

**IF ITS CORRECT  
SALLAN HAS IT  
TAKE NOTICE**

**Big Eruption Sale Will Continue  
for 15 Days Only. Buy NOW.**

**M. SALLAN**

*The Leading Clothier In Bank Building*

**IF SALLAN HAS  
IT, ITS CORRECT**

**Str. IRALDA**

Summer Rates between  
St. Helens and Portland  
50 cents one way  
75 cents round trip  
Tickets good any time after  
April 4th  
Boat leaves St. Helens 7:55 a. m.  
Returning leaves Portland 2:30 p. m.  
Arrive at St. Helens 4:45 p. m.  
C. I. HOOGHKIRK

**Wood for Sale---**

Good Dry Fir, Cut from Large  
Green Trees.  
Will Deliver to St. Helens for  
\$3.50 per Cord. To Houlton  
for \$3.00 per Cord.  
25c Discount on Ten Cords or  
More. Hard Wood \$4.50 per  
Cord. Phone Bachelor Flat  
Line or write me at Warren,  
Ore. WM. SKUZIE.

**St. Helens Dairy**

PURE MILK AND CREAM  
FROM HEALTHY COWS  
DELIVERED TO YOUR DOOR  
EVERY DAY  
GEORGE KONOPKA  
PROPRIETOR

**DANGEROUS BLEEDINGS**  
Sometimes fatal. YAKKON'S YAKKON  
Our Women-to-Fit  
Silk Elastic Hosiery  
relieves at once—often cures.  
Stockings, Knee Caps, Anklets  
Self-measurement blank on application  
WOODARD, CLARKE & CO.  
Portland, Oregon

**For Sale and Want Ads**

Ads in These Columns Bring Results

**WHY PAY RENT**

Buy a lot. Build a home. \$10  
down \$10 a month, then you have  
it. See St. Helens Improvement  
Co. T.A. Laws, Mgr.

FOR SALE; a set of Elks Antlers,  
complete. On display at the  
Italian Importing Co's. store. See  
H. W. Cade, St. Helens.

100,000 Fruit trees. Write for  
prices. A. Holaday Scappoose

**-CHURCHES-**

Meth-dis Episcopal Church 10:30  
Sunday School 11:30  
Preaching 11:30  
Epworth League 6:30  
Preaching 7:30  
Mid-week service Thursday 7:30

**Congregational Church**

Regular services at the Congre-  
gational church Sunday, January 12.  
Morning, 11 o'clock; evening, 7:30.  
Strangers will find a cordial wel-  
come, and we'll do all in our power  
to help you go to heaven.

**SYSTEMS OF MARKETING  
FARM PRODUCTS**

Systems of marketing farm products and the demand for them at trade centers are the subjects of a special report to congress by the secretary of agriculture recently published. The report was made by special direction of congress in order that information might be at hand concerning the establishment of a division of markets in the department of agriculture. The secretary specifies various items of service that could be performed by such an office, with recommendations that they be adopted if it is created. The report covers 391 pages and is crowded with information with regard to the subjects treated.

**BY PRODUCERS TO CONSUMERS.**  
The report treats of the movement of farm products from the farm to consumer through a great variety of channels. The simplest distribution is the direct one of delivery by farmer to consumer and next after this is the delivery by individual farmers or associations of farmers to individual consumers or associations of consumers. In these direct forms of distribution the middleman is eliminated, although of course intermediate services are performed either by producers or by consumers or by both parties.

**INTERVENTION BY MIDDLEMEN.**  
Among the varieties of middlemen concerned in the marketing of farm products are the traveling hucksters who go from farm to farm gathering eggs, butter, poultry, calves and other commodities which they sell to shippers, jobbers or retail dealers. The country merchant is often the first receiver of such products as eggs, farm-made butter, poultry, wool, hides, cotton and sometimes grain and hay. In the regions where grain is the staple product the tendency has been to displace the country merchant by the grain buyer and the local elevator man.

Farmers commonly sell through commission merchants and to some extent directly to wholesale dealers and also to retail dealers. The farmer who employs a trustworthy commission merchant who will handle his products honestly and honorably will get the current prices for them within the range of the commission merchant's business, but the farmer often finds himself in the hands of a commission merchant who falsely reports that the products were received in damaged condition or that they were of a grade lower than they were in fact, or he reports receiving prices lower than those actually received by him for the products. Worse than this, it is by no means rare that the commission merchant has sold the product and failed to return the net proceeds.

Samples of transactions in which only one middleman intervenes between producer and consumer include the commission man at a large market who receives consignments of livestock from farmers and sells to packers; the factor to whom the planter consigns his rice or cotton and from whom purchases are made by millers; the warehousemen who manage the sale of a Virginia tobacco to the

common occurrence. Fruits and vegetables are often marketed through the aid of two middlemen, the city commission dealer and a retail merchant.

**MORE THAN TWO INTERMEDIARIES.**  
A series of three middlemen may include first the local buyer of the shipper; second, the commission dealer or the wholesale merchant; and third, the retail merchant. In the sale of fruit by auction, which is common in large cities east of the Mississippi river, the auctioneer is an additional middleman. He may sell for a commission dealer, to whom the consignment may have been made by a country buyer; and the purchaser at such an auction may be a jobber, who in turn sells to a retail merchant. Five middlemen are thus concerned in such a transaction.

Onions raised in Kentucky are sometimes bought by a local merchant and shipped to Louisville; here they may be put into sacks and consigned to a New York wholesaler or a commission man who in turn sells to a New York retailer. Eggs and poultry frequently pass through the hands of at least four middlemen.

The marketing of clover seed is an example of a transfer from one farmer to another through a number of middlemen. The first middleman may be an Indiana jobber who consigns to a commission dealer in Toledo, Ohio; here the seed may be purchased by a merchant and shipped to a wholesale dealer in a distant city. The last middleman in this course of distribution is a country storekeeper or a city dealer in agricultural supplies.

**MARKETPLACES AND WAREHOUSES.**  
Public market places are established in a number of cities and towns, and in these places consumers may buy such articles as fruit, vegetables, dairy products, poultry and eggs direct from farmers as well as from dealers.

Another institution which aids the producer to dispose of his crop is the public warehouse. Illustrations of this are afforded in the marketing of tobacco in Virginia and North Carolina, wool from the northern Rocky Mountain states, and to some extent rice in Louisiana and Texas. The growers or their representatives, with their produce, meet the buyers at these warehouses.

**DIRECTION IN TRANSIT.**  
While farm products are in transit by rail, there are certain points at which the consignor may designate a final destination. The purpose of this practice is to enable the consignor to find the best market for his goods. This is the plan followed in shipping fruits and vegetables by rail from California to the East and from Southern States to the North.

**ASSOCIATIVE MARKETING.**  
The secretary of agriculture has much to say concerning associative marketing by farmers, and the economic advantages are stated in detail. "A survey of the systems of marketing farm products clearly discloses what the farmers can best do to their advantage. They must associate themselves together for the purpose of assembling their individual contributions of products, and selling in bulk lots, of ob-

products, to sell to a considerable number of markets, if not in many markets, and to secure the various other economic gains of associative selling."

To carry out this suggestion it is recommended that if congress establishes a division of markets, a corps of traveling field agents be maintained to assist farmers to form associations for marketing their products.

**FROM THE DEPARTMENT OF AGRICULTURE  
SUPPLY.**

It is also recommended that estimates of the prospective supply of fruits and vegetables, and perhaps other products not now represented in the quantitative estimates of the department's crop reporting service, be made a short time before harvest, so that the farmer may "have in mind a fairly definite idea of the volume of the crop throughout the country in order that he may occupy a place in the market that is fair to the consumer."

General market news service is not recommended. If such services were derived from telegraphic reports the expense would be enormous. One farmers' marketing association spends \$25,000 a year in telegraphing alone and a fruit growers' organization spends \$75,000 for this service.

**FIELD AGENTS AND CORRESPONDENTS**

It is proposed that a corps of traveling field agents and a large corps of traveling field agents and a large corps of local agents and correspondents be established for the following items of service: To help producers organize for associative marketing; to examine and remove local difficulties in the way of such marketing; to help producers to find markets; to report the current descriptive condition of crops, in addition to the work already done by the department's crop reporting service; to estimate the probable production of crops a short time before harvest; to report the beginning and ending of the shipping season; to report the crop movement from producing points through "gateways" to principal markets.

**SUBJECTS FOR INVESTIGATION.**

Among the subjects whose investigation is suggested are the storage of farm products either on the farm or elsewhere pending their sale; the business of commission dealers; the various costs of marketing, properly itemized, and compare with prices of products at the farm and with consumers' prices; a description of principal markets and of chief producing regions; and some problems of transportation. Some information with regard to foreign markets, it is advised, might be made useful to producers. It is proposed also to keep an elaborate record of prices of farm products in which prices at the farm shall be paralleled by wholesale and retail prices. Among the other recommendations are the maintenance of a list of marketing associations and the collection of statistics concerning the business done by them; the investigation of systems of marketing farm products in other countries, with special attention to those features which it may be assumed might be adopted beneficially in this country.

**PROPOSAL TO AID CONSUMERS.**

The Secretary of Agriculture closes his recommendations by making one concerning the participation of consumers in the solution of marketing problems: "A cheapening of farmers' costs of marketing will naturally result in gain to the producer rather than to the consumer. If the consumer is to gain by changes in the costs of distribution, it seems probable that he must do so through cheapening or eliminating costs at his end of the chain of distribution. The consumers can cheapen the costs of farm products by cooperative buying and by reducing the expenses of retail and other local distribution. The consumers' aspect of the problems of the distribution of farm products is a conspicuous one at the present time, and problems in distribution that are concerning the consumer rather than the producer may well be included within the service of a division of markets."

**ESTRAY NOTICE**

One black colt, 3 years old, left hind foot white, small white spot in forehead, also white tip on nose. Two brown or bay colts. Horse colt has narrow white stripe in face, feet on right side white; mare colt, small white spot in forehead. Both

**PORTLAND NEWS**

Corporation believed to be of benefit to the state and while it is not yet by the Oregon Poultry and Livestock Association, which will present them to the coming session of the legislature. Among these is the bill for sanitary toll, which has been reported by the committee on the subject.

It is also thought best to do away with district fairs and establish a county fair in each county. It is recommended that no state fair be held in 1915, but that this state join with the Panama-Pacific exposition to hold the biggest stock show at San Francisco ever known.

Oregonians aboard the special Royal Rosarian train that invaded California the past week made many friends for this state in the South. Their route was marked by demonstrations of welcome that proved the high regard in which the Beaver state is held and which will mean that Oregon will have a very prominent place in the 1915 exposition both at San Francisco and San Diego.

Dates have been fixed for the annual convention of the American Association of Nurserymen in Portland next June 18, 19 and 20. As this is the week following the Rose Festival an effort will be made to have the visitors come early in order to attend the flower fete. It is expected that from 400 to 500 eastern members of the association will attend. The Pacific Coast Association of Nurserymen meets here at the same time, convening one day earlier to transact the business of the organization.

Oregon county school superintendents convened at Salem last week took steps to encourage the country life movement among the school children of the state. They asked that the state fair be held later in September to give more time for preparing school exhibits. It was also decided to foster poultry raising and several superintendents will try to get every pupil in their counties to raise not less than thirty chickens or ducks.

Start the New Year right—by opening an account with us, and be assured of fresh groceries, fair treatment and prompt delivery. Do it now! You won't regret it. The Muckle Grocery Co.

**LODGES**

ST. HELENS CAMP NO. 1066, A. W. M. Meets 1st and 3rd Wednesdays.  
J. W. Clarke, Consul  
H. E. LARRE, Clerk.

HOULTON CIRCLE NO. 48, Women of Woodcraft, meets the second and fourth Tuesday afternoon of each month at Houlton, Ore. Mrs. Elva Wikstrom, Guardian Neighbor. Scappoose, Ore.; Miss A. Morley, Clerk.

Columbia Encampment No. 77, I. O. O. F. Meets in the I. O. O. F. Hall, on the second and fourth Thursday of each month, adjourning Patriarchs meet socially invited to meet with us. Class, Spinnery, Chief Patriarch, C. W. Blakesley, Scribe.

COLUMBIA HOMESTEAD No. 2496 Brotherhood of American Yeomen meets the second and fourth Wednesday night of each month at Vancouver, Ore. Visiting members welcome. E. S. HISSON, Honorable Foreman C. R. LARR, Correspondent.

MIZPAH CHAPTER NO. 39, O. E. S. Meets in Masonic Hall the second and fourth Saturday of each month. GERTRUDE COLLINS, W. M. LUCY GRAY, Sec'y.

St. Helens Lodge No. 171, O. O. F. Meets in the I. O. O. F. building, on the second and fourth Saturdays of each month, visiting members are always given a hearty welcome. W. A. McINTOSH, N. G. C. W. Blakesley, Sec.

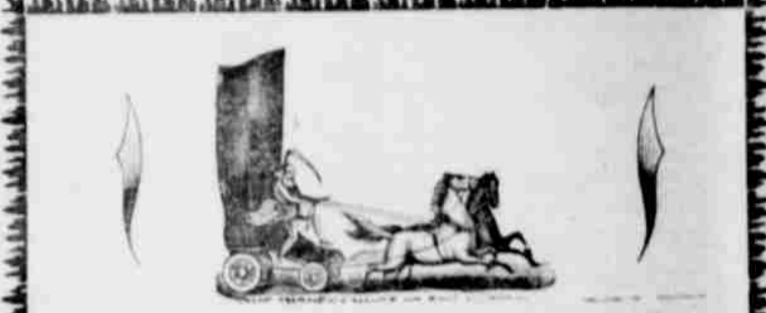
Avon Lodge No. 62 Knights of Pythias, meets every Tuesday Evening in Castle Hall, St. Helens. Visiting Knights always welcome. Fred Watkins, C. C. F. A. George, K. of R & S

ST. HELENS LODGE NO. A. F. & A. M. Meets 1st and 3rd Saturday in each month. Visiting members are always given a hearty welcome.

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**WHITE RIVER FLOUR**  
BETTER THAN EVER  
Makes Whiter, Lighter Bread

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And Trust Co....**

Abstracts, Real Estate, Insurance.  
Loans, Conveyancing  
St. Helens, Oregon



**ST. HELENS  
Harness & Shoe Shop**

MONTGOMERY BUILDING ST. HELENS, ORE.

**St. Helens School Opens Monday, September 16th**

REMEMBER WE ARE HEADQUARTERS FOR  
**School Books and School Supplies**  
WE HAVE ALSO SECURED THE AGENCY FOR  
**Eastman's Photographic Goods**  
WE CARRY ON HAND A LARGE STOCK OF THE  
**Celebrated Nyal Family Remedies**  
SCHOOL BOOKS ARE SOLD STRICTLY FOR CASH

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General Household Necessities  
A Specialty in All Kinds of Cheese—Also a  
Wholesale Department for First Class Imported and Domestic Wines of all Kinds  
Free delivery to any part of St. Helens or Houlton  
We Respectfully Solicit a Share of the Patronage  
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The cheapest place in town to buy  
Crockery, Glassware and Graniteware  
Come give me a call and be convinced for yourself  
**CENTRAL GROCERY**  
COR. WINTER AND WILLAMETTE STREETS

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POWELL & HARRIS, Props.  
DEALERS IN  
Fresh and Cured Meats  
Poultry, Eggs and Butter  
YOUR PATRONAGE SOLICITED  
CORRECT WEIGHTS  
"Pay Highest Cash Price for Beef, Pork and Veal"

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COLUMBIA RIVER POWDER COMPANY**

DEALERS IN  
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ALL EXPLOSIVES DELIVERED TO ANY POINT IN CO.