CO-OPERATIONWINS IN BERRY GROWING

Puyallup and Sumner Association Increases Profit of Production.

CARLOAD SHIPMENTS MADE

Study of Market Conditions and Change of Routing in Transit Proves Advantage - Evergreen Berries Pay.

What intelligent co-operation will do for fruitgrowers was told yesterday by W. H. Paulhamus, president of the Puyal-lup and Sumner Fruitgrowers' Associarup and Sumner Fruitgrowers Associa-tion, composed of 500 growers of red raspberries and blackberries in the val-ley lying between Seattle and Tacoma. Mr. Paulhamus is now in Portland for the purpose of placing an order for 600,000

cans for use in the cannery which is one of the enterprises of the association. The Puyallup and Summer Fruitgrowers' Association is reputed to be the largest organization in the world composed exclusively of berrygrowers. The association is 22 years old and since the barian tion is 12 years old, and since the beginning of its efforts has seen the product of the members increase from 7000 crates annually to 150,000 crates. Its markets extend from a merely local field to am area as far south as Kansas City, as far east as Chicago and as far north as Winnipeg, and has seen the net returns per crate almost troble.

Business Is Increasing.

President Paulhamus predicts, that the output of the association will have increased within five years to 500,000 crates annually and within 10 years

rates annually and within 10 years to 1,000,000 crates.

"Our primary object in forming the organization," said Mr. Paulhamus yesterday, "was to enable the growers to consolidate their products and ship in carload lots under refrigeration. No grower produced sufficient fruit to fill a car with berries in good condition.

I am probably the largest grower in
the association, and my maximum production is about 150 crates a day, while
it requires an average of 504 crates to

"There are now 500 active shipping members of the Puyallup and Summer Fruitgrowers' Association. The berries are brought to the warehouses and are there sorted into four grades. The dead ripe berries are classified as "A" and go at once to the cannery. Fruit that should be consumed within 24 hours is market "H" and is shipped to such pearly markets as Snokans Port. such nearby markets as Spokane, Port-land, Scattle, and intermediate points. Berries that will remain in good con-dition for 48 hours are marked "M" and are shipped to points that can be reached in two days. The green berries are classified as "P," signifying that they are extra good shippers and may be routed to points 2000 miles distant.

Routes Changed in Transit. "During the shipping season we have

representatives in all our principal markets. If, say 50 crates over the demands of one market are shipped to that point, the effect is to reduce the price at which all the fruit is disposed of. Weather conditions are also a factor. The consumption of berries in cool rainy weather; is not as creat as tor. The consumption of berries in cool, rainy weather is not so great as in warm, bright weather. These agents make telegraphic reports to us daily on the conditions of the markets in is overstocked and another undersup-plied, we can change the routing of cars in transit to meet the conditions. "Of all the varieties of berries that we handle, we have obtained the most successful results from the Evergreen blackberry, the cultivated form of the wild blackberry that is so common all over Oregon and Washington. The earlier berry shipments are of Marl-borough red raspberries, which are fol-lowed by the Antwerp and Cuthbert reds. The raspberries last until about August 10. Blackberry the August 10. Blackberry shipments begin about July 20 with the Lawtons, following with the Snyder and Kittatinny, all bush berries. The bush blackberries last until about August 20, when the evergreens come in and produce in shipping quantities until October 15.

Cannery Has Surplus.

"The cannery has been operated by the association for two seasons, Last year we paid the growers more per pound than other canneries had been paying them and cleared upwards of \$16,600. The authorized capital stock of the cannery company is \$2000 in shares of \$1 each. No person is permitted to acquire more than 15 shares, thus preventing a few individuals from acquiring control of the stock. Our dividends are limited to 10 per cent, and we now have a surplus of \$16,-659.99.

"Last year we shipped our first car-load of blackberries into Chicago, with good results. Within a year or two we shall be shipping as far east as Boston and New York. I have ar-ranged for G. Harold Powell, the Government pomologist, to visit the dis-trict and establish pre-cooling plants. Without pre-cooling the fruit retains Without pre-cooling the fruit retains the temperature at which it is picked for some time after it is loaded. The ice in the refrigerator cars causes the warm air generated by the higher temperature of the berries to rise to the top, resulting in the formation of fungus on the fruit in the top crates and in decay. Pre-cooling is accomplished in decay. Pre-cooling is accomplished by putting the fruit in warehouses where a refrigerating system cools it uniformly before it is loaded in the cars. Fruit pre-cooled can be shipped much longer distances.

"Last year our association brought \$207,000 into the state of Washington for berries. This may not seem a large sum in comparison with lumbering figures, but it should be remembered that it doesn't represent inroads on our resources, but will increase in amount

as years go by. Net Returns Much Larger.

"When the association was first or-"When the association was first organized 12 years ago the average net return to the grower after paying transportation charges and commissions was 83 cents a crate. From this price it was necessary to deduct the cost of picking at 30 cents a crate and the cost of the crates at 16 cents each. Last year the growers realized \$1.50 a crate and the cost of picking and of the crates was the same as 12 years are.

Ladies' black percaline petticoats, great big ones; look as well and wear as well below to secure a flowing well, windmills will be placed on such wells as will pump.

HERE IS SOMETHING.

In these 12 years our output has increased from 7000 crates annually to 150,000 crates. In five years we shall be marketing 500,000 crates and in 10 years 1,000,000 crates annually."

Dairles Also Co-operate.

is not pasteurized or sterilized, but is line

Fraternal Prescription For Nervous Wrecks

wrecks, have found the following 'fraternal prescription" a bless-"fraternal prescription" a blessing and a boon. Such men lack aggressiveness, they are timid, nervous, easily discouraged, lacking in self esteem and confidence. They suffer from cold extremities, thin watery blood, nervousness, sleeplessness, frightful dreams, trembling hands and limbs, unsteady gait and an absolute limbility to perform the ordinary natural and rational acts or duties such as any healthy normal man can.

A vigorous man works, plays, eats and sleeps always with the keenest enjoyment. The greater his exertions are, the stronger becomes his appetite and slumbers.

The nervous man seems always tired and worn out. Retiring brings no relief. Sleep brings no refreshment, all because of an abnormal condition of the nervous system, brought about by—well, no matter what—the desire is for relief and freedom with rich, red blood surging through the body supplying the sensitive nerves with all, the power of sensation, so that sleep is refreshing, food is delicious, work is play and play is pleasure.

work is play and play is pleasure.

This treatment is thorough, simple and correct. The ingredients are used in filling various prescriptions and can be obtained of any well-stocked druggist and mixed at home without embarrassment or questions.

Obtain three ounces of syrup sarsaparilia compound in a sixounce bottle. To this, add one ounce of compound fluid balmwort and let stand two hours. Then add one ounce of incture cadomene compound (not cardamom), and one ounce of compound essence cardiol. Mix, shake well and take a teaspoonful after each meal and one when retiring until a vigorous, bounding newhealth takes hold of the fired, exhausted nerves. Only a few weeks ireatment will astonish and rejuvenate, because the treatment is the right thing at the right time, and contains no deceptive opinies.

cooled immediately after milking and cooled immediately after milking and a low temperature maintained until delivery. All bottles and milking utensils are sterilized daily in a cement furnace filled with live steam. The udders of the cows are washed before each milking and the most approved sanitary regulations are enforced in the milking sheds and stables. The cows are tested for tuberculosis and there is a bacteria test of the milk seek there is a bacteria test of the milk each month. Thirty thousand bacteria to the cubic centimeter is the outside limit in the tests, which commonly run from 700 to 5000. Records of the amount of feed consumed by each animal and the number of pounds of butter fat produced are kept. When a cow falls below a certain standard it is disposed

of.

"Pasteurizing and sterilizing are methods of killing the bacteria in milk," said Mr. Paulhamus. "Cooling prevents their multiplication. In pasteurization, the milk is heated to a temperature of 165 degrees and in sterilizing it is heated to 212 degrees. Milk so treated will not sour, but it will decompose and the danger in the Milk so treated will not sour, but it will decompose and the danger in the two methods is in the use of decomposed milk by persons unknowingly."

The dairying association goes under the name of Maple Falls Farm and markets its product in Seattle and Tacoma. Mr. Paulhamus says that the demand exceeds the supply.

HEAVY SNOWS IN MOUNTAIN RANGES CAUSE ALARM.

Range Stock Has Been Unable Reach Short Grass and Heavy Loss Results to Owners.

Unusually heavy snows along the ern Oregon are causing the sheep and cattle-growers of the state the greatest alarm. Information arriving in the city yesterday morning is to the effect that losses have already grown enormous proportions and that bodies of the animals dot the ranges in great numbers. The snows have been so deep that the range stock has been unable to reach the short grass, and has slowly starved. Cattle-own-ers in the vicinity of Paisley, Bend and Prineville are reported at the Port-land headquarters of the Forest Service to have sustained losses in some instances amounting to 50 per cent of their herds.

their herds.
In an effort to relieve the situation to some extent District Forester Chapman yesterday ordered all National forests, where grass may be reached, opened to the free use of the cattle-owners and flockmasters. In the vicinity of the Paulina Mountains it is expected that 50,000 sheep and 8000 cattle may be cared for. Peculiarly enough, that particular area becomes available because of the heavy snows. The area is composed of 15 town-

available because of the heavy snows. The area is composed of 15 townships of lava land, which have never been utilized for grazing purposes because of the lack of water. Bunchgrass has grown to enormous heights and in places it is reported to be so matted together that it is standing up against the weight of the snowfall. The grass is nurtured by the heavy rains of the Summer and Fall, which immediately run off through the porous rains of the summer and ran, water immediately run off through the porous rock beneath. So long as the snow lasts that district will be available to stock from Umatilla, Deschutes and the Prineville districts.

It is reported that the losses of the Chewaucan Cattle Company will prob-ably be two-thirds of their entire bunch of cattle, last year amounting to 14,000 Most of the ranchers in the district affected were unable to secure a suf-ficient amount of hay in 1909 to Winter their animals in their fields, and in

many instances no preparation of any kind was made, the owners depending upon the ability of the cattle and sheep upon the ability of the cattle and sheep to find sufficient forage to carry them through until Spring.

During the coming Summer the For-est Service will endeavor to develop water in the Paulina lava district by boring for an artesian flow. If un-able to secure a flowing well, wind-mills will be placed on such wells as

Ladies' black percaline petticoats, great big ones; look as well and wear as well as any garment made. Price @ cents, Other grades at 98 cents, etc. For sale in suit department. McAllen & McDonnell.**

Tacoma Busines Men to Travel.

TACOMA, Wash., Feb. 16 .- One hun-Mr. Paulhamus is also engaged extensively in dairying under modern methods. Twenty-five dairles in the Puyallup Valley are now under his supervision and 16,000 gallons of milk are disposed of each month. The milk is not pasteurized or sterilized, but is to no match the principal cities along the line.

(From "Medical Reports.")

UNION PACIFIC LIFE INSURANCE COMPANY

Has \$87,916.18 Paid in-Only Needs \$12,083 to Obtain License in Oregon

PROFIT

On account of the high percentage of success, and because the profits are greater than in any other business, there is no better investment than that in a flourishing life insurance company.

Life insurance companies have, therefore, been practically financed, with the result that the enormous profits which they have made, and are making, remain in a few hands.

The plan of the Union Pacific Life Insurance Company in distributing its capital stock in a way by which it not only offers a remarkable opportunity for investment, but, at the same time, puts into effect a successful method of securing the co-operation of its stockholders in the upbuilding of the company, affords an opportunity which will be quickly seen and accepted.

SAFETY

In every investment there are two considerations-safety and profit.

The most important is safety; no one is justified in putting money into any enterprise unless it can be shown that the money so invested is practically insured against loss.

To place funds in a concern of any character is speculation.

The capital stock of the UNION PACIFIC LIFE INSURANCE COM-PANY is an absolutely safe invest-

In considering this investment offer, therefore, the following should be borne in mind:

That immense fortunes have been and are being made in life insurance—the most profitable of all forms of legitimate business.

That there is a growing sentiment towards the upbuilding of home institutions of every kind, and especially in regard to life insurance.

That the UNION PACIFIC LIFE INSURANCE COMPANY stock is absolutely safe under the legal reserve laws, and will grow more rapidly in value than any stock available.

That by securing stock in the UNION PACIFIC LIFE INSUR-ANCE COMPANY you have the opportunity of personally and effectively promoting the business of a company in which you are interested, and thus adding to your profits, and the value of your holdings.

Don't wait until the Stock is either Advanced in price or Withdrawn from the Market. BUY NOW!

For further information, address

Union Pacific Life Insurance Company

Oregonian Building, Portland, Oregon.

The Enormous Profits in Life insurance

Extract from the Forty-eighth Annual Report of the Insurance Commissioner for the Commonwealth of Massachusetts:

The Prudential's **Profits**

"The amount paid into the Prudential Company in cash for stock was \$91,000.

"All the rest of its \$2,000,000 of capital has come from stock dividends, besides which there has been paid 10 per cent in cash dividends annually since 1893. In other words, for every \$1000 paid in the stockholders hold \$22,000 of stock, upon which they received \$2200 annually, that is each year for ten years they have received in cash dividends more than twice the original investment. Indeed, the Secretary of the Prudential made affidavit, in case hereafter reviewed, to the effect that one of the complainant stockholders, had he sold his present holdings of Prudential stock for \$600 of \$100 par value, as he could have done, he would have received the sum of \$329,363.63 altogether, including dividends, stock sold, etc., for an investment of \$2200 made since October, 1875.

"The stockholders have already received enrichment beyond what avarice could have dreamed of when the Company started, and are yearly receiving an amount more than twice the original investment."

EXTRACT FROM COLLIER'S WEEKLY:

Senator Dryden's son, Forrest F. Dryden, Vice-President of the Prudential, in an affidavit in a lawsuit in which it was to his interest to prove that the Company had been a very profitable enterprise for the stockholders, stated (the legal technicalities of the affadivit have been eliminated; the quotation is otherwise correct): "William Robotham, a stockholder in the Prudential Company, on October 13, 1875, paid into that Company in cash \$2200. For that investment he has received in cash dividends, and for the sale of part of. his holdings, \$149,363.60; the remainder of his holdings are now worth, in cash, \$180,000; so that he has received altogether for an investment of \$2200, a return of \$329,363.60." This profit is 15,000 per cent.

FILL OUT THIS SUBSCRIPTION BLANK, SIGN AND MAIL US

SUBSCRIPTION FOR CAPITAL STOCK TO

Union Pacific Life Insurance Company

604 AND 605 OREGONIAN BUILDING, PORTLAND, OREGON.

City State shares of fully paid and non-assessable stock of the Union Pacific Life Insurance Company, of Portland, Oregon, of the par value of \$10.00 each, for which I agree to pay at the rate of \$30.00 per share, it being understood and agreed that the excess amount over and above the par thereof is paid for the creation of surplus and organization expenses.

Will Have Capital Stock \$200,000, Surplus \$400,000 Will Be Superior to Many, and as Good as the Best

GRUBER BACK FROM TRIP

OFFICIAL DENIES HE CONSID- it was laid out. ERED RAILROAD EXTENSION.

Private Land Purchase, Not Pacific and Eastern Business, He Gives as His Errand.

J. M. Gruber, of St. Paul, general manager of the Great Northern Railroad, ar rived in Portland yesterday morning in a private car from a quick trip to Med-ford, where it was reported that he had gone to look after plans for extending the Pacific & Eastern Railroad, a portion of which is now being constructed between

Which is now being constructed between Medford and the Crater Lake district in the Cascade Mountains.

Mr. Gruber denied yesterday that he had been in Southern Oregon on official business. He said that the purpose of his visit was simply to make a private purchase of land for himself.

"The reports of the purpose of my visit to Medford are all bosh," said Mr. Gruber. "I did not know until I arrived here that the Hill interests had such a line as the Oregon Trunk."

ine as the Oregon Trunk." By those who know him, Br. Gruber is described as being one of the busiest men

it passed into new hands and changed its name, there was no announcement of its being used for any other purpose, although the same men who were employed to construct the Oregon Trunk, the Porter Brothers, constructed the line as far as it was laid out.

Little doubt is expressed of the report that the Hill interests own the Pacific & Eastern Road, and if so the road, it is believed by those who are familiar with the situation, eventually will extend from some point on the Pacific Ocean, probably Coos Bay, across the Cascades, where it will connect with the Oregon Trunk Line near Klamath Falls, and then take some eastward route.

Railroad Notes.

Heads of freight departments of the various local roads will hold a meeting in Tacoma today to consider matters rel-ative to weighing and inspection. Copies of the new freight tariffs decided upon by the Transcontinental Freight Bureau have been issued and les were received yesterday at the local offices of the Harriman lines.

C. M. Clark, chairman of the executive board of the Portland Railway, Light & board of the Portland Railway, Light & Power Company, who recently arrived from Philadelphia to inspect the plant, will be the guest of honor at a dinner to be given at the Commercial Club tomorrow night by B. S. Josselyn, the manager of the company. The heads of the various departments of the company will be guests at the dinner which will begin at 6 o'clock.

in the world. He never takes a vacation, sleeps little and finds no time to spare for anything but business.

The Pacific & Eastern road was originally begun by local investors to run a branch line from Medford to the timber belt in the Cascade Mountains. When

\$162,086.65 IS PAID

OREGON TRUST'S OBLIGATIONS DWINDLING FAST.

Many Out-of-Town Depositors Are Tardy in Collecting - Mr. Devlin's Return Uncertain.

No further news has been received here concerning the return of Thomas ceiver for the defunct Oregon Trust & Savings Bank, the old claims against which are at present being liquidated by the German-American Bank. While it is understood that Mr. Devlin is anxious to return at an early date, his physician and friends have urged him to remain away until his recovery is complete.

complete.

At the German-American Bank yesterday 102 claims aggregating \$21,-328.77, were settled. This makes a total, down to date of 361 claims paid in full, amounting to \$162,086.65. The remainder of the \$300,000 in claims is held for the most part by Portland persons, who were not excited about getting their money in the first rush of the settlement and were willing to wait.

A few of the claims are held by per-sons living out of the city and letters from these are arriving daily. It is be-lieved it will take a week or more for sons living out of the city and letters from these are arriving daily. It is believed it will take a week or more for the bank officials to get into communicine, with the knowledge that there is medicine concern, thoroughly worthy of your confidence, of your confidence, and for the moment you suspect kidney or of your confidence, of your confidence, thoroughly worthy of your confidence, thoroughly worthy of your confidence, thoroughly worthy of your confidence, and you suspect kidney or of your confidence, thoroughly worthy of your confidence, and you suspect kidney or of your confidence, and you suspect kidney or of your confidence, thoroughly worthy of your confidence, and you suspect kidney or of your confidence, and you worthy or your confidence, and you worthy your confidence, and you worthy your confidence, and you worthy you wor

La Grande Architect Dies.

LA GRANDE, Or., Feb. 16 .- (Special.)

cation with all of the claimants and are monuments to his genius. Mr. Mil-have the books cleared of all obliga- ler was 55 years old and leaves a widow o and three children.

Took All His Money.

LA GRANDE, Or., Feb. 16.—(Special.)

—Robert Miller, a well-known architect of this city, died suddenly last evening. He had been under medical care for a few days, but no indication of the serious nature of his condition was apparent, and the serious of the condition was apparent.

Several of La Grande's finest buildings druggists. MAKES YOUR KIDNEYS ACT FINE, ENDING LAME BACK AND ALL BLADDER MISERY

Several Doses will Regulate Your Out- no other remedy, at any price, made anywhere else-in the world, which will of-Order Kidneys and Make You Feel Fine.

A real surprise awaits every sufferer from kidney or bladder trouble who takes several doses of Pape's Diuretic. Misery in the back, sides or loins, sick headache, nervousness, rheumatism pains, heart palpitations, dizziness, sleeplessness, inflamed or swollen eye-lids, lack of energy and all symptoms of out-of-order 'kidneys simply

Uncontrollable urlnation (especially at night), smarting, offensive and dis-colored water and other bladder misery

effect so thorough and prompt a cure as a fifty-cent treatment of Pape's Diuretic, which any druggist can sup-

It is needless to feel miserable and worried, because this unusual prepara-tion goes at once to the out-of-order kidneys and urinary system, distribut-ing its cleansing, healing and strength-ening influence directly upon the organs and glands affected, and completes the curs before you realize it.
Your physician, pharmacist, banker or :n; mercantile agency will tell you that Pape, Thompson & Pape, of Cincinati, is a large and responsible medicing concern thereusely.

medicine concern, thoroughly