CO-OPERATION PLEA OF FRUIT MAN

Closer Harmony Between Districts, Growers, Banks and Railroads Is Urged.

CONFIDENCE LACKING HERE

J. S. Crutchfield, Big Dealer of Pittsburg, Talks to Portland Business Men at Commercial Club on Important Problem.

Co-operation between growers, be tween districts, between the banks and etween the railroads was urged upon the fruit men of the Northwest by J. S. Crutchfield, fruit dealer of Pitisburg. at a luncheon of Portland business men at the Commercial Club yesterday.

at the Commercial Club yesterday.

This co-operation, he declared, is absolutely necessary if the fruit output of the Northwest is to be marketed on a successful basis. There is no danger of an oversupply, he said, if the market conditions are studied carefully and systematically. This study can be made only by a concerted effort on the part of all interested parties.

"The trouble here has been lack of confidence," he announced without hesitation. "The growers are fighting one another, the districts are fighting one another, the districts are fighting samong themselves, and in some places they can't even get together to form a district organization. Howe can the whole Northwest be expected to work together when the growers can't even work together at home?"

Publis) Methods, is Erged.

work together at home?"

Publish Methods, Is Erged.

Mr. Crutchfield who is head of the firm of Crutchfield & Woolfolk, which has marketed thousands of cars of the United Fruit Company's banana crop in the last 15 years, besides heavy annual shipments for the California Fruit-growers' Exchange, urged publicity of methods to inspire confidence. In this detail, he pointed out, the newspapers have the most important function to perform.

have the most important function to perform.

The public should be taught, he asserted, to eat Grimes' Golden, Jonathan and Spitzenberg apples now, and reserve the Ben Davis, Nowtown and Arkansas Black varieties until later, as they are good keeping stock and will not suffer from storage. The fact that Gano apples are not the best for immediate consumption, but that they are of excellent keeping qualities should be exploited, he pointed out. The people should be educated on the peculiarities and qualities of each kind of apple grown in the Northwest, he said, so that the demand for the fruit might be somewhat consistent with the supply.

"There are only a few kinds of apples that you can grow here more successfully than they can grow in the East," he continued, "and the immediate elimination of undesirable varieties is necessary. You have no business here growing Baldwins, Greenings, Tulpahackens and a few others, as they produce better fruit of these varieties in other parts of the country."

Study Covers Month in West.

Study Covers Month in West.

Mr. Crutchfield has devoted the last four weeks to a study of conditions in each of the principal apple growing districts of the Northwest and, while not specifying localities, said that some districts sooner or later will have to give up the industry, as they are not naturally adapted to apple culture.

In the Wenatchee, Yakima, Hood River and Rogue River districts they are producing apples of unsurpassed quality, and absolutely unequaled in the markets of the world. Where that is done there always will be a ready market, in spite of the heavy handicap in freight rates that the Northwest has to overcome. The Hood River standard, which is consistently maintained is a wonderful accomplishment.

Uniform System is Voiced.

Mr. Crutchfield argued for a uniform system of handling and of shipping of which, in turn, would result in a pessessible reduction of the freight rate. He figured the cost of picking, Daviding the reduction of the freight rate. He figured the cost of picking, Daviding the reduction of the freight rate. He figured the cost of picking, Daviding the reduction of the freight rate. He figured the cost of picking, Daviding the reduction of the freight rate. He figured the cost of picking, Daviding the reduction of the freight rate. He figured the cost of picking, Daviding the reduction of the freight rate. He figured the cost of picking, Daviding the reduction of the theory of some or creation were adopted to that regular shipments might be guaranteed, and the banks have just as much interest in the proper handling of the Fruit, output as the summer of the freight rate of the potential proper handling of the Fruit, output as the summer of the freight rate of the potential proper handling of the Fruit, output as the summer of the freight rate of the potential proper handling of the Fruit, output as the summer of the fruit output as the fruit output as the fruit output as the fruit output as

He referred then to the discussions had at the Spoksine Apple Show a few theories of marketing there advanced especially the theory of climination of the middle man. As a middle man, he assered, he believes more in cooperation than the growers themselves, means of maintainings a market. There are 18,000 carlot dealers in the United States and Canada, and they are just as eager for a supply every day as the growers are for an outlet. He said said the same and the same would welcome any business of market the said factor these dealers are in providing a market. He added that the middle man would welcome any business of the support of the work of the same would welcome any business while the said and pointed to the fact that for a while last Summer the big Eastern market were so congested owing to the lack or system in regulating the supply that and pointed to the fact that for a while last Summer the big Eastern market were so congested owing to the lack or system in regulating the supply that any products that had deteriorated.

Prices to Be Fixed.

Mr. Crutchneid figured that in addition to the 130 cents per box for picking, packing, hauling and leading, it is costs the Northwestern apple-growers and the consumers were forced to busy produces that had deerlorated.

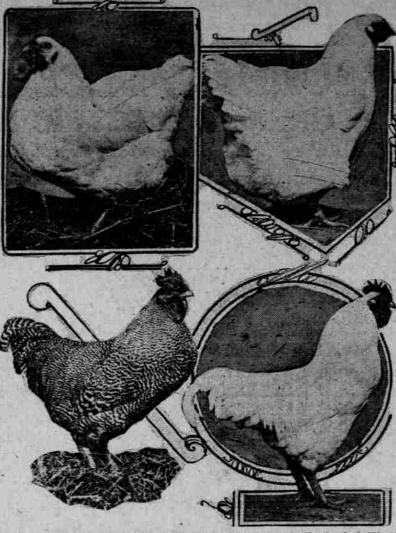
Prices to Be Fixed.

Mr. Crutchneid figured that in addition to the 130 cents per box for picking, packing, hauling and leading, it is costs the Northwestern apple-growers and the consumers were forced to busy produces that had deerlorated.

Prices to Be Fixed.

Mr. Crutchneid figured that in addition to the 130 cents per box for picking, packing, having and leading, it is costs the Northwestern apple-growers and the consumers were forced to busy the product that the state of the same and the consumers were forced to busy the product

FOUR WINNERS OF BLUE RIBBONS AT THE POULTRY SHOW



west can find additional markets for its goods in the Orient, thus preclud-ing the possibility of overproduction and stagnation of the market at home. But the crops must be uniform and a standard, once attained, must be main-'ained, he advises.

A point that affects the consumer, he said, is that of selling, in which department, he declared, there is not sufficient organization. Credit and service, he averred, are responsible for much of the high cost of living.

How Credit System Acts Is Shown. How Credit System Acts Is Shown.

"There is no encouragement for cash trading," he said. "The man who wants to pay cash must pay for the credit of the other fellow. The housewife who elects to carry her purchases home with her must pay for the delivery to her neighbor. Merchants could well afford to give 1 per cent discount for cash payments and to allow one-half the expense of delivery to the customer who to give 1 per cent discount for cash payments and to allow one-half the expense of delivery to the customer who carried his packages home with him."

Edward Cookingham, of the Ladd & Tilton Bank, asked Mr. Crutchfield how co-operation might be established in the Northwest and obtained the reply that local organizations first should be formed, and that all should work through a central and efficient selling agency. Storage should be resorted to only if the growers could well afford to take the risk of having the market decline and of keeping their investment inactive. He argued in favor of the f. o. b. method of selling, declaring the farmer's output worth more right when it is loaded on the cars than at any other time.

F. H. Fogarty, assistant general freight agent of the Northern Pacific, said that the carriers will be ready to provide additional equipment as fast as the Northwestern apple crop increases and G. W. Luce, of San Francisco, freight traffic manager of the Southern Pacific, said that the fruitgrowers of California have had much success through co-operative selling methods.

BISPHAM PROTESTS AND SAYS HE ENJOYS LIFE CORRECTLY.

Nor Does Famous Baritone Starve Himself for Concert, Because "I Have to Work Hard."

BY JOSEPH M. QUENTIN David Bispham is often called the most intellectual native-born baritone in America," and sometimes "the Quaker baritone."

Quaker baritone."

There is a popular belief, almost amounting to a conviction that a Quaker is dressed in garments of sober gray, that he rarely laughs and often frowns on music and gaiety.

"I don't know why some people call me the 'Quaker' baritone," said Mr. Bispham last night at his hotel. "I protest that I am not a Quaker. I come of Quaker people on my father's side; Philadelphia, founded by the Quakers, is my home city, but my family, when I was a boy, countenanced music. I believe in enjoying life—the correct way. Now, I am not a total abstainer. On the day of my concert I do not drink anything stronger than water until after I have sung in my concert. But as soon as the concert is over, if I am thirsty I drink a beer or even a highball, if I care to."

"It is stated that you do not use tobacco," was suggested.

"I used to smoke, but I quit some

to provide additional equipment as fast as the markets of the world. Where that is done there always will be a ready market, in spite of the heavy handicap in freight rates that the Northwest has to overcome. The Hood River standard, which is consistently maintained as a wonderful accomplishment.

'I have been sorry to observe that some of your leading districts have let down on their quality and grade this year. This should not have been done, in some other localities, however, the standard has been improved."

Uniform System is Voiced.

To provide additional equipment as fast as the soditional equipment as fast as the Northwestern apple crop in the markets of the world. We Luce, of San Francisco, freight traffic manager of the Southern Pacific, said that the fruit-growers of California have had much success through co-operative selling methods.

'I used to smoke, but I quit some tobacco, or ind numbers ago," said Mr. Bispham.

"Why?"

'I soon found out by experience that the use of tobacco badly affected my throat I did not keep tab on the number of pipefuls of tobacco, or the number of pipefuls of tobacco, or the number of pipefuls of tobacco or the number of pipefuls of tobacco or the number of pipefuls of tobacco, or the number of pipefuls of tobacco or the number of pipefuls or tobacco or the number of pipefuls or tobacco.

By Golden Pencilled Hamburgs—First, as formed to smoke, but I quit so

POULTRY SHOW TO END TONIGHT AT 10

Exhibits to Be Maintained in Place to Last Minute Because of Interest.

20,000 PASS THROUGH DOOR

Greatest Chicken Exposition in History of State, Say Fanciers, Who Enjoy Banquet - Sweepstakes to Be Given Out Today

Today is the last day of the greatest oultry show ever held in Oregon. The

poultry show ever held in Oregon. The show will be kept open, with all exhibits in place, until 10 o'clock tonight. Never have the people of Portland turned out in such numbers to see her majesty, the hen. Officials of the show estimate that 20,000 people have passed its doors during the week.

The judgments were made vesterday for the sweepstakes and special prizes, but the awards, with a few exceptions, will not be known until today. M. J. Myers, president of the association, takes the National Poultry Journal silver cup for the best exhibit of 25 cockerels of one breed with his Barred Plymouth Rocks. J. P. Limerick, of Portland, wins two cups with his Pit Games. One is the Hamilton trophy and the other a cup for best display.

Banquet Successful Event.

Banquet Successful Event. Portland poultrymen were hosts to the out-of-town fanciers at a banquet given at the Hotel Clifford last night. Nearly all those who have birds en-tered and many others interested in poultry were present. It was a most pleasant affair and one which is likely to become a regular annual event. to become a regular annual event.

The following awards were announced yesterday for the pen classes:
Columbia Plymouth Rocks — First,
Mrs. F. K. Walsh.
Silver-Laced Wyandottes—Second, C.

. Hodson. Partridge Wyandottes — First, S. E. ackson; second, Mrs. D. C. Clark, Columbia Wyandottes — First, H. C. Rose Comb Anconas-First, Mrs. A.

Orpington Prizes Many. Single Comb Anconas—First, Mrs. F. K. Walsh; second, Ancona Grove; third, A. E. Petersen; fourth, Ira M. De Line. Buff Orpington — First, Charles P. Nelson; second, W. L. Upshaw; third,

Orpingtons-First, John F.

Treasurer's office will be required to work nights until January 1. The unusual rush has been brought about principally by the falling due of assessments for the first section of the East Stark street trunk sewer. For several days people have lined up at the Treasurer's office paying their assessments. In addition hundreds of payments have been received daily by mail during the past two weeks. City Treasurer Adams said yesterday that his office force has been so busy that they have been unable to send out receipts for smounts received by mail but will attend to them as soon as possible.

WIFE SUES W. C. BARKER Division of Property Estimated a

Large Amount Is Petitioned.

second time Corrine R. Barker has started suit in Circuit Court for a divorce from William C. Barker, for a divorce from William C. Barker, heir to a fourth of the \$500,000 estate of C. C. Barker, which is incorporated, and who is worth, according to the complaint, at least \$200,000 in his own right, independent of the estate. The grounds are gross and habitual drunkenness and cruelty. They were married December 3, 1908. The first suit was only recently withdrawn, on promises of relatives of Barker that he would reform, Mrs. Barker says. She declares that there has been no reform.

declares that there has been no reform.

The plaintiff asks that she be given \$50,000 in cash as alimony and in addition wants a third interest in his share in the Barker estate and his realty holdings. Mrs. Barker says her husband owns St. Johns waterfront property of the value of \$150,000. This and his interest in the estate he transferred to S. B. Stewart. Juliette Stewart and Myron Woodward, for the sole purpose of defeating her rights, the plaintiff alleges. The Stewarts and Myron Woodward are made defendants, the court being asked to hold that they are trustees for William C. Barker.

The further assertion is made in the complaint that Barker's friends, by misrepresentation as to value, induced Mrs. Barker to accept a two-thirds interest in Washington timber land in lieu of her dower right in the St. Johns waterfront property. She says she has discovered that her interest in the timwaterfront property. She says she has discovered that her interest in the timber land is worth only \$3000. She wants this transaction set aside.

POLICE CLEANING SLATE

With Recent Arrests Few Criminals Are Known to Be at Large Here.

M. See Wyandottes — First, S. E. Second, Mrs. D. C. Clark. Sia Wyandottes — First, H. C. Brahmas — First, Edward Comb Ancônas—First, Mrs. A. I. Prington Prizes Many.

Comb Anconas—First, Mrs. F. Second Anconas—First, Mrs. Sec

Three of those sought by the police are the youths who held up a grocer at the Eleven-Mile House last Saturday night and wounded him, and who followed up this exploit with a highway robbery near Linnton. On account of a similarity of descriptions, the police at first connected this band with the two youths now in custody for a series of hold-ups in the Northwest section of the city, but their apparently full confession has dispelled this belief. The three sought are evidently novices and probably youths living in the city with their families.

Still more badly wanted are a pair Reinholdt.

Single Comb White Orpingtons—
First and third, M. Feldman; second,
J. E. Sutherland: fourth, Harry B.
Viers; fifth, Hindle & Boyer.
Buff Plymouth Rocks—First, W. S.
Cotton; second and fourth, E. W. Elrod: third and fifth, B. F. Williams.
Silver Spangled Hamburgs—First,
Walter Roswurm.
These announcements were made for
These announcements were made for collections:

collections:
Buff Plymouth Rocks—First and third, E. W. Elrod; second, W. S. Cotton; fourth and fifth, B. F. Williams.
Columbia Plymouth Rocks—First, Mrs. F. K. Walsh.
Single Comb Anconas—First, Mrs. F. K. Walsh; second, E. M. Hurd.
Single Comb Rhode Island Reds—First, L. D. Elliott; second, W. B. Bundy.
Single Comb Buff Orpintons—First, C. W. McLean; second, W. L. Upshaw
C. W. McLean; second, W. L. Upshaw
Collections:

householders and rifled the premises, all the time making facetious remarks to the victims. Their latest exploit was Thursday night, when they entered the home of Miss Elizabeth Keber, a teacher in the Clinton-Kelly school. living at 793 East Eleventh street, Miss Keber and a woman friend were alone in the bouse when the robbers entered their bedroom, taking a gold watch, diamond ring and necklace. On the preceding night they had performed similar acts at 300 and 309 Glenn avenue.

Preston Ballard Convicted.

Guilty on four counts was the verdict of the jury in the United States Dis-trict Court yesterday in the case of

Dandruff

Afraid to use anything? Don't know what to do? Then why not consult your doctor? Isn't -your hair worth it? Ask him if he endorses Ayer's Hair Vigor. Does not color the hair.

J. C. Ayer Co., Lowell, Man

Reading Lamps



25% to 50% Off

DISCONTINUING ALL-READING LAMPS, ANDIRONS SILK SHADES DECORATED FERN BOXES

A Beautiful and Artistic Stock at Astonishingly Low Prices

J. C. ENGLISH CO. Near Washington 128 Park Street

HERE'S THE XMAS GIFT Waterman's Ideal Perfect in utility for home, business and social writing. Nothing could serve the purpose of Christmas giving more acceptably than Waterman's Ideal. Gifts of this pen mean an end to inky fingers and scratchy penmanship, during years of convenient service. Gold pens of all actions, in all sizes, can be furnished to exactly suit any hand-5.00 10.00 writing, or may be exchanged until satisfactory. The patented Spoon Feed is the important feature that accurately controls the supply of ink. All pens are tipped with selected iridium, the hardest mineral, to insure many years of use, without change. Every pen requirement can be had in Waterman's Ideal. In attractice Christmas boxes for gift purposes Avoid Substitutes. Send for Booklet.

A complete stock of Waterman's Ideal Fountain Pens always in stock at

From the Best Dealers. L. E. WATERMAN,

173 Broadway, N. Y. Soston, Chicago, San F.

GILL'S

THE J. K. GILL CO.

THIRD AND ALDER STREETS

Preston Ballard, charged with white slavery. The specific charge was that he had brought Pearl Green from Walla Walla to Portland and the evidence showed that he had previously taken her to other states. The girl is a native of Portland and the daughter of a woman of some means and the mother has pretected Ballard by shape.

LOOK HERE MORE CHRISTMAS BARGAINS

A friend or relative who would appreciate for a present a MANICURE SET more than anything else.

We are discontinuing that line, and you should carefully consider the following prices:

We Are Now Offering

\$ 6.00 Sets for \$ 4.65 Each 7.50 Sets for \$ 5.10 Each 8.00 Sets for \$ 5.35 Each \$ 8.50 Sets for \$ 6.15 Each \$10.50 Sets for \$ 7.20 Each \$11.00 Sets for \$ 8.10 Each \$12.50 Sets for \$ 8.45 Each \$14.00 Sets for \$ 8.85 Each \$15.00 Sets for \$11.60 Each \$17.00 Sets for \$12.60 Each \$20.00 Sets for \$15.25 Each \$26.00 Sets for \$19.65 Each \$30.00 Sets for \$20.80 Each

We also have a fine line of Sewing Sets and Seissors Sets, which we are offering at prices reduced in the same proportion as the above.

IF IN DOUBT-GET A MERCHANDISE ORDER We issue for any amount.

Preer Cutlery & Tool Co.

74 Sixth Street (and 311 Oak Street) "Look for the Sign of the Plane"

BEAR-BEAVER - ROSE CITY

THE SAN FRANCISCO & PORTLAND S. S. CO.
LARGEST AND NEWEST STEAMERS ON THE CLAST.
Salling 4 P. M. December 16, 22, 27, 31, and every five days.
BAN FRANCISCO—First-class \$10.00, \$12.00 and \$15.00. Second-class \$6.00.
LOS ANGELES—First-class \$21.50, \$22.50, \$26.50. Second-class \$11.25.

PACIFIC MAIL STEAMSHIP COMPANY Honolulu, Japan, China, Manila. Around the World Tours.
Reduced Rates to Honolulu. \$65 One Way: \$110 Round Trip.
Reduced Rates to Honolulu. \$65 One Way: \$110 Round Trip.
For inside room bertin, on The Big 4 Steamships Mongolia, Manchuria, Korsa, Siberta
PANAMA LINE. See the Canal—Low Excursion Rates for Maxico, Contral
PANAMA LINE. See the Canal—Low Excursion Rates
America and New York, Every 10 days.
Ticket Office 132 Third Street. Phones Main 2605, A 2559.