

### EXPORT HOP POOL

#### Durst's Statement Regarding London Consignment.

#### MATTER NOT YET SETTLED

Many Unforeseen Obstacles in the Way of the Venture—Why Low Prices Were Realized on Oregon Hops Shipped Abroad.

ALAMEDA, Sept. 19.—(To the Editor.)—A further delay has occurred preventing the sending of statements and accounts to the consignors in the late shipment of hops to London.

Under date of August 25 last we sent circular letters from Forest Grove, Or., to each consignor who had hops in the shipment.

This shipment is a matter of interest to almost every hopgrower in Oregon. For that reason I would like to ask you to insert the following in The Oregonian, so that it may be understood by your readers:

When the consignment was started from Oregon I arranged to have it shipped on vessels sailing from Galveston direct to London. It seemed desirable that this was the best route. Ordinarily, the hops, when shipped "sunset" went to New Orleans or Galveston, and were loaded into vessels and sent to New York, where they were again transferred into Atlantic steamers.

I engaged agents on vessels to sail not later than August 29. For reasons not explained, there was a delay of quite a month before the first lot of Oregon hops left Galveston.

These hops arrived about the middle of June. The remaining 1200 bales were shipped from Galveston about two weeks later than the first shipment, but at the same time we left London, July 25, they had not yet reached the docks.

The vessel they came in put into the Azores and everything possible was done to expedite delivery in London. Owing to the necessity for our being at home during the coming hop harvest, we had to leave London for New York when we did. The first cargo of hops arrived in fairly good shape, and with the exception of 25 or 30 bales little complaint could be made. Mr. Hoffman and I did all we could to inform ourselves of the condition of the growing crop in England. I was down in Kent every two weeks, and we made several trips through the hop districts.

We had numerous reports from Oregon, California and Washington as to prospects of the coming crop. Every report predicted the largest crop ever grown. In addition to our reports, every dealer in London got similar ones. It was predicted that the United States would have 100,000 or more bales of 1906 hops to export.

The aphid blight in England was severe while we were here, but no one predicted under 350,000 to 400,000 cwts. It was also certain that nothing definite of the growing crop could be known until September. The conditions were, 6000 bales of hops in our hand to sell. All American authorities and all our correspondents reported outlook for a bumper crop; the English crop suffering a blight of unusual severity, but no absolute certainty of a small crop until September. The English growers loaded up with 1904 and 1905 hops, and were unwilling to buy considerable quantities, except at low prices.

There were only two things we could do: Either sell for best prices we could get, or take our hops off the market and hold them until crop prospects were more settled. This we did when we left in September. That would have been a straight gamble, and we were not justified in holding the hops against the reports we had from this country.

We have already advised consignors of prices realized. Our Durst hops were sold still cheaper. We tried to dispose of same to the other large merchants, but they were not buying except at cheaper prices.

At the time we left London we had sold (partly to arrive) all but 500 bales of the Oregon, and most of the Durst hops. We supposed that the last cargo would be in London the day we left, and that within two weeks the whole 1200 bales would be in the warehouse and the balance sold.

But, unfortunately, many of these hops were damaged in transit, as I was informed by cable. I am just in receipt of a letter giving more particulars of the damage. I am enclosing you the original, but a copy, which is as follows:

London, Aug. 31.—M. H. Durst, Esq., Dear Sir—We wrote you last on August 16 and have since received your letter of August 14, the contents of which we have noted. We have also exchanged cables with you, as per enclosed copies.

Referring to the last shipment of Oregon per "Cayo Manzanillo" we have now had all these hops sampled, and have been through them. We are sorry to say that they are not even worse than we anticipated when we wrote you before. There is no doubt that they have greatly deteriorated, owing to the long detention in the hot climate of Galveston, and with even the selected bales we are having great trouble with our buyers, because of their exceeding dryness and hardness. Some lots are so badly sweated that they have lost all appearance and flavor of 1906 hops and look even worse than 1904.

We are making out for you a list of the perished bales we have found, and will send you a sample of each bale, with the bale number and lot. Some of the perished bales may also have been due to imperfect curing in the first place. We are having great trouble and expense with these hops as we are obliged to strip every bale before we are able to deliver them.

The cloths being perfectly clean on the outside of some of the bales do not show any damage, but on stripping the cloths we find large patches of discoloration, in fact we have had some bales returned from our buyers where the damage could not be discovered by our usual examination. On the other hand, some bales show stains on the cloths, and the hops underneath have no trace of damage. We cannot understand how this could have occurred.

As regards the damage in transit, the Insurance Inspector has been down and looked at the hops, but we have not yet received his report. You will understand that we cannot make up the account sales until all these matters are settled, but we will do so as soon as possible.

There is just now nothing doing on the market, owing to the improvement in our hop plantations, prices are only nominal, but we will sell the remaining 200 bales at the first opportunity. We remain, yours faithfully, STRAUSS & CO.

The above letter shows just where we are, and we cannot expect any conclusion to this business until the damages are arrived at and a settlement had with the insurance companies. The loss is sure to be considerable. Our Durst hops are in exactly the same shape. We have had no settlement and I have had no account sales or proceeds as yet.

The English trade does not believe in high prices, even with short crops at home; they say they have plenty of stocks on hand to carry them until the 1907 crop comes in without paying high prices.

Mr. Hoffman and I did the best we knew how. We could not see two weeks ahead of us any more than anyone else could. As an evidence of my views, I sold 2000 bales Durst's 1906 crop to net us 104 cents f. o. b. Wheatland and my people here two

weeks later sold 3000 bales more at 114 to 13 cents here. Within 10 days after we could all see that prices would be better. It was again a case of "hindsight" and "foresight."

I regret the way this business is hanging on, but I feel that under the circumstances we could not have done differently. The shipment was certainly a success, in that it cleared up the stocks and made 20-cent prices possible. But again the shippers suffered. Durst Bros. have suffered more than anyone else. But I feel that we did the best we knew how.

We have no excuses to make or apologies to offer. Nor do I want to hide anything. I have always contended that what hopgrowers wanted was publicity. They want the market so they can form reasonably accurate conclusions. Every phase of this shipment has been investigated. Every shipper will eventually get his account sales and full returns, whatever they are.

We so fully expected very low prices for 1906 hops that I made all arrangements in London for advancing 6c per pound harvesting expenses on 50,000 or more bales if it might be necessary in order to help growers harvest the crop. Fortunately this was not necessary. Prices went up, and those of us who contracted heavily at low prices "missed it again."

This contracting is the curse of hop-growing. In all of our experience we only once made money by contracting. At all other times we have lost and lost heavily. I fancy the experience of other growers is the same. Why do we contract? We call it "blame the dealers." They take as many chances as we do. The real reason is that we feel that we are "insuring ourselves" by contracting. If there were some way of absolutely preventing contracting it would mean "money in all of our pockets." It would kill short selling. It would guarantee another early market and higher prices. It would remove much of the risk from hopgrowing.

Two things we want—(1) to stop contracting; (2) to get a larger and broader market for our hops. The way things look now, if we would ship 30,000 bales of hops from this coast to England before we would a bale that would open at 20c to 30c. This is just as sure as any fact can be. But the only real solution will be when all hopgrowers will join to do this in their mutual interest. Our last year's shipment was too late. We "locked the door after the horse was stolen." If every grower would ship out of the country one-sixth or one-eighth of the hops he had unsold, we would see 25-30c prices, and we would make money by the proposition, even if we had to ship on a 10c advance.

Even with our late experience still in mind, I believe that the rational business system would be to ship our surplus out at the beginning of the season, thus securing a better home market and demoralizing production abroad. This Coast could in five years' time export over 300,000 bales of hops. Short selling would be a thing of the past then, and prices would not fluctuate as they do now. Another step to be thought of is to provide some mutual association or bank to advance picking money to hopgrowers. If this were done the temptation to contract would be largely removed. There would be no necessity for contracting.

Are we hopgrowers of this Coast to give in and admit that we must "knuckle under" or are we going to keep on and work out our union of the association for the purpose of systematizing the business of hop production and marketing? Personally I am ready to suffer some more hard knocks if it will help us to bring about this much to be desired consummation. Whatever the majority of the hopgrowers decide is best to be done we will agree to look into. We are ready to cooperate both with work and money. STOP CONTRACTING—SHIP THE SURPLUS OF THIS COUNTRY BEFORE IT CAN BE BOUGHT UP BY THE TRADE ON THIS SIDE. These two things will give us better prices and a demand for twice as many hops as we have to wait until they are ready to buy. It looks like 20 to 30c prices to me. What a pity we could not have seen these conditions five or six weeks ago—we might have burned all of our 10c contracts then. I am open to advice, criticism or kicks from any of my friends.

M. H. DURST.

### How Van Auker Was Caught

Walked the Streets Boldly Until Sheriff Stevens Put Detectives on Scent.

THE story just leaked out yesterday of how Sheriff Martin White, of Columbia county, and Lou C. Hartman, ex-city detective, tried in vain to locate C. S. Van Auker, cashier of the State Bank of Rainier, for several hours last Friday while Van Auker was not trying to conceal himself, had visited a number of friends down town and had been seen by many number of acquaintances in the city. Unable to find his man, Hartman finally appealed to Sheriff Stevens, who located the fugitive in less than 15 minutes.

Hartman and White arrived in the city early in the morning and proceeded to search for Van Auker, who had given them the slip at Rainier the night before. High and low they scoured the city, but found no trace of the cashier. They had almost concluded that the man they were looking for had left town when a telephone call came from the Sheriff's office asking whether Hartman had a warrant for the arrest of Van Auker. The reply promptly went back "Yes," and almost frantically the former city sleuth asked whether the Sheriff knew of Van Auker's whereabouts. The Sheriff calmly informed Hartman that if he would come up to his office with the warrant he would show him where Van Auker was. Hastily jumping on a car, White and Hartman went to the Courthouse and there met Sheriff Stevens, who conducted them to the Penton building and Van Auker.

The Sheriff of Multnomah County was on the lookout for Van Auker Friday morning and located him shortly before noon. He immediately placed a man on his trail and was informed several times where the fugitive could be found. Thinking Van Auker might try to get away on the afternoon train he telephoned to Hartman.

This is the story which has been in circulation at the Courthouse since the capture of Van Auker. Sheriff Stevens refuses to confirm it, but it is vouched for by others familiar with the facts.

### HAWKERS MUST OBEY LAW

Police Ordered to Enforce Strictly Ordinance Against Peddlers.

Acting Chief Gritzmacher yesterday received a petition from 11 merchants, who have stores on Third street, between Morrison and Yamhill, asking that hawkers be prohibited from standing in front of the stores. The following is the petition:

We, the undersigned, owners of stores on Third street between Morrison and Yamhill, respectfully represent that hawkers vending fruit upon the street in front of our premises are a cause of much worry, trouble and inconvenience to us; and they interfere with the peaceful pursuit of our respective amusements. That we believe they are not complying

with the provisions of the law. We do not find any fault with the ordinance, but think he is an efficient officer. Trusting you will take such measures as are necessary to enforce the ordinance throughout the city, and the order was read to the officers when they called at the station.

Several months ago the police began a crusade on the hawkers and suggested that warrants be made of those who did not comply with the city ordinances at the time. Since that time the hawkers were giving little trouble to the Police Department.



### Against Hypocritical Clothes

BY A TAYLOR-CUTTER.

A SOFT metal knife needs constant sharpening!

It costs four times as much to keep such a knife sharp as it would have cost to put harder steel into the blade when first manufactured.

Now, that's a fair comparison with clothes that are shaped, in the making, by the hot flat-iron, instead of being shaped in the making by costly hand-needlework.

Because a garment shaped to its finish by sincere hand-needlework will hold its shape till worn out, with very infrequent "pressing-up."

But the garment that has been shaped by the hot flat-iron, will need constant re-shaping, by the same process of pressing, after each day's wear in damp weather.

It is safe to say that about 80 per cent of all Coats and Overcoats are merely juggled into shape by the hot flat-iron.

And these look as well the first day you wear them as the most painstaking and skillful needlework could make them look.

But there's a tremendous difference in the permanence of shape produced by the two different processes.

Moreover, the garment that is fully-shaped by clever and careful hand-needlework will wear much longer than if shaped by the usual quick and easy flat-iron faking.

Because the hand-needlework adds strength to the cloth at the critical places where most strain comes, namely, at the points where the cloth must be stretched or shrunken; in order to give it the proper curving lines to fit the body.

That's where Sincerity tailoring counts, namely, in durability.

But, more than this—a little extra needle-shaping on a Coat in the making will save its wearer many "pressings" during the life of the garment.

It's the soft metal knife blade, and the hard metal knife blade story all over again.

Now, if you want your clothes to look smart till worn out, and if you don't want to pay half their original cost to keep them looking smart, through everlasting "pressing-up," here are some facts worth remembering:

Every "Sincerity" Suit or Overcoat, as made by Kuh, Nathan & Fischer Co., is fully finished by thorough hand-needlework before it is even touched by the hot flat-iron.

Every defect in workmanship is permanently removed by the needle (instead of being temporarily concealed by the faky flat-iron) before it receives the responsible label of the "Sincerity Tailors."

If you want an absolute Test to reveal flat-iron faking, which test you can apply to any coat before purchasing, enclose a 2-cent stamp to Kuh, Nathan & Fischer Co., Chicago, for it.

And don't you forget this label:

SINCERITY CLOTHES  
MADE AND GUARANTEED BY  
KUH, NATHAN & FISCHER CO.  
CHICAGO

with the provisions of the law. We do not find any fault with the ordinance, but think he is an efficient officer. Trusting you will take such measures as are necessary to enforce the ordinance throughout the city, and the order was read to the officers when they called at the station.

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# POWERS'

## The Home of the Jewel Range and Heater

### JEWEL

POLISHED BLUE STEEL RANGE

### ONE DOLLAR

THAT'S ALL—\$1.00 CASH FOR THIS CELEBRATED

#### The Housewife

Who wants the very best STEEL RANGE will find her ideal in the JEWEL STEEL RANGE, which is recognized from coast to coast as one of the very finest steel ranges ever produced. Ask any housewife who has ever used a Jewel Steel Range and she will tell you that the oven heat is perfect for baking and roasting—always uniform—and not flaring up one moment and cold the next. She will also tell you that they are easily kept clean, because they are made of polished steel and not japanned or painted like so many so-called steel ranges now on the market.

WOOD HEATER, made of Russia steel with cast top, bottom, front and lining. Swing top for tea kettle and full nickel trimmed. Price.....\$10.50

POLISHED BLUE STEEL HEATER, lined with sheet steel, nickel trimmings. Price.....\$3.50

COMBINATION COAL and WOOD HEATER, full nickel trimmed, body is made of Russia steel with cast top, bottom, front and firebox. Price.....\$12.50

Wood Heater in Russia steel with cast bottom, top and front. Lined with sheet steel and full nickel trimmed. Price \$10.00

This Heater is made of polished blue steel with cast top. Lined with sheet steel, nickel foot rails and front draft. Price \$5.00

Head-quarters For Office Furniture

# POWERS'

## THE STORE THAT SAVES YOU MONEY

DIGNIFIED CREDIT FOR ALL FIRST AND TAYLOR

### Mayor Lane Plays a Strenuous Game

Forces Northern Pacific Terminal Company to Donate Site for Fire Station.

### Cascade Locks Saloon Robbed.

CASCADE LOCKS, Or., Sept. 22.—The saloon of T. W. Bader was burglarized about 12 o'clock last night. Entrance was gained through a window. The robber secured two boxes of cigars, six bottles of whiskey, a supply of smoking and chewing tobacco and \$14 in cash. There is no clue to the perpetrator.

### BEACH RATE REDUCED.

O. R. & N. Makes Low Rate to North Beach Points.

### BOY OF TWELVE MISSING

Richard Bell Runs Away to Escape Going to School.

### Ed. Elert and Miss Mildred A. Ruegg.

Mr. Elert is an electrician in the employ of the O. W. P., and Miss Ruegg is the principal of the Milwaukee School at Seaside. She is popular in the community and a leader in church and social work. The couple leave this morning on a short honeymoon and on their return will make their home at Estacada.

### By a piece of strategy, Mayor Lane

yesterday secured from the Northern Pacific Terminal Company the promise of a deed to any of the corporation's property the city may want for a fire engine-house. This the Terminal Company has hitherto persistently refused. The Mayor had 20 stalwart patrolmen, armed with sledgehammers and crowbars, ready to tear up the Terminal Company's tracks at the west entrance to the Steel bridge and on Irving street, between Fourth and Fifth.

### Counterfeit Bills in Moscow.

MOSCOW, Idaho, Sept. 22.—(Special.)—Ten dollar counterfeit bills are numerous in Moscow. They are all new and bright, which has led the police to the conclusion that the city is infested with a gang of green-goods men. The bills are well engraved and printed, requiring almost expert knowledge to detect them. Suspicion points to two men, giving their names as W. A. Resington and Frank Clark, but they have succeeded in eluding the police.

### Too Late to Classify.

SIX-ROOM FURNISHED HOUSE, MUST rent by Oct. 1; 452 Washington st. good bay window office. Call Mrs. Asher, Franklin 2113.