

EXPORTERS PLAN TO HOLD TRADE BALANCE

Steel Trust Head Tells How U. S. Can Maintain Supremacy

Export Business Is Trade Balance Wheel, Writes Farrell; He Tells How Large Exporters Are Planning for Concerns Just Entering the Foreign Commercial Fields.

Here is another article in the Times' series on America's opportunity to hold WORLD SUPREMACY—an article by James A. Farrell, president of the United States Steel corporation and chairman of the national foreign trade council—the biggest active steel man in the world today. Following the articles by Roger W. Babson, leading economist in the nation; by James J. Hill, railroad builder, and by Secretary of the Treasury McAdoo, this forms a valuable contribution to the literature of prosperity, which the Times is proud to be able to present to its readers.

BY JAMES A. FARRELL, (President of the United States Steel Corporation.) (Written Especially for The Times. Copyright, 1915.)

That foreign trade is a vital element in domestic prosperity has been amply demonstrated by the experience of the United States since the beginning of the European war. Our steadily increasing oversea commerce previously had materially contributed to our national wealth but the dislocation of international exchange of commodities, and of the system by which they are transported and financed, made this fact for the first time apparent to many who had regarded exports and imports as the particular concern of the seaport.

When the merchant fleets of the belligerents, on which we so largely depended for carriage of our merchandise were obliged to remain in harbor, the reports became congested, not only with manufactures but with grains and other agricultural produce from the interior. Suspension of payments, as a result of moratoria in the belligerent countries and in the neutral countries financially related to them, reacted not only upon shipping interests in the great American ports, but the effect was felt in every state in the union.

Our farmers were at that moment beginning to harvest an unprecedented crop of grain, which it was certain the belligerents would require and pay for as never before. Yet there ensued a monetary stringency, which required, for the first time, the employment of the emergency currency act.

The experience of August, September and October, 1914, revealed the intimate relationship between the agricultural production of the United States and the food requirements of Europe. So long as transportation and finance remained partially paralyzed, the commerce of this country suffered almost as much as that of a belligerent. It was a remarkable demonstration of the adverse domestic effect of disaster to our export trade.

If our foreign-going merchant marine had been larger, our commerce might have moved more freely under the protection of our neutral flag. As the war proceeded, the re-employment of transportation was made possible by British control

of the sea, permitting safe navigation by British ships, which long carried a great part of our commerce, and by the operation of the ship register act of August 18, 1914, under which 161 vessels of more than 500,000 gross tons have come under the American flag and now carry our merchandise

Li'l Arthur says: They ain't no closed season for dese guys dat's goin' roun' a-blowin' up things in de interest of peace. Oh yo' Decem-bah!

Adman Talks

It would do you good to see the shirts that came in this week; they are certainly beautiful. Any pattern you could possibly want in good, heavy Madras, Percalés and Soisettes, the "DICKSON" shirt at \$1.00, and the "DICKSON SPECIAL" at \$1.50, with high and regular collars and bands for white collars.

We've seen many a shirt sold at two dollars that was not the equal of these shirts at \$1.50.

We make large quantity buys in these two grades of shirts and we get values both in cloth and make that cannot be had at the price in small lots.

Quantity buying also confines the patterns we select to this House.

Knowing the real value of these goods, as we do, we are delighted to show them to you at any time.

We thank you for reading this advertisement.

Dickson Bros. Co.

1120-1122 Pacific Avenue.

chandise under shelter of its neutrality.

Trade Balance Jumps

After the crisis of the war's beginning had passed, Europe's abnormal war demand for foodstuffs and munitions asserted itself. The result was that, although domestic business conditions were sub-normal, our total foreign trade for the fiscal year ending June 30 last was greater than for any previous year, attaining a total of \$4,442,789,080. The trade balance in our favor was \$1,094,418,600.

This was our greatest national asset. It only improved our international credit and gave to the dollar a position of unprecedented influence in the finance of the world, but its benefits were widely distributed and affected the welfare and promoted the happiness of an enormous proportion of the individual citizens of the country.

It is difficult to conceive of a nation in which a greater number of the people are benefited by prosperity, or injured by adversity, of foreign trade.

Of wheat alone, during the fiscal year 1915, there was exported 259,642,533 bushels, valued at \$333,552,226, an average price of \$1.28 a bushel. In the previous year the wheat exports had been only 92,393,775 bushels, valued at \$87,953,456, an average price of \$0.95 a bushel.

Every American Affected

The price of wheat in common with that of many other grains is fixed by the world demand and a condition of high prices abroad elevates prices in the United States, and directly benefits every grain grower.

On the other hand, cotton, which is similarly a world commodity, of which we produce many times the amount grown in other countries, was adversely affected by the diminished demand for cotton textiles and the closing down of mills in Europe, and the blockade of the ports of the Teutonic allies.

Foreign trade is a balance wheel of recurring periods of domestic depression and prosperity, and vitally affects every man, woman and child.

A realization of the expanding influence of foreign trade upon our domestic life prompted the American Manufacturers' Export association, the American Asiatic association and the Pan-American society to call in Washington, in May, 1914, the first national foreign trade convention.

Study the Problem

The systematic discussion of foreign trade problems by the 400 participating business men representing nearly 100 commercial and industrial organizations, as well as their own activities in foreign and domestic commerce, caused this convention to create the National Foreign Trade council as a permanent body consisting of 50 representatives of the producing, manufacturing, commercial, transportation and financial elements of foreign trade to encourage, by investigation of problems constantly arising, the development of a sound national foreign trade policy.

The Second National Foreign Trade convention, held at St. Louis last January, revealed a wide-spread desire of business men not hitherto engaged in exporting or importing to extend their enterprises to other countries.

Still further progress in development of policies and practices helpful to our international commercial position, is expected to result

from the Third National Foreign Trade convention, called by the council to meet at New Orleans, Jan. 27, 28, 29, 1916.

The interest of those freshly embarking in foreign trade will continue to receive the earnest attention of those

already engaged in it, and the highest national objective will be sought through a practical and constructive discussion of the measures necessary to meet the keener competitive conditions which may be expected to prevail in world markets after the

war to bring the United States to its necessary position of commercial preparedness.

With a few days The Times will publish an article by Fairfax Harrison, president of the Southern railroad.—Editor The Times.

GET AMERICA READY

"Get America Ready to Be Seen" is the slogan adopted by the National Parks committee of the American Civic association, an organization which will prepare a bill for congress seeking the establishment of a national park service, and to which T. H. Martin, former Commercial club secretary, has just been elected.

The committee is composed of many notables throughout the United States. The movement is the result of the heavy tourist traffic during the last year.

AUSTRIA THE GOAT?

LONDON, Dec. 2.—Resignation of the three Austrian ministers yesterday was explained in a dispatch received here today from Vienna as being the result of Germany's attempt to force a trade customs alliance on Austria-Hungary, and to warn the people that economic difficulties were ahead.

It is a common belief among many Austrians that Germany, unable to exploit the entente powers, intends to absorb Austria.

HE BLAMES MINERS

RAVENSDALE, Dec. 2.—A large number of expert miners are offering suggestions today as to the possible cause of the explosion in the Northwestern Improvement Co.'s mine here recently when 31 lives were lost.

Joe Bruhl, fire boss, at yesterday's inquest, said many of the miners had been in the habit of tamping their drill holes with coal dust instead of clay. This is dangerous, he said, and may have been the reason for the explosion.

LID ON GAMBLING

NEW ORLEANS, Dec. 2.—Jefferson parish, adjoining New Orleans, was declared under martial law late yesterday by Gov. Hall and a troop of the state militia placed on guard to stamp out gambling and preserve order.

The insistence of the local authorities to disobey the state's orders against lottery and the custom of saloons of serving both white and black patrons led to the governor taking action.

CHARLIE IN ACTION

Souvenirs made of small cuts from movie films showing Charlie Chaplin, Mary Pickford and other stars in action, made a hit at the Union Label display rooms at Ninth and Broadway yesterday when they were distributed by the moving picture operators' union.

B. C. MAY VOTE DRY

VANCOUVER, B. C., Dec. 2.—British Columbia voters will have an opportunity of voting for total or regulated prohibition at the next general election, according to an announcement made yesterday by Premier McBride. The authorities say they favor the restriction of the sale of liquor during the war, but will say nothing concerning their ideas of total prohibition.

100 XMAS DINNERS

The Salvation army plans to distribute 100 Christmas dinners for Tacoma poor folks again this year, and is asking for public contributions of groceries and food.

HERE AND ELSEWHERE

STELLA'S BARGAIN COUNTER

Girls who sit up with a man during courtship often sit up for him after the wedding bells.

Jane Addams, active peace advocate, ill in Chicago hospital, reported better.

British steamer Malniche sunk.

Fire destroys plant of French Battery & Carbon Co., Madison, Wis., supplying goods to allies. Loss, \$100,000.

Carnations, 35c doz. and up. Rittio Floral Co., 756 St. Helena, Main 1817.

No more ice water for U. S. employes in Tacoma federal building. Economy is the word, and janitors rejoice.

NERVOUSNESS AND BAD DREAMS CAUSED BY UPSET STOMACH

Nightmare, Restlessness and Night Sweats Usually Caused by Indigestion—How to Overcome It.

Half of the nervousness in the world; all of the disturbing dreams and nightmares can usually be ended in a few weeks by a simple, inexpensive treatment.

Upset stomach is most always the cause of nervousness and bad dreams. Your food is lying in your stomach undigested and fermenting; it is forming poisonous gases which irritate the pneumogastric nerve that leads direct from the brain and ends in a network of tiny branches running through every part of the stomach.

It is also the irritation of this great pneumogastric nerve that almost invariably causes headaches. Many times people have severe headaches and know they are caused by the stomach, but do not know in what manner.

If you are nervous; have dreams or nightmares; do not sleep sound at night; get a box of Mi-o-na stomach tablets and take one or two after or with meals.

Ed Moore, Frank Sager and Martin Edwards arrested on charge of stealing cloth from Gustav Pahron's tailor shop, 1115 Commerce st.

STANLEY BELL PRINTING CO. "adv."

New altitude record for hydro-aeroplane established at Pensacola navy aviation station.

Dr. Robinson, Dentist, National keasy building. "adv."

American steamer Kankakee captured by British cruiser off mouth of the river Platte.

Wenatchee orchards buried in 13 1/2 inches of snow, heaviest in years.

Hill liner Minnesota, on farewell voyage to London under American registry, puts back to Frisco on account of engine troubles.

Will of George F. Bloomfield, leaving property valued at \$6,000 to his wife, contains just 21 words.

They relieve distressed stomach in five minutes, but it is their usefulness in building up the stomach and putting it into perfect condition that has made Mi-o-na known the world over as the greatest prescription for stomach miseries and indigestion ever written.

Put your stomach in fine shape with Mi-o-na and your nervousness and bad dreams will quickly vanish.

Mi-o-na stomach tablets are guaranteed to end indigestion, sour stomach, heartburn, belching of gas, heaviness and other stomach disturbance or money back.

With a protecting guarantee like this behind your purchase there is no reason why any sufferer of stomach distress should not give Mi-o-na a fair trial. Get a box today and see how much more there is to life.

For sale by druggists everywhere and by Crown Drug Co., 1132 Pacific ave. Costs little for results to be had.

Booth's Pills never fail to stimulate the liver. Cure constipation. Gentle in action, 25c.

IN FIVE MINUTES NO SICK STOMACH INDIGESTION, GAS

'Pape's Diapepsin' is the quickest and surest Stomach relief.

If what you just ate is souring on your stomach or lies like a lump of lead, refusing to digest, or you belch gas and eructate sour, undigested food, or have a feeling of dizziness, heartburn, fullness, nausea, bad taste in mouth and stomach headache, you can surely get relief in five minutes.

Ask your pharmacist to show you the formula, plainly printed on these fifty-cent cases of Pape's Diapepsin, then you will understand why dyspeptic troubles of all kinds must go, and why it relieves sour, out-of-order stomachs or indigestion in five minutes. "Pape's Diapepsin" is harmless; tastes like candy, though each dose will digest and prepare for assimilation into the blood all the food you eat; besides, it makes you go to the table with a healthy appetite; but what will please you most, is that you feel that your stomach and intestines are clean and fresh, and you will not need to resort to laxatives or liver pills for biliousness or constipation.

This city will have many "Pape's diapepsin" cranks, as some people will call them, but you will be enthusiastic about this splendid stomach preparation, too, if you ever take it for indigestion, gases, heartburn, sourness, dyspepsia, or any stomach misery.

Get some now, this minute, and rid yourself of stomach misery and indigestion in five minutes.

Diamond Rings \$5 to \$200. Pfaff, Jeweler, 1147 Broadway, adv.

Mrs. May McIntosh granted divorce from James McIntosh, wealthy Thurston county lumberman.

Marriage Licenses.

Boyd W. Wells of Lakeview and Vera L. Walters of Tacoma; August Holm and Ada Hogstrand, both of Seattle; Lou Hedgoc and Lucy Rasmussen, both of Tacoma; J. D. McGilvray of Gelby, N. D., and Jennie Kilborn of Vancouver, B. C.; F. L. Johnson and A. F. Frazer, both of Tacoma; Robert J. Gibson and Alma H. Antonsen, both of Tacoma; Jno. Burch and Paulina Adler, both of Tacoma; Leopold Zazal and Josie Collins, both of Seattle.

McLean the contract mover, Main 1850. "adv."

Officials of Dupont powder plant, at Wilmington, Del., don't believe Tuesday's explosion was work of outside agency.

Cut flowers and floral work. Hinz, florist, 50, 7th and K. adv.

Two more San Franciscans, George Manship and Dr. Alfred Gay, fall in European war, one killed, the other badly wounded.

Exporters begin negotiations with Seattle port commission for space in public warehouse to store 1,000 cars of cotton from the south for Vladivostok.

Madame Maria Montessori, who has been teaching her system of education at exposition, will return to Italy.

Mistrial ordered in case of Thomas E. Watson, Augusta, Ga., editor and author, charged with sending obscene material through the mails.

Senator Pomeroy of Ohio becomes candidate for president pro tempore of the senate in opposition to Senator James P. Clarke of Arkansas. Lively contest promised.

Spokane. City Federation of Women's organization gets permission from city council to operate municipal dance hall in council chamber of the city hall.

Fog aids in escape of Ed Vanderver from prison farm at Walla Walla.

Births. Born to Mr. and Mrs. Hans Hanson, 1505 South M st., girl, Nov. 1; Mr. and Mrs. Nick Marzano, 1215 South O st., boy, Nov. 18; Mr. and Mrs. A. M. Akin, 416 South 1st st., boy, Nov. 12; Mr. and Mrs. G. M. Carr, 1426 South 32nd st., boy, Nov. 22; Mr. and Mrs. Andrew Jensen, 6005 North 27th st., boy, Nov. 26.

MODERN WOODMEN ELECT OFFICERS

Tacoma camp No. 5208, Modern Woodmen of America, held its annual election of officers last night. H. Winiuse was chosen consul.

The Christmas Store of Tacoma. Get the Christmas Spirit Now.

SOMETHING NEW EVERY DAY

THE PEOPLES STORE

THE BUSY STORE ON PACIFIC AVE.

A Little Money Goes a Great Way---Women's Apparel at LOW Prices

Women's Winter Suits. A splendid assortment of blues, grays, browns, blacks and mixtures. (If you are looking for brown, come early, as there are only a few browns.) These Suits are correctly designed and were produced by a leading manufacturer at \$15.00 Suits. We find them carefully made from excellent materials and correct in all details.

Special \$8.95

Women's Winter Coats

Would you like a good warm Coat before Christmas, at a price very low for this season? In fact, these Coats now so seasonable would be counted as excellent bargains at this price many weeks after Christmas, when you no longer would be looking for a coat. The models are belted or loose back and the coatings include novelties, plaids and mixtures; collars may be worn chin high or roll back—

Special \$6.98

COMBINATION DRESSES

Charming styles in dressy fabrics, composed of serges and silks; colors, mostly blues and blacks, but some other pretty fall shades are to be had if you find them in your size. Very attractive and becoming—

Special \$6.98 and \$9.98

Optometry Exam

The state board of optometry will hold its annual examination Dec. 3 and 4 in Spokane, and Dec. 6 and 7 in the Fry hotel, Seattle. Mrs. M. Coles Whitlock

TIMES DAILY CARTOONET (THE "SAPPER")



WHOLESALE QUOTATIONS

Prices Paid Wholesale Dealers For Vegetables, Fruit. Fruits—Bananas, 5c lb; Navels, \$3.75 @ 4; Florida grape fruit, \$5 box; Calligrape fruit, 3 for 26c; Pineapples, 6c lb; nome grown apples, 75c @ \$1.50 per box; grapes, \$1 bkt; Malaga, \$1.35; Concorda, 25 @ 27c bkt; Tokays, \$1.50; lemons, \$3.50 @ 4; Gravenstein apples, 75c box; cranberries, \$9.50 @ 10.50 barrel; quinces, \$1.25 box. Vegetables—Onions, Walla Walla, \$1.25; California, \$1.65 cwt; Oregon onions, \$1.50 @ 1.65; lettuce, \$1.00; cabbages, \$2.35; rutabagas, \$1.35; Call tomatoes, \$1.35 crate; egg plant, \$1 box; beets, \$1; Merced sweet potatoes, 2c lb; squash, 2c lb; pumpkins, 1 1/2c; Hubbard squash, 1 1/2c; Notted Gem potatoes, \$2 @ 23 ton; home grown, \$14 ton; Brussels sprouts, 10c lb; cauliflower, 80c doz; Call green peas, 2 lbs for 25c; celery, 40c doz box. Call cauliflower, \$2.40 crate. Wholesale Hay and Grain Prices. Clover, \$16 @ 17; alfalfa, \$20 @ 21; corn, \$22 @ 23; wheat, \$25 @ 26; barley, \$28 @ 29; rolled oats, \$30; bran, \$20; shorts, \$12; hops, 1915 crop, 9 @ 12 1/2c lb.