

You Welcome to Buyers' Week, August 9 to 14

NATHAN STRAUSS
of Fleischner-Mayer Co.
General Chairman
Buyers' Week
Executive Committee

Other members of the committee are A. H. Devers, of Closset & Devers; Henry J. Frank, of Blumauer-Frank Drug Co.; O. W. Mielke, of the Blake-McFall Co.; F. A. Spencer, of Allen & Lewis; A. H. Bale, of Pacific Coast Biscuit Co.; O. H. Fithian, of Pithian-Barker Shoe Co.; George Lawrence and F. M. Seller.

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Manufacturers of
on, bid you welcome to the

Buyers' Week
14, 1920

on the outside and true
handshake await you.
receptions and sightsee-
arranged for you and

ities and participate in
chants from the Pacific
ates.

Portland, register immedi-
HEADQUARTERS,
FIFTH AND OAK STS.

will be presented with
that will entitle you to
functions arranged in

s, report to BUYERS'
S. to ascertain whether
quired amount entitling
n fare refund.

ber of Commerce
Executive Committee
USS, General Chairman

The time for fall planting
will soon be here and it is
well to place your order
early for seeds required.

We Carry Complete Stock

LEE'S GOODS

Germozone, Lice Killer, Egg Mak-
er, Etc.

FOR COWS ONLY

Kow Kure, Bag Balm, Garget
Cure, compounded only by the Dairy
assn.; Makes cows pay.

BEE SUPPLIES

A very complete line. Write for
catalog.

FLORIST SUPPLIES

A Complete Line



SEEDS

FOR FALL SOWING

VETCHES—CLOVER—ALFALFA—Grasses and Grains

SPECIAL MIXTURES for Pastures,
Hay, Dry and Wet Land, Burns and
Logged Off Land.

Over a quarter century as SEED HEAD-
QUARTERS of the Northwest Qualifies us
to serve you to your profit and satisfaction.

Write for prices or SEND in your ORDER. We guarantee full value for money spent



"Clipper" Fanning Mills.

Hand No. 1-B.....\$40.00 No. 2-B.....\$50.00
Power No. 16.....\$265.00 No. 109-A.....\$455.00

All Power Mills equipped with variable air controller

Clipper Catalog and Full Information on Request

We Carry a Complete Line of Poultry Supplies—Write for Catalog



BULBS

Large Orders a Specialty

We Import

HOLLAND BULBS

direct in car lots. A very choice selection
en route, consisting of *Hyacinths*,
Tulips, *Narcissi*, *Daffodils*, *Crocus*,
etc., for delivery in season. Write for
catalog.



LACTEIN is a scientific product, prepared
under sanitary conditions, from fresh butter-
milk, skim milk, whey and milk albumen, at
the creameries, cheese and casein factories on
the Pacific Coast. Retains all the health-giv-
ing food values of whey or buttermilk with a
uniform acidity.

Keeps fresh and pure anywhere.

PRICES:

5-gallon keg...\$4.00 25-gallon bbl...\$17.50
10-gallon keg...7.50 52-gallon bbl...31.20
Full information on request.



BIG MARKET OPEN TO OREGON TRADE IN EAST INDIES

Netherlands Vice Consul Finds
Demand for American-Made
Goods in Tropical Country.

An immense market for American
made goods is open to Portland man-
ufacturers and shippers in the Nethe-
rlands East Indies, according to An-
thony H. Metzelaar, vice consul of the
Netherlands. Metzelaar has just
returned from a 13 months' sojourn
in the Orient in the interest of the
Marshall-Wells company, his obser-
vations covering not only the East
Indies but Japan and China as well.
American made hardware and other
iron and steel products are highly
favored by the East Indian merchants,
according to Metzelaar. Portland flour
is also in demand and electrical ap-
pliances made here find a ready sale,
being subject, however, to rather keen
price competition by Japanese manu-
facturers. Exports from United States
to the Netherlands East Indies were
valued at \$18,000,000 in 1918 and
mounted to nearly double that amount
in 1919.

CARELESS WORK HANDICAP

Poor packing and careless shipping
are chief handicaps of the American
manufacturer in competition with Euro-
pean rivals for trade of the Orient," said
Metzelaar. "The quality of goods sup-
plied from United States almost in-
variably wins favor and the American
trade commissioners are doing excellent
work in searching out markets and in-
troducing our products, and with proper
care on the part of the shippers there
is no reason why United States should
not handle eventually the bulk of the
trade in Asia and East Indies."

Java is the principal possession of
the Netherlands in East Indies. The
Island has an area of about 54,000 square
miles, about three fifths the size of

Oregon. The population is 35,000,000
and production of sugar is the principal
industry, a large part of the crop being
shipped to United States and Canada.
The Netherlands East Indies also pro-
duce iron, coal, gold and other minerals
in considerable volume, and the largest
nickel deposits in the world are being
developed on Celebes Island.

EXPORTS INCREASING

Spices, coffee, tobacco, tea and cocoa-
nut oil are among the chief exports of
the Netherlands East Indies and come
in steadily increasing volume to United
States. Mills for expressing oil from
copra have been established at various
points, and the machinery with which
the mills are equipped is of local man-
ufacture.

Medan, principal port of the East
Indies, is one of the finest harbors in
the world, according to Metzelaar.
Soerabaja, Batavia, Bandong and
Semarang are other important cities.
The climate of the islands is not gener-
ally agreeable to Americans. "The heat
is intense 24 hours a day and 265 days
a year," said Metzelaar. "There are
two seasons, the dry monsoon during
which it is simply hot, and the wet mon-
soon which heralds in torrential rains
with intermittent sunshine."
The Hamburg-America line does the
bulk of carrying from the Netherlands
East Indies to Europe and United States.
This company has arranged to run a line
of boats to Portland from Europe via
the Panama canal, but does not cur-
rently operate transpacific service to Por-
tland at this time. Metzelaar averred.
With the assurance of sufficient cargo,
however, it would be possible to secure
regular steamship service between here
and Medan.
After a short period of rest Metzelaar
will resume his duties as vice consul
of the Netherlands. During his absence
this post was handled by John Van
Zante.

Prohibition Benefits Wine Grape Growers

Fresno, Cal., Aug. 7.—(U. P.)—Unpre-
cedented demand for wine grapes may
send the price to \$100 a ton this year,
in the opinion of fruit shippers here.
Wine grapes are now selling for about
\$120 a ton. Growers in the northern sec-
tion, reports indicate, have disposed of
most of their wine grapes at good prices.
"I have never seen such a demand for
them," said J. W. Files, a Fresno fruit
shipper. "The market is very active
and cash is being offered for the grapes."

Indian
Motorcycles

HENDEE MANUFACTURING CO.
Springfield, Mass.

**VISITORS
TO PORTLAND**

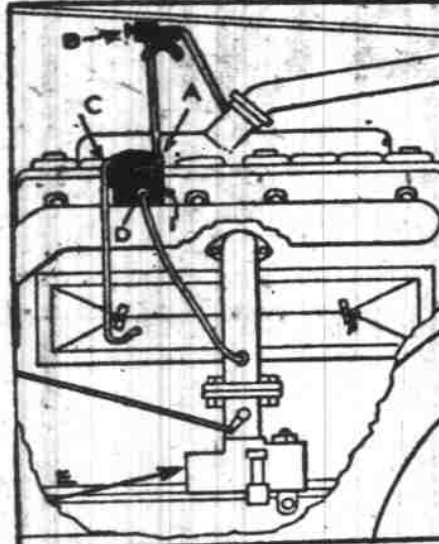
Buyers' Week
Aug. 9 to 14

Are invited to call
and inspect our large
stock of Indian
Motorcycles, Briggs-
Stratton Motor
Wheels, Accessories
and Supplies.

INDIAN
Motorcycle & Bicycle Co.
304 Third Street

No Gas Shortage

With a
**Priseler
Super
Carburetor**



Sold on a "Money Back" guar-
antee to absolutely reduce
gasoline consumption 15 to 20
per cent.
Removes all carbon from and
keeps motor and spark plugs
clean, saves oil and engine
runs smoother.
Easily installed on any auto,
truck or tractor without dis-
turbance to regular equipment.
30,000 Installed to Date
Price \$17, Installed
Local agents wanted in Oregon
and Washington

Carpenter-McDonald Co.

135 N 5TH ST., CORNER HOYT
Portland, Oregon Phone Broadway 1296

Honeyman Hardware Co.

Park and Glisan Sts.

Extends a cordial invitation to all dealers in hard-
ware to visit and inspect their new and up-to-date
salesroom at the above address, which is conven-
ient to all hotels and depots.

THE J.K. GILL CO. INVITATION TO VISITING BUYERS

Wholesale Book Department

Spend an hour a day or as long as you like
here looking over what is now the most com-
plete showing of Staple and Holiday Books in
the Northwest.

The best selling lines of the many publishers
are gathered into one great showing, afford-
ing you the opportunity of seeing and comparing
the various lines at one time in one place.

Wholesale Holiday Goods Dept.

You will be interested in our line of Toys,
Games, Dolls, Ivory Pyralin, Boxed Stationery,
Leather Hand Bags, and Novelties, Bells, Gar-
lands and Christmas Tree Ornaments, which you
will find complete in every respect.

BUYERS' WEEK, AUGUST 9-14

Visiting Buyers! Make Use of Our Service!

Our Portland Branch and entire Northern sales
organization are ready to render all possible ser-
vice to buyers regardless of whether they are buy-
ing goods in our line or not. We want you to feel
that our 69 YEARS of manufacturing experience
and stock carried in PORTLAND are at your
disposal.

Eloesser-Heynemann Co.

29 Fifth St. North Phone Bdwy. 69

You Know Our Famous Brands



Look at our KUTEKUTS for girls
New Varieties Just Arrived

Ames-Harris-Neville Co.

Bags, Burlap and Twine

Fifteenth and Hoyt Streets, Portland, Oregon

Buyers' Week, Aug. 9 to 14, Inclusive

Stocks

Stationery
Safety Razors
Razor Strops
Flashlights
Fountain Pens
Electric Vibrat-
ors
Japanese Novel-
ties
Thermometers
Bathing Caps
Vacuum Bottles

Toilet Sets
Artificial Flow-
ers
Games
Toys
Playing Cards
Soda Fountains
Hot Soda, Sup-
plies
Fruits and Syr-
ups
Store Fixtures

Soda Fountain
Equipment
Chairs & Stools
Carbonators
Charging Tanks
Drugs
Chemicals
Pharmaceuticals
PUROLA Toilet
Preparations
And thousands
of other inter-
esting items

se Your Home
Directed Here

PHS IN OREGON, WASHINGTON, IDAHO AND ALASKA

ANK DRUG CO.
Portland, Oregon



BUYERS

the largest manufacturing clothiers
West of Chicago bid you welcome.

"from
the
sheep's
back
to the
man's
back
and no
cotton
added in
transit"

WE EXTEND to every buyer a
cordial invitation to call and
inspect our new fall showing
of men's and boys' clothing, made
here in our Portland factory. Made
from the finest of western woolsens, hand-
tailored by competent tailors; Brownsville
All-Wool Suits are meeting with phe-
nomenal merchandising success through-
out the Northwest.

And why shouldn't they? Brownsville
garments are ALL WOOL and are made
up in a variety of styles, materials and
patterns and faithfully fulfill the demands
of well-dressed men. The dealer who
carries the Brownsville line is making
the strongest possible bid for permanent,
satisfied customers.

BROWNSVILLE WOOLEN MILLS

Portland Astoria, Eugene
Marshfield North Bend

Woolen Mill Building
THIRD AND MORRISON

Manufacturers
and Wholesalers
of Men's and
Boys' Clothing

Attention, Buyers!

You Are Invited to Visit
and Buy Your

**NIKK-MARE PERFUME AND
TOILET REQUISITES AND IN-
STANTANEOUS NEO-PLAS-
TIQUE at the**

NIKK-MARE LABORATORIES
Office No. 7, 556 1/2 Washington St.
Selling-Hirsch Bldg. Phone M. 5271

See display in West Park St. Win-
dow at Woodward, Clarke & Co.
Also Multnomah Hotel Lobby, 3d
St. Entrance.

These Goods Are Good Sellers and
Repeaters.

**JACOBS HAT
AND CAP WORKS**

4th Floor Phoenix Bldg.
Portland

Visiting Buyers
See our lines of All Wool
Felt Hats, Cloth Hats
and Caps.

WM. GREENBURG

100 SECOND STREET
Wholesale
Clothing, Furnishings, Lingerie and
Dress Shoes, Etc.

Louis Rosumny

Invites the buyers of the North-
west to visit the largest and
finest NUT FACTORY in Ore-
gon—

**Beaver
Nut
Company**

Manufacturers and Jobbers
Distributors of Vol's Chocolates

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