JOURNAL CARRIERS' ASSOCIATION IS A GOING CONCERN

Body Grows From 60 in 1905 to 300 at Present: Youths Learn Foundation of Success in Life

Recurrence of the annual Christmas eting of The Journal Carriers' asbrings to mind the days when only 60, instead of 300 boys and roung men, were required to deliver The Journal within the city limits

The Journal Carriers' association was organized in 1905 with about 60 members, and has grown year by year in proportion to the paper's growth, until the names of close to 300 ap-pear on the books. The association includes only those actively engaged in delivering The Journal to said. in delivering The Journal to residences, stores and offices within the city. David H. Smith, circulation manager of The Journal, is permanent trustee and general adviser to the boys.

While a certain amount of recrea tional advantages go with member-ship in this organization, the associa-tion's primary service is to make better carriers out of the members. In the meetings which the young men have each month, the members dis-cuss their problems, talk over better delivery and service methods, and bewhich they are already so successfully selling. Like any other wideawake salesmen, Journal carriers are after more business, because more business means more profits. OBJECTS OF CARRIERS

The objects of this organization as stated in the preamble of its constistated in the preamble of its consti-tution, are "to promote a spirit of en-thusiasm and cooperation among the carriers, as to the management of delivery of their respective routes, to increase their knowledge of business principles and parliamentary law, to enlarge upon their fund of general in-formation, to provide means and methand generally upbuild our character and standing."

Journal have increased their knowledge of business principles and been able to upbuild their characters. standing in the community, is evidenced by the number of succes business men who are proud to claim former membership in this organization. But few of these men have stayed in the newspaper business, the majority of them using the knowledge gained in their newspaper work to secure places of promisence. work to secure places of prominer

nere boy throwing papers on some young men during one of their ssemblages would prove. They are all clean-cut young men striving to make good in the world. All are giving up hours of play to earn money, some that they may have spending money, but the great majority in order that they may complete their school studies, or help in the support

LEABNS BUSINESS SECRETS The carrier who keeps his route for gh personal contact with the men him the value of a few business riets, which aid him the remainder his life, no matter what vocation may afterwards follow. He learns that the successful carrier must be po-lite, must endeavor to please his cus-tomers by putting their papers where they are wanted, must be punctual and regular in making deliveries, accurate in bookkeeping, prompt in making collections and prompt in settling his accounts at the main office. The effort required to earn the money also teaches the boys the value of money, and ere long many learn the lesson of saving, and under the guid-ance of the heads of the circulation

Every Christmas the association has a large gathering for its members, either in the nature of an entertainment or banquet, and each summer an all day pionic at some nearby park. This Christmas the carriers had a hanquet in the crystal room of the Hotel Benson, which was attended by over 200 boys, with the heads of the various nts of The Journal as their

The young men who have been elected to guide the association through the first six months of 1923 are: Lonnie Hartman, president; Harlan Knox, vice president; Carl Barber, secretary; Melvin Nelson, assistant secretary; Sid Wieder, treasurer, and Thomas Murphy, sergeant at arms.

WHOLE STATE SHOWS **ADVANCE IN INDUSTRY**

(Continued From Page One) out annually to labor employed direct-ly in handling this pack, while expen-ditures for fruit, boxes, and other expenses bring the expenditures of the canneries up to a total of \$1,500,000. Second in volume of output, the plant of the Willamette Valley Pulp & Paper

the Willamette Valley Pulp & Paper many, a comparatively new venture et. is now engaged in the manufacte of \$2,000,000 worth of high grade lting papers, glassine and grease-ting family. The capacity of the plant have been increased to four times the paper capacity. The plant now ONE MILLION ANNUALLY

The output of the local plant of its Charles K. Spaulding Logging commany approximates \$1,000,000 annuary. The plant employs \$25 men with a annual payroll of approximately 50,000. With a capacity of \$5,000,000 and feet anwoughty the plant has been crating night and day in an effort supply the demand for lumber, 50 a cent of the jast year's output being assumed locally the past year, alough under normal conditions, the ger share of the plant's product is pped without the state.

Istablished only three years are, the

JOURNAL CARRIERS ASSEMBLED FOR HOLIDAY DINNER



the boys who deliver The Journal to Portland homes, all members of The Journal Carriers' association, enjoying a dinner given in their honor. Mayor George L. Baker is addre

000. Nearly 1,000,000 pounds of wool, principally from Oregon sheep, is consumed annually by this plant, 30 per cent of whose product goes to points outside the state and 45 per cent going into the East in competition with the frito the East in competition with the woolen mills of the Atlantic coast.

tier BENTON COUNTY

Corvallis, county seat of Benton county, offers inducement in its larger educational advantages as the home of the Oregon Agricultural college. Substantial and reasonably conservative, with banks with total resources of \$3,-500,000, the city has grown steadily during the last year and claims several attractive structures. Half a dosen new churches have been erected in recent years or are in process of construction or being planned and the buildings erected in the business and residence districts will total in value more than three-quarters of a million dollars.

"The Whitsside," Corvallis' new county are entering upon the greatest year in the history of the locality. During 1922 the production was big, but the mills are preparing for a much larger cut during the coming year. The total lumber manufactured by all of the mills of the county during 1932 was 386,300,000 feet. The total amount of lumber shipped to the Orient and other foreign ports and to the Atlantic coast was 40,000. This lumber was carried on 25 large years in the history of the locality. During 1922 the production was big, but the mills are preparing for a much larger cut during the coming year. The total lumber manufactured by all of the mills of the county during 1932 was 386,300,000 feet.

The total amount of lumber shipped to the Orient and other foreign ports and to the Atlantic coast was 40,000. The locality is a second to the orient and other foreign ports and to the Atlantic coast was 40,000. The locality is a second to the orient and other foreign ports and to the Orient and other foreign ports and to the Atlantic coast was 40,000. The locality is a second to the orient and other foreign ports and to the Atlantic coast was 40,000. The locality is a second to the orient and other foreign ports and to the Orient a

dollars.
"The Whitsside," Corvallis' new
movie house, has just been completed
at a cost of \$120,000.
Corvallis is located in the heart of

several world-famous hens, and in a wonderful fruit country with a canpery which shipped out during the year more than 1,000,000 peunds of fruit. The sawmill industry employs 200 men here and in the camps. One of the larger creameries of the state is located in Corvallis, and a flour mill and cereal manufactory has long been operated here. The Corvallis Brick & Tile Works is one of the larger industries of the city and has provided brick for a number of the business houses erected here the last year.

COTTAGE GROVE Situated as Cottage Grove is in the fertile Willamette valley, it should be supported by the farms surrounding it, but owing to the vast amount of timber but owing to the vast amount of timber located nearby, the government's last survey being 56,000,000,000 feet of standing timber east of Cottage Grove, with a railroad directly into it, it is impossible for the farmer to compete with the sawmill interests. The Western Lumber & Export sawmill of cottage Grove saws 90,000 feet of lumber daily, employs about 180 men in the mill and logging camp, while the J. H. Chambers mill, which is located one mile south of town, is a larger mill

mile south of town, is a larger mill and saws 100,000 feet daily and employs about 170 men. The payroll of the Chambers mill done is \$25,000 monthly, which is a great thing for this city. Mr. Chambers owns controlling interest in the milling road between Cottage Grove and Rujada and practically operates the road, with a large logging camp at Wicks station, which employs more than 75 men. Both these mills have the finest of machinery. If all the sawmills surrounding Cottage Grove, of which there are more than 40, were to saw continuously for five years they would not saw all the tim-40, were to saw continuously for five years they would not saw all the tim-ber tributary to Cottage Grove.

That the condition of industry in Jackson county is healthy is indicated by the \$6,000,000 of banking resources, which shows an increase for the 12 months just passed amounting to 14 per cent. The largest single item exported from Jackson county is fresh fruit, of which more than \$1,000,000 of pears annually is shipped. Jackson ranks fourth in Oregon counties in production of gold and sliver, as reported by the United States Geological survey. Production from mines, quarries and wells other than deposits of the precious metals is important, being the most diversified of any county in the state. JACKSON COUNTY

The most important feature of the dryer and the Oregon Cooperative usiness was entering the foreign trade Growers' packing plant, and sending lumber through the Pan-Victor Randles, a former well known business was entering the foreign trade and sending lumber through the Pan-

An important feature of the lumber industry was the handling of Port Orford white cedar. About 50,000,000 feet of this timber was cut. Some went to Japan in the shape of export logs and lumber, Manufactured lumber was shipped to various domestic markets and a large amount was used in making auto battery separators and veneer as stock for separators. Four factories in the country are engaged in making separators and veneer stock. This was all shipped by rail, mostly to

TILLAMOOK COUNTY One of the remarkable developments of a business in Tillamook county, which in part reflects and in part, also, accounts for the development of other industries in and about Tillamook City, is that of the Coast Power com-

pany, which serves 1400 customers. The cheese industry of Tillamook county has grown with leaps and bounds since 1909, when 2.541,057 pounds were sold for \$400,044.84, until in 1921 6,783,893 pounds were sold for \$1,576,991.96. In all, from 1909 to 1921, inclusive 55,729,548 pounds of cheese have been sold for \$12,28,950.36. There are 753 dairy farmer in the county with

have been sold for \$13,125,950.35. There are 752 dairy farms in the county, with herds aggregating 13,980 dairy cows, of which 784 are pure-bred and registered. Cheese is manufactured in 29 plants.

There are \$5,000,000,000 feet of standing timber in Tillamook county, 20,000,000,000 feet tributary to Nehalem bay and 15,000,000,000 feet tributary to

ing from 10 to 15 miles from the fac-tory. The capacity of the Carnation plant is 200,000 pounds of milk a day, but it has not been running to its full

The Ray Maling Company, Inc., packs many varieties of berries, fruits and vegetables. The first year of operation this plant packed 15,000 cases, the second year 28,000 cases, and this year it has packed over 121,000 cases. The G. H. P. Lumber company, which operate one of the largest sawmills in the Hillsboro district, has had a most successful year, being in continu-

with partial cargoes and completed cargoes at other ports.

The Japanese steamer Kalkyu Maru, which was in port in December and which is 445 feet long, was the biggest ever in Coos Bay and to go out with a cargo.

Expecting the apppropriation of \$3,-10,000 for jetty improvements, Coos Bay hopes to have the bar so deepened that these vessels will be able to go from the harbor with full cargoes of lumber.

This mill the last year.

Forest Grove is known the state over as a residence and school town. It is the home of Pacific university.

Bast of Forest Grove is located the new state Masonic and Eastern Star home, which occupies a beautiful sits of 30 acres and was erected at a cost of \$245,000.

Three plants at Forest Grove take care of the fruit and vegetable crops grown in that section—the Brownsville cannery, the Hoffman evaporator and this mill the last year.

extension in this shipping is expected next year.

The total lumber shipped during the year coastwise was 250,000,000 feet, making a total of all lumber shipped from Coos Bay, foreign and domestic, 290,000,000 feet.

The total value of the freight shipped from Coos Bay during 1922 was over \$10,000,000.

An important for the first the country of the local pine mills, the formula to the local pine mills, the formula to the local pine mills.

port, will have been in the year 1922 slightly over twice that of 1921. The out for the year now ending will be 195,000,000 board feet, as compared to 97,000,000 feet sawed in the previous

road pushing into the virgin timber of Sprague river and the lumber industry operating at full blast, with bright prospects for a strong market in 1923. It is firmly believed here that Klamath unty is entering into an era of progress and prosperity.
Since Klamath county has \$1,000,000,-

000 feet of standing pine timber, it nat-urally follows that this must be a center for pine manufacturing. The scar-city of pine timber in other parts of the United States has caused lumbermen to turn their eyes in this direction. One new operation for 1923 has developed, and rumors are current for others to

follow.

In 1920 a total of 17,500 cars of lumber products were shipped from Klamath county. In 1922 this total was increased to 21,400.

PORTLAND'S CIVIC CLUBS PRODUCTIVE OF USEFUL WORK

county are covered with a wealth of grazing land. Crook county is indeed the stock-growing center of Oregon. Thirty per cent of the cattle received at the Portland markets are raised in Crook county and are shipped.

Jefferson county is one of the smal-lest in the state, containing only about lest in the state, containing only about 1776 square miles. A large part of the Warmsprings Indian reservation is within the county, as is also a part of the Deschutes National Forest. These two bodies of land greatly reduce the taxable area of the county. The tax rolls show 163,325 acres of tillable land, 123,656 acres of timber land and 320 520 acres of grazing land within the county.

lumbering are the principal industries.
The large fertile plains are well adapted to wheat raising, but the farms as yet are held in large holdings; the annual rainfall is slightly low for the production of large yields per acre. WHEELER COUNTY

As the hills of Wheeler county are covered with the famous "bunch" its people turns to stock raising.
Almost every citizen of Wheeler county is or has been a rancher and stock man. Because of this interest in tock, the owners are taking more pride in their fine cattle and sheep, pride in their fine cattle and sheep, and several growers are in the purebred business exclusively. Herford and Shorthorn cattle predominate. Shipping conditions make it doubly hard to make any kind of cattle pay. The sheep, which are mostly fine wooled, find summer pasture in the national forests of Grant and Crook counties, although some are taken to the Cascades for the summer.

GILLIAM COUNTY Condon, county seat of Gilliam county, is situated on the John Day highway and is the terminus of Condon branch of C-W R. & N.

There are numerous wheat farms around Condon and Condon ships as much grain each year as any of the in-terior towns.

ing was erected in 1920. A new water system for Condon is being put in at Hay Creek, seven miles distant, at a cost of \$90,000.

Taking the prune crop of the last six years as an average. Douglas county produces each year about eight and one-half million pounds of prunes, or about one fifth of the entire output of the Northwest. Second to the prune in importance in Douglas is the apple with about 4000 acres of bearing trees, and an annual yield for the last trees, and an annual yield for the last few years of 250 carloads. There also are about 1000 acres of pears in the

Ounty. Union county enjoys a wide variety of industry. In the past Union county's "crop" has been principally lumbering, farming, horticulture, and stock, but of late years the fifth resource has been added, that of the "tourist crop." Beherds aggregating 13,980 dairy cows, of which 784 are pure-bred and registered. Cheese is manufactured in 29 plants.

There are 35,000,000,000 feet of standing timber in Tillamook county, 20.000,000,000 feet tributary to Nehalem bay and 15,000,000,000 feet tributary to Pillamook bay. As yet this timber has hardly been touched.

WASHINGTON COUNTY

One of the largest and most modern plants operated by the Carnation Milk company is located in Hillsboro. This plant receives milk from pairons liv-

the bulk of the produce,



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HIS is the season and day when the mind of our Nation may well reflect upon those mercies and blessings which have marked its birth, its very life and growth. Few there are unable or unwilling to draw from the record of passing years a devout feeling of thanks and appreciation.

The principals of this firm, for over forty years associates in their chosen calling; serving the people of this city and beyond its confines, are profoundly mindful of the ever-increasing measure of confidence and patronage shown them. A relationship in truth which transcends the cold conventions of commercial life. Our obligation is great and beyond expression. With it we would render full acknowledgment to our associates, without whose loyal cooperation no business fabric can ever succeed or

The half century mark has long passed since the founding of this house. Its long record of favors received for tasks performed will ever be an inspiration toward higher ideals and finer service to you who read this



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