Peep
rhymes in good large type print-
ed inside of covers—each book
contains 3 fine handkerchiefs
with embroidered colored edge
and colored animal in 25c
corner. Special, a book

New Colored Handkerchiefs

—Sport colors—all the new
shades women are asking for.
Silk crepe with embroidered
corner and hem—\$1.00
stitched, 35c ea. 3 for

Silk Dresses \$12.75

MONDAY BASEMENT SPECIAL
—You must see these dresses
to appreciate what remarkable
values they are. Smart new
Spring styles—splendid, well-
made dresses for all occasions.
Made up in silk, serge and wool
jersey. Monday \$12.75
special at only

Easter Gloves —Best Makes

—After all it pays to buy gloves of
quality, even though the first cost is
a trifle higher. Women who make se-
lections at this store are reasonably
sure of getting gloves that will give
satisfactory wear. See these gloves!

\$20 to \$35 Easter Hats At \$15

—OUR ANNUAL \$15 SALE of Millinery will
continue tomorrow with still a splendid as-
sortment of beautiful models to select from. Styles
that typify the smartest modes of the moment—
large dress hats—semi-dress and tailored hats
in all the wanted straws and shapes. Many are
exclusive models. \$20, \$22.50, \$25, \$30, and
up to \$35.00 hats on sale Monday \$15.00
priced very special at only
Millinery Salons
Second Floor



Vests and Waistcoats

—Note the chic, dressy appearance they give to the suit! No wonder
the fashionable women of Portland, San Francisco, Chicago, New York
and other cities have taken them up with enthusiasm. We show a
wonderful assortment of vests and waistcoats in the desirable materials
and colors. Ask to see them! Prices range from \$1.25 up to \$10 each.

\$7 Vests Special \$4.95

Main Floor—A manufacturer who had had a small lot of fancy materials
closed them out to us and we had a special lot of waistcoats made to
our order. Monday we shall put them on sale at the above price.
Various styles with or without collars. Waistcoats worth \$4.95
up to \$7.00—Priced special for Monday's sale at only \$4.95

Hand-Made Filet Laces

For Collars, Cuffs, Trimmings

Main Floor—Beautiful hand-made filet laces—insertions and edges to
match—narrow and wide—1 1/4, 2, 3, 4 and 5 inches. Shown in rose,
bow-knot and Grecian and many other designs. Finest quality to be
had. Prices start at 48c and range up to \$4.55 a yard.

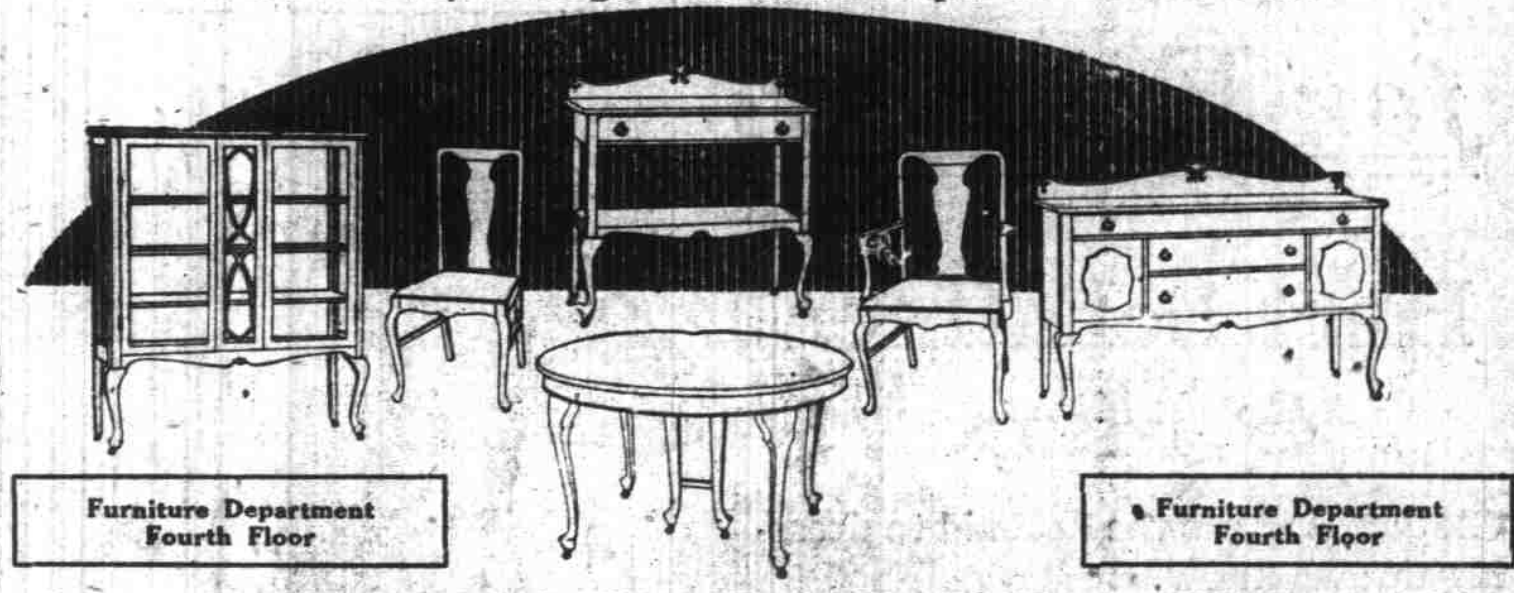
Smart New Oxfords and Pumps

Main Floor—The Shoe Department is well
supplied with all the new fashions in
women's footwear—particularly in pumps
and oxfords. Shoe Dept., Main Floor.

—BROWN CALF Oxfords with
military or flat heels. Priced
at \$6.50, \$7.00, \$8.50, \$9.50
—BROWN KID Oxfords with full
Louis heels, hand-turned soles—
prices range \$6.95 up to \$9.00
—BLACK VICI KID Oxfords in
every imaginable style from the
flat heeled comfort pattern to the
full French covered heel—
Priced from \$6.00 up to \$8.50
—OXFORDS for little women
and growing girls. Made of
brown calfskin and black kid
or calf. Priced \$6.50 to \$7.50
—PUMPS and COLONIALS in
great profusion of wanted styles.

Easter Week Sale of Furniture

In Our Newly Enlarged Furniture Dept. on Fourth Floor



Beautiful Pieces for Every Room in the House Will Be On Sale This Week at Special Prices—Your Opportunity!

—AS A SPECIAL INDUCEMENT to our many customers to come in and
get acquainted with the new Furniture Department—now located on the
Fourth Floor instead of the Third Floor—we offer many extraordinary
bargains this week in high-grade furniture. We give Trading Stamps.

A Few of the Many Bargains

—SPECIAL—\$150.00 Walnut Cane Back Davenport, upholstered with
damask, loose cushions and round pillows—OPENING SALE \$119
SPECIAL—\$75.00 Walnut Cane Back Rocker —\$70.00 Walnut Cane Back Chair
to match the above—\$59.50 to match the above—\$55.00
priced special only at

—\$75 Mulberry Ve-
lour Upholst'd Rocker \$42.50
—\$110 Tapestry Up-
holstered Davenport \$95.00
—\$17.00 Oak Music
Cabinet, special at \$14.95
—\$22.25 Oak Music
Cabinet special at only \$17.75
—\$12.50 Mahogany Sew-
ing Stand special at only \$9.90
—\$15.00 Mahogany
Sewing Stand priced at \$11.95
—\$55.00 Mahogany
Library Table priced at \$34.00
—\$25.00 Jacobean
Oak Rocker special at \$19.50
—\$17.00 Rocker with
leather seat priced at \$15.50
—\$11.25 Rocker with
wood seat—priced only \$9.95

Regular \$3.50

Card Tables At \$2.48

Third Floor—Folding Card Tables,
mahogany finish frame. These
usually sell at \$3.50. \$2.48
Priced special Monday

House Cleaning Time

—LOSES ITS TERROR when the
home is equipped with an Elec-
tric Cleaner. It not only saves
time, trouble and expense, but
actually preserves your rugs and
carpets. Come in and see them!
—We are Portland agents for
Ohio, Hoover
and Sweeper Vac
Cleaners



—Three of the most successful
sweepers and cleaners on the
market—Free Demonstration in
Rug Dept. on the Third Floor.