

Biographical and Business Sketches

Representative Business Men, Firms and Corporations of The Dalles—Many Pioneers and Public Officials.

Not a Few Recent Arrivals, and All Men and Concerns of Sterling Worth and Business Ability—Their Trade Extends Throughout Eastern Oregon and Washington.

INTRODUCTION.

The occasion of THE CHRONICLE's trade number will be found in the following business and biographical sketches. As will be noted, these sketches are historical and descriptive. The writer has done his work skilfully and well, and the excellent representation is a compliment alike to the paper, the writer and the ability of the solicitor. The showing is one of which we are proud, and we are sure that our constituency will have a kindred feeling. We have in this city a corps of active business men not excelled by any municipality of equal size in this or any other state. It is with pleasure that we present, therefore, the biographical data to prove that this assertion is correct.

Parties desiring extra copies of this issue can be accommodated by calling at this office. We shall mail a large number of the papers to various parts of the county and state.

THE DALLES, PORTLAND & ASTORIA NAVIGATION COMPANY.

W. C. Allan, General Agent. There is a spirit of enterprise, a patriotic responsiveness to the demands of the public weal, in the financial men of The Dalles, which has been brought into conspicuous evidence whenever the occasion has presented itself, but at no time have they acquitted themselves with more satisfactory results than when, in response to the crying need of a regular and reliable water transportation between The Dalles and Portland, they met the demand in 1889, by establishing The Dalles, Portland & Astoria Navigation Company.

The effect of this masterly move was to open up for speedy development practically the vast country tributary to the Columbia river between Portland and The Dalles, turning to practical use the almost limitless resources that had long lain dormant. It has given to The Dalles, and all intermediate points between here and Portland, the benefit not only of greatly reduced passenger rates, but, in addition, a similar reduction in the freight charges. The amounts thus annually saved to the people of this section run up into the thousands of dollars.

When it is realized how many difficulties the company had to overcome in the way of opposition brought against it, the phenomenal success achieved by this enterprise becomes fully apparent. In this connection we cannot reflect too much credit upon the personnel of the company, which, in its prominence and stability, is the individual members, is not surpassed by that of any other corporate enterprise in the state. The officers of the company are: H. Glenn, president; M. T. Nolan, vice-president; L. E. Crowe, secretary. The directors are: H. Glenn, M. T. Nolan, J. T. Peters, S. L. Brooks, E. M. Williams, J. P. McInerney and L. E. Crowe.

Added from the great advantages of The Dalles, Portland & Astoria Navigation Company to the country it traverses, it has given to Oregon and Washington a steamboat route which for scenic grandeur is without a peer in the world. For more than 100 miles the observer is held spellbound by the rugged majesty of the Cascades, occasional glimpses of the far-off snow-capped peaks which rise like sentinels on either side, while the beautiful falls of Multnomah and Bridal Veil charm the eye with their picturesque splendor. Midway between The Dalles and Portland are the world-famous Cascade locks, which were built by the government at an expense of over a million dollars. A chain of rapids half a mile in length. The navigation of this turbulent stretch of water is conducted by without men to be one of the ablest experts ever accomplished on a Western stream. The palatial steamers which are built expressly for this route were many respects rival the floating palaces of the Mississippi. This is especially true of the excellent cuisine, which is not surpassed by that of the best hotel in the country. The cardinal endeavor of the company is to give the very best service that can be afforded for the money, and in this respect the steamers have been modeled until they are the best adapted for service between The Dalles and Portland of any craft entering that port.

This sketch would be manifestly incomplete without appropriate mention of the terminal facilities of the company. The immense warehouse in The Dalles is one of the company's wharves, and has a floor space of 15,000 square feet. There is, besides, a wharfbarge, 40x100 feet in dimensions, which is an invaluable accessory. Trucks can be driven through the entire extent of the building, and the wharf has

a continuous roadway, communicating with streets a block apart. The Portland facilities are likewise excellent, and nothing is omitted which could tend to dispatch in handling the large freight business of the company.

SEUFERT BROTHERS COMPANY, Incorporated.

There is an analogy between the animate and the inanimate in nature that is constantly presenting itself to observing men, and the experiences of the one may be applied with unfailing correctness to the other whereby many valuable lessons may be gained in both the sociological and material worlds. The man who first reclaimed the desert by irrigation applied, though ignorant, perhaps, that optimistic principle in criminology which restores the hardened criminal to honor and social fellowship; and the success which has marked the efforts of each should afford reciprocal encouragement. As truths are emphasized by corroboration, it will not be inappropriate to here cite an illustration in point—in the material world, for examples in sociology are too numerous to require mention.

The two-thousand-acre strip of land owned by Seufert Bros. Company, and extending for ten miles along the southern bank of the Columbia, less than two decades ago was a mass of shifting, sun-baked sandhills, to all appearances as useless as the heart of Sahara. Being considered worthless, its then owners disposed of it at the first opportunity for a mere bagatelle, and the purchasers were pitted for their apparent gullibility. It was considered another case of the tenderfoot and the sharp Westerner. How erroneous were such views and suppositions, such sympathy has been demonstrated by the lapse of years; for this once barren, sterile tract has been made a veritable Eden, and a source of affluence to its fortunate owners.

While the Seuferts have been accomplishing an end foreseen only by themselves, they have not overlooked the opportunities apparently nearer their doors, and have developed contemporaneously an enterprise which, in its scope, is an integral factor in Oregon's greatest industries, viz: salmon and fisheries and canning. The product of Oregon's greatest industries, viz: salmon, the chief brands being "Annie's Favorite" and "Tenius," which are shipped all over the commercial world. As high as one hundred and fifty men are frequently employed, and the capacity of the plant is between 1,300 and 1,200 cases per day, which means about 60,000 cans of one pound each. When it is realized that the cans are manufactured and the boxes set upon the premises, something of the magnitude of this concern can be realized. Besides canning salmon, a great many fish are frozen and transported to New York for foreign shipment.

The fruit canneries of this company puts up peaches, cherries, plums and apricots, entirely the products of its private orchards, the fruit from which is not surpassed in form and flavor by any on the coast. The present season the chief output will be cherries. The bulk of these goods are disposed of in The West, where the demand has always exceeded the supply. Switches from the O. R. & N. Co.'s tracks communicate with the main buildings and greatly facilitate shipping, cars being loaded direct from the warehouses for local and eastern points. Similar facilities are afforded for water transportation, and, as a whole, there is not a plant on the Pacific slope better situated for receiving and forwarding than this one.

The buildings of the company present a striking contrast to those the mind usually associates with the canning business. There is nothing bare or unsightly in their appearance. Standing on an eminence, overlooking the picturesque Columbia, from their portals may be seen the snowy sentinels of the Cascades towering above the dark background of vari-colored hills, while the graceful poplars and fruit-laden trees, which cluster about, offer an inviting repose and delightful refreshment.

The Seufert Bros. Company is a close corporation, practically all stock being owned by the officers, who are residents of The Dalles. They are T. J. Seufert, president; F. A. Seufert, manager, and A. Seufert, secretary. The Seuferts hail originally from Long Island, and where they undoubtedly gained the knowledge of irrigation so phenomenal a feat of reclamation so phenomenal a success. All possess the past and present foresight which makes the past and present foretell the future, and in the manner in which they have grasped opportunities for years unenvied by others would indicate that this faculty has been kept on the qui vive. The Dalles has no more public-spirited or enterprising men who have not been in the great association of which they are built up is a prominent feature in the city's supremacy.

FRENCH & COMPANY, Bankers.

If, as it is claimed, the stability and character of a community and its industries may be best judged by the character and standing of its banks, people of The Dalles have every cause for congratulation; for, while there are banking institutions in Oregon having larger capitalizations, there is none with greater resources compared to the liabilities assumed than our own, nor is there another in the state held in more universal confidence by patrons and the general public.

For more than 30 years the name "French" has been the synonym for enterprise, public spirit and financial stability in The Dalles and Wasco county; and it may be doubted if any name in this section of the state has been associated with a greater number of successful moves for the promotion of the public weal. The original company was organized in 1867, and was for a number of years engaged in merchandising and stock-raising. The bank was later incorporated with a capital stock of \$100,000, and has from the first occupied a prominent place among the banking institutions of the state. Its depositors, now numbered by the hundreds, are the sound business and financial men of The Dalles and of the wide range of country looking to this city as its trade center, including prominent farmers and stockmen.

The business of French & Company's bank is confined strictly to recognized legitimate fields of banking. Advantageous connections are maintained with the best banks of all the states and the Eastern cities, which afford exceptional facilities for transacting business with promptness and thoroughness. Especially does this apply to making collections and handling commercial paper. Exchange is bought and sold on all the principal cities of Europe and America. Money is transmitted telegraphically to any and every point of importance in the United States, Mexico and Canada, and to all the principal cities of the commercial world. Acceptable commercial paper is discounted, and loans are made on reasonable terms. Among the bank's correspondents we note the following: National Park Bank, New York; Continental National, Chicago; Merchants-Lafayette National, St. Louis; London, Paris & American, and the First National, San Francisco; and Ladd & Titton and First National, Portland, Oregon.

The bank, which is situated in its own building, located on one of the principal business corners of the city, is modern throughout. The fittings are heavy and rich, and the offices light and airy. The vaults, which comprise the new Hall's vault and Dundark coin safe, are fire and burglar-proof, and every convenience is provided for the dispatch of business and the accommodation of patrons. This is one of the largest private banks in the state, and it is not too much to say its individual responsibility is practically unlimited within the needs of its business, and that its personal embossments of recognized financial ability and honorable business and professional standing. The French brothers have been too long financial factors in The Dalles to require introduction or eulogium. J. C. Hostetler, cashier, has been eight years with the bank, and is well known in banking and business circles.

T. A. VAN NORDEN, Horologist.

T. A. Van Norden, watchmaker and jeweler, has been in business in The Dalles since 1889. His skill as a horologist soon won him a reputation, and an excellent patronage, which has developed into a permanent business. His stock of jewelry, while not the largest in The Dalles, has been selected with special reference to the demands of his trade, and includes diamonds, loose and mounted, watches, clocks, fashionable jewelry, silverware, both sterling and plated, and many novelties of the times. His system of business is absolutely one price, and it is sufficient guarantee of the excellence of an article that it is known to have come from his establishment.

The jewelry department of Mr. Van Norden's business is in charge of his son, who is an artist in the manufacture of rings, pendants, and similar articles in special designs. Mr. Van Norden himself devotes his entire time and attention to fine watch and clock repairing. He is especially watch inspector for the O. R. & N. Co., which distinction he enjoys as a reward for special skill. It may be truthfully said that in no other line of business is the average purchaser more dependent upon the honesty of the dealer than when buying a fine jewel or watch. Not one person in 20 knows any more of a watch than its external appearance, and the average purchaser knows even less of precious stones. How important, then, that our jewelers should be men of character and business standing.

T. A. Van Norden was born in Nova Scotia, but moved, when a lad, to the city of New York, where he received his education and learned his trade. He came as a pioneer of the early settlers to the Pacific coast, settling in California, in which state he resided until 1889, when he removed to The Dalles.

PEASE & MAY'S Department Store.

It must be conceded, for history bears out the statement, that there are three stages in the development of all populous communities. They are, first, the advent of the general merchandise store, which marks the birth of the settlement; next, the change to stores devoted to individual lines of trade, marking the beginning of the town; and, lastly, the modern department store, which appears with the city. Judged by these metamorphoses, The Dalles has emerged from the second stage of development and entered upon its existence as a city. In view of this fact, it is fitting we should devote appropriate space to a sketch of the one enterprise which has traversed the last stride.

The store to which this distinction belongs was founded in 1862, since which time it has undergone many changes of proprietorship. The members of the present firm are Edward C. Pease, Robert Mays and W. H. Hobson. Mr. Pease was first connected with the house in 1884, in the capacity of employe. Four years later he purchased an interest in the business. Judge Mays became interested in the business in 1892, and W. H. Hobson five years later, at which time the present firm was formed.

The elegant modern building occupied by this store was erected in 1893 by Judge Mays, and is one of the finest store buildings east of Portland in the state. It is packed from floor to ceiling with the stock of the various departments, each of which is complete, and the collection of them all under one roof makes the establishment a small village in itself. This, perhaps, will be more apparent when we state that there are regularly employed in the service of the house between twenty and thirty people, and frequently more, during the holidays. Following we give a reference to the departments under their respective heads:

DRY GOODS. The dry goods department of this house occupies a commodious double saleroom, light and airy. In charge of courteous and experienced clerks. The display is artistic in effect and shows to advantage the immense stock that is carried. To say that the stock is complete in every detail but faintly expresses the reality. It has been selected with especial reference to the latest fashionable ideas, and is designed to afford a popular shopping place for people of refined taste. The latest novelties, the newest ideas and the most original conceptions of leading manufacturers in our own and foreign countries are represented.

CLOTHING, FURNISHINGS, ETC. It is sufficient in this connection to cite the well-known names of Hart, Schaffner & Marx, manufacturers of clothing; Jao, Roelofs, hat manufacturer, Philadelphia, and Earl & Wilson, collar and cuff manufacturers, to indicate the character of stock carried. We may say, however, that the stock occupies a separate saleroom, under the direction of an experienced head-of-department clerk.

BOOTS AND SHOES. The United States lends the world in the manufacture of boots and shoes, and the shoe department of this house leads the city in its line in The Dalles. This is true both as to the amount of goods carried in stock and their quality, for the stock of first-class goods is at all times one of the largest in this section of the state, and inferior or shoddy goods are not allowed a place on the shelves of this store. To persons at all familiar with the names of prominent manufacturers of boots and shoes, it is sufficient to establish the excellence of footwear purchased of Pease & Mays to state that the firm handles the celebrated "Hamm" and "Queen Quality" shoes.

GROCERIES. The attractive modern retail grocery store, with its thousand delicacies, gathered from every country and climate, has been developed within the last quarter of a century, and almost within the last decade, it is still unknown in many cities of ten thousand population, and its coming may be said to mark an era in a city's growth. The fine modern store which forms the grocery department of Pease & Mays then, may be regarded as a complement to The Dalles. The amount, variety and quality of goods carried in stock, the attractive manner in which they are displayed, and the careful and painstaking manner in which patrons are served, warrant us in saying this is one of the most complete retail grocery stores in Eastern Oregon.

Hardware. The line of hardware is designed to meet the demand in this section, and contains the usual stock of shelf and heavy hardware, tinware and granite ware, kitchen utensils, farm and garden small tools, etc., etc.

IMPLEMENTS. Under this head we may properly mention the famous Oliver chisel plows and Studebaker wagons and other vehicles. These lines are without peers in the commercial world, and being handled in carload lots, are sufficiently well-known in this vicinity to require no commendation at the instance of the writer.

The above departments are in communication with the office, and are equipped with the latest improved change carriers. The appointments are the counterpart of those of the large department stores of eastern cities, and the window displays would grace the shopping center of any metropolitan city. Time was in Oregon, when a mercantile firm, to make a business success, needed only a capital or a credit sufficient to secure a stock of goods, which was sold at enormous profit; but in recent years competition has grown sharp, and the firm that makes a signal success today must needs be able to undersell all competitors, and to do this it is necessary that the manager of a house have not only unlimited means at his disposal, but, as well, a discriminating judgment and business foresight. Such a man is Edward C. Pease. Mr. Pease buys altogether from first hands for cash, and in carload lots, excepting in minor items of stock. He conducts the business strictly on the one-price system, and a child or a blind man can buy as cheaply at this store as an adult in the full possession of his faculties. "Pease & Mays" are household words all over Eastern Oregon, and the store is popular because its prices make it so. Right here it is fitting we should touch upon the objection so frequently raised against the department store, to-wit: By its remarkably low prices it in-

juries the business of merchants carrying individual lines and smaller stocks. Granting this to be true, we claim it is a direct benefit to everyone but the comparatively few who happen to come into competition with the department store. Fifty-two per cent of the people of the entire country are farming people, a large percentage laborers of another class, and a small percentage merchants. A fair-minded student of political economy cannot condemn the department store, and any sane person, familiar with the facts in the case, will patronize the department store because it is economy to do so.

J. T. PETERS & CO. Lumber.

The Dalles affords no more striking example of what may be accomplished by industry, thrift and business ability than is to be seen in the life and success of this one of her many prominent men and merchants; and it is with a sense both of pleasure and justice that The Chronicle devotes a portion of its columns to a biography of the man. His career should be an incentive and example to young men starting out in life, and his untiring application to business a matter for general emulation.

Jos. T. Peters was born in Baltimore, Md., where he received his first business training in the employ of a large wholesale lumber concern, and was subsequently transferred to the West held in store for industry and an intelligent determination to win. Mr. Peters decided to leave the older fields of the East and seek his fortune on the Pacific slope. Accordingly, he came that year to Oregon, where he met the success which he had hoped so bounteously that no foreign attractions have been sufficient to call him from his adopted home. His first position in this city was with a lumbering concern, and, though he had no experience whatever in the business, his desire to make himself valuable to his employer, coupled with his natural aptitude and versatility, soon won recognition in his being called to the managerial department, over which he presided with commendable efficiency. He had occupied this responsible position scarcely a year when he succeeded in his employer and continued to conduct the business, now under the title of J. T. Peters & Co. This may be said to mark the beginning of Mr. Peters' business career in The Dalles.

The remarkable rapidity with which Mr. Peters rose from an employe to an employer of labor has not been due to the growth and increase of his business. He is not only among the largest dealers in his line in the county, but his interests are almost as varied as those of the city and section. In fact, his energy and judgment in his business affairs, no less than his extensive holdings, prove him an able financier. Among his many interests, sawmill, transportation, etc., such and all have yielded a success under his masterful management, giving ample testimony to the fact that it is not so much the business man who prospers, but that which determines its success or failure. Mr. Peters is a director in the O. R. & N. Co., and of The Dalles & Rockland Steam Ferry Company. He owns and operates wood schooners between the Cascades and The Dalles, and conducts a planing and box factory at The Dalles, and saw mill on the Columbia river, besides his lumber and wood-yards, store and agricultural implement establishment. He also owns a number of dwellings in the city and valuable real estate here and in the surrounding country. Mr. Peters gives his own time and management to these varied interests, and so long as he continues in their charge, so long will they surely prosper and increase in number and importance.

THE FIRST NATIONAL BANK.

Oregon may be said to be especially fortunate in the character and stability of her banking institutions. The manner in which they withstood the financial strain of 1893 was a subject of most favorable comment throughout the country, and of felicitation in business and financial circles in this state. The First National bank of this city is rightly accorded a place among the most conservative and stable banks of this state, and it will be admitted with pride by all business and financial circles that it has been, since its commencement, as intimately associated with the financial affairs of Oregon as any banking institution east of Portland in the state.

The above concern was first organized as a private bank in 1881, and continued as such till December, 1888, when it was reorganized as a national bank, with a capital of \$2,000,000. The officers are J. S. Schenck, president; George A. Liebs, vice-president; and H. M. Beall, cashier. The First National bank does a general banking business, buys and sells exchange on the principal commercial centers, and keeps accounts with corporations, firms and individuals. Liberal advances are made on warehouse receipts and other first-class securities. The bank occupies a commodious one-story structure, centrally located, and is provided with every safeguard in the way of fire and burglar-proof vaults known to the most thoroughly equipped metropolitan banking institutions.

The First National bank has for correspondents the strongest banks of Eastern cities, and of the West as well. The following is a partial list of their connections: Chemical National bank of New York; the Commercial National, of Chicago; the First National and the Bank of California, of San Francisco, and the First National and Wells, Fargo & Co., of Portland. These excellent connections facilitate collections in the handling of commercial paper, etc. A special feature of interest to depositors is the issuance of reports putting forth sworn statements of the bank's condition, subject to a call from the controller of the currency at Washington. The last statement, made in April, shows a surplus and undivided profits of \$22,000.

W. E. GARRETTSON, Refractionist.

If it be true that experience is a good teacher, then W. E. Garrettson, the pioneer jeweler, has had most thorough instruction. Coming to The Dalles in 1879, he at once engaged in his present business, and has met with the success that attends persistent efforts. Mr. Garrettson holds a diploma from the South Bend Optical College and was the recipient of the highest honors that institution can give. He holds the degree of Doctor of Optics. His work in this city for the past 20 years has demonstrated his proficiency as a watch maker and refractionist, and further mention of his skill by The Chronicle would be superfluous.

THE DALLES STEAM LAUNDRY. A. S. McAllister, Manager.

Comparatively few people who have not been to some extent connected, in a business way, with the modern steam laundry, realize to what importance the business has grown of late years. If enterprisers were to be measured by the amount paid out in wages, the modern laundry might justly claim a position far above other enterprises we have been accustomed to think of greater importance. It will doubtless be a surprise to many readers of this sketch to learn that The Dalles Steam Laundry pays out in wages annually nearly \$2,500.

The modern steam laundry may be said to have had its birth in Troy, N. Y. It was there that the first modern laundry machinery was made and the first modern laundry operated, and it is in Troy that the most perfect laundry machinery is now manufactured. It is, therefore, appropriate to state that The Dalles Steam Laundry is fully equipped with the latest improved Troy machinery. This fine laundry plant was installed a little over a year ago, since which time it has been continuously in operation, giving constant employment to from 15 to 20 people. Wagons are run for the accommodation of city patrons, and laundry work received from the interior receives the same prompt and careful attention shows home work. In this connection it is worthy of remark that this laundry covers with its elements as remote as a hundred and fifty miles from The Dalles, receiving regular shipments from Prineville and intermediate points.

While all manner of laundry work is done in the very best style, the specialty of this laundry is fine gentlemen's and family work. Respecting the class of work done, we may say it is uniform in excellence and approaches perfection as nearly as can be done by the most competent expert operating the latest improved machinery. The system of marking employed is the best yet devised, and reduces the possibility of error or loss to the minimum. No chemicals or injurious acids are used, and the water is the purest in the land. Hence, with the best of water, the best of machinery and the best of workmen, this laundry is able to do as fine work as any laundry on any laundry on the coast. Add to the above the remarkably low rates charged, and it is readily apparent that The Dalles has nothing to fear from the competition of outside laundries.

Mr. A. S. McAllister, who is the manager of The Dalles Steam Laundry, is a native of the "Pine Tree" state; but he has been so long a resident in Oregon that he is a typical Western man. He came to this city twenty-one years ago, since which time he has become intimately identified with its business and social interests. Besides attending to his duties as manager of the laundry business, Mr. McAllister gives his attention to other interests, among which is his agency for the Home Insurance Company of New York, and the Commercial Union of London. As a business man and as a public-spirited citizen he stands in the fore, and the success which he gives reciprocal pleasure to his large circle of friends and acquaintances.

THE WASCO WAREHOUSE COMPANY. W. Lord, Manager.

In reviewing the prominent industries of The Dalles and Wasco county, The Chronicle reserved a liberal amount of space for a comprehensive resume of the business conducted by the Wasco Warehouse Company. The amount of capital invested, the magnitude of the varied interests and the benefits to the Dalles and the surrounding country derived from this institution make it of primary importance to this city and a credit to an even more metropolitan town than our own.

The Wasco Warehouse Company was incorporated in the fall of 1883 by J. W. French, S. L. Brooks and E. M. Williams, Parland, than whom there are no more enterprising financiers in the state. W. Lord, a gentleman of years of experience in his line, was placed in the responsible position of manager some four years ago, and the most delicate compromise we can pay his executive ability is to call attention to the almost unprecedented growth of the business during his management. The business of the company consists in receiving, storing and forwarding freight for interior merchants, such as oats, barley, rye, hay, flour and feed of all kinds, are extremely handled, both on their own account and for their patrons. They also handle barbed wire, nails, stock salt, lime, sulphur, cement and supplies for interior merchants. The management allows liberal advances on products stored with them. They have the most modern machinery and best equipped plant in Oregon for handling and caring for goods entrusted to them. The warehouse is also supplied with the J. H. Gove patent improved wool presses, making it possible to prepare the product for Eastern shipment in the most approved manner. This company has the only steam roller for hay, and supplies the country generally with rolled barley. Cracked corn is also manufactured, and large quantities of mill feed are sold throughout this section of the state.

A switch from the main line of the O. R. & N. runs the entire length of the buildings, very materially assisting in the speedy transmission of freight matter. Their storage capacity exceeds 150,000 square feet. Every facility is provided for the perfect handling of the millions of pounds of wool and grain which annually pass through their hands.

The following gentlemen have been identified with the company for a number of years, and at present comprise the board of directors: W. Lord, president and manager; H. M. Beall, of the First National bank, secretary; E. M. Williams, J. W. French, Smith French and B. F. McLaughlin. It will thus be seen that the Wasco Warehouse Company is one of the strongest and most ably managed institutions in The Dalles.

THE DIAMOND ROLLER MILL.

No single enterprise in The Dalles ranks higher for usefulness to the community than the flouring mills which form the subject of this sketch. Their building may be said to have marked an epoch in the city's history, and to have started a trend of trade to this point which no other agency could have so effectively accomplished. We are, therefore, justified in the assertion that The Dalles owes a debt of gratitude and appreciation to the founder of this one of her most important industries, and it is gratifying to be able to state that the people of The Dalles and of the whole surrounding country find it to their interest to manifest their appreciation by an almost universal use of the product of these fine, modern mills. It will be a surprise to many readers