

## GROWTH OF FRUIT MARKET HINDERED

Lack of Co-operation Among Growers Impedes Extension in East, Is Claim.

### "DEALERS REAP BENEFITS"

Work of Organizations Outlined. Advancement in Advertising, Marketing and Growing Said to Be Due to United Methods.

NEW YORK, July 4.—(Special Correspondence.)—That petty politics and jealousy among the growers of apples and pears in the Northwest have been obstacles to the more rapid development of the markets of the East and of Europe is apparent from interviews with several firms who handle the bulk of the New York shipments. Not that each says this in so many words, for with the exception of the representatives of the great co-operative organizations of the Northwest, the dealers thrive on this competition among the growers. When there is a lack of co-operation in marketing one city is flooded with fruit, prices drop and the buyer with his cold-storage plant near at hand reaps a handsome profit.

Although each broker refuses to be interviewed and quoted on the subject, he lets you know that "there is something rotten in Denmark," that some fraud is being perpetrated upon some body of growers whose fruit he does not handle.

That the Northwest Fruit Exchange and the North Pacific Fruit Distributors have done much to advance and eliminate the middleman and extending markets and that the prices received this year were generally very good must not be forgotten.

**Growers' Demands Obeyed.**

The failure of the California apple crop, the shortage of the supply of barrelled apples from the East and the consumption of the Colorado apples in the Southern markets have combined to make the growers' demands obeyed. The selling of fruit f. o. b. which was unheard of until introduced a few years ago by the Northwest Fruit Exchange, was made possible.

There was less loss due to lack of co-operation and independent marketing than will be the case another year, with conditions reversed. Add to these considerations the multiplication of bearing acreage that is taking place and it will be seen how necessary is the development of a market in every city, town and hamlet of the United States and the increase of the foreign demand.

This is the task undertaken by the Northwest Fruit Exchange through its 116 agencies. Although this organization is now beginning its fifth year of its existence, its share in creating the increased consumption of apples has been a great one.

**Co-Operation Is Urged.**

An important step was made two years ago, when W. T. Gray, manager of the Northwest Fruit Exchange, established the first branch office of a fruit selling organization in London. From this office foreign sales have been made which greatly relieve the home markets.

The American Fruit Exchange represents the Northwest Fruit Exchange in New York and throughout the eastern part of the United States.

"Political claptrap should be eliminated," says A. R. Rule, manager of the North American Fruit Exchange. "There is need of a big organization, pulling together. When there is friction, the grower pays the bills. Energy that goes toward misrepresentation and fighting some one should be used to develop new markets. Do not stop the plow to argue."

There are two organizations in the Northwest that stand out above all the rest in sales and distribution work. Both have a logical place in the field.

**Work Is Divided.**

"They seem to be dividing their work," the Northwest Fruit Exchange handles only fancy fruit, being discriminating in the contracts which it makes. The Pacific Fruit Distributors, which is purely co-operative, must take everything that is offered. They must handle all the fruit that is delivered to them. All that both are doing is for the good of the grower."

Sixteen or 18 years ago, when J. H. Stewart, father of the fruit industry of the Rogue River Valley, shipped the first apples East, he had to pay the freight charges for his pains. Prior to 1905 good prices for fruit were unheard of. The advancement in advertising and marketing and growing has been due to co-operation.

## STATE AIDS PLAGUE WAR

Louisiana Board of Health Places Money at Dr. Blue's Disposal.

NEW ORLEANS, July 4.—Co-operation of the State Board of Health with the Federal health officials who have assumed charge of the fight to clear New Orleans of bubonic plague was assured today at a special meeting of the Board, when a resolution was adopted ratifying the request previously made by business men and local health authorities that the United States public health service take charge of the cleaning-up campaign.

Ten thousand dollars of the Board's fund was also placed at the disposal of Dr. Robert Blue, Surgeon-General of the Federal health service, to establish at once his plans for rat extermination. This amount is to be returned when the \$150,000 granted by the Legislature is available.

## LIPTON CONTRACTS ENDED

Orders Issued by British Army as Result of Scandal.

LONDON, July 4.—The British government today replied to Baron Newson's inquiry in the House of Lords on July 1 as to whether the firm of Lipton's, Ltd., had been removed from the list of contractors for the war office after the recent canteen scandal, in connection with which nine army officers and eight employees of Lipton's have been convicted.

An order was issued today, according to the Exchange Telegraph Company, to the commanding officers of the Aldershot military camp, to terminate the existing contracts with Lipton's, Ltd., with as little delay as possible.

## "INDIA HOUSE" ORGANIZED

Americans in Foreign Trade to Have New Club in New York.

NEW YORK, July 4.—For the accommodation of those engaged in, or de-

voted to the development of American foreign trade, a new downtown club has been organized to be known as India House. The name is taken from the traditions of American over-sea commerce in the days when "the Indies" was the generic term for the objective for all venturesome marine enterprises.

Announcement of the foundation of the club was made today. James A. Farrell, president of the United States Steel Corporation, was elected president; J. P. Grace, president of W. B. Grace & Co., treasurer, and Willard Staigt, of J. P. Morgan & Co., secretary.

The club has leased a three-story

## TEMPERANCE WORKER TO TOUR STATE



Mrs. Lillian M. Mitchner, president of the Kansas Woman's Christian Temperance Union, who is to tour the state, will arrive in Portland July 3. A public lunch will be given at 12:30 Wednesday at which the campaign workers of the various anti-liquor societies will be represented. Persons who desire to attend will send notification to Mrs. Kemp, 417 Dekum building. The City League of Portland has extended an invitation to Mrs. Mitchner to address that organization on July 18.

building at 1 Hanover Square. The membership will be national in character.

## TAX CHANGE IS URGED

WASHINGTON BODY WOULD DROP GENERAL PROPERTY PLAN.

Proposed Constitutional Amendment Is Designed to Permit State to Get All Revenues From Corporations.

OLYMPIA, Wash., July 4.—(Special.)—A proposed constitutional amendment, designed to do away with the present general property tax system has been prepared by the Washington State Tax Commission, which will ask the next Legislature to submit the measure to the voters at the general election of 1916.

The principal change is the substitution for the provision for "uniform and equal taxation of all property" of the new provision that all "taxes shall be uniform upon the same class of subjects."

This provision, the commission points out, would allow segregation of sources of state and local revenues, so that the state could obtain its revenues solely from railroads and other public service corporations, allowing minor political subdivisions to tax all other property exclusively. Such a segregation would do away with the present necessity for annual attempted equalization of assessments of various counties for the purpose of distributing state taxes equitably.

The last two Legislatures have rejected similar proposals. Another new feature of the proposed amendment specifically validates graduated income taxes.

## MME. CAILLAUX UNMOVED

Slayer of Figaro Editor Formally Reaffirms Previous Statements.

PARIS, July 4.—Madame Henrietta Caillaux, who on March 16 last shot and killed Gaston Calmette, editor of the Figaro, was visited today in St. Lazare prison by Judge Louis Albanel, president of the criminal court, which is to try her. The judge formally read the indictment to the prisoner.

When asked if she persisted in the statements she had previously made to the investigating magistrate, Madame Caillaux replied in the affirmative.

For baby's comfort—Santisepic Lotion.—Adv.

## INDIANA WOMAN, LONG ILL, DIES AT HER HOME NEAR GLADSTONE



Mrs. J. M. Hollowell, OREGON CITY, Or., July 4.—(Special.)—Mrs. J. M. Hollowell died at her home near Gladstone Friday evening, June 26, after an illness of nearly a year. She was born in Huntington County, Indiana, July 26, 1848, and in December, 1885, she married J. M. Hollowell.

In the fall of 1897 they moved to Portland, where they lived four and a half years before moving to Hood River. In 1903 they moved near Gladstone.

The funeral was held the Sunday afternoon following her death and interment was in the Rose City Cemetery in Portland. She is survived by her husband and four children, Garland, Nina, Homer and Madge.

Pacific Phone, Marshall 5080; Home Phone, A 2112—Principal Portland Agents Ladies' Home Journal Patterns, All the Latest and Best Styles Are Here in Women's and Children's Garments at 10c and 15c Each—All Mail Orders Promptly and Carefully Filled the Same Day as Received

- Notion Section Specials**
- 15c Gilt Cut Beads at... 7c
  - 15c No. 10 Gilt Beads at... 10c
  - 25c Shell or Amber Barrettes 10c
  - 15c Wide Girdle Foundations 10c

**Our Store Opens**  
8:30 A. M.  
**Saturday**  
At 9 A. M.

**Roberts Bros.**  
THIRD & MORRISON  
The Most in Value, The Best in Quality

**Our Store Closes**  
5:30 P. M.  
**Saturday**  
At 6 P. M.

- Notion Section Specials**
- 65c Large black Chains at... 39c
  - 25c Box Toilet Soap, box... 19c
  - 25c Large bar Castile Soap 19c
  - 15c Cut Steel Beads at... 7c

# Annual July Sale of Summer Goods That Offers Excellent Buying Opportunities

Those who appreciate unusual values will do well to visit this store tomorrow and Tuesday. They will make a profitable investment of time and a most economical exchange of cash for seasonable goods. Every section of the store presents a wonderful list of bargains of worth and merit.

## Special Announcement

Commencing Thursday, July 9, and continuing during July and August, our store will close at 1 P. M., thus allowing our employes a much-needed and well-earned half-holiday each week during these hot months. Lend your support to this movement by arranging to do your shopping in the forenoon on Thursdays. We'll appreciate it, and so will our employes, we assure you.

## Positive Reductions on Plain and Fancy Silks

A Wondrous Variety of Styles and Colorings to Select From. Silks of Perfect Weave Seasonable Weight and Standard Widths **29c**

Not a yard worth less than 50c—most all are regular 65c and 75c Silks. It is our great July Sale of Summer Silks—an annual event looked for and appreciated by all economical women as the greatest value-giving sale of the season and it's no wonder—the sweeping price reductions we've placed upon these beautiful new Silks are positively the lowest that dependable quality Silks have ever been sold for in this city. Although there is a wonderful assortment to select from, the volume of sales is sure to be enormous. So come early and secure all the advantages of first choice. The sale starts promptly at 8.30 sharp.



**Silks That Are Very Beautiful.** Here's just a hint of the assortment you have to choose from.

**Silk Poppins in Plain Colors**—Silks of bright, lustrous finish that are both fashionable and durable. They come full 24 inches wide and are shown in most any wanted plain shade.

**Satin Foulards in Rich Colorings**—An endless variety of neat and attractive patterns to select from—particularly desirable are the small floral designs. These Foulards are full 22 inches wide and are perfect in both weave and finish.

**Swiss Messalines in Plain Colors**—Silks of splendid weight and finish shown in over thirty popular new and staple shades. They come from 19 to 22 inches wide and are warranted to wear satisfactorily.

**Real Shan Tung Pongees**—Full 25 inches wide, shown in natural color and in a good, durable weight—a Silk that will wash and wear like linen and one that does not need to be ironed.

**Fancy Dress, Waisting and Trimming Silks**—In 20 to 26-inch widths, shown in an unsurpassed variety of designs and colorings suitable for most any purpose—Silks of standard weights and qualities.

It will pay you—in actual money saved—to buy Silks now—for both present and future needs. You have choice from **29c** 50c, 65c and 75c qualities at, yard

## Women's Wool Sweater Coats

Shown in Ruff and V-Neck Styles—All Sizes in Red, White and Oxford—\$4.00 and \$5.00 Values at... **\$2.98**

At the above great price reductions we place on sale a fine assortment of Women's Wool Sweater Coats—a comfortable and necessary garment for Summer wear on the links, at tennis, outing, or for general outdoor wear, at seashore or mountains. If a fashionable new Sweater coat is not included in your wardrobe, don't fail to take advantage of this sale. You have choice of both ruff and V-neck styles in cardigan and half cardigan stitch; also the popular Jumbo weaves. Fine All-Wool Sweaters in all sizes, in white, red or Oxford. Regular \$4.00 and \$5.00 values. **\$2.98** This sale at

**Women's All-Wool Sweater Coats in \$3 and \$3.50 Qualities \$1.98** In this assortment are to be found both plain and fancy weaves in ruff and V-neck styles; well-fitting, well-finished garments, shown in all sizes in white, red and Oxford. Regular \$3.00 and \$3.50 values, priced this sale at... **\$1.98**

## Sale "Mary Jane" Pumps

For Women and Young Ladies—Short Round-Toe Styles, Colonials and 1 and 2-Strap Pumps in Velvet, Patent Kid and Calf Leathers—Values to \$3.50 on Special Sale, only **\$2.98**

The "Mary Jane" and other desirable style Pumps are not only expressive of ideal Summer comfort, but are gratifyingly effective in rounding out the becomingness of the correctly gowned women—at this sale you have choice of the most popular styles for street or evening wear—Hand-turned and English welt, flat-heeled, short round toe "Mary Janes" with grosgrain bows—they come in patent, dull kid and velvet and in all sizes and widths; also patent and velvet Colonials with steel cut or black buckles—and one and two-strap Pumps in patent, gummetal and dull kid leathers—High-grade footwear of guaranteed quality in values up to \$3.50 pair. Priced here at **\$2.48**



There Are Also Unequaled Values Here in Infants', Children's & Misses' Pumps Which Are Specially Priced for this Sale at \$1.00, \$1.25, \$1.75, \$1.98 a Pair. You may select from various new styles in velvet, patent and kid leathers and with either turned or McKay sewed soles—A special underpricing of our regular lines as follows: Sizes 1 to 5 at **\$1.00** a pair—Sizes 5½ to 8 at **\$1.25**—Sizes 8½ to 11 at **\$1.75**—and Sizes 11½ to 2 at **\$1.98** a pair.

Same Styles and Qualities as Above — With Instep Straps at 25c a Pair Less

**Children's Barefoot Sandals on Special Sale Tomorrow at Low Price of 99c Pair.** Goodyear stitched Barefoot Sandals, made of the best dark tan Willow Calf and with buckles sewed by hand—they come with the best oak soles and are soft and pliable **99c**—all sizes up to women's numbers at, a pair

**Boys' Button Shoes in Sizes 3½ to 5½—On Sale at \$1.69 a Pair—All White Shoes and Oxfords at Greatly Reduced Prices**

## Women's Knit Underwear

The "Nu Shape" **50c** With Hand-Crochet Sleeveless Vests Yoke, at... **25c**

Union Suits in 75c quality at... **50c** Dainty, seasonable weight, low-neck, sleeveless vests made with hand-crochet yoke—many pretty patterns to select from—they come in all sizes and are considerably underpriced at **25c**

Fine lisle union suits in all sizes shown in low neck, sleeveless styles with fitted yoke and tight knee—garments of perfect fit and finish that sell regularly at 75c Suit—this sale at **50c**

## Fifty Styles of Curtain Scrims

Hemstitched, Open Work and Colored Bordered Styles, **29c** Regular 35c, 40c and 45c qualities at, yard

One of the most important offerings of the season—a sale of 40-inch fancy Curtain Scrims at an especially low price—they are strictly high-class scrims shown in over fifty styles with open-work, hemstitched and colored borders—a variety so extensive that every taste may be suited—they are the kinds regularly sold at 35c, 40c and 45c a yard—on sale Tomorrow at **29c**

## Women's Long Wear Hosiery

Silk Lisle Hose with six-thread heel and toe and double garter top—3 pairs for **35c** \$1.00, or, per pair

A painstaking effort to please you with Summer hosiery prompts us to call your particular attention to this exceedingly fine line of full-fashioned stockings—they are the celebrated "Long Wear" hose made of the finest silk lisle and with six-thread heel and toe and double garter top—they come in all sizes and with full-fashioned leg and foot—stockings of unequalled quality at three pairs for \$1.00, or **35c** a pair.



**Women's 25c Fine Maco Cotton Hose at 19c a Pair**

As a trade-winning special we've arranged this important underpricing of women's best grade Maco Cotton Hose—stockings of worth and durability made with reinforced heel and toe and shown in all sizes in black, white, tan and other desirable colors—a stocking sold everywhere at 25c a pair, priced here at 3 pairs for **50c** or, a pair... **19c**