

GREAT CLEARANCE SALE

EXTRAORDINARY PRICE REDUCTIONS
in every department

DEPENDABLE BARGAINS and
MONEY-SAVING OPPORTUNITIES not
available elsewhere---Take advantage
while stocks are complete.

BEN SELLING LEADING CLOTHIER

GROWERS SHIP OUT 500 CARS OF FRUIT

10,000,000 Pounds Estimated
Output of Pugetallup and
Sumner Valley.

LONG SHIPMENTS ARE MADE

Methods of Packing and Cooling
Products and in Supplying Mar-
kets on East Coast; Develop-
ment of District Holds Story.

BY JOEL SHOMAKER.
NELLITA, Wash., Dec. 25.—(Special.)
—The Pugetallup and Sumner Fruitgrow-
ers' Association has closed the season,
with shipments of fresh and canned
fruits aggregating almost 10,000,000
pounds, or the equivalent of 500 car-
loads. It is estimated that the cash
income to the people of the Pugetallup
Valley, because of the berry fields and
fruit orchards, will approximate \$1,000-
000 for the year 1912.
Raspberries are the principal fruits
grown in the Pugetallup Valley. The
returns show that of the 279 carloads of
green fruits shipped from there by the
association red raspberries took the
lead, by several thousand pounds.
The second place in fruit shipments
was awarded to the blackberries.
Strawberries occupied the position of
third and made up some of the most
profitable cars sent to the cities of
Montana, the Dakotas and Minnesota.
The canned product of the Pugetallup
cannery amounted to 253 carloads of
40,000 pounds each, and included black-
berries, raspberries, strawberries,
pears, apples, cherries, loganberries,
plums and prunes, and rhubarb. Many
cases were filled with green beans, cab-
bage and squash. In rhubarb alone the
fresh shipments amounted to 121,648
pounds, while the canned output was
155,820 pounds. There is a big demand
for rhubarb and it grows to perfection.

Development Story Romantic.
There is something romantic about
the story of development of small fruit,
growing in the Pugetallup Valley. It
was only a few years ago when the
farmers were casting about for some
crop that would pay profits. They had
tried hops, and when the prices dropped
to 7 cents a pound, or 2 cents below
cost of production, they failed to get
the money to pay taxes and interest.
The berry industry was resorted to
as a last chance for redeeming lost for-
tunes in agriculture. Twelve years ago
there was a limited local market for
blackberries and raspberries. The
growers would ship a few crates to Se-
attle and Tacoma and get returns of 75
cents to \$1.25 a crate. If a large ship-
ment was made one day, the berries
dropped below profit prices the next. It
was a bad way of selling 2000 to 5000
crates of berries a year.
Organization sounded the keynote to
success in fruitgrowing and fruit han-
dling. The fruit men of the Pugetallup
Valley now have an association of 1400
members. That is controlled by a board
of directors and the general business
is handled by a manager, who seeks
the markets, ships the fruits and col-
lects the bills. The individual mem-

bership has the working of the land,
harvesting of the fruits and packing
them for shipment.
The business has grown from a few
persons, co-operating together to han-
dle their berries, to a great organiza-
tion of two communities. The head-
quarters and cannery plant represents
a building and modern equipment,
worth probably \$100,000, and the in-
dustry supplies work for nearly 10,000
employed men, women and children, en-
gaged in picking, packing, canning and
shipping the berries and fruits.
There are no big berry fields or fruit
orchards in the Pugetallup Valley. The
average tract planted to berries is less
than one acre to the member. The as-
sociation was organized, at the begin-
ning, and incorporated, on a capital
stock of \$2000, divided into shares of
\$1 each, and upon that capitalization
the business, now running into an es-
timate of \$1,000,000 annually, is con-
ducted.
The fruitgrowers do not leave their
members to work out their own finan-
cial salvation, but provides them with
money to purchase all the necessities
and luxuries of life. If a member de-
sires to get the use of money, or credit,
he goes to the association and is never
refused. The association is a purchas-
ing agent for its members and sup-
plies wheat, four and hay at wholesale
prices, saving the individuals many
hundreds of dollars every year.
The berry farmers have learned that
the application of 200 pounds of muri-
ate of potash to the acre of vines every
spring insures greater yields, larger
specimens, brighter color and more
solid berries, so every grower uses the
same amount of fertilizers. That is
purchased at wholesale prices and sold
to the members for less than dealers
would offer to supply them.
An army of people must be kept in
and around the Pugetallup Valley dur-
ing fruit harvesting. The growers call
for about 7000 pickers and packers. The
box factories have employment for
hundreds, and the tradespeople must
retain additional help for at least four
months in the year, because of the in-
crease in population and business re-
sulting from the berry industry.
An acre of red raspberries generally
represents a crop of 300 to 500 crates,
weighing about 24 pounds. Blackber-
ries do much better than raspberries,
the growers expecting from 400 to 700
crates to the acre. A 24-cup crate of
blackberries weighs about 24 pounds,
if the crates are a little short in
weight, or show too many pounds, they
are cast aside by the car packers and
opened and repacked, to insure uni-
formity.
The method of pre-cooling, introduced
by the Department of Agriculture, has
proved of great benefit in the shipping
of small fruits. The berries are taken
from the fields and placed in a room
where the temperature is reduced to 32
degrees. That cools the fruits and ar-
rests fermentation, resulting in placing
the berries in condition for transport-
ing to distant markets without showing
signs of decay.
Pre-cooled berries have been shipped
from Western Washington to Philadel-
phia without showing any signs of
mold or fermentation. The cooling
method consists of the use of ice and
ammonia to reduce the temperature
immediately after the fruits are
brought from the vines. Berries are
carefully packed in the crates and load-
ed into refrigerator cars before the out-
side temperature causes loss.
A good picker can harvest from three
to five crates of berries in a day. The
growers pay uniform prices for picking,
the rate being 25 cents a crate for trans-
ients and 40 cents a crate if the pickers
remain throughout the season. That
bonus of 5 cents on the crate is
supplemented by the offer of quarters
in which to live, rent free, wood and
water and other natural productions, in
order to induce the pickers to locate at
the fruit of the season and remain until
the close, which is four months.

FUEL IS CHIEF NEED

Alaska Governor Says Present
Laws Are Inadequate.

CALUMNY SCARES CAPITAL

People Now Willing to Accept Any
Measure That Promises Develop-
ment—Products, Except Gold,
Showing Increase.

WASHINGTON, Dec. 25.—Alaska has
prospered in many respects during the
last year, according to Governor
Clarke. In his annual report submitted
today to Secretary of the Interior
Fisher, Governor Clarke deprecates,
however, the present lack of railroad
construction and of cheap native fuel,
declaring that proper development of
the territory's resources demands ade-
quate means of transportation and the
opening up of the fuel resources.
He asserts that "the residents gener-
ally are willing to accept any mea-
sure which will cause the fuel resources
to be opened to development, so much so
that the advantages of a fee system,
or leasing plan, or Government opera-
tion have almost ceased to be matters
of discussion."
Decline in Population Explained.
A moderate decline in the white pop-
ulation during the last two years he
attributes to "diminished activity in
placer mining in the interior valleys
and in equal measure probably to in-
adequate land laws, to the remarkable
public eulogies about Alaska which
have kept capital without its borders,
and to the failure of Congress to lend
necessary means of encouragement to
the development of a virgin region."
As to commerce between Alaska and
the United States and with foreign
countries, it was the largest last year
in the history of the territory, totaling
\$18,800,000. Of this amount,
\$13,500,000 was of merchandise from
the United States, \$1,000,000 above the
previous record in 1910. Alaska shipped
to the States \$12,200,000 worth of
canned salmon and \$1,100,000 worth
of other fish; \$5,000,000 worth of cop-
per ore, \$17,200,000 worth of gold and
other products to a total value of
more than \$28,000,000.
All Make Records, Except Gold.
Except for gold, these are record
figures, the gold exports to the United
States to two years having exceeded
\$13,900,000.
Never before was there such a great
increase in the salmon industry, a
total of 37 canneries being in opera-
tion, against 64 the year before. There
were 14,500 persons engaged in the
work, 19 per cent more than in 1911.
Altogether there were 18,000 persons
in the fishing industry, of whom 7600
were white, the others Indians, Chi-
nese, Japanese, Filipinos, Mexicans and
others. More than 500 whales were
killed during the season. Governor
Clarke fears no depletion of the fish,
provided the present protective laws
are observed.
He recommends "strict provisions to
prevent aliens from fishing in Alaskan
waters, the present statute being no-
toriously evaded."
Work Completed at Carlton.
CARLTON, Or., Dec. 25.—(Special.)
—The work of bonding the rails for the

new electric service on the West Side
division of the Southern Pacific was
completed here this week and the
gang moved on to McMinnville. The
poles and guys, wires and new ties
are now being placed between here and
Forest Grove. The general opinion is
that the electric cars will be in op-
eration early in the Spring.

CHANGE MAY BE DELAYED
Cash for Locks for Branch Asylum
Is Not Yet Available.

SALEM, Or., Dec. 25.—(Special.)
—Because of lack of funds to purchase
locks for the doors at the Eastern Ore-
gon Branch Insane Hospital, it is pos-
sible that the \$80 patients to be trans-
ferred from the asylum may not be
taken to Pendleton for a number of
weeks.
Superintendent McNary was here to-
day conferring with the board and it
is believed that the transfer may be
made shortly after the first of the year.
Money is short for hardware pur-
chases as well as for certain supplies
and payment for transportation for the
insane from Salem to Pendleton. Mem-
bers of the board will take up with
railroad companies the question of ob-
taining a special rate. While there is
no doubt in the minds of the board that
the Legislature will furnish all the
funds needed for the Eastern Oregon
institution the question of time is a
vital one. With an appropriation bill
going into the assembly early in the
season, its passage probably will be
late and the money not available at
once. As a result it has been decided
to mortgage the Legislative appropria-
tion of next year to take the patients
to the asylum and furnish locks for
the doors to restrain the insane.

WATER SUPPLY IN DOUBT
Cottage Grove May Eventually Con-
nect With State Line.

COTTAGE GROVE, Or., Dec. 25.—
(Special.)—The probability that the
state may build a pipeline from Clear
Lake, to supply the valley cities and
towns with mountain water, is of con-
siderable interest to Cottage Grove, al-
though this city was not reckoned on
as a probable user by the engineer in
drawing up the plans.
Cottage Grove already has one of the
best supplies of mountain water in
the state, but application has been
made to the Government to log the
unit of timber in which the watershed
is contained.
Pure water can be obtained by ex-
tending the pipeline further into the
mountains, but eventually the whole
territory may be logged, and if the
water is contaminated thereby the
state's water supply would probably
be looked to.

Battleship's "Moral Effect" Noted.
WASHINGTON, Dec. 25.—The battle-
ship New Hampshire, which was hur-
ried to Santo Domingo City when it ap-
peared that the lately quelled revolu-
tion might break out anew, is now en

route to Norfolk, her presence in Do-
minican waters having had the ex-
pected "moral effect."
Bounty Increase Urged.
LEBANON, Or., Dec. 25.—(Special.)

Petitions are being circulated in the
eastern part of Linn County to be pre-
sented to the members of the Legisla-
ture from this county asking them to
use every effort to have a law enacted
placing a bounty of \$50 on cougars and

\$10 for wildcats. The persons asking
for this bounty are the residents of
the mountain districts and interested
in the preservation of the game. They
say that every cougar in the Oregon
mountains kills from 20 to 50 deer a
year.

OUR 24th ANNUAL CLEARANCE IS NOW IN FULL BLAST


Every article in our immense and beautiful stock has been reduced way down,
in order to clear out every item of Fall and Winter merchandise before the next
season comes round.

Our Established Policy

is never to carry anything over from one season to the other, and to accomplish
this **this season**, prices have been cut more rigidly than ever.

This sale means immense SAVINGS on merchandise of highest merit. Attend
it. Come early. Your credit is good.

**Immense Reductions on Women's Stunning Suits and Coats
Tempting Prices on Furs
Savings on Dresses
Reduction on Waists, Petticoats
Reductions on Everything**



Use your credit freely during this sale. Credit will enable you to buy
and wear the best. You need but a fraction of the amount of your pur-
chase in ready money at this sale. Come in early and select liberally.
Select what you need—all you need—pay later.

Remittances can be made
as low as
\$1 A WEEK

EASTERN

OUTFITTING CO.

405 WASHINGTON STREET, AT TENTH

PER TON	PER TON	PER TON	PER TON	PER TON	PER TON
\$5.50	\$5.50	\$5.50	\$5.50	\$5.50	\$5.50
\$5.50	\$5.50	\$5.50	\$5.50	\$5.50	\$5.50
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