

FOREIGN TRADE IS MATTER WHICH CONCERNS ALL

Something About Measures That Have Been Taken to Promote It

WASHINGTON, March 26.—Foreign trade in the United States about which 24 different federal department boards and commissions are busily engaged in promotion and development activities, is not an abstruse form of "Big Business" which concerns only a favored few wealthy corporations. Congress sees the proper expansion of foreign trade as the big opportunity and destiny of this nation—and it affects directly each state, city and home. So Congress, through appropriations and other legislation, is strengthening the position of this country in foreign trade.

Scarcely two years ago, on April 10, 1918, the United States—as a defensive trade measure, especially de-

signed to combat the German cartel system—wrote on the statute books the Webb-Pomerene Act, which permits in export trade such combinations as are forbidden in domestic commerce under the Sherman anti-trust law of 1890 and the Clayton act of 1914. Under authority given in this act 41 export associations have been formed, comprising 710 individual business concerns, with 906 plants in 42 states, according to the latest tabulated reports to the Federal Trade Commission which is charged with administering this act.

Not only are these export associations furnishing a market for the surplus production of farms, mines, lumber camps, and manufacturing establishments, but the 906 plants operated by the 710 associated business concerns furnish direct employment to hundreds of thousands of men and women. These export associations ship American-made goods to all the markets of the world, and are constantly increasing their associate membership as well as their over-seas markets.

These concerns that are thus getting a share of the export trade are for the most part relatively small and could never have been able even to advertise their goods in foreign markets, to say nothing of paying the expenses of maintaining representatives in all the important markets of the world. Through the export associations organized under the Webb-Pomerene Act they are able to fix prices to meet the competition of foreign rivals in the world's market places.

Every section of the country is sharing in this business; in Arizona

there is one office and 11 plants; in New York 123 offices and 110 plants; in Florida 6 offices and 10 plants; in Indiana 22 offices and 24 plants; in Texas 13 offices and 16 plants; in Virginia 17 offices and 21 plants; in Maine 3 offices and 24 plants; in New Jersey 5 offices and 15 plants.

The products by state show a picture of the scope of this export business. California, supplying lumber, hardware, chemicals, fertilizer and general merchandise; Indiana, supplying lumber, clothes pins, meat packing, canned foods, wood manufactures, corn products, flour, iron, steel, ware, fertilizer, soda pulp; Tennessee, copper, tanning materials, phosphate, lumber, fertilizer and soda pulp.

The way in which the export associations formed less than two years ago as a brand-new agency in American business have built up sales in foreign markets is shown in reports to the Federal Trade Commission. For example, the Redwood Export Company, San Francisco from June, 1918 to October, 1919, did \$1,871,000 export trade; the Consolidated Steel Corporation, New York, exported in excess of \$7,000,000 worth in about a year.

Business leaders are very anxious to know how the Webb-Pomerene Act is working out in the competition for world trade after the war. Trade Commissioner Houston Thompson, who has been in direct charge of the export trade division of the Federal Trade Commission is preparing to discuss the law and its functions at the Seventh National Foreign Trade Coun-

cil in San Francisco May 12 to 15. Under the supervision of the Federal Trade Commission a staff of trained economists and lawyers are giving daily attention to inquiries that come from all parts of the country for information in connection with this act. They advise with representatives of export associations and other interested in the law.

Because dislocation of trade and industry has been brought about by the war, and economic conditions are undergoing kaleidoscopic changes in the foreign markets where American business relations have been established. Which are likely at any time to upset competitive trade conditions, the Federal Trade Commission through its export trade division is keeping in close touch with all developments in international trade.

This phase of work includes comparative investigations of domestic and foreign prices in connection with export associations operating under the Webb-Pomerene Law; study of unfair practices of competition in international trade; general competitive conditions in foreign markets where American business relations have been established; analysis of foreign and American legislation and judicature relating to trade combinations, cartels, syndicates, etc.; studies and reports of foreign trade policies of other world-trade countries; and other matters whereby our national foreign trade policy may be affected.

Two years ago when the Export Trade Act was being debated it was urged as a defensive trade measure, but members of Congress today ad-

mit that they did not realize then how much it would safeguard American interests in international trade competition. There are today more than 500 combinations in Great Britain, most of which are engaged in export trade, and some of which are gigantic. For example, the J. P. Coats Company in a statement the other day admitted that 85 per cent of its production was for export. Last month the entire British glass-making industry was organized into one nation-wide combination; the cutlery industry has similarly united in one giant combination, openly declared to be for the purpose of strengthening itself for competing with the United States. In Japan the combinations are larger than in any other country—to illustrate, the formation last week of an international match corporation to monopolize the world market.

But for the passage of the Webb-Pomerene Act the business interests of the United States would not be able to challenge such consolidated competition. A growing tendency has been noted by the federal officials that the individual manufacturing plants mark their goods for export with the trademark of their export association rather than with an individual mark. Out of this it is expected that there will eventually grow a "Made in U. S. A." mark which Trade Commissioner Thompson points out should arouse the esprit de corps of American business to watching its exports with an eye jealous of the least imperfections. The action of American competitors in policing each other in foreign coun-

tries, with the Federal Trade Commission acting as umpire, is leading to the organization of national trade commissions in other countries. Out of this leaders in Congress expect to see an international trade commission to foster and referee a reciprocal spirit of fair play in commerce among the nations of the world. There is even now being urged in Congress legislation looking to some such method of dealing with those who seek a world monopoly and who can injure not only the consumers in their own country, but those in foreign countries.

Rev. Charles P. Butler, pastor of the First M. P. church at Whaleyville, Md., was a visitor in the city yesterday the guest of Mr. and Mrs. Fred B. Cannon on Virginia avenue. Mr. Whaley left yesterday for Morgantown to visit relatives.

GUARANTEED HAIR SAVER
Albert (anxiously)—"I'm afraid I'll soon be bald; my hair is coming out."
Fairmont Pharmacy druggist—"Why worry? Use Parisian Sage and I guarantee it will stop your hair falling out or I will return your money."—Adv.

Buttonholeless Collar.
Instead of buttonholes, a new collar for men has slots to slip over the buttons, those in front interlocking to hold the collar securely.

Truly Great Heart.
His heart was as great as the world, but there was no room in it to hold the memory of a wrong.—Emerson.

Sure Relief



BELL-ANS
INDIGESTION
25 CENTS

6 BELL-ANS
Hot water
Sure Relief

BELL-ANS
FOR INDIGESTION

NR TO-NIGHT—
Tomorrow Alright
Get a 25¢ Box



Mountain City Drug Co., Druggists.

Follow the Parade TO SPIRO'S GREAT SALE

This is an extraordinary happening at this time of the year; as you know most Sales are conducted at the end of the season to get rid of left-overs and to clean up stocks. At this sale you will be able to buy the very newest and have a complete assortment to choose from at AFTER THE SEASON SALE PRICES. Look what this means to you, coming right now at the beginning of the season. Mr. Shipley of Boston, "Expert on the correct things for men to wear" is with us for two weeks and will give you his personal attention regarding style and correct fit. Immense buying for our chain of stores and enormous business enables us to give you these wonderful values.

SPRING SUITS FOR MEN AND YOUNG MEN

\$35.00 young men's models, form fitting and belted. The very last word in style. Plain blues, brown, green and fancy mixtures, sizes 33 to 44. Very special at **\$24.87**

\$30.00 men's suits, conservative models, serges, worsted and cassimeres in blue, brown, green, etc. Stouts and regulars, all sizes. Sale Price **\$19.87**

\$40.00 men's and young men's suits by America's foremost tailors. You must see them to appreciate the values. The styles are most correct. Sale Price **\$29.87**

\$50.00 to \$60.00 men's and young men's suits, silk lined. Built by master craftsmen. To the man who knows and buys the best, step in when passing, slip into one of these wonderful garments. The savings will well repay you. Sale Price **\$32.87 to \$36.87**

BOY'S SUITS

This Will Be a Style Show Boys. Special attention has been paid to this department. Every suit is built for service in styles like the grown-ups wear.

Juvenile Suits \$3.95, \$4.95, \$5.95 and \$7.95.

Boys' up to eighteen \$8.67, \$9.67, \$10.97, \$12.97, \$14.97, \$16.97. Values up to \$25.00.

A special lot of boys' suits "Light Worsted." All sizes, \$5.67. Worth double.



Buy Your Easter Outfit Now

You will never be able again to duplicate these prices on young men's correct wearing apparel. Let our Mr. Shipley fit you up

Values Extraordinary In Men's Furnishings

MEN'S SHIRTS

Special lot of Men's shirts, not all sizes, \$1.17, values \$2.50.

\$3 fine negligee shirts, splendid assortment at \$2.27.

\$3.50 men's shirts all new for spring. Neat patterns, \$2.67.

\$3.50 and \$4.00 shirts. Madras, Pongees and fine percales, \$2.87.

\$7.50 and \$8.00 silk and fiber shirts. Beautiful patterns and "full of pep". Prices during sale including war tax, \$5.67.

Another Special lot of shirts will be grouped for quick clearance at, \$1.57.

\$2.50 men's fine cambric night shirts, \$1.77.

\$3.50 men's pajamas, all colors. Well tailored, \$2.87.

Men's Underwear

B. V. D.'s and fine Athletic Union suits, \$1.47.

\$1.50 Fine Nainsook union suits, 97c.

\$1.50 Balbrigan union suits, \$1.17.

\$2.50 Lisle thread and Egyptian cotton union suits, knee and ankle lengths, \$1.67.

75c fine mesh underwear, 2 pieces, 47c.

\$1.00 fine balbrigan underwear, 2 pieces 67c.

Hats and Caps

\$1.50 special lot of caps 87c

\$2.00 special lot of caps \$1.37

\$2.50 special lot of caps \$1.87

\$3.50 special lot of caps \$2.37

\$3.00 soft felt hats \$1.87

\$4.00 soft felt hats \$2.67

\$5.00 Extra quality \$4.67

Men's Hosiery

Special lot of hose in colors including white but 17c, values up to 35c.

50c Lisle hose; all colors, 27c.

75c French lisle and mercerized hose, 57c.

\$1.00 silk and silk fibre hose in colors, 77c.

\$1.50 silk hose full fashioned, \$1.17.

Men's Raincoats

\$9.75 Raincoats, \$5.97.

\$12.50 Raincoats, \$9.67.

\$18.00 Raincoats, military style. These cannot be duplicated at the price, \$12.47.

\$25.00 Duplex rain and top coats combined. Latest styles and fabrics, \$16.97.

Men's Neckwear

Hundreds of men's neckties at astounding values. \$1.90 and 75c silk four-in-hand and bat wing ties. All new patterns, 47c.

Another special lot of Exclusive patterns, \$1.00 values, 67c.

\$1.50 neckwear, cut silks and knitted, all new, 97c.

\$2.50 and \$2.00 four-in-hand. Fine Persians, etc. \$1.37.

Fine knitted ties, \$1.37.

Miscellaneous

15c red, blue and white handkerchiefs 9c

25c Arrow handkerchiefs, 3 for 50c

35c men's garters 27c

75c men's Belts 47c

\$1.00 men's belts 67c

Don't Mind The Crowds: There will be plenty of Polite Salespeople to wait on you

Working Man's Special

\$2.50 Overalls and blouses \$1.97

\$5.00 Men's Union-Suits \$3.77

Heavy chambray work shirts, blue, khaki, polka dots \$1.37. Regular \$1.75 values.

Heavy black satcen work shirts, \$1.67, values, \$2.25.

SPIRO'S

107 MAIN STREET FAIRMONT, W. VA.

To the Man Who Looks Ahead and Figures.

All remaining stocks of overcoats at **HALF PRICE.**

MEN'S NEW SPRING TROUSERS AT GREATLY REDUCED PRICES.