

PAULUS TELLS HOW LOGANBERRY INDUSTRY RECEIVED ITS START

UNDER the caption, "Cooperative Difficulties Overcome," an interesting account by Paul E. Triem of how the loganberry enterprise has been put on its feet in Marion county, recently appeared in a weekly magazine, The Oregon Farmer, with a picture of Robert C. Paulus, the business manager and sales manager of the Salem Fruit Union. The account follows: Back in the old days when prohibition was merely an academic problem, hotly discussed by the reformers and mildly smiled upon by the "liberal interests," Marion county, Oregon, was one of the big hop producing centers of the northwest. The hop fields are still to be seen by the casual tourist who traverses the county by electric car or automobile, but the poles and trellises are rickety with disuse, and the weather-beaten hills look out forlornly upon the ruin of an era that has passed. King Hop is dead. Long Live King Loganberry, for by one of those curious turns which events sometimes take, the same wave which desolated the hop industry, carried the loganberry and its products high into popular favor. So closely interwoven is the story of the loganberry in Marion county with the history of the Salem Fruit Union that it is practically necessary to tell the latter in order to get at the former. This union of fruit farmers was formed in 1909, and as is almost invariably the way, it began by getting into financial hot water. For a time things went smoothly enough, the slight natural increase in the market, which has largely local, keeping pace with the slow but rapid increase in production. Then came the years of rapidly increased berry culture, and before the officers and members of the institution knew what was happening, they found themselves literally swamped with loganberries. The process of drying the fruit had been brought forward, and as it saved the big initial expense for sugar and cans, it seemed to promise a solution. The fact remained, however, that dried loganberries were a new and untried produce, and that there was no existing demand for them. In 1914 the Salem Fruit Union borrowed money enough to advance to its members something like 10 cents a pound, to cover picking and drying. The immediate and only tangible result was the rapid accumulation of a debt of \$43,000, with the big problem of marketing the mountain of dried loganberries which was accumulating at the rate of a solution than it had been in the first place. It was at this time that a principle now firmly established in the code of the association came to be dimly perceived. That principle has been put definitely into words by Robert Paulus, general manager and sales manager of the union. Mr. Paulus says: "Nothing moves itself. Salesmanship is the only solution of this big problem which confronts all producers, and it can not be too soon recognized and accepted as an axiom that the task of discovering and developing markets is up to the producer. That is the policy of the Salem Fruit Union. We do not wait for the market to become glutted in one direction before providing outlets." And so it was during a time when the store rooms were filled to overflowing with loganberries and when the established jobbers, east and west, had turned a deaf ear to the plea of the association that the channels of trade be thrown open for this surplus, these fighting farmers made their own way. They borrowed an additional sum of money, straining their credit to the utmost to secure it; and with the proceeds of this loan salesmen were employed to create a market for the loganberries. It is said that every big and successful institution is but the lengthened shadow of one man. In this case, it is no question as to whose shadow is the Marion county association is. Back in 1909 there had entered the employ of the union a young fellow who made himself useful in various capacities. Within a few years he had become one of that inner circle of earnest workers who could be counted upon to meet an emergency. And so it came that in this same emergency which confronted the union, when all its cash and its credit were pledged to solve this problem of marketing and distribution, Robert Paulus was at length given a chance to show what he could do. The young man—he is but a young man now—began to work along the lines of his axiom: "Nothing moves itself." And in this case, the motive force must be salesmanship of the highest type, super-salesmanship. In order that he might know the ins and the outs of this selling business, he entered the employ of a wholesale grocery house for several months, and studied from the inside the tricks and devices used to move such things as soap and prunes and tobacco. He admits now that tobacco gave him his greatest inspiration, though not in the way in which inspiration is usually sought from this particular source. "Dwight L. Woodruff was our sales manager at that time," Mr. Paulus comments, "and he and I have often discussed the high order of selling ability which is put into marketing tobacco. I am firmly convinced that if the same enthusiasm and skill were used in selling fruit and fruit products that is used to put tobacco on the market, there would be no limit to the demand created. And of course tobacco is marketed in the face of a more or less organized public disapproval, while fruit has the support of every one."

coast of Holland, according to H. Venstra, a dairy expert of Alkmaar, Holland, who arrived here today en route to Canada. "Floating parts of U-boats are raising havoc with the nets of our fishermen," he said. "In many cases flotsam and jetsam has been submitted to coast guardsmen and officers of the Dutch navy and were identified as belonging to submarines that probably had been destroyed by depth charges."

Princeton to Train Y. M. C. A. Workers for Army Service

PRINCETON, N. J., March 7.—Princeton will be the training center of the first contingent of 500 Young Men's Christian association workers who are soon to be sent to France in response to a request from Premier Clemenceau, to serve with the French army. It was announced here tonight. The Princeton faculty, particularly the French department, has volunteered its services in the instruction of the 200 men who will take charge of French Y. M. C. A. units.

TWO OFFICIALS ARE SUSPENDED

Action Follows Failure of Men to Enforce Liquor Regulations

WASHINGTON, March 7.—Suspension of two federal district officials at Rock Island, Ill., today by the department of justice was considered officially an indication of the determination of the department to enforce strictly anti-liquor and vice regulations about army and navy camps. Field officers of the department will be expected to take action on their own initiative to remedy improper conditions, it was explained, and not await prodding from the department. Hundreds of prosecutions of liquor vendors and persons violating the vice restrictions have been made since several weeks ago, soon after the ordinance training camp there was placed in the class of camps surrounded by liquor and vice barred zones. Agents of the department of justice visited Rock Island on receipt of complaints that saloons and humoral houses continued in operation. Accordingly, the department took direct action to order saloons and vice conditions abated. District Attorney Knotts of the Southern Illinois district went to Rock Island today, according to department of justice reports, to request Federal Judge Humphreys to name a special United States Commissioner to expedite the trial of violators of the liquor law.

DRAFTED MEN IN FOUR CLASSES

Crowder Orders Reclassification According to Physical Condition

WASHINGTON, March 7.—Reclassification according to physical conditions of the men called in the next army draft is provided in revised instructions for medical advisory boards which are being sent to the local boards throughout the country. The new regulations, made public tonight, require that every man summoned before the board shall be placed in one of the following four classes. (A) Acceptable for general military service. (B) Acceptable for general military service after being cured of remedial defects. (C) Acceptable for special or limited military service in a specified capacity or occupation. (D) Rejected and exempted from any military service. It is the intention of the provost marshal general to provide later for the further investigation and classification of the men acceptable for limited or special service so that record may be made of the sort of work each of these men may be assigned to do without endangering his health. Under the new regulations many ailments and defects which gained exemption of drafted men in the past now will result in their being listed in group B. Such men, if they choose will be given the privilege of securing the services of their family physicians in the effort to remove the defect, but if they have not availed themselves of this privilege within a specified time they will be called into military service and ordered to a cantonment hospital, a reconstruction hospital or to a civil hospital as may be designated by the surgeon general.

Northwest Is Second on New Fleet of Carriers

SEATTLE, March 6.—W. J. Grambs, section chief of Washington and Oregon for the recruiting service of the United States shipping board, was notified today by officials of the board that the Pacific northwest ranks second in the number of applications for service on board of the new fleet of carriers. Eight hundred young men of Washington and Oregon have applied for service, this number being exceeded only by applications in New England.

GERMANY SIGNS WITH FINLAND

Agreement Is Made on Trade and Shipping; Indemnities Are Taboo

AMSTERDAM, March 7.—Official announcement was made in Berlin today of the signing of a peace treaty between Germany and Finland, and also of trade and shipping agreements and a supplementary protocol. The treaty was signed at noon today. Finland, by the conditions of the treaty, agrees to cede no territory nor grant territorial rights to any foreign power without the previous consent of Germany, who undertakes to exert herself to secure the recognition of Finland's independence by all the powers. Each party renounces indemnities. Negotiations will start forthwith for a trade and shipping treaty. All islands for fortifications will be removed and regulations adopted for their permanent non-fortification.

Ireland Is Mourning Death of John Redmond

LONDON, March 7.—The body of John Redmond is now lying in Westminster cathedral. The funeral arrangements have not yet been completed, but it is said that the interment probably will be in the family vault at Wexford.

England Fears Russ Peace, Say German Newspapers

AMSTERDAM, March 7.—Some of the German papers commenting on Lord Lansdowne's latest letter, urge the Imperial German chancellor to reply in the rejecting and demand whether Lord Lansdowne speaks for himself or at the request of the Premier, Lloyd George.

Country Is Back of War; Pacifists Are Rapped

NEW YORK, March 7.—A movement to lay at rest definitely such sentiment as may have been created by a few pacifists that the people of the country are not unitedly standing back of the war, has been started by the American Defense society, according to a statement issued here today. Distribution of postal cards bearing the five resolutions of the society's anti-peace platform will begin tomorrow night by members of the society, which is represented by 200 branches, embracing every state in the union, and also in Porto Rico and Hawaii.

Soldiers Get Into Jail to Escape Army Service

SAN DIEGO, Cal., March 7.—Major J. A. Howell, division judge advocate of the Fort Meade division at Camp Kearney, today made a request that the district attorney of San Diego county deliver to the military authorities two soldiers held on the charge of having stolen an automobile. At the preliminary examination of the two men, William Gustafson and E. Payton, it was determined that they had planned to desert, but they might be caught, prosecuted, found guilty and imprisoned that they might evade further military service.

Heavy Rains Postpone Review at San Diego

SAN DIEGO, Cal., March 7.—As a result of the heavy rains which have been falling here for the last forty-eight hours, the review of the 49th division of Camp Kearney, set for tomorrow, has been postponed. General Strong delayed the review for the second time at the request of representatives reported that the roads leading to the camp were in very bad condition and that the camp parade grounds themselves were covered with mud.

U-Boat Compels Ship to Throw Cargo Into Ocean

MADRID, March 7.—A German submarine recently stopped the Spanish steamer Villa Nueva, it is reported here. The captain was compelled to throw into the sea his cargo in the sea which the German submarine captain considered contraband. The submarine quickly disappeared.

Idaho Man Will Serve on Board for Ordnance

WASHINGTON, March 7.—Fred T. Dubois of Idaho was nominated today by President Wilson to be the civilian member of the board of ordnance and fortification.

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MANY UNIVERSITY GRADUATES WITH ARMY IN FRANCE

Many in Red Cross and Y. M. C. A. But Most Are in Regular Army

COLLEGE UNION FORMED Captains and Privates, Former Classmates, Converse Intimately

PARIS, Jan. 29.—(Correspondence of the Associated Press).—More than 5000 graduates and undergraduates of American universities are actually serving in France in some capacity. Some are engaged in Red Cross work, others are officials of the Young Men's Christian association, but the majority of them are soldiers and officers in Uncle Sam's army. The number of university men who register daily at the American University union in Europe averages between forty and fifty. Early in October this union in Europe was organized. It had for its object the cultivation of more intimate relations between university men enlisted in the service of the United States by bringing them into closer contact, to provide for them adequate quarters during their stay in Paris, and generally to meet the needs of American university and college men and their friends who are in Europe for military and other service in the cause of the allies. More than ninety colleges and universities have joined the union. The Royal Palace hotel, 8 rue de Richelieu, was practically requisitioned, and since October 20, 1917, has accommodated one hundred college men each day and has often had to turn away prospective boarders owing to lack of rooms. Yale Man Chairman. Professor George H. Nettleton of Yale university was elected chairman, while Dr. Paul Van Dyke of Princeton was prevailed upon to accept the duties of secretary. Princeton has at present 742 men in France, about 25 per cent of its total roster. The proportion is believed practically to be the same with Harvard and Yale. The remainder of the five thousand men is made of graduates and undergraduates from smaller universities. Asked as to the relations between officers and privates in the American army, who in their college days belonged to the same fraternities and fraternities of the same fraternities and in some cases even roommates, some of whom had commissions in the service while others were privates, Dr. Paul Van Dyke said: "The relations are very cordial. The officers speak with pride of their affection for them and it is not an uncommon sight here in the United States to see captains, majors or even colonels conversing freely with privates who in college days were their intimate friends and fellow-members of the same fraternity." Concerning this elimination of distinction between officers and privates in Paris, he said: "Don't you believe that because you see in the rare cases officers and soldiers chatting together as human beings that the discipline is less rigid than that of the German army and that the boys are not willing to fight for their officers. It is the discipline of affection and confidence in one another rather than the whip of cringing fear that is held over the head of the German automaton. There is no change of an American officer getting the bullet in the back from one of his men while I understand that such cases have been known among our enemies." Commenting on the clean-cut character of the American soldier in France as seen in the reading room of the American University Union, engaged in reading American magazines and other publications or playing chess or other games, Dr. Van Dyke said: "Men Well Behaved. For every one of the boys who might occasionally have imbibed too much and behaved in an undignified manner there are hundreds such as these, but of course a black sheep in

GERMANS ASKED TO GIVE GOLD TO FATHERLAND

Many Articles Appear Urging Use of Jewelry Sacred to People

BERLIN IS HOLDING BACK Farmer Insists That Son Belongs to Kaiser But Money Is "Mine"

AMSTERDAM, NETHERLANDS, February 28.—(Correspondence of the Associated Press).—It has become increasingly difficult to separate the German people from their remaining possessions in the way of gold and jewelry. The fierce enthusiasm of the earlier times apparently has burnt itself out. A reaction has come and loud and insistent are the calls upon the public for more sacrifices to be offered up at the altar of the Fatherland. The familiar big type appeal in the newspapers: "Do not speak to strangers about hard times—beasts of spleen" have given place to the admonition: "Speak freely to strangers if they wear gold, and tell them to take it without delay to the nearest purchase office. Say to them: What would your gold avail you if the enemy invaded our country? Remember that until recently certain German communities were still bent under the burden of war tributes dating back to the time of Napoleon!" Inspired Articles Appear. Inspired articles have once more made their appearance in the German newspapers entreating the population to give up their last and most cherished keepsakes and heirlooms. A sentimental considerations must stand in the way. The Berlin Lokal Anzeiger pointed out that there was an important reason for the peremptory tone in which the official appeals were couched. In the first quarter of 1917 the paper circulation was 697,000, 000 marks higher, and in the third quarter 1,809,000,000 marks higher, and the gold cover had shrunk to 22.6 per cent of the face value of the paper in circulation. Therefore, more gold cover was an urgent and immediate necessity. Cities Like Hamburg and Bremen. A few towns in East Prussia, the Rhine Provinces and Saxony were honorably singled out as having yielded per head of the population fifteen marks in gold, which appears to have been the maximum effort thus far; but in the rural districts it has been extremely difficult to make the people see the necessity of the moment. An example of how the peasant folk look at it was the case, related by the Lokal Anzeiger, of a farmer who was known to have some thousands of marks in gold hoarded. The village priest took him sternly to task: "You have a son at the front. He returns safe and sound! But you must be prepared to give him up to the country. And yet you refuse to give up these few miserable marks!" "Son Kaiser's Money 'Mine'." The old farmer replied doggedly: "My son belongs to the Emperor. My money is mine." Berlin has been holding back. The capital, it would seem, is the place where the appeals are least heeded, and the Lokal Anzeiger has denounced the war profiteers and others who still "walk about with gold chains and rings," not to mention their womenfolk, who are often laden with jewelry. The story is told of a much-esteemed woman who petulantly complained in a fashionable department store about being unable to get Danish cream. She was told that if she got rid of her superfluous jewelry she would help to make credit abroad whereby cream and other good things could be obtained. Of course, there were exceptions. An unnamed noblewoman of Frankfurt has sacrificed her two pearl necklaces worth over a million marks, and one or two burghers have given up their gold chains of office. It is also announced that 50 per cent of the jewels delivered up to the Imperial Bank of Germany have been contributed by German princely houses.

Food Convention Will Be Held Here March 13

At the request of Arthur M. Churchill, chairman of the educational committee of the Oregon food administration, a convention of the food administration workers will be held in Salem March 13.

Fighting Boys Are Again Scattered by Officer

Two groups of boys engaged in another fight last night in the neighborhood of Twelfth street and the police department sent Officer Marjels to disperse the youngsters. The police say some of the youngsters are of German descent and that they line up against the American boys in their battles. Some of the parents have registered complaints about publicity being given the trouble.

Parents Present Navy U-Boat Chaser for Son

PALM BEACH, Fla., March 7.—Mr. and Mrs. Edward T. Stotesbury of Philadelphia, announced here tonight that they had presented the navy department with a submarine chaser specially built for their son who is an ensign in the navy.

Liquor Bills to Be Voted on at California Election

SAN FRANCISCO, March 7.—The Rehniger bill, endorsed by the grape growers; the saloons bill endorsed by the brewers and the bartenders; the bill, introduced by the California Wet federation, all will be placed on the ballot at the election in November, according to a statement made here today by William Schmidt, of the Brewers' Protective association.