PUYALLUP GROWERS HAVE GOOD SYSTEM

Fruitraisers Build Up Annual Business of $750,000 on Simple Basis.

SIX SALESMEN EMPLOYED

When Association Ships Berries to Chicago Agent Sees to It Proper Price Is Obtained—Pool Is Found Paying Idea.

PUYALLUP, Wash., Oct. 11.—(Special.)—The system upon which the Puyallup and Sumner Fruit Growers Association has built up a $750,000 annual business is quite simple. The growers who belong to the association turn in all their fruit at the receiving warehouse platform, receiving a ticket in place of cash. The fruit or other produce is then pooled and sent to the market that is most in need of it.

This association employs six salesmen who operate in as many different states, where they keep in close touch with the facts as to what class of fruit and produce is available. These salesmen report to Puyallup headquarters every morning by wire. When the Puyallup association ships a lot of berries to Chicago, the agent of the association is there to gauge the price the fruit should command. The agent informs the commission man that the berries should go out at a certain price, for instance, at $2 per crate. As the day passes the agent keeps in touch with the manner in which fruit is moving on the market, and if it becomes necessary to reduce the price of the Puyallup article, he notifies the commission man to dispose of what is left at a certain price, and the commission man who does not thus co-operate with the agent of the association can never again secure Puyallup fruit.

Strawberry Pool Closed.

As money returns from a certain pool begin to reach Puyallup checks are mailed to the grower as partial payment, but final settlement is never made until the entire pool is closed out. The only pool for 1913 that has been finally closed covered the strawberry shipments, and gave the following results:

Pool 1, June 4 to 6, $3.56 per crate; pool 2, June 7 to 10, $2.01 per crate; pool 3, June 11 to 13, $1.25 per crate; pool 4, June 14 to 22, $1.01 per crate; pool 5, June 23 to end of season, $1.03 per crate.

Under this system of feeding the berries to the market that is most in need of fruit, Puyallup raspberries last year averaged $1.50 a crate, the first berries on the market on June 16, sold at $4.36, while berries sent out the next day only brought $2.86 a crate.

For handling this business the association charges a commission of 6 cents a crate of berries that go out to market in the fresh state, and 4 cents a crate for handling berries through the cannery, overhead expenses and the cost of the canning process being charged against each pool.

The amount of product and berries handled during the season of 1912 was as follows:

Fresh fruit shipped to market—Cherries, 417 crates; gooseberries, 501 crates; black caps, 570 crates; loganberries, 2208 crates; currants, 4918 crates; strawberries, 18,559 crates; blackberries, 39,298 crates; raspberries, 69,391 crates; prunes, 47 boxes; plums, 85 boxes; quinces, 107 boxes; crab apples, 111 boxes; pears, 183 boxes; apples, 2173 boxes; cabbage, 46184 pounds; rhubarb, 121,648 pounds.

Cannery Gets Quota.

Fruits and vegetables delivered to cannery department—Black caps, 2076 pounds; prunes, 4558 pounds; cabbage, 11,948 pounds; plums, 12,931 pounds; loganberries, 16,458 pounds; currants, 22,032 pounds; string beans, 84,678 pounds; cherries, 87,284 pounds; squash, 98,004 pounds; rhubarb, 158,820 pounds; apples, 215,401 pounds; pears, 238,411 pounds; strawberries, 318,039 pounds; raspberries, 1,251,630 pounds; blackberries, 3,424,874 pounds.

A total of 5,947,094 pounds was put in cans, the total carload business handled by the association amounting to about 525 cars, and valued at $758,-291.89.

When W. H. Paulhamus assumed charge of the Puyallup and Sumner Fruit Growers' Association in 1903 it was in debt $3800 and its only asset was a little cannery. Paulhamus had himself elected manager for two reasons: nobody else wanted the job, and he owned a farm that was losing money. Mr. Paulhamus found difficulty in raising the necessary money to recommence operations. Finally he heard of a widow, Mrs. C. C. Field, who had just received the cash on an insurance policy on the life of her deceased husband. Paulhamus persuaded her to lend him the money, and he started out to buoy up the fortunes of the association. Since that day Paulhamus has ruled the association with an iron hand, but a just and honest one. He does not handle the fruit of any grower who is not a member of the association, nor will he allow a member of the association to sell fruit to any outside firm or commission house.

Association Numbers 1400.

The Puyallup association is a stock company, having 1400 members. Each member must own one share of stock and must pay $1 for it, and no member can own more than 15 shares. The members may own and farm one acre, a town lot or 1000 acres, but he must produce something, and the association will accept fruit or produce from any member in quantities ranging from a dishpan full to carload lots.

Today the Puyallup plant covers an entire block and consists of five large buildings, worth $47,000, and used for canning and storage purposes. An ice manufacturing plant and pre-cooling machinery are operated under contract. The buildings are modern, light and clean, while employes are supplied with restrooms and up-to-date conveniences.

Four large offices are required for transacting the business of the association, all of them having little furniture other than labor-saving devices. There are no carpets, but adding and multiplying machines are handy to every desk. In the room occupied by Mr. Paulhamus there is nothing to be seen save railroad maps of the United States. And every map will show pencil marks tracing the most direct line to the important markets of the country.

Two "Battles" Fought.

Since 1903 this association has made two battles for existence. The California Fruit & Canners' Association gave months of time and much money in an effort to take the growers of the Puyallup district away from this association, and failed. Then Weber Bussell built a cannery at Sumner and undertook to buy his material for cash. The Bussell canning plant is this year being operated by the association.

The association has no trouble in procuring labor at the cannery, while the small farms which produce the fruits around Puyallup make the employment of outside help a question that is easily solved. Women, girls, men and boys are paid good wages throughout the entire district.

Senator Paulhamus, however, established a different plan for marketing the eggs produced around Puyallup. He buys eggs and pays the cash market price for them the day they are delivered. Then he sorts them over, and stores them in the cold-storage warehouse. When he thinks the market has reached as high a price as he wants, the eggs are shipped, and all the profit the deal produces is then divided among the people from whom the eggs were originnally purchased.

The use that this association is making of our old Willamette Valley friend, the evergreen blackberry, is worth a story in itself. Regarded as a pest in many parts of the Willamette Valley, the evergreen is here cultivated and cared for as a mortgage-lifter. It is becoming in great demand as a canned pie fruit and is this year one of the most important items in the operations of the Puyallup cannery. Growers are producing 1000 crates of evergreens from an acre of ground, while the association found a market for 3,500,000 pounds of the fruit last year.

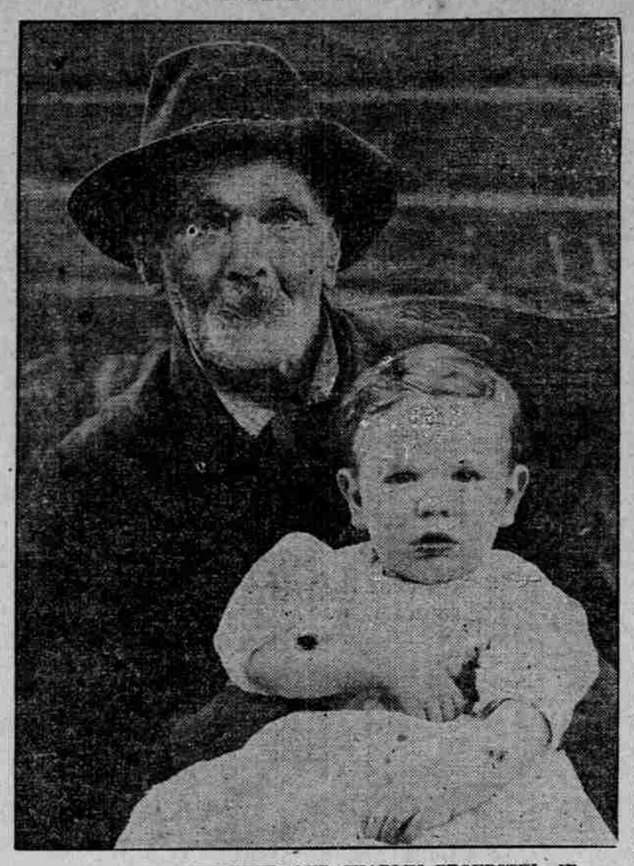
Farm Losses Eliminated.

"Tell the farmers of the Willamette Valley and of Oregon that they can do what we have done here at Puyallup," said Mr. Paulhamus in closing the interview. "There should be plenty of shipping associations and plenty of canneries, but they should be so located that they will not suffer for material. If two towns in close proximity both want a cannery, one should give way. Here at Puyallup we had our troubles in the beginning, but we stuck together and we have won out. Our growers are getting more for their produce, and we have eliminated farm losses by buying everything the farmer grows. It has made our farmers prosperous and our lands valuable."

Incidentally, this man Paulhamus received no salary for the first two years he handled the affairs of this business. Then he worked a year for $500, the next season he received $1000, and his pay check gradually crept up until today he charges the association $3600 for his year's work. Just recently he turned down an offer of $15,000 per annum from the Inland Empire of Eastern Washington.

Careful study of the situation at Puyallup is convincing of the value to the farmer of co-operative marketing; co-operative dealing in staples that are handled by local merchants does not appear to have a good effect, as it destroys the co-operative spirit which should exist between merchants and farmers in every town.

VETERAN OF FOUR WARS, NOW 99, POSES FOR PORTRAIT WITH BABE OF ONE YEAR.



MICHAEL DAMPFHOFFER AND CHARLES PROEBSTEL, JR.

VANCOUVER, Wash., Oct. 11.—(Special.)—Almost a century elapsed between the birth of Michael Dampfhoffer and Charles Proebstel, Jr., who the veteran of four wars holds on his knees. The old soldier will be 99 years old in January, while the baby on his lap was exactly 1 year old the day the picture was taken a few days ago. Charles Proebstel, Sr., lives in Burley, Idaho, but was visiting relatives in Vancouver and he called on Mr. Dampfhoffer and had the picture taken. Mr. Dampfhoffer was in a band in the French army from 1836 to 1842. Being discharged with honor, he came to the United States and later enlisted in the United States Army during the Mexican War. He came West in 1852, and was in the Indian campaign of 1855-56, and enlisted in the First Oregon during the Civil War.

CORN PRIZE DESIRED

Washington May Compete for Trophies in Texas.

DISTRICTS IN FIVE ZONES

Pullman Enrollment This Year Is Ninety-nine in Agricultural Department, Showing Good Gain.

STATE COLLEGE, Pullman, Wash., Oct. 11.—(Special.)—A plan to bring about the participation of the boys and girls of Washington in the competitive contests for corn, wheat and oats to be held under the auspices of the National Corn Exposition, at Dallas, Tex., February 10-24, is under consideration by the State College in co-operation with the State Department of Public Instruction. Dr. Ira D. Cardiff, director of the experiment station, who represents the college in this matter, is Washington vice-president of the Corn Exposition, and now has the matter under advisement with Mrs. Josephine T. Preston, Superintendent of Public Instruction.

The Washington Boys' and Girls' Agricultural and Industrial Contests are to be held in Spokane, October 28, 29 and 30, and for its work has a legislative appropriation of $15,000. It includes contests by school children in cooking, sewing, gardening and farm produce. It is planned that the best of the corn, wheat and oats shall be sent to Dallas for the exposition.

Under the organization of the exposition, Washington is included in a competitive zone with Oregon, California, Idaho, Utah, Arizona, New Mexico, Colorado, Wyoming and Montana. The other states are divided into four competitive zones, making five in all. Competition in the exhibits of corn, wheat and oats will be within the state first, then within the zone, then between the zones, and then with foreign countries for the world's championship. Cups ranging in value from $1000 to $1500 are offered.

Miss Mary E. Sutherland, late of Grand Forks, N. D., and a graduate of Columbia University, New York, has been added to the faculty of the Home Economics Department of the College. She will be engaged almost exclusively as a lecturer and traveling institute worker.

At the meeting of the Washington State Horticultural Association, at Walla Walla, December 17, 18 and 19, speakers from the State College will be Professor Hall, on the subject, "How to Recognize the Common Plant Diseases"; Professor Ellis, "The Alfalfa Weevil," and Professor Cardiff, "Legislation."

Twenty seniors, 26 juniors and 53 freshmen are enrolled in the department of agriculture of the State College. The largest number of seniors graduated from this department in any previous year, is nine. The department of veterinary science of the college has 20 freshmen, against nine, the largest number of any preceding year. The enrollment of the college at the present time, excluding the attendance upon the one to two weeks' extension schools, is 1314. It is estimated by the registrar that the Winter school, opening January 1, and the regular collegiate enrollment coming in from now until the end of the college year, including the fresh enrollment for the new semester in February, will bring the enrollment up to about 1500, an increase of approximately 300 over last year.

POSTMASTER AND PORT COMMISSIONER OF BAY CITY BURIED BY MASONS.

Gustav Nelson.

BAY CITY, Or., Oct. 11.—(Special.)—Gustav Nelson, port commissioner, postmaster and pioneer merchant, was buried in the Bay City cemetery Wednesday. An impressive Masonic ceremony was held at the Methodist Church.

All stores were closed and flags placed at half mast while a large assemblage paid its last tribute. Flowers banked the coffin, the rostrum and pulpit. Many handsome pieces were received from neighboring towns, several Portland firms sending beautiful designs.

Mrs. Nelson was absent when death came to her husband. The widow, one daughter and two brothers survive.

FISH CHARMED BY WHISTLE

Hot Lake Bathman Calls Finny Friends to Get Their Food.

HOT LAKE SPRINGS, Or., Oct. 11.—(Special.)—The man who charmed fish with his bagpipes has nothing on Gus Malgard, the bathman at Hot Lake Springs. Gus gathers his finny friends by whistling. However, it is only at particular times during the day he can do this.

The water of Hot Lake, being the overflow of the hottest natural spring in the world, varies in temperature, according to the distance from the main spring. Its maximum temperature is 196 degrees Fahrenheit. The bubbling water as it comes to the surface surprises all. It is difficult to make the newcomer believe the water is not artificially heated.

Dr. Calvin S. White, of the State Board of Health, was here recently with Dr. Fricks, of the National Board of Health. The latter was investigating reported cases of spotted fever, a disease caused by the bite of a wood-tick.

For the two physicians, the bathman gave a display of his hypnotic power over his friends of the deep.

Seated in the second story of the bathhouse, with Dr. White by his side, he whistled, and one by one the fish came, until hundreds of them had gathered in water too hot for human flesh. How the fish can live in it is a mystery. They do not tarry long, lingering only a sufficient time to grab the pieces of bread which Gus throws to them, and then hurrying to cooler water to consume it.

Others have tried to do the trick, but none with success. The fish evidently know the bathman's whistle, for they come only at his bidding.

IDAHO GETS 2 ELECTIONS

Bannock and Kootenai to Decide on Saloon Question.

BOISE, Idaho, Oct. 11.—(Special.)—Local option elections will be held in two counties in this state this Fall, one in Bannock County, now "dry," but to which the "wets" are determined to give back the saloon, and the other in Kootenai County, where the "drys" are seeking to turn the county back into the "dry" column.

The county is "wet," having so voted at the election held two years ago. The Anti-Saloon League headquarters in this city is in charge of the campaigns that are being made by the "drys" in both counties. It is said here that the Bannock County election will result in that county remaining "dry" and the Kootenai County election may not change the conditions in that county.

COUNCILMAN IS STRICKEN

Joel W. Koontz Falls Unconscious on Street at The Dalles.

THE DALLES, Or., Oct. 11.—(Special.)—Joel W. Koontz, a well-known resident of The Dalles and Wasco County for many years, is lying critically ill today as the result of a sudden attack, which overcame him at 11 o'clock last night, when he dropped in the street unconscious due to Bright's disease. Little hope is entertained for his recovery.

Mr. Koontz is a Councilman, and is the second member of the Council to be suddenly seized with Bright's disease this week.

J. A. Douthit, a Councilman, was attacked with this malady Monday night and passed away within a few minutes.

OREGON PIONEER PASSES AWAY AT EUGENE HOME.

Elizabeth Jane Morrison.

EUGENE, Or., Oct. 11.—(Special.)—Elizabeth Jane Morrison, an Oregon pioneer of 1862, passed away at her home in this city, October 1. She was laid to rest at Dallas beside her husband, who for many years was a merchant at that place. From girlhood she was a true Christian. She leaves numerous relatives and friends, who cherish her memory.

Winners at $25---

WORLD-series baseball interests a lot of men; but our world-series clothes styles from

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ought to interest every man. The new models in suits that we sell at $25 are certainly the finest goods you ever saw at any such price.

You can't do as well in made-to-measure clothes, and no other clothes equal them at any such figure.

Come and see what $25 will get in fine clothes; you'll be surprised at the economy in paying such a price. We'll show you others at $20 and up to $40; but see the $25 values by all means.

Sam'l Rosenblatt & Co.

The Men's Shop for Quality and Service

Northwest Corner Third and Morrison

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SANDY WILL VOTE ON NEW CITY CHARTER NOVEMBER 14.

Edward Bruns Returns From Trip of 10 Months With Bride and Soon Will Leave for California.

SANDY, Or., Oct. 11.—(Special.)—At the session of the Council last night franchises were granted the Firwood-Dover and the Gresham telephone companies to erect poles on the streets of Sandy.

An ordinance was passed providing for a special election November 14 to vote on the proposed new city charter and a measure regulating the granting of saloon licenses. Percy T. Shelley, T. D. Phelps and J. H. Hill were appointed judges and Casper Junger, F. E. Beckwith and E. F. Grunert clerks of the special election.

An ordinance providing for a 5-mill tax levy was read first and second times.

Edward Bruns has returned from a ten months' trip through the United States. While absent he was married to Miss Augusta Weyer, of Milwaukee, Wis., September 20. While absent Mr. Bruns visited many of the states of the Union and Mexico. Mr. and Mrs. Bruns will leave for Southern California the last of the month, where they will spend the Winter.

Mrs. Alva Edwards died here Thursday. She is survived by her husband and one son. The funeral was held in Gresham Friday, Rev. W. J. Wertz officiating.

Miss Helen Price, librarian of the Oregon City Library, addressed the Woman's Club at the meeting held at the home of Mrs. Blanche R. Shelley Wednesday. She spoke in favor of the county library, which will be voted on in December.

Archbishop Christie, of Portland, was the guest of Casper Junger Sunday. He confirmed a class at the Catholic Church.

T. J. Monahan, postmaster, and wife and daughter, Mrs. C. H. Thayer, have just returned from an extended trip to Missouri, their old home.

The funeral of Miss Merna, daughter of Mr. and Mrs. J. E. Coffee, who died at Good Samaritan Hospital, was conducted Thursday from the Church of Christ, Rev. J. R. Johnson officiating. Interment was made in Riverview Cemetery. She was sick three weeks.

The Order of Evening Star gave a banquet Tuesday night in honor of Grand Sentinel Charles A. Fry in Bickner's hall. About 100 guests attended.

Tuesday night the Women of Woodcraft will give an entertainment in Bickner's hall. A programme will be rendered and refreshments served.

$5000 FUND IS OBJECT

LEWISTON COMMERCIAL CLUB PREPARES FOR PUBLICITY.

Last Steel Span of New $40,000 Bridge Over Clearwater Laid—Opening Set for November.

LEWISTON, Idaho, Oct. 11.—(Special.)—A whirlwind campaign to close up the subscriptions for the promotion and publicity work of the Lewiston Commercial Club for the coming year was inaugurated yesterday by the finance committee of the club, as the result of an enthusiastic meeting of the committee Friday.

The aim of the club will be to secure $5000 for the club's publicity work, which will be in addition to the regular membership dues, approximating about $2500. The entire funds will be handled by the Commercial Club, and the general club work and the promotion and development work of the Idaho-Washington Development League will be taken care of therefrom without duplication of effort or expenses.

At the committee meeting Friday it developed that approximately $1500 has been subscribed.

Dr. L. F. Inman was placed under arrest on a charge of non-support preferred by his wife, and his trial has been set for October 21.

An action was filed in the District Court Friday entitled W. C. Brooks vs. T. T. Ward, in which the plaintiff seeks to recover judgment for $2570 for 40 shares of stock in the Bank of Commerce purchased by him while Ward was president of the institution. The plaintiff further charges that in purchasing the stock he was guided by misrepresentations as to its value.

The stock was purchased by Brooks January 9, 1912, and the bank ceased doing business June 24, 1912.

The last steel span on the new Clearwater bridge was put in place Friday, and by November 2 the bridge should be open for traffic. When completed it will represent a cost of over $40,000, of which $5000 was raised by popular subscription and by bond issue $35,000.

NEW SHINGLE MILL BUILT

Plant at Littell, Wash., Will Have Capacity of 150,000 Daily.

CHEHALIS, Wash., Oct. 11.—(Special.)—The Chester Snow Log & Shingle Company, which recently took over the holdings of the old Chehalis Lumber Company at Littell, has just completed the erection of its new shingle mill building. The new mill has a daily capacity of 150,000 shingles and when the machinery, which is now being installed, is ready for operation, the firm will have the most complete and up-to-date plant of that kind in this section of Southwest Washington.

Nearby, on the same site where the Chehalis Lumber Company's mill was burned, the Snow company is putting in the foundation for its big sawmill. This plant will be equipped to cut 75,000 feet daily, the intention being to run the plant overtime and double the cut if the business will at any time justify this. The plant likely will be ready to operate by January.

The Chester Snow Log & Shingle Company has timber tributary aggregating 250,000,000 feet, extensive logging roads into the same and many other advantages for a run of years. Chester Snow, of Littell; A. S. Coates, a well-known Raymond millman; W. E. Brown, a well-known millman of Vader, and Ed Pratt, of Littell, are the organizers of the concern. Littell is located four miles west of Chehalis on the Chehalis & South Bend branch.

Hood River Firm Receiver Named.

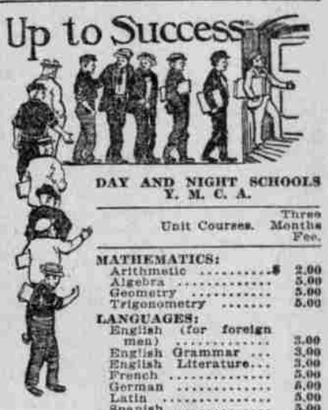
HOOD RIVER, Or., Oct. 11.—(Special.)—E. N. Benson has been appointed receiver of the Two States Investment Company, owning a large tract of orchard land on the West Side here. The orchards were purchased last year from N. C. Evans, at whose prayer the petition for a receiver was granted.

Prune Plant Starts Up.

VANCOUVER, Wash., Oct. 11.—(Special.)—The prune packing plant of A. C. Burdick & Company started today, and it is expected that 20 carloads of prunes dried and packed in boxes will be shipped from this city to various parts of the United States. This company does not export its product, but J. K. Armsby Co. and E. L. French ship to many parts of the world. Prunes are bringing 7 cents a pound for the best grade.

50c De Luxe Ed. sheet music, 5c. See Graves Music Co. removal adv., page 10, section 4.—Adv.

SCHOOLS AND COLLEGES.



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Carpentry		10.00
Electricity		17.50
Pharmacy (course)		30.00
Plan Reading-Cost Engineering		15.00
Plumbing		15.00
Reinforced Concrete Construction		20.00
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Architectural Drawing		7.50
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Boys' School		4.00
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TO DARKEN HAIR APPLY SAGE TEA

Look Young! Bring Back Its Natural Color, Gloss and Thickness.

Common garden sage brewed into a heavy tea with sulphur and alcohol added, will turn gray, streaked and faded hair beautifully dark and luxuriant, remove every bit of dandruff, stop scalp itching and falling hair. Just a few applications will prove a revelation if your hair is fading, gray or dry, scraggly and thin. Mixing the Sage Tea and Sulphur recipe at home, though, is troublesome. An easier way is to get the ready-to-use tonic, costing about 50 cents a large bottle at drug stores, known as "Wyeth's Sage and Sulphur Hair Remedy," thus avoiding a lot of muss.

While wispy, gray, faded hair is not sinful, we all desire to retain our youthful appearance and attractiveness. By darkening your hair with Wyeth's Sage and Sulphur, no one can tell, because it does it so naturally, so evenly. You just dampen a sponge or soft brush with it and draw this through your hair, taking one small strand at a time; by morning all gray hairs have disappeared, and, after another application or two, your hair becomes beautifully dark glossy, soft and luxuriant.—Adv.