

# DEMANDS FOR FRUITS OUGHT TO MAKE FOR GOOD PRICES NEXT YEAR, SAYS FRUIT MAN

## PROSPECTS BRIGHT FOR FRUIT SALES SAYS MR. PAULUS

Salem Horticulturist Sees Good Outlook in Heavy Demand by Canneries and Vinegar Plants.

SAYS PRICE FIXING AN AID

Government's Cutting Out of the Middle Profits Will Increase Consumption; Loan Banks Aid.

Never before in the history of Oregon has the prospect before the grower of fruits and vegetables been so bright, according to Robert C. Paulus of Salem, president of the Oregon State Horticultural society.

"There is at the present time in Oregon, with the possible exception of apples, a permanent demand for practically all fruits far in excess of the supply," he said. "Canneries, juice factories, vinegar plants and evaporating plants are in the market with term contracts and larger fruits. Prices being paid are the highest in history, almost anything the grower can grow finds ready sale, and never has the future of the fruit industry in Oregon looked as bright as now. If growers of Oregon use the same methods of growing and caring for their fruits that have brought such big returns to growers in other sections, I can see no reason why Oregon cannot beat the world with her products."

**Middle Profits Cut Down**  
President Paulus commended the government for action being taken to eliminate speculative profits, and predicted this will result in the grower receiving more for his fruit and at the same time reduce the price to the consumer.

"It has been shown that in some products the grower gets only 35 cents out of a dollar the consumer ultimately pays," he said. "War conditions have caused the government to take more serious consideration, and there is no question that this difference can be materially cut down by proper methods. Freer advertising given by government to fruits and vegetables will no doubt stimulate consumption to a great extent."

**Loan Banker Big Help**  
He said one of the biggest things the government has done to aid the farmer in accordance with the farm loan act, which has made it possible for farmers

to obtain long term loans at a low rate of interest.

President Paulus predicted rapid development in fruit canneries and products factories and vegetables, instead of leaving the growers to depend on the market for grown stuff.

"Never has there been a more favorable moment for development of this fruit and vegetable products business than now," he declared.

"With the enormous prices of canned goods, shortage of fresh fruits and vegetables on the eastern markets caused by the car shortage, and the demands of canning concerns, there should be a strong market."

## IRRIGATION APPEARS TO BE GETTING HOLD IN DOUGLAS COUNTY

Meeting Held at Myrtle Creek Recently Attended by 150 Farmers.

Irrigation is apparently getting a hold on the minds of many Douglas county farmers, says the Roseburg Review.

At a meeting recently held at Myrtle Creek more than 150 people were present.

The principal matter before the meeting was the question of irrigation in the immediate vicinity of Myrtle Creek. The discussion resolved itself into talks pertaining to the matter and brought out the fact that several farmers in that district are seriously contemplating the installation of small irrigation systems on their lands, some of which will be dependent upon pumping plants, while a few others will be able to utilize gravity flow.

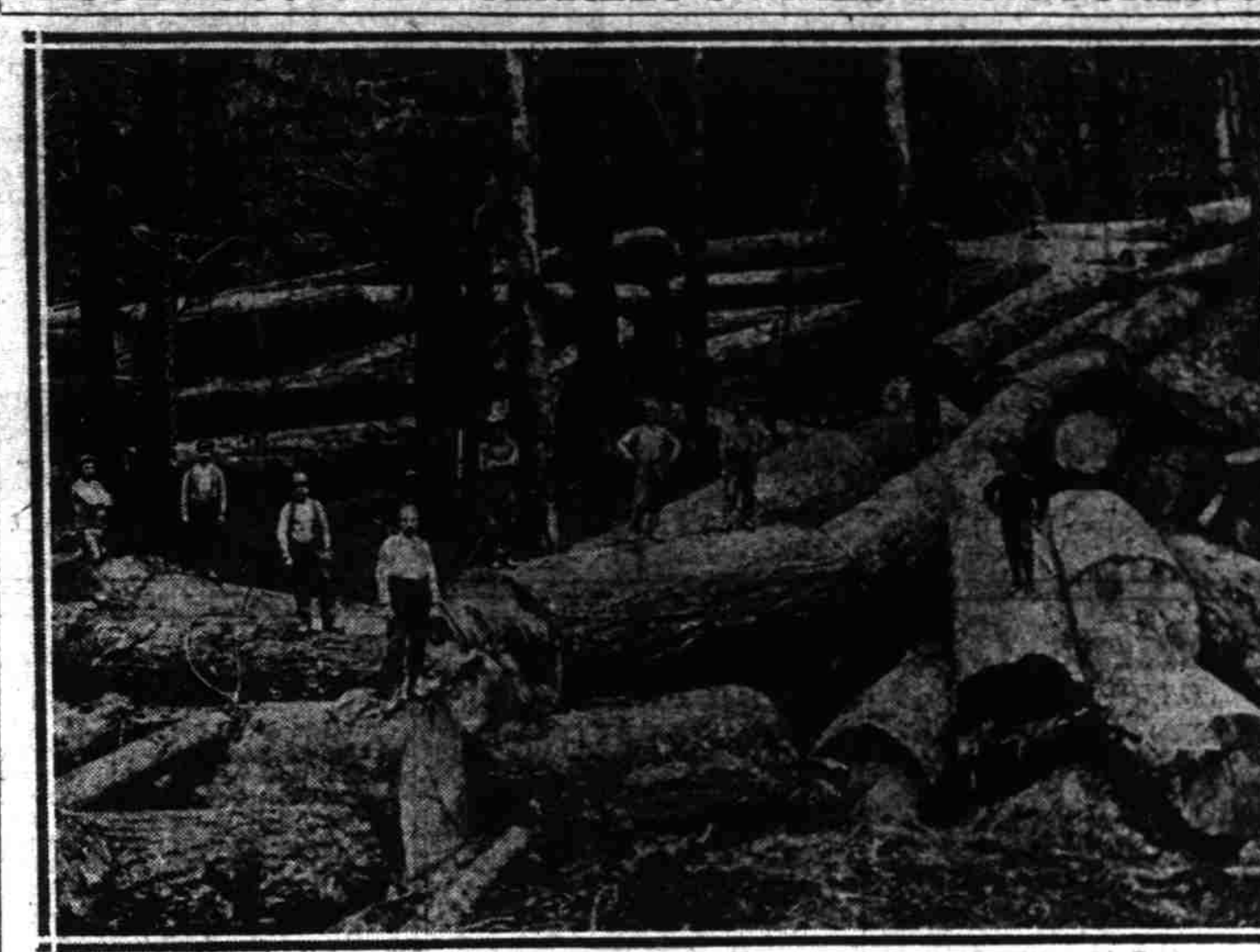
Irrigation was declared to be the best solution for a full response to the request of officers of the national government for increased production in the way of agricultural and food crops for the coming year. C. J. Hurd, county agriculturist, and others pointing out that increases ranging from 100 to 500 per cent could be realized in such crops as beans, clover, etc., through the judicious use of water for irrigation.

## Farm Crops Valued At 21 Billion Dollars

Were it possible to cash in on the total farm crops of the United States this season, at the value as just estimated by the agricultural department, there would be enough to pay the estimated war cost of \$21,000,000,000 in a year. The value of the crops would represent approximately the value of the products that leave the farms, and \$14,000,000,000 would go far toward paying the largely increased cost that the nation is confronted with in the war expenses.

Taking the value of all crops, animals,

## HUGE LOGS ARE LITERALLY SNAKED FROM FORESTS



Scene in one of Clatsop county's big logging camps.

and animal products, there is an aggregate increase of \$5,500,000,000 over last year's, and the total is more than double that of any two other years in the history of the country. The record corn and oats crops, especially with corn at a farm value of \$1.46 per bushel, or 60 cents per bushel more than last year's, and \$1 cents above the five-year average, makes the estimated value \$4,659,000,000. This compares with \$2,296,000,000 last year, \$1,723,000,000 in 1915, and \$1,577,000,000 for a five year average. Wheat, the farmer's money-getter with as little trouble as anything he raises, when taken at the farm price of \$2 per bushel (the highest known in our time), contributes \$1,320,000,000, an increase of \$294,235,000 compared with 1916.

## Twenty Millions Paid in Dividends

The Bunker Hill & Sullivan Mining and Concentrating company, operating at Kellogg, Idaho, has paid \$20,470,000 in dividends and has \$5,500,000 in actual operating profits tied up as invested capital in the form of cash, securities, plant and property, according to a letter from Fred W. Bradley, president, written on November 14 last, to a stockholder.

## COUNCIL OF NATIONAL DEFENSE MOBILIZING NATION'S RESOURCES

Coordination of Industries and Resources Made for Welfare of the Country.

Explaining its new plan of organization the Council of National Defense has issued the following statement:

"The Council of National Defense was established to bring about the coordination of industries and resources for the national security and welfare. Previous to the entrance of this country into the war steps were taken by the council so to mobilize the industries of the country that they could render effective assistance to the nation in its hour of need. The crisis made imperative the necessity for prompt action. Since instant steps were necessary the Council of National

Defense authorized the formation, under its direction, of cooperative committees of industry, to be composed of men representative of their respective lines.

"These committees have given faithful, patriotic and invaluable assistance to their country. Many of the individuals serving on them have done so only at great personal and financial sacrifice. The thanks of the entire country is due to these men, who unhesitatingly and unselfishly responded to the government's appeal for aid.

"Technically, however, this necessary emergency machinery set up by the council was not in the administrative sense ideal as a means of making permanent the mobilization of industry in a democracy at war. Practically it was effective, but the committees were placed before the public in a position unfair both to themselves and to the government. The council and its war industries board, after giving this matter serious thought for some weeks, have concluded that it is now possible to arrange for meeting the government's needs through the appointment of highly qualified individuals as government employees and expert advisers, and also to the entrance of this country into the war steps were taken by the council so to mobilize the industries of the country that they could render effective assistance to the nation in its hour of need. The crisis made imperative the necessity for prompt action. Since instant steps were necessary the Council of National

Defense authorized the formation, under its direction, of cooperative committees of industry, to be composed of men representative of their respective lines. These committees have given faithful, patriotic and invaluable assistance to their country. Many of the individuals serving on them have done so only at great personal and financial sacrifice. The thanks of the entire country is due to these men, who unhesitatingly and unselfishly responded to the government's appeal for aid. Technically, however, this necessary emergency machinery set up by the council was not in the administrative sense ideal as a means of making permanent the mobilization of industry in a democracy at war. Practically it was effective, but the committees were placed before the public in a position unfair both to themselves and to the government. The council and its war industries board, after giving this matter serious thought for some weeks, have concluded that it is now possible to arrange for meeting the government's needs through the appointment of highly qualified individuals as government employees and expert advisers, and also to the entrance of this country into the war steps were taken by the council so to mobilize the industries of the country that they could render effective assistance to the nation in its hour of need. The crisis made imperative the necessity for prompt action. Since instant steps were necessary the Council of National

## CEDAR POLE CUTTING DEVELOPING INDUSTRY ON THE CLEARWATER

Output This Year, It Is Estimated, Will Return Half a Million Dollars.

The marketing of cedar poles from the upper Clearwater sections has become a very important industry and will bring return this year in excess of \$500,000. The point where the industry has reached the greatest proportions is Kootenai but poles will be shipped from Lolo creek and from the Zelenka spur below Ahaahka.

The National Pole company is operating on an extensive scale at Kootenai and now has more than 18,000 cedar poles and piling in the Kootenai yards waiting shipment. This means 225 carloads are now waiting transportation and the shipments already made this year amount to nearly 600 carloads.

This company is operating in the national forests about 40 miles above Kootenai, the poles and piling having been purchased from the government on the stumpage basis. A force ranging from 75 to 100 men has been employed since early spring and while the operations will be necessarily contracted during the winter months, the company will keep its camp open and will resume on an enlarged scale with the opening of spring.

The National Pole company has marketed cedar poles and piling from Kootenai to all sections of the United States. Shipments have been made into New York, Michigan, the Gulf states, Kansas, Oklahoma and even California.

## Mill Employees Will Help in Spruce Work

About every employee of the mills of Grays Harbor and in the shipyards are expected to sign the articles set forth by the Loyal Legion, an organization which has been organized for the purpose of doing all it can to help forward the war by keeping at work endeavoring to prevent strikes and to help forward all endeavors that mean for the good of the United States.

**Swiss to Promote Peat Industry**  
According to the Geneva Tribune, a syndicate proposes at an early date to the federal council for \$1,000,000 loan for the development of the peat industry in Switzerland. The extraction of peat will be undertaken on a large scale, it being planned to work 24 peat fields in the coming spring.

both as government agents or advisers and at the same time as representatives of the industries."

## Brazil in Market For Rabbit Hair

Consul General Alfred L. M. Gottschalk, Rio de Janeiro, Brazil, writes: "This office has been approached by an importer who desires to know what opportunity there might be to import from the United States rabbit hair such as is used in the manufacture of felt hats. It appears that this article, which was formerly obtained chiefly from Belgium and in smaller quantities from France, has almost entirely disappeared from the market here.

The fur or hair, to be acceptable upon the Brazilian market, should be packed in paper bags of two kilos (about 4.4 pounds) weight each, and these should be inclosed in wooden cases of from 100 to 200 kilos (220 to 440 pounds) in weight.

This importer gives the following information as to the approximate consumption of the above article in various parts of Brazil where there are factories: Rio de Janeiro, 47,000 kilos; Sao Paulo, 30,000 kilos; Rio Grande, 127,000 kilos (1 kilo equals 2.2 pounds).

## ARGENTINA TURNING TO MANUFACTURE OF CHEESE ON BIG SCALE

Interesting Figures Given on Imports Into United States During 1914.

While Europe is retaining nearly all of the cheese that it manufactures for its own pressing needs, Argentina has turned to cheese making on a large scale, and is now placing important quantities in the United States. In August, 1917, that country delivered 448,000 pounds in this country, and in September, 379,500 pounds. These figures do not approach those of imports from Europe before the war, but they are interesting in view of the fact that during the entire year 1916 not a single pound of cheese came from Argentina.

During the fiscal year 1914, the last year before the war, the United States bought 63,800,000 pounds of cheese from Europe—26,500,000 from Italy, 23,500,000 from Switzerland, 5,500,000 from France, 1,700,000 from Holland, and smaller amounts from other countries. The average monthly imports from Europe were about 5,300,000 pounds. In August, 1917, exactly 16 pounds of European cheese were imported. Italy supplied this small amount. In September only 1122 pounds came from Europe.

More cheese is being exported than imported. In September 1,000,000 pounds were sold abroad and this quantity was distributed to more than 50 countries. Exports for the month of September were: Cuba 109,000 pounds, and Mexico 39,000 pounds.

## CHEMICAL INDUSTRY OF UNITED STATES MAKES BIG STRIDE

Country Is Now Manufacturing Practically Everything Necessary in This Line.

As shown by the annual report of the secretary of the interior the country now manufactures practically everything required along chemical lines.

The increase in capital invested in chemical industries was, in 1915, \$65,000,000; in 1916, \$99,344,000; and up to September, 1917, \$95,851,000 over the preceding year.

Before the war 90 per cent of the artificial colors and dyes were imported, five or six concerns with 400 operatives producing 3000 short tons per year. Now there are over 90 enterprises, each making special colors, and 100 concerns making crude and intermediate.

Sulphuric acid, the chemical barometer, has doubled in production. By-product coking doubled its capacity in the last year. The production of gasoline production has increased from 35,000,000 to 70,000,000 barrels per annum since 1914.

The production of explosives and consequent consumption of nitric acid has increased enormously. The nitric acid is still almost entirely made from Chile saltpeter, but synthetic nitrogen plants are under process and are expected to be in operation before the war. Some 40,000 tons of nitrate were imported from Germany for the manufacture of lithopone. New five companies are producing this article from deposits in Tennessee, Kentucky, Virginia and Missouri.

## New Zealand Grain Crop Falling Short

The cereal crop outlook is not promising in New Zealand for the 1917-18 season. According to the best information obtainable at this time, which will leave a marked shortage of wheat at least.

The season is very backward and the seeding was light. According to a statement reported to have been made by the minister of agriculture of New Zealand, there is a shortage of 55,000 or 60,000 acres now in wheat as compared with the 1916-17 season, when the wheat supply was 1,250,000 bushels short. The estimated acreage needed to wheat this season is placed at 125,000, as compared with 116,000 acres for the past season.

At present there is only sufficient wheat and flour in New Zealand to supply the demand for about two months, and imports are coming forward very slowly from Australia, where the New Zealand government contracted for 1,500,000 bushels. Some of the flour mills in this country are being compelled to shut down owing to the short wheat supply.

# PORTLAND MAN INVENTS BLUING THAT MAKES GREAT HIT WITH THE HOUSEWIVES

## MANUFACTURERS' DIRECTORY

(Continued)  
Portland Rubber Mills, everything in rubber, rubber heels, soles, 86 E. 9th.  
Portland Bolt & Nut Co., bolts, 209 13th st. N.  
Rasmussen & Co., paints, varnishes, 24 and Taylor st.  
Roe, W. F. & Co., mfg. jewelry, alloy bldg., Rodgers & Williams, metallic hip shingles, 288 Hawthorne ave.  
Rosen, F. & Son, fish brand horse collar, 58 Union ave.  
Sells Auto Works, 24 and Madison st., auto bodies, truck bodies, beams, wheels, bell starters.  
Thayer, Shaver & Quiley, auto truck build-ers, machinery, 198 East Water st.  
Universal Tire Repair Co., non-puncture auto tires, 441-443 Hawthorne ave.  
United Mattress & Pad Co., mattresses, rem-overs, 427 Hancock.  
Vaughan Motor Works and Foundry, 471 East Main street.  
Winemaking, M., Eagle Powder, 802 E. 6th st.  
Williams, G. H., gas engines & machine works, gas engines, auto repairing, valves, 861 E. Burnside.

## Porter's MACARONI

THE THRIFT FOOD  
That is made under most sanitary conditions in a sunshine factory.  
ASK FOR THE RED LABEL PACKAGE

ORDER YOUR KADDERLY

## FURNACE

Raw, and we can give it best attention. Don't wait until the cold of winter. We make them of steel and boiler rivet them. Will last for decades.

## J. J. Kadderly

120 FIRST ST. MAIN 1232

## Eastern Novelty Mfg. Co.

LADIES' NECKWEAR  
Phone Broadway 3111  
According, Side and Suburban, Blatting, Rem-atching to yard, and Tucking for the Trade— and the Eastern Novelty Mfg. Co., 308 Broadway, Room 308, 354 Fifth Street, Portland, Oregon

## MADE TO ORDER

Finest Imported Fabrics  
Room 515 Macdonald Bldg., 4th and Washington Sts.

## 202 AND GOLD GALVANIZING

A new and up-to-the-minute plant just

Gold, Silver and Nickel Plating, Ice Cream and Milk Cans Re-lined.

California Plating Works, 512 Second Street, at Belmont.

## Rasmussen & Co.

Makers of Paints and Varnish  
N. E. Cor. 2d and Taylor, Portland, Oregon

F. D. Wheeler, D. B. Wheeler, GRANDMA COOKIE CO.

Largest Cookie Bakery in America.

344 East Stark St., Cor. Union Ave. Absolutely Sanitary—Best Materials Used—Ship Anywhere.

## Davis-Scott Belting Co.

Oregon Made Pure Oak Tanned Leather Belting  
108-112 Union Ave., East 308 Tel. East 308. Portland, Ore.

## G. P. Rummelin & Son

194 E. 2nd Wash. St. Mfg. Furriers C. G. APPLEGATH SUGGESSOR Estab. 1870. Main 491.

## Pendleton Woolen Mills

MANUFACTURERS OF PURE FLEECE WOOL BLANKETS  
Indian Robes, Steamer Rugs, Bath Robes and Auto Robes.

## PORTLAND FURNITURE MFG. CO.

Makers of COUCHES, LOUNGES, UPHOLSTERED FURNITURE, MATTRESSES AND PILLOWS  
1249-1259 Macdonald Road Main 809-A-3513

## DR. D. W. KOLLE

MAKES MOST PERFECT

Eye Glass and Spectacle Mountings

on earth. Lenses will not come loose, prevent breakage, preserve and clean easily, cannot wear. Phone for particulars, 704-7 Wilson Bldg. Main 4134.

## Durable Roofing

Made in Portland to suit local conditions.

DURABLE ROOFING MFG. CO.

Kenton Station, Portland, Ore.

## BASKETS

For All Purposes—Any Kind—Quickly Supplied

GRAPE BASKETS

Ready for Instant Delivery  
PORTLAND BASKET & BUNDLE CO. Main 897 1231-33 Macdonald St.

## TAPE MAY BE TORN OFF, SO MANY INCHES FOR GALLON OF WATER

Manufacturers Find Ready Demand for Product, and Factory Will Be Erected.

A bluing package that may be kicked about and not broken, looked in a refrigerator and not frozen and be shipped to dealers at a mere fraction of the freight cost into the bottled article, is the invention of C. E. Beeman, a local chemist. The package is made in the shape of a hollow cylinder three and a quarter inches long and two inches in diameter. Inside the cylinder is a roll of paper tape two and a half inches wide, an inch and a half of which is dipped in a chemical bluing of the purest quality. One end of this tape protrudes through a slot in the cylinder.

At intervals of half an inch is a printed rule mark, and the words "gallon" is printed on the upper uncolored half of the tape. This means to instruct the user to tear the tape in

two at the rule mark, and that the half inch thus detached, immersed in water, will dye a gallon a beautiful blue, exactly the hue desired to give a garment the proper bluish tint.

Mr. Beeman was five years in perfecting his invention, and though its real manufacture began on October 1, of the production of the factory at 129 East Sixth street is already marketed in nearly every state. It is shipped to New York, Philadelphia and all other large eastern cities, where jobbers supply the trade. It goes south to San Francisco and Los Angeles, and even to the southern states of Texas and Arkansas.

The economy in the use of the Tape Blue company product will be obvious when it is stated that 48 packages weigh less than three pounds and may be shipped anywhere at a mere fraction of the cost of freight or express on bottled goods. For example, 45 cases were shipped by parcels post to Pocatello, Idaho, at a cost of \$1.94, whereas it would have cost \$25.75 express on the same quantity had it been in the shape of bottled bluing, as each cylinder is equal to a bottle of the liquid. In long distances the advantage would be more apparent still.

"Suppose," says A. W. Arnold, of Arnold, Arnold & Arnold, timbermen, who is associated with Mr. Beeman as business manager of the concern, "we were to receive an order from New York for 50,000 or 100,000 cases. We would instantly mail 10,000, say, of the order, which would reach New York as quickly as a letter, and the balance could go by express or freight, if desired. The package is put up in patent coated box cardboard, will not break or freeze, and could not injure the mails. In the family our bluing is most economical as well as extremely convenient for use. It cannot be wasted, for the reason that the bits of paper tape are detached as used

He hopes that every banker and capitalist in Oregon after reading this will say: "This is a good idea and badly needed. I will show the Philadelphia bankers that Oregon bankers can be as loyal as they are. I will finance sheep clubs in my locality."

**SHEEP CLUBS**  
Philadelphia.—The Corn Exchange Bank, through its president, Charles S. Calwell, is advertising for girls and boys throughout Pennsylvania to organize sheep clubs. Mr. Calwell, as an inducement to the young folks to take care of one or more sheep, offers to finance them in the purchase of a sheep. The recently organized sheep club in Chester County, which started with 10 youngsters, was assisted in this way by Mr. Calwell and it is his plan to dot Pennsylvania with similar organizations.

Donald Williams, a field agent of the association, just back from a trip South, reports that sheep raising is getting increased attention in Georgia but that dogs are a menace there. The Agricultural College at Athens is studying sheep raising more earnestly than ever.—Daily News Record, Thursday, December 13, 1917.

## Non-Skid Rubber Heels

Made in Portland Ask for Portland Non-Skids

## JACOBS SHIRT CO.

SHIRTS TO ORDER  
2774 Washington St. Cor. Sixth Northwest Bldg. Portland, Ore. Phone Main 1587 All kinds of Reupholstering.

## BLUING BY YARD IS LATEST DEVICE



Tape Bluing carton. Each half inch of tape blues a gallon of water and there are 55 of them.

two at the rule mark, and that the half inch thus detached, immersed in water, will dye a gallon a beautiful blue, exactly the hue desired to give a garment the proper bluish tint.

Mr. Beeman was five years in perfecting his invention, and though its real manufacture began on October 1,

## Hesse-Martin Iron Works,

460-474 E. Taylor St.  
Engineers, Founders, Machinists  
Marine Machinery, Contractors' Equipment  
Sawmill Machinery

## PACIFIC COAST PRODUCTS FOR PACIFIC COAST INDUSTRIES

## Chas. Coopey & Son

304 ROYAL BLDG. Christmas 1918 to Christmas 1917: "Say, did you notice what a big increase I brought in Oregon's wool supply?"

## VALVELESS PUMP & FOUNDRY CO.

MANUFACTURERS OF THE VALVELESS PUMP  
FOUNDRYMEN IMMEDIATE DELIVERY  
MAIN 2277 626 HOOD ST.

## ICE MACHINES

From the only complete factory in the entire Northwest.

## COOPEY SAYS:

He hopes that every banker and capitalist in Oregon after reading this will say: "This is a good idea and badly needed. I will show the Philadelphia bankers that Oregon bankers can be as loyal as they are. I will finance sheep clubs in my locality."

**SHEEP CLUBS**  
Philadelphia.—The Corn Exchange Bank, through its president, Charles S. Calwell, is advertising for girls and boys throughout Pennsylvania to organize sheep clubs. Mr. Calwell, as an inducement to the young folks to take care of one or more sheep, offers to finance them in the purchase of a sheep. The recently organized sheep club in Chester County, which started with 10 youngsters, was assisted in this way by Mr. Calwell and it is his plan to dot Pennsylvania with similar organizations.

Donald Williams, a field agent of the association, just back from a trip South, reports that sheep raising is getting increased attention in Georgia but that dogs are a menace there. The Agricultural College at Athens is studying sheep raising more earnestly than ever.—Daily News Record, Thursday, December 13, 1917.

## Chas. Coopey & Son

304 ROYAL BLDG. Christmas 1918 to Christmas 1917: "Say, did you notice what a big increase I brought in Oregon's wool supply?"

## VALVELESS PUMP & FOUNDRY CO.

MANUFACTURERS OF THE VALVELESS PUMP  
FOUNDRYMEN IMMEDIATE DELIVERY  
MAIN 2277 626 HOOD ST.

## ICE MACHINES

From the only complete factory in the entire Northwest.

## ARMSTRONG'S

McIntosh & Feilzhalb, 846 Thurman St. Phone Main 7344, Portland, Ore.

## WRINKLES!

How removed in 15 minutes; how to prevent coming; demonstrated at the Woodard & Clark's drug store. Particular for St. stamp, addressed to K. B. Woodard & Clark, 30 E. 2d floor, 354 W. Wash St., Portland, Ore., or call office, 1 to 5 p. m. Free bottle rouge, or small box powder to customer at drug store. Five cents each at office for returned cream jars. Phone Main 3271.

## MONEY WANTED

High class manufacturing company, desiring to erect own buildings, needs some more capital; will bear rigid investigation; will pay large dividends. 2-918, Journal.

## CLOSET & CO.

Roasters and jobbers of COFFEES, TEAS, ETC., 125 13th St., Portland