along certain lines and has thrown open certain markets which were previously entirely in the hands of Eastern manufacturers. Progress in this direction has been aided very materially by the fact that Eastern machinery manufacturers have been overstocked with orders and have been greatly hampered by labor troubles.

The recent depression in the East has made itself felt, probably more on account of the general feeling of caution due to past experience than of any real local causes. This of course does not apply to the curtailment of the local lumber business by the car shortage nor to the fact that the lumber interests have felt the falling off in the Eastern demand.

Specializing the Industry.

As the trade has grown and the number of local shops has grown, the manufacturers have recognized the necessity of departing from the old practice of each attempting to make all kinds of machinery and have a decided tendency to the development of specialties. Thus one shop makes logging and marine engines, another makes sawmill machinery, and another steel castings. It is probable that this tendency will still further develop until it culminates in each kind of machinery being made a different shop, all castings being made in one large foundry, where no finishing work is done. Such a plant would have such a volume of trade that it could keep its men constantly employed and thus sell castings cheaper than each machine shop could make them itself.

So far all the work done in Portland foundries, except stove works, is done to order, for the market is too limited to enable any manufacturer to make staple goods for stock in quantities large enough to enable them to compete with the East. In these days of small profits and large returns, the sole salvation of the manufacturer is to turn out goods in large quantities. But the prospective markets of Japan, China and the Philippines offer encouragement for future development in that direction, while the market on the Coast is growing so extensive that it may also aid in that direction.

Mechanics Are the Best.

One gratifying result of the great variety of work done in the shops of the Coast is that the mechanics acquire a great variety of skill and thus become a higher order of men than those of the East, whose minds travel with their hands in a more narrow groove fixed by their special line of work. They are therefore found more rational in their dealings with their employers, and avoid labor disputes. This disposition is encouraged by the adoption of the profit-sharing system by some of the employers, who find that they get liberal returns for the money they pay out in this way.

STOVES FOR ALL CLIMATES.

Portland Makes Them for the Whole Northwest and Alaska.

STOVES are made in Oregon for sale throughout the Pacific Coast and Northwest country as far east as Idaho, and as far north as Alaska, and the demand for home product is growing faster than the home manufacturers can supply it. The year just closed has been exceptionally good and if the stove-makers had had more to sell, they could have sold more. The capacity of one foundry will be increased one-third this year. All kinds of heating and cooking stoves are made here, for there is no exclusive right to make any of the standard patterns. The only difference in those made by different manufacturers is in the scroll work and embellishments, which are not a material part of the stove itself.

There are two distinct seasons in the stove trade, the Autumn, when merchants lay in a stock of heaters, and the Spring, when they buy cooking ranges. Thus the manufacturers are laying in a supply for half of the year to be sold in the other half. They have no difficulty in disposing of their goods in the home market, for the last two years have turned popular prejudice in favor of home industry.

The conditions of the trade are such that the manufacturers already established would give the hand of welcome to any newcomers in the same field. One reason is that newcomers would simply open more trade, not take away any of that already held by others. Another is that it is found practically impossible to sell stoves of the same make to two dealers in the same town. A person desiring to buy a stove expects to find a different one by going from one store to another, and the dealer caters to this whim by not carrying the same line of goods as a competitor.

Oregon has no difficulty in competing with the East as far east as Spokane, but is there confronted with the competition of goods which have paid only the same freight rate from the East as Oregon goods have paid from Portland. West of that city the difference in freight from the East serves as a protective tariff in favor of the Western product. Another factor in favor of the Western man is the smaller risk of breakage in transit on the short trip from Portland than on the long trip from the East. The proportion of breakage in stove castings is naturally high and, as they are only carried at owner's risk in carload lots, the price has to be made high enough to cover the cost of either breakage or insurance.

The great movement to Alaska which has continued for the last seven years has created a large market for sheet-iron stoves suitable for camping out, and Portland also makes them in large quantities. The sheet-iron is bought as it comes from the mills and readily converted into stoves which the Yukoner can pick up and carry on his sled without breaking his back. Portland has a full share of this trade and has a good prospect of profiting by its extension.

BUILDERS OF SHIPS.

They Have Done Much, but Have Opening for Much More.

HAVING the best shipbuilding timber in the world and the machine shops and other factories to equip vessels, Portland is one of the best points on the Pacific Coast for the shipbuilding industry. Since pioneer days river boats have been built here, but the city has not yet turned much attention to the building of ocean vessels, perhaps because there were so many other lines of lucrative industry and trade to absorb the attention of the people. There are three shipyards in the city and that the business is growing is evident from the fact that the value of ships and boats built increased from $54,385 in the year 1900, to $1,200,000 in the year just ended.

The following is a summary of the boats built in the year 1903:

Telephone, stern-wheel passenger steamer, 210 feet long, for Puget Sound traffic.

Arrow, screw passenger steamer, 150 feet long, for Puget Sound.

Imnaha, stern-wheel steamer, 135 by 26 feet, shipped knocked down to Lewiston, Idaho, and built there for Snake River; wrecked at Mountain Sheep Rapids, in the canyon, on her 16th trip.

Miss White's houseboat, 80 by 22 feet, to run on Columbia River.

Rayburn, dredge, to mine on Upper Snake River with buckets and endless chain; 100 feet by 40 feet.

Helen, stern-wheel steamer, 40 by 10 feet, tender for dredge Rayburn.

Guy Howard, screw steamer, 85 by 16 feet, for quartermaster of United States Army, to run from Astoria to the Columbia River forts; fastest boat on Lower Columbia, having run 13 miles an hour.

Mountain Belle, gasoline launch, 45 by 9 feet, pleasure craft for the river.

Rover, gasoline launch, 45 by 12 feet, rebuilt.

Cash, screw tug, 60 by 14 feet, rebuilt.

Cascade, stern-wheel logging tug, 175 by 32 feet, rebuilt.

Annie Comings, stern-wheel tug, 150 by 32 feet, rebuilt.

Albany, stern-wheel tug, 140 by 28 feet, rebuilt.

Ernest E. Kellogg, new boathouse to be moored at the foot of Salmon street.

Steamer, with stern wheel, 125 by 24 feet, for e Coquille River.

Jessie Hawkins, gasoline launch, 60 by 12 feet.

Elmore, stern-wheel steamer, 140 by 32 feet, rebuilt for Upper Willamette River.

Cygnet, steam launch, 40 by 8 feet, rebuilt.

In addition to this new work, there was a great deal of expensive repair work. The big steam schooner Sequoia, of 700 tons dead weight, of the Dollar line, which ran on a bar in Gray's Harbor, was brought here for extensive repairs. The gasoline schooner Anita, 80 by 24 feet, was repaired and coppered and put in condition for her voyage to Manila. The quarantine steamer Electro, 80 by 18 feet, was recalked and overhauled. A number of scows were built and the machinery for a stern-wheel boat 90 by 20 feet was shipped to Manila.

The most important work now under way is the building of the fireboat, George H. Williams, for the city. The Sellwood ferry-boat is also being built and the contract has been let for the new Albina ferry-boat, but work has not yet begun.

There would be more shipbuilding in Portland if more ships were owned here, and those who have capital to invest would find shipowning a profitable venture. Many of the merchants of San Francisco own part interests in steamers and schooners and furnish supplies to them, so that they get a double profit, one on what they sell to the ship and the other on its earnings. This causes the owners to bring the ship to the home port for repairs and thus the shipbuilding industry is encouraged. If Portland people once made a beginning in this line of business, the next step would be the building of new ships here constantly. The result would be the employment of a large amount of skilled labor at high wages. As two-thirds of the cost of a ship is put in labor, the amount of money put in circulation would be considerable. Portland shipbuilders now make crooks and knees for ships and ship them to San Francisco for vessels which could as well be built here, for this city has the timber, machinery and all the equipment at home.

H. E. ANKENY, EUGENE, OR.

Mr. Ankeny is largely interested in the business affairs in the southern part of the state. He is one of the owners of the big Klamath ditch, of Klamath County, which waters the land south of Klamath Falls, together with his son-in-law, Mr. R. E. Cantrall, he owns and operates the largest grain and alfalfa farm in Klamath County. He is president of the Medford Bank, in Jackson County, and manages and operates the Sterling mine, the largest hydraulic mine on the Coast. He is also one of the incorporators of the Chambers-Bristow Banking Company, which starts in business in Eugene, Or., January 1, 1904. Mr. Ankeny has a fine residence property in Eugene, where his family resides.

FRUIT AND VEGETABLES.

Canned Product Commands Premium in Markets of the World.

CANNING of fruit and vegetables has become one of the staple industries of Oregon. At first it came into existence through necessity. Before there were any transcontinental railroads into the state, it was impossible to ship away the surplus which could not be consumed fresh at home, and much fruit went to waste until Mrs. A. L. Lovejoy opened a small cannery at Oregon City in 1876. This was followed from time to time by others in Portland and the other cities of the Willamette Valley, the product of these canneries being sold in the local and San Francisco markets. With the opening of the transcontinental railroads, the Eastern market was opened, and the industry has expanded until now there are 18 canneries in the state, which had in the year 1903 a product worth $175,000.

Oregon excels any other state in the quality of its berries, cherries, especially the Royal Anne; apples and pears, so that its canned goods, particularly of these varieties, are shipped all the way to the Atlantic Coast in competition with the product of Baltimore, the great canning center of the East.

Oregon fruit of these varieties excels in size and flavor, so that it commands a premium in the Eastern market, and the canners take all they can get, for they have not been able to get enough small fruit. They contract with some growers for their entire crop, with others for only part. They sell in New York, Philadelphia and London, and in the lines mentioned ignore Eastern prices, for they have practically no competition. One local canner could have sold to one firm in London more pears than he could pack in three years.

Of the state's total pack about 30 per cent is sold in the East and South, 50 per cent in the home market of Oregon and Washington, and 20 per cent in California and foreign countries. The export trade extends to South Africa, Australia, China and the Philippines.

Where Oregon Leads the World.

All kinds of fruit and vegetables that grow in Oregon are canned, fruit coming from all parts of the state and vegetables from within hauling distance of the canneries. The list of fruits includes gooseberries, strawberries, raspberries, blackberries, cherries, pears, apples, plums and peaches, while peas, beans, tomatoes, pumpkin and squash make up the list of vegetables. More than half the state's product of apples and pears is shipped fresh to the local and Eastern markets, while the bulk of the berries and cherries beyond the local consumption is canned. The wormy apples and culls of all kinds are about all that go to waste, and many of them are used for cider and vinegar.

The conditions indicate that in course of time Oregon will become the packing center for special lines of fruit in the growing of which she excels. This includes berries, cherries, apples, Bartlett pears and plums. Northwestern Oregon cannot always depend on a crop of peaches, but they can be packed in Southwestern Oregon. They grow well in the Snake River Valley and in the vicinity of The Dalles, and in course of time those sections will have their own peach canneries, but at present they only produce enough to supply the local market and the territory near enough to permit of shipping fresh fruit. The East cannot compete with Oregon at all as regards Bartlett pears and cherries, so that there will be room for as large a supply as the growers care to produce. While the present disposition of the wholesale buyers is to buy a full line in order to make up carloads and get the benefit of carload rate, the superiority of Oregon fruit of the kinds named will lead them to buy these special lines in this state and make up their assorted lots in the mercantile centers. This tendency to specialize is also seen in the existence of houses which pack corn exclusively in the corn states.

Best Vegetables Grown.

Oregon raises vegetables equal in quality to those of any state in the country, but the canners at present find it difficult to pay the farmers the prices necessary to meet the high cost of labor. Pumpkins and squash grow well in any section. Peas, beans and tomatoes thrive on the rich bottom lands of Western Oregon, but on other land, even in Western Oregon, will not ripen without irrigation. It is likely that some canners will give their attention exclusively to packing special kinds of vegetables, as do the corn-canners of the Middle West, the tomato-packers of other states and the pea-canners of Michigan. A certain section of that state has been found peculiarly adapted to growing peas and has been made the center of large canneries, where the entire vine is run through a machine similar to a threshing machine, which shells them, no human hand touching the pods.

Oregon commands the market for her special lines of fruit, in spite of the fact that labor costs at least 50 per cent. more than in the East and is difficult to get even at that price. Women and girls are mostly employed, but when the hop-picking season comes on, they leave the canners in the lurch in order to pick hops and "have a good time," although they cannot earn half as much as in the canneries. This comes at the canner's busiest season. Only the growth of population will remove this obstacle to the extension of the industry.

PICKLES FOR THE WEST.

Made in Oregon of Home Products and Control Western Market.

PICKLES of all kinds, vinegar and sauces are made in Oregon in large quantities, and the readiness with which the people take to the home product is shown by the fact that the output for the state in 1903 was $190,000, as compared with $63,800, according to the Federal census of 1900. The number of factories has also grown to eight. There were only two in Portland a year and a half ago, while now there are five in the city, and they sell all they can pick, and one has increased its capacity one-third.

Nearly all the materials are produced in the state, including cabbage, cauliflower, cucumbers and onions. This is a good country for cabbage, as any man can see who looks at the big, round heads pile in the pickle factories. They make excellent sauer kraut, as any German will testify. Mincemeat and apple butter are also made of the home-grown material. Apples which are not suited for canning or evaporation are used in making cider and cider vinegar, though most of the vinegar is made of a mixture of rye, barley and wheat, and is much stronger than that made from cider. As good sweet pickles are made as in any country, to say nothing of all kinds of sauces, mustard, pepper sauce, though many of the materials for these are imported. The making of sauer kraut and vinegar is not confined to the factories, for many of the farmers make them not only for home consumption, but for sale.

The labor cost is much higher than in the East, and the cost of material is slightly higher, but Oregon controls the market as far East as Montana, sells cider products in California and Alaska, and ships some to the Philippines. One of the oldest local firms won a diploma at the Osaka Exposition in Japan, and sold its samples in that country, so that there is a good prospect that trade with the Orient will be opened. The prices of pickles in Portland has been lower this year than in any part of the East, in consequence of a short supply of material in the East.

In this, as in other packing industries, there is difficulty in securing enough labor when it is most needed. Cucumbers are ripe at the same time as hops, and the rush to the hopyards drains the labor market so dry that the farmers sometimes fear that their cucumber patches will go to waste. The packing season is confined to four months of the year, when the crops are ripening, but while it is on the pickler is as busy as a bee in gathering a sweeter commodity than he makes.

W. A. STOREY.

W. A. Storey, Sheriff of Multnomah County, came to Portland in 1878. January 15, 1896, he founded the W. A. Storey Woodyard. In 1898 he was elected Councilman from the First Ward, and was chosen Mayor to succeed the late W. S. Mason, a few months later. His term of office expired in July, 1900, after which he established the Western Cedar Company, at Rainier, Or. In 1902 he was elected Sheriff by the Republicans. His record as Sheriff is open to public inspection. During his first year in the office a comparative statement shows that the expenses of the tax collection and Sheriff's office were $18,000 less than for the corresponding year under his predecessor, notwithstanding tax collections were more than $400,000 greater. Sheriff Storey personally supervises the entire work of his office and employs only competent men. He is deservedly popular with his constituents.

Sheriff W. A. Storey.

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