

JANUARY CLEARANCE SALES

The Greatest Clearance Sale We Have Ever Held

\$350,000.00 dollars worth of the season's newest, smartest, Best merchandise ever brought to Pendleton is being offered at prices that do not near represent their cost to us. Its the grandest opportunity you've ever had to save on needed apparel. Be among the first as first choosing is always best—get what you want before someone else has taken what would have been your choice.

TICKETS ARE ON SALE NOW
At our wrapping desk for The Bird of Paradise.

PENDLETON'S GREATEST DEPARTMENT STORE
The People's Warehouse
WHERE IT PAYS TO TRADE

TICKETS ARE ON SALE NOW
At our wrapping desk for The Bird of Paradise.

TURN OF YEAR FINDS BETTER OUTLOOK IN MOST BUSINESS LINES

Representative of Overbeck & Cooke Co. Regards Canadian Embargo With Disfavor as Shortsighted Move.

BY CHARLES C. BROWNE
(of Overbeck & Cooke Co.)
Contrary to the expectations of many who have viewed the situation with dire forebodings, the new year was ushered in quite auspiciously in the financial and industrial world. The New York Stock exchange and The Chicago Board of Trade, the business pulse of the country, if not of the whole world reflected a decidedly more cheerful tone and propitious outlook for the year 1921. Ordinarily it is the custom of the turn of the year for optimistic utterances to emanate

from nearly all quarters. During this season, it has been the style, not with-

BOLSHEVIK ART



This sample of a new art in Russia is a bust of Blanset, the French revolutionist, by a soviet artist. It was recently unveiled in Moscow.

out sufficient reason, to dwell on the unfavorable features which have been so thoroughly advertised during recent months. Wholesale cuts in wages and increase of unemployment and shutting down of industrial plants and general house-cleaning in the business and financial affairs which was expected to reach a sort of climax at this period, has been cause for considerable alarm. The stock market has been discounting the approach of the current period of readjustment, months before it was discernable to the untrained observer. During the closing days of the old year, there were many evidences, that the markets for securities had responded fully to all unfavorable factors, past, present and prospective. It is proverbial that the stock market movement forecasts future conditions months in advance with remarkable accuracy. The action of the market recently, especially if the steadily advancing tendency is prolonged, argues well for better things in the business world in the not distant future.

Simultaneously, the grain market with the opening of the new year responded to recent developments of a constructive nature with a rather spectacular advance on the Chicago market the first day. Many in the trade believed that the export demand for

wheat would fade away with the closing of the year and thereafter the demand would be satisfied from the Southern hemisphere. The persistence of the European demand during Christmas week was a great surprise to many of the prophets. The renewal of export buying this week with large quantities being worked each day, together with a good revival in the domestic milling demand, necessitating withdrawing wheat from store for shipment hence, has proved too much for the bear element.

The buying in of hedges as the wheat moved out together with heavy short covering and many recruits to the bull force reveals itself in the recent action of the market. As commented upon in a recent article, the forces arrayed on the constructive side of the market made a determined stand at the \$1.50 level, and later events have demonstrated the wisdom of the stand taken. Wheat has persistently recovered from sinking spells, establishing a higher average range of values since reaching the season's low record on Nov. 25th. The heaviest drive holders were subjected to come in the Government crop estimate of December, when the crop figures were increased nearly 40,000,000 bushels. This forced a revision of all comparisons of supply and demand, and for a time upset calculations which indicated that our surplus over domestic requirements would reach the vanishing point with the end of the year. In the light of recent records of export clearances and fresh sales for export, it will be no surprise if the trade suddenly discovers that we are oversold, and an actual scarcity develop before the new crop becomes available.

Developments of this nature is more likely to bring back high prices than such artificial methods as the revival of the War Finance Corporation or the proposed embargo or prohibitive tariff against Canadian wheat. To say the least, the latter would be a short-sighted policy. Canada is our best customer. The trade balance between this country and Canada is away out of balance. Canada owes us hundreds of millions, and each year the trade balance runs millions against that country and in our favor. This cannot go on, especially if the United States rejects their best efforts to pay up. It is impossible to make settlement in gold. Canada only asks to pay its debt. Are we going to refuse the goods in payment, and thereby dispense with our

best customer? This would be following by an enforced curtailment or cessation of Canadian purchases of merchandise and machinery and numerous other goods and commodities from this country. This would add to the stagnation which has already been keenly felt in the United States. Besides Canada is sure to retaliate. That country is in a position to strike back and strike hard in a commercial way. We are dependent on the Dominion for eighty per cent of our news-print paper or paper pulp and a few other vital necessities. Threats have been made to impose a heavy export duty on sales to this country. Thousands of newspapers would be forced to suspend publication owing to the prohibitive price of paper. They do not like us as a nation up there. Public sentiment is very antagonistic toward America. Latest developments greatly intensify the present bitterness, a fact which is hard to explain.

After all is said and done, an embargo against Canada on wheat would hurt the U. S. more than any country, as it is doubtful if the effect on wheat would be more than momentary flurry in prices. When wheat would again come into competition with American wheat in foreign markets along with that from other countries, we

would be the loser of our best customer at a time when we sorely need foreign trade to keep the wheels of industry turning. We would antagonize our nearest neighbor, unfortunately already antagonistic toward us.

AERIAL DEFENSE IS TOKIO'S PET SCHEME

TOKIO, Jan. 8.—(A. P.)—The navy department has prepared a scheme for aerial defence according to which by March next the Yokosuka naval port will have 52 seaplanes, 11 balloons, 11 airplanes and 22 training airplanes. Forty seaplanes will be based at Kure 52 at Sasebo and 100 at Matsuyama. Arrangements are also being made to carry one or two aeroplanes on each warship attached to the battle fleet. National aeroplane workshops are being established near Hiroshima and large training aerodromes will be located at Lake Kasumigaura, a large inland lagoon about 30 miles from Tokio. Training will be commenced here when the English naval instructors from England arrive next spring.

WANT PUBLICITY FOR COAL MINING COSTS

WASHINGTON, Jan. 8.—(A. P.)—Publicity of official coal cost data to be collected through the federal trade commission as a means of keeping down charges to the consumer will be proposed by the senate reconstruction committee following its investigation into the coal situation. It was said today by Chairman Calder. The committee has come over the subject with Federal Trade Commissioner Houston and it is expected that the bill will be ready for introduction next week.

YAKIMA PAVING TO PROCEED

YAKIMA, Wash., Jan. 8.—(A. P.)—Primarily to provide work for the unemployed here, the Yakima city government has let paving contracts amounting to upwards of \$150,000. The work to be started immediately. It is estimated approximately \$75,000 of this amount will be paid out for labor alone.

The Telephone Company and Wages

Salaries and wages constitute 72 per cent of the expenses of this company. Out of every dollar spent by the telephone company, 72 cents is turned over to its employees in the form of compensation. It is our purpose to retain competent and experienced employees. An efficient and contented organization is the main factor in good service.

The deficit in earnings which we have experienced in Oregon has been largely augmented by necessary increases to our employees. It will be of interest to our Oregon patrons to know what our increased expense for salaries and wages in Oregon has been since 1916 as shown in one of the exhibits filed with the Public Service Commission in connection with our recent application for an increase in telephone rates.

Increase in wages of Plant employees, present over 1916	\$307,000
Increase in wages of Traffic (operating) employees, present over 1916	\$681,000
Increase in wages of Commercial employees, present over 1916	\$98,000
TOTAL ANNUAL INCREASE IN WAGES	\$1,086,000

Although these large increases in wages have been made they represent only approximately a 60 per cent increase over pre-war wages, as compared with increases of over 100 per cent in many trades and occupations requiring no greater skill or preparation on the part of the worker. We do not think our employees' wages should be reduced under present conditions or under conditions now possible to forecast.

THE PACIFIC TELEPHONE & TELEGRAPH COMPANY

BEAUTY WINS HONOR



BETTY EADER
Miss Betty Eader, chosen the prettiest girl in the U. S. Treasury at Washington, won the honor of christening a huge oil painting of President Wilson—said to be the largest oil portrait ever made—now on exhibition on the south front of the treasury building.

What Would Happen to You?

IF SIGNS were nailed over the doors of only half of our Oregon factories, reading:

"Closed—No Business"

How would it affect your affairs—your prosperity—and that of your friends?

The unemployed problem is one that the entire world faces today. You can minimize it in Oregon—you can begin today.



BUY OREGON PRODUCTS

ASSOCIATED INDUSTRIES OF OREGON