

U. S. PROSPECTS FOR BIG EXPORT TRADE BRIGHT

Conditions in South America,
Africa, and Australia In-
vestigated

STUDY HELD NECESSARY

Unfamiliarity With Situation
Is Only Obstacle at Pres-
ent Is View

WASHINGTON, Feb. 2.—Encouraging reports of America's chances for increasing her share of the world's trade are being brought to the department of commerce by special agents and commercial attaches after investigation in South America, the Orient, Africa and Australia. Information of commercial peculiarities and suggestions for meeting the wishes of foreign pur-

chasers have been prepared for the use of American business men. Robert S. Barrett, special agent of the bureau of foreign and domestic commerce, reported today on his study of the paper trade in South America. He visited every country of that continent and listed the equipment and requirements of 2800 newspapers and printing offices. He will undertake soon a trip through this country to confer with paper manufacturers and exporters on how they can enlarge their South American business.

Trade Customs Required. "Compliance with South American trade customs is all that is necessary to make purchasers there permanent customers of the United States," Mr. Barrett said. "Everywhere I went I found the most cordial feeling toward this country and Americans. They realize down there that the United States entered the war for altruistic reasons and at an enormous sacrifice of men and treasure. Having fought for democratic government themselves, they admire with all the fervor of the Latin race a nation which abandoned a war trade as great as ours to fight for world freedom."

"The Mexican policy of the United States has removed whatever of misunderstanding that may have existed regarding North American ambition in South America. Those who asserted the United States had territorial ambitions have been disarmed by our withdrawal from Vera Cruz. Those who were jealous of the prestige of the United States have been won over by the participation of

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Black River Falls, Wis.—"As Lydia E. Pinkham's Vegetable Compound saved me from an operation, I cannot say enough in praise of it. I suffered from organic troubles and my side hurt me so I could hardly be up from my bed, and I was unable to do my housework. I had the best doctors in Black River Falls and they wanted me to have an operation, but Lydia E. Pinkham's Vegetable Compound cured me so I did not need the operation, and I am telling all my friends about it."—Mrs. A. W. Binzer, Black River Falls, Wis.

It is just such experiences as that of Mrs. Binzer that have made this famous root and herb remedy a household word from ocean to ocean. Any woman who suffers from inflammation, ulceration, displacements, backache, nervousness, irregularities or "the blues" should not rest until she has given it a trial, and for special advice write Lydia E. Pinkham Medicine Co., Lynn, Mass.

South American diplomats in affairs affecting this hemisphere.

Unfamiliarity Only Obstacle. "The only thing standing in the way of increasing our export trade is unfamiliarity with conditions in South America which call for a handling of shipments that is different from our practices here."

One such difference cited by Mr. Barrett is in the packing of goods sent to the west coast of South America. Because of numerous transfers of shipment and lighterage in the shallow harbors, rolls of paper must be protected by wooden shooks. Paper not so protected arrives damaged, causing dissatisfaction and loss. Domestic packing is adequate for east coast shipments.

The use of the metric system in South America also imposes special conditions on trade. To insure conformity to sizes desired there, while American publishers buy their flat paper on the basis of 500 sheets weighing thirty-two pounds, the South American figures according to the number of grams to the square meter.

Peculiarities of tariffs have to be considered, large size paper, for instance, taking small duty in Uruguay while smaller sizes pay heavy duty because classed as writing paper, which is regarded as a luxury. In Chile, paper that contains 15 per cent or more of ground pulp enters free.

Long Term Credits Demanded. There are styles of paper desired in South America which have to be made especially for that trade, and which always heretofore have been supplied by European makers. Chief of these is the so-called stamped paper, used for legal documents, in which the government has a monopoly for revenue purposes. It is hand-made and watermarked with the coat of arms of the republic where it is sold.

Approval of trade acceptance by the federal reserve board has removed much of the difficulty which formerly beset American export trade.

Long term credits generally are required by South American buyers.

Modern equipment and alert business methods were found by Mr. Barrett in his investigation of newspapers and printing offices. In Buenos Aires alone there are thirty-three daily papers, of which eleven are printed in foreign languages, four in Italian, two each in English, German and Syrian and one in French. Until three years ago, little news was received from the United States, but closer relations between the two continents and the growth of the Pan-American idea have caused a demand for American news which is being met by increased cable services. The South American papers have a more serious tone than those of the United States. "Features" are a rarity and the comic supplement unknown, but novels of literary value are printed in daily installments, so arranged in the paper that they can be cut out and preserved in book form.

Cable dispatches received by some papers are posted on bulletin boards, where they may be compared with the dispatches as printed, to show that the news is genuine and was given the public without "padding." Scare heads virtually are unknown.

Magnificent buildings house many of the newspapers, decorated in marbles and tiles, and containing art work. A unique feature of one building is a fencing room, reminder of the days when the code duello was the arbitrator of personal disputes. A master at arms is still employed by the paper to instruct its staff in fencing as a pleasant and profitable recreation.

The same paper has a powerful whistle, which it uses to announce startling events to the city. Until the European war began, extra editions were few and far between and the whistle seldom was heard. As world events became of daily occurrence, the whistle blew frequently. A city council antagonistic to the editor of the paper attempted to impose restrictions on noises such as the whistle by providing a fine for blowing whistles at certain hours. The editor made out his check to cover a large number of fines, and the "extra" continued to be sounded for the city's benefit. Finally, the ordinance was repealed.

SALEM MARKETS

BUYING PRICES.	
Eggs and Poultry.	
Eggs, 44 to 46c.	
Hens, live, 21c to 22c.	
Dressed chickens, 30c.	
Old roosters and stags, 11 to 15c.	
Pork, Mutton and Beef.	
Ewes, 5 to 7c.	
Pork on foot 15c.	
Veal, dressed, 12 to 16c.	
Spring lambs, 12 1/2c.	
Beef steers, 7 to 9c; cows, 4 to 8c.	
Bulls, 4 to 6c.	
Hay.	
Chest, per ton, \$22.	
Clower, per ton, \$20.	
Vetch, per ton, \$22.	
Grain.	
Wheat, \$1.85 to 1.87.	
Oats, 80c to 85c.	
Beans, 8 to 9c.	
Mill Feeds, Retail.	
Bran, per ton, \$35.50.	
Shorts, per ton, \$39.	
WHOLESALE TO DEALERS.	
Butter.	
Country butter, 45c.	
Creamery prints, 53c.	
Butterfat, 1 c. b. Salem, 54c.	
Fish.	
Salmon, Chinook, 20c.	
Vegetables.	
Lettuce, crate, \$2.15.	
Celery, 75c to 90c.	
Nobr. rice corn, 19 to 10 1/2c.	
Tomatoes, California, \$2.75.	
Broccoli, \$1.85.	
Onions, \$2 to \$2.50.	
Cabbage, 2c.	
String garlic, 8c.	
Potatoes, \$1.25.	
Turnips, sack, \$1.00.	
Sweet potatoes, 5c.	
Nuts.	
Almonds, 23c.	
Walnuts (No. 1) 24 1/2-2c.	
Walnuts (No. 2) 20c.	
Peanuts, raw, 16c.	
Cocoanuts, dozen, \$1.40.	
Fruits.	
Grapefruit, \$5 to \$6.	
Pears, \$1.50.	
Oranges, \$2.50 to \$4.50.	
Bananas, 5 1/2c.	
Apples, \$1.25 to \$1.75.	
Pard dates, \$2.50.	
Dromedary dates, \$4.75.	
Honey (Idaho) \$4.25 to \$4.50.	
Lemons, \$6.50 to \$7.50.	
Retail Prices.	
Creamery butter, 60c.	
Flour, hard wheat, \$2.80 to \$3.	
Flour, valley, \$2.50 to \$2.60.	
Eggs, 50c.	
Sugar, cane and beet, 11 lb, \$1.	
Potatoes, sack lots, \$1.50.	

PORTLAND MARKETS

PORTLAND, Feb. 2.—Today's car receipts: Wheat, 1; flour, 5; oats, 2; hay, 6.

Cattle. Cattle, steady; receipts, 35; medium to choice steers, \$19.35 to \$11; good to medium steers, \$9.35 to \$10.35; common to good steers, \$7.75 to \$9.25; choice cows and heifers, \$7.75 to \$9; common to good cows and heifers, \$6.50 to \$7.75; calves, \$7.50 to \$11; stocker and feeder steers, \$6 to \$9.

Hogs. Hogs, steady; receipts, 250; prime light, \$16 to \$16.25; prime heavy, \$16.25 to \$16.35; pigs, \$12.75 to \$15; bulk of sales, \$16 to \$16.15.

Sheep. Sheep, steady; receipts, 24; western lambs, \$15 to \$15.50; valley lambs, \$14.50 to \$15; yearlings, \$13 to \$13.50; wethers, \$12.50 to \$13; ewes, \$10 to \$11. Portland market on shorn sheep, 2 1/2 to 3 cents under quotations.

Dairy Products. Butter: Prints, extras, 52 to 53c; cubes, extras, 48c; prime firsts, 47 1/2c; dairy, 31c. Butterfat, Portland delivery, No. 1 sour cream, 55c.

Potatoes. Buying price, locals, \$1 to \$1.15; 2c/2g price, \$1.25 to \$1.35. Grain: No session.

Massachusetts Patriot Dies Ready for War



MAJOR A. P. GARDNER.

Former Representative Augustus P. Gardner of Massachusetts, who was one of the very first advocates of preparedness by the American government, and who was the first member of congress to back his convictions by joining the army died at Camp Wheeler, Macon, Ga., of pneumonia. He was so earnest about getting into the actual fighting that he gave up his colonel's commission, which he had first received, and became a major that he might the sooner get to France.

HIGH-TESTING CREAM BRINGS BETTER PRICE.

High-testing cream is of benefit to both the cream producer and the butter manufacturer. The creameries realize this and many of them are urging their patrons to deliver cream of highest butterfat content. Cream testing about 35 per cent fat is desirable for butter making because it can be handled more cheaply and makes a better quality of butter than a thin cream. Because of these facts creameries are able to pay their patrons top prices for high-testing cream.

The University of Missouri College of Agriculture mentions several reasons from the farmer's point of view, why cream should be high in test. One of these is because of the improvement in the quality of the cream as the test increases. A high-testing cream will retain its good flavor much longer than a thin or low-testing cream. The quality of the cream should be of the best, since it takes good cream to make good butter. Good butter commands a higher price than poor butter and thus produces higher returns to both the creamery and the farmer.

By separating milk into high-test-

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Benjamin Brick

The Corner Store

State and Liberty Streets

ing cream a larger quantity of skim milk is obtained. The value of 100 pounds of skim milk is sometimes considered equal to that of half a bushel of corn. With the high prices of feeds it is therefore desirable to feed all the skim milk possible. High-testing cream makes possible more of this valuable feed.

The production of high-testing cream also saves money for the farmer who ships cream. When cream tests 20 per cent it will cost 2 cents a pound butterfat to ship 50 pounds of it, if the express charges amount to 20 cents. When the cream tests 40 per cent it will cost but 1 cent a pound butterfat to ship 50 pounds, for the total charges will not be affected. This is a saving of one-half on transportation charges and should be given careful consideration by the producer. With the production of 100 pounds of butterfat a month, increasing the cream test as shown would mean a saving of \$1 a month.

Kerensky, says the valued Post, has become "a man of pathetic mystery." About as mysterious, we should say, as a corn cob. Kerensky

cracked because instead of acting he conversed. He took the bull by the ear, not the horns. He cried havoc and let slip a pack of roaring sucking doves. He hung his banners on the inner walls, and struck when the iron was cold. A man of mystery! The mystery was, did he accent his name on the first syllable, or the second?—Chicago Tribune.

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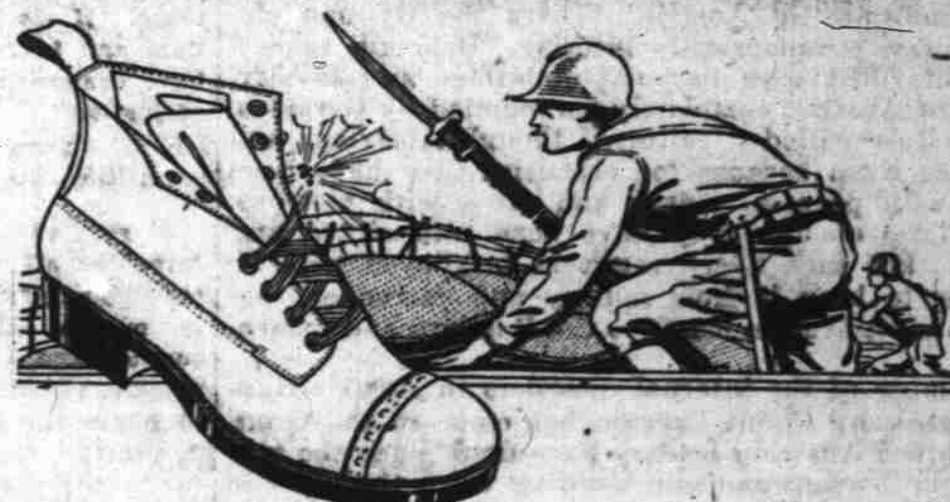
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There are many other Men's Shoes of fine quality and style too at the dollar saving prices. For Instance—

Men's Round Toe Calf, Lace or Button \$6 grade at.....	\$4.95
Men's English Bal Calf Welt, fine \$8 quality at.....	\$6.45
Men's English Bal Calf Fibre Sole, Rubber Heels, \$5.50 grade.....	\$4.45
Men's Round Toe Button or Lace, \$4.50 grade.....	\$3.35
Heavy Work Shoes \$4.95, \$3.95 down to.....	\$2.85

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Liberty Oats, 3 1/2 pound pack.....	30c	Corn Oil for salad and cooking, per gal. \$2.00	
Bulk Black Pepper, pound.....	35c	Cooking Molasses in bulk, best grade, per gallon.....	75c
Sauer Kraut, per quart.....	10c	Spuds, per pound.....	14c
Macaroni, 4 pounds for.....	25c	Good Brooms.....	75c, 85c and 95c
Dried Grapes, 3 pounds for.....	25c	Royal Club Coffee, 3 pounds.....	95c
Loose Muscatel Raisins, 2 pounds.....	25c	Our Pride Coffee, regular 80c seller, per pound.....	25c
Bulk Mustard, per pound.....	28c	4 Rolls Toilet Paper.....	25c
5 pound can Breakfast Blend Steel Cut Coffee sells for 30c per pound; per can.....	\$1.25		

DRY GOODS

We haven't space to quote prices on Dry Goods. Our Dry Goods business is increasing daily. It would be to our mutual interest for you to investigate this department.

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