

AHEAD OF THE TIMES

Another article on this page tells of the plans of the lumber men of Oregon and Washington to eliminate the middleman and his profits from the lumber business. This is of interest to everyone who ever buys lumber in large or small quantities.

Now, listen a minute—We are doing NOW just what these people are advocating. We own the lumber, we own the mills, and we sell the finished product direct to you. Doesn't it stand to reason that we can deliver the goods cheaper. The middleman's profits are yours for the asking. Do you feel like making presents? Read the article, then come and see us.

WOODS LUMBER CO.

LUMBERMEN PLAN JOINT SELLING AGENCY

Will Reduce Expenses of Marketing Lumber by Saving Middlemen's Profits.

Leading lumbermen of Portland and Oregon are planning to organize a joint selling agency, which will materially reduce the expenses of marketing their product and at the same time will eliminate a large number of middlemen. It is anticipated that a dozen or more mills will enter into this agreement, there being plants with a combined daily output of something like 2,000,000 feet, which are in favor of so doing.

It is pointed out that the expense to each individual mill of keeping a sales representative in the different eastern and California territories has been greater than the business

of the past year or two would justify. The usual activity in the lumber market, due to tariff agitation, has compelled the mill operators to devise schemes for retrenchment, and this is one of the most important and likely to be the first put into effect.

A strong factor that has been making itself felt in the local territory, and which is doing much to hasten the consummation of the co-operative plan, is the constantly increasing competition from other producing sections. Rigid economy in marketing methods as well as economy in manufacturing is therefore imperative.

Representatives of the Oregon mills have been in conference with the officials of the group of eleven southwestern Washington mills, which have banded together with headquarters at Centralia, with a view of establishing a joint selling agency. This has been worked satisfactorily over there, and it is stated that it is not so much a matter of maintaining prices, although this element enters somewhat—as it is of cutting down expenses to meet the competition from yellow pine and

other wood more advantageously situated from a shipping standpoint. The local agency will probably not be established before the fall market begins to pick up, and business gets brisker in the consuming territories of the east and the middle west.

KAISER SEEKS ONLY INDUSTRIAL CONQUEST

PARIS, July 3.—The Figaro today publishes an account of a conversation which took place recently at Kiel between Emperor Wilhelm and Baron d'Estournelles de Constant, president of the French parliamentary arbitration group.

In this talk the emperor insisted that his policy was one of peace and said the battle of the future would be in the economic, industrial and political fields.

Great Britain, the emperor said, was now traversing a period of great nervousness, but he predicted that this would disappear when the country realized it could regain its lost economic ground, not by a destructive war, but by an increase in its productive activity.

the 200-foot ditch to the extent of a mountain torrent with only 15 per cent of the capacity of the pump in action. It should be borne in mind that the pump in question is the largest in the world, and it has the capacity to lift water 450 feet direct and that is a hundred feet more than will be required to reach the intake of the highest ditches.

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WATER SOON TO BE TURNED IN DITCHES

GRANTS PASS, July 3.—The gratifying information is given out that all the lumber to be used for fluming and other purposes on the ditches has either been delivered or is on the way. The material used in these flumes is the best quality of fir and such flumes are found to give perfect satisfaction.

The steel pipes have all arrived and are being taken to the several points where they are needed. The water will be permanently turned into the 200-foot contour ditch within the next 24 hours and it will be doing irrigation work as far as Tenth street. Water users up to that point may take notice accordingly.

There have been some wise people who speak with hesitation regarding the ability of the big pump to lift water in large quantities to the 200-foot and 350-foot ditches. It can be said that in spite of these opinions the pump is now raising water into

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