

BIG TRADE CHANCES IN THE ORIENT

Trade Commissioner Sees Opportunity for American Business

J. W. Sanger, trade commissioner of the U. S. department, has just returned from China, where he made an investigation of the advertising methods of that country, with an eye to the best way of advertising American goods. He has previously visited other countries of the Far East, and naturally, has put his mind to work on the conditions. He has written this article on American trade with the Far East exclusively for The Seattle Star.

Business economists have figured that the difference between good and bad conditions is 17 per cent. The foreign trade of the United States in 1920 was about 17 per cent. In other words, if America was at the peak of prosperity and foreign trade was suddenly cut off, the country would drop to the pit of depression.

These facts speak for the importance and point directly to the importance of foreign trade.

REAL QUESTION: HOW TO BUILD IT UP

It is no longer sensible to discuss whether we shall, or shall not, enter into foreign trade. America has been in for years. And the country is bound to stay in.

The real question is: how shall we go about building up this foreign trade?

The Far East plays an important part in the answer to this!

There are scores of things that the United States must get from foreign lands. And for them, we must pay in gold or goods, preferably goods.

The most profitable foreign trade is in manufactured goods, and that is what the Far East needs most. Where France, England and Italy have facilities for manufacturing, the Far East, generally, has not.

Right now there is an abundance of silk, tea and vegetable oil, that the United States can always make use of, in China. In return, China wants machinery, cotton goods and kerosene.

The main article Japan has, that America needs, is silk—the index to the prosperity of Japan. And, from this country, Japan wants machinery and raw cotton.

From the Philippines the U. S. can get agricultural products, and in return send finished products.

WONDERFUL OPPORTUNITY FOR U. S. IN CHINA

Japan and the Philippines stand much higher in buying power, per capita, than China. Yet China offers wonderful opportunities to America, when you look into the future.

Right now the country is held in the background, in a trade way, because of the lack of transportation facilities. But that problem is bound to work out, in the future. The country is at work, at the present time, with the co-operation of foreign capital, on the construction of railroads.

As results come, trade possibilities are certain to improve. America can find a market, growing better all the time, in China.

Shanghai is the commercial metropolis, handling 40 per cent of the entire total of foreign business. For the first time in the international history of China, the United States led, in 1920, in foreign trade with that country.

Americans who have visited China return with a wonderful impression of the trade possibilities. They base their ideas on the fact that the population of China is about 400,000,000. Imagine selling, for instance, one pair of shoes to each inhabitant.

That would give the impression that 400,000,000 Chinese are just waiting for America to step in with goods. Such is not the case, however.

However, if but a small percentage of the population continued to buy an increasing amount of American goods, it would put hundreds of millions of dollars in American pockets.

"CHINA ACT" WILL HELP U. S. BUSINESS MEN

Right now there is a bill, commonly known as the China act, before the senate, which, if put into effect, would place the American business man on a par with business men of Britain, Japan and other foreign countries, in trade dealings with China. It would do away with income and excess profits taxes on business done by Americans in China.

Time will come when the Far East, after machinery orders are filled, will buy mostly the higher grade and more expensive articles from outside. The higher the grade, the bigger the profit.

Trade in the Far East is open right now. And it is going to get better right along. When the Chinese railroad situation is straightened out, a boom in that section is bound to come. And with the general return to normal conditions in all Far East countries, foreign trade will be the general pick-up.

The Chinese merchant feels very friendly toward the American merchant. He stands ready to welcome trade with America, but is a shrewd buyer and will look to the best and cheapest market.

The American merchant will do well to get in strongly in the swing of trade with the Far East.

And it is well to remember that the more business—the more money—the more jobs. That's why trade with all foreign countries closely concerns every American.

Landlord's 9 p. m. Curfew Knocked Out

NEW YORK, May 13.—A tenant has a right to come home after 9 p. m., according to a decision by Justice Marris. A landlord complained that he had put a burglar alarm on his front door, and that whenever the tenant came in after 9 p. m., "I can't see that argument at all," said the justice.

Wants \$5,000 for Bites of Bedbugs

BOSTON, May 13.—Mrs. Katherine Quinn has sued her landlord for \$5,000. She says bedbugs in the house bit her so severely that she had to go to the hospital 150 times and lost the use of her right hand.

HEN MOTHERS YOUNG PIG; PROTECTS HIM WITH HER FEATHERS

LONDON, May 13.—At a farm at Kelton Hill a lovely hen is mothering a young pig. The latter, left a few days ago without its natural protector, made friends with the hen, which has a nest in the pigery. The bird covers the tiny pig, tucking it up completely with her feathers. When the pig is thirsty it runs across to the milk trough, has a drink, and returns quickly to the protection of its feathered "mother."

GIRL ARRESTED IN THEFT CASE

Held With Man for Stealing Cigarets

John Miller, 30, 153 W. 74th st., was arrested Friday morning, when police officers found 150 cartons of choice cigarettes in his room. Miller was a clerk at the National Grocery Co. He is held on an open charge.

Alleged to have been connected in the cigarette theft, Anna Johnson, 30, a fellow-clerk with Miller at the wholesale grocery store, was arrested Friday.

Police are investigating the case. Mrs. J. T. Keys, at Pacific City, and usually went to school on the milk wagon to Auburn.

BRICKLAYER POSES AS A COUNT; VAMPS FAIR BERLIN MAIDS

BERLIN, May 13.—Male vampires have invaded Berlin's social world. This entry of international adventurers and the rise of the new-rich are causing new scandals every day. A bricklayer calling himself a count became engaged to marry a dozen girls and got from each a portion of her dowry. He was arrested.

Thieves Fracture a Rooster's Skull

Chicken thieves in a high-powered automobile kidnaped 17 Rhode Island pullets from L. R. Durham, Second ave. and Henderson st., Thursday night. A tough old rooster was left behind, after the chicken fanciers had fractured its skull with a stick of stove wood.

\$100 Prize Given for Best Coiffeur

PARIS, May 13.—Three separate juries of the most expert hair dressers in Paris awarded first prize, \$100, to an artist who built the hair of a beautiful blonde into a huge turban of which there seemed to be no beginning or end. The days of simplicity in hair dressing were declared past and bobbed hair is gone forever—the hair dressers hope.

Comedienne Sues for Caricature Damage

PARIS, May 13.—When it comes to caricatures, apparently they order things differently in France. The right to caricature people in the public eye has been questioned by Cecile Sorel, comedienne. She is suing an artist for 10,000 francs damages for perpetrating what is said to be a somewhat brutal delineation of her features. She also demands the destruction of the sketch.

Rouge Out of Favor in Merrie England

LONDON, May 13.—Makeup is no longer in fashion. According to one dealer women don't use rouge now that they keep their skin clean with cream and protect it with a dusting of powder. The women have a face powder to match their natural complexion, so that when used it is undetectable.

Silent Censorship of Movies Planned

WALLA WALLA, May 13.—"Silent censorship" of moving pictures is being urged by Mrs. C. Arthur Varney, state president, at the convention here of the Washington Mothers' Congress and Parent-Teacher association. "When you see a clean movie, boost it," she advised. "When you see a poor picture, let silence be your censor."

FREDERICK & NELSON

FIFTH AVENUE AND PINE STREET

Tomorrow the Last Day to View the Store's "Made-in-Washington" Exhibits

—another opportunity to see Washington Manufactures in the making.
—another opportunity to take advantage of the special prices on certain Washington products.

DOWNSTAIRS STORE

Allover Lace Frocks

A Leading Fashion of the Hour

\$27.50

- brown, navy and black lace over charmeuse or crepe.
- some in sleeveless style for evening wear, others in afternoon modes.
- bands of contrasting ribbon veiled with the lace, and clusters of flowers, form the trimmings.

A lovely fashion reproduced for a very low price—**\$27.50.**

Boys' Shoes

\$4.50 and \$5.00

SOFT black coltskin assures long wear and comfort in these Shoes. They are on broad-toe last, as pictured, with Goodyear welt soles.

Widths B, C and D.
Sizes 11 to 13½.
\$4.50; 1 to 2, \$5.00.

Same model in brown calfskin, sizes 11 to 13½.
\$5.00; 1 to 2, \$5.50.

—THE DOWNSTAIRS STORE

Women's and Misses' Coats

\$13.75 to \$39.50

Styles vary as widely as the prices in this group of Coats, for there are wrap models, cape styles and regulation effects in Tricotine, Bolivia, Velour, Serge and Clipped Bolivia cloth.

—Tan, Light-blue, Brown, Navy and Rose.
—Sizes 16 to 45.

Priced at **\$13.75, \$25.00, \$27.50, \$32.50 and \$39.50.**

—THE DOWNSTAIRS STORE

Important Savings Offered in Little Boys' Jersey Suits

Reduced to \$4.85

LITTLE fellows can tumble about as much as they like in these little Suits of wool Jersey, for they do not muss or wrinkle easily, and they are, besides, sufficiently warm for all-weather wear.

The Suits are of heavy, long-wearing Wool Jersey in Mid-dy, Junior Norfolk and Oliver Twist styles, some with collars of white pique or linene.

Sizes 3 to 10 Years
Sharply underpriced at **\$4.85.**

—THE DOWNSTAIRS STORE

New Jersey Silk Petticoats at \$4.95

introduce more striking effects in flounce-designs than have been featured at this price for some time.

Vivid colorings to choose from and dark shades, too—American Beauty, Bisque, Tomato, Rust, Brown, Gray, Gold, Navy, Peacock, Copenhagen, Rose and Purple. Priced at **\$4.95.**

—THE DOWNSTAIRS STORE

Sweetheart Soap Special 5c Cake

THIS mild, delicately scented soap for toilet, bath and nursery use—in handy oval cake—specially priced at **5c** cake.

—THE DOWNSTAIRS STORE

From the Nickols Dress Manufacturing Company, Seattle

Coverall Aprons, Special \$1.00

UNUSUALLY attractive styles and careful making for such low-priced Aprons. Slip-over and button-front styles, with belts or sashes, trimmed with narrow ruffles, piping and rick-rack braid on striped, checked and dotted percales; also plain pink, lavender and Delft-blue.

Special, **\$1.00.**

Made by the Bowers Manufacturing Co. Seattle

Made by the Washington Broom & Woodware Company, Seattle

Mother Goose Brooms, Special 95c

—of selected broom corn, with four rows of stitching, and long varnished wood handle. Special, **95c.**

Made by the Bowers Manufacturing Co. Seattle

Novelty Slip-over Aprons Special 85c

—in slip-over style, fastening at sides and trimmed with narrow ruffles of plain pink or blue percale and rick-rack braid.

Choice of polka-dot, figured and striped patterns on white percale.

Special, **85c.**

—THE DOWNSTAIRS STORE

Made by the Richards Brush Company Seattle

Floor Brushes Special 95c

Sweeping Brushes of Tampico fiber wire-drawn in red-finished block; 12-inch size. Special, **95c.**

Made by Black Manufacturing Company Seattle

Men's Black Sateen Work Shirts Special \$1.95

MEN'S BLACK SATEEN SHIRTS, double-stitched, and with double front and back, special, **\$1.95.**

MEN'S BLACK SATEEN SHIRTS with flat collar and two pockets, special, **\$1.65.**

SHIRTS OF HEAVY KHAKI TWILL, with two pockets, special, **\$1.95.**

SHIRTS OF BLUE OR GRAY CHAMBRAY, with military collar, special, **\$1.35.**

—THE DOWNSTAIRS STORE

Made by the Bowers Manufacturing Co. Seattle

Handled Dusting Brush, Special 50c

—with red-finished handle and 7-inch block into which are set five rows of firmly fastened hair bristles. Special, **50c.**

—HOUSEWARES SECTION THE DOWNSTAIRS STORE



Announcing The Opening of The New CANDY SHOP

On the First Floor

Which Will Feature the Delicious, Pure and Wholesome Products of Our Own Daylight Candy Kitchen

FREDERICK & NELSON

FREDERICK & NELSON

FIFTH AVENUE AND PINE STREET

In a Remarkably Attractive Offering:

3,950 Pairs of WOMEN'S GLOVES

AT **95c** **\$1.95** **\$2.65** PAIR

THESE three exceptional groups of Women's Gloves include Imported Kid Gloves, French Suede Gloves, Chamois Gloves, Silk Gloves and Chamoisette Gloves—all exceptional in value at the respective prices.

Gloves \$2.65 Pr.

—Two-clasp French Glace Kid Gloves (just received from France), pique sewn with four rows of novelty embroidery, in Black, White, Mode, Beaver and Brown. Price **\$2.65.**

—Strap-wrist French Suede Gloves, pique sewn, with self stitchings, in Brown and Taupe. Price **\$2.65.**

—Strap-wrist French Suede Gloves, with contrasting fringe sewn around flare cuff, in White with Brown or White with Mode. Price **\$2.65.**

Gloves \$1.95 Pr.

—Two-clasp imported Glace Kid Gloves, pique and over-seam sewn, self or novelty stitchings, in Black, White, Mode, Beaver, Tan and Brown. Price **\$1.95.**

—12-button-length Washable Chamois Gloves, pique sewn, in natural shade. Price **\$1.95.**

—Strap-wrist Glace Kid Gloves, pique sewn and self stitchings, in Brown, Tan and Gray, not all sizes in all colors. Price **\$1.95.**

Gloves at 95c Pr.

—Chamoisette Gloves in 12-button, strap-wrist and 2-clasp styles; White, Mode, Beaver, Brown and Gray. Price **95c.**

—FIRST FLOOR