

# LETTER BY MR. PAULHAMUS TELLS SITUATION RELATIVE TO FRUITS

W. R. Scott, Albany manager of the Puyallup & Sumner Fruit Growers' Canning company, sends to The Statesman a copy of a letter just received by him from Hon. W. H. Paulhamus, president of that company, covering the cherry and loganberry situation in a very nice manner.

Mr. Scott sends the letter to The Statesman saying: "I believe that it would be a might fine thing for your readers in the Salem district to have an opportunity to digest this good letter, and, therefore, for that reason, I am requesting you to publish it."

# It Is Iron In The Blood That Makes Iron Muscles Like These

Physician Explains a Secret of the Great Power and Endurance of Athletes—Tells How Organic Iron—Nuxated Iron Helps Build Rich, Red Blood That Gives Physical Strength and Energy

To touch the arm of a strong, sturdy man—to feel the steel-like firmness of those muscular sinews—to think of the tremendous force and power that must lie behind such strength—these are thrills that come to the thin-blooded men and women whose own bodies are weak and physically unfit.



"It Feels Like Iron"

It takes men of red-blooded force and power to be the sledge-hammer blows that count—and whether you are a pile-driver or a bank president you cannot expect to win out against odds forever unless you are a man of iron—constantly able to strike—and strike hard.

# NUXATED IRON For Red Blood, Strength and Endurance

Daniel J. Fry and J. C. Perry

Ladies' Home Journal Patterns

# CONTINUING MONDAY

Extraordinary values throughout the entire store, making this the most interesting shopping day of the week.

# GROCERIES

The store where you save on your daily necessities Monday Offers Big Savings

# SHOES

Ladies' White Shoe Special for Monday

\$2.45

# CORSETS

See Special Display for one Week, Priced

\$2.75 to \$5.00

# THE PEOPLE'S CASH STORE

"Shop Where the Crowds Buy"

cal manager, Mr. W. R. Scott advised that there was some complaint on the part of the growers, because the canning company was not willing to continue to purchase Royal Ann cherries at its original contract price of 12 cents to 13 cents, and in answer to a complaint of this kind I desire to be fair enough to the grower to explain our position fully.

"From a financial standpoint 1920 will go down in history as one of the most peculiar years that the business interests of the United States have ever experienced. Prices of all commodities are exceedingly high. Each one of us is calling the other fellow bad names because he is charging us more for the commodity he furnishes than we think conditions warrant, but there is not a single one of us who does not charge for our commodity all we can possibly get; in other words, we are accusing everybody except ourselves.

"Every large grower of the Willamette valley had not only one opportunity but several opportunities of contracting his Royal Ann cherries at from 12 cents to 13 cents per pound. Many of these growers felt that the price quoted was not as high as they should receive, therefore growers in this frame of mind refused to contract with the result that many of the canning companies did not sell their Royal Ann cherries as they could have sold because the grower refused to contract with the canner; and if the canner had sold in advance without having the raw material under contract, he would have been criticized by the bank or bankers who are helping finance him.

"It must be clear to every fair-minded person that all canning companies must be borrowers during the peak-load, which means the period in which the fruit is being handled most freely.

"During the present season the Federal Reserve bank has assumed a very sensible attitude in trying to cut down the high cost of living by urging the banks not to loan to speculators. For example at the present moment sugar is declining in price, not because there is an abundance of sugar, for there is not to exceed 50 per cent as much sugar available as there was one year ago, but on account of the banks refusing to loan money to be used to speculate in sugar. I am sure that you will remember how scarce and difficult it was to secure sugar one year ago. In my judgment we are going to see a worse sugar condition this fall and winter than last year.

"But to get back to the cherries: In our own case we worked out a budget showing our necessities from a financial standpoint, with the result that we found our requirements would be about \$2,700,000. We went to the banks of Seattle, Tacoma, Portland and elsewhere, put our cards on the table; told them that we had our goods resold and that we would require \$2,700,000 in finance our pack. The banks very kindly consented to loan us this money with

the understanding that we would not pack goods in excess of what we had sold for the reason that the banks would not loan us money with the Federal Reserve banks in an effort to keep prices down; therefore, they would not loan any money to any manufacturer for speculative purposes.

"We accepted these loans or a part of them in good faith and we should keep our faith with the bankers.

"No Royal Ann grower who refused to sign a contract for 12 cents or 13 cents a pound for his cherries is entitled to any sympathy because he now has to sell them for less. He has had his day in court, and if he was not satisfied with 12 cents a pound he was certainly looking for the best of it. In my own case, I have no sympathy to extend to the grower who has too many bristles on his back.

"We summarize the whole situation— we bought all the cherries, all the loganberries and the other fruit we could get at the price that our buyers were willing to pay. We could have sold much more if the growers had been willing to let us have it to sell, we are now receiving, packing and delivering this fruit.

"Other growers who have refused to let us sell their fruit are coming to us and saying that they wish they had sold. We, too, wish they had sold as the entire industry would be better off. But their fruit has not been sold and we cannot take up at this time expecting to pack it away in cans and hold until such time as somebody will want to buy it. This we could not do and keep faith with our bankers.

"In addition to the financial situation every cherry growing district of the Pacific northwest had severe rains with the result that the cherries deteriorated materially in value, and if a good cherry is worth 13 cents, the cherries that were delivered after the rain were worth very much less and in some cases of no value.

"Incidentally I might add that it looks to me as though the loganberry crop might turn out exactly as have the Royal Ann cherries. We expect to take all deliveries on our contracts and I am sure that we will be able to get more loganberries than we have sold for the reason that many loganberry growers refused to contract, just as did the cherry grower, therefore, we were not able to accept as many orders as we had offered to us because we did not know whether the grower would sell to us or somebody else; and acting upon good faith with our bankers can we accept only as many berries as we have contracts for and the other fellow must take his fruit some place else.

"We have had very great sympathy for the loganberry growers during the past 10 years. They have had an uphill battle, but I find that the average loganberry grower is just like the rest of us—when an opportunity presents itself he does not hesitate to demand a pound of flesh. On the whole a large percentage of the loganberry growers have acted very decently about their crop. Very truly,

—W. H. Paulhamus, president.

# LETTERS MAY (Continued from page 1)

Joseph Yanes, Branc received a letter from Fernandez in Detroit in December, 1919, and in July, 1919, was asked to get a trunk and hold it until Woods wanted it. This trunk was ordered sent to Leroy. Throughout all of the correspondence with A. A. Tatum, O. J. Woods and E. Leroy, Branc declared, the handwriting was the same.

DETROIT, Mich., July 24.—The trunk in which the body of an unidentified woman was found in New York was received by Detroit police this evening. Later detectives hurried out on what they said was a new lead. The belief that the murdered woman might have been Katherine Dana, 20-year-old Canonsburg, Pa., girl, was abandoned by police today.

A man's blue serge coat found in the trunk in which an unidentified woman's body was shipped from Detroit to New York, was purchased in Palatka, Florida, according to police. A label on the coat bore the inscription:

"Browning-Fearnside company, Palatka, Fla." The information was taken by the police to strengthen their theory that "Leroy" and "Fernandez" are the same man, saying that a South American, which "Fernandez" is believed to have been, might enter the United States by way of Palatka. They also stated that Mrs. Lottie Brooks, manager of the apartment house here where "Leroy" occupied an apartment, had noticed an accent in his speech which made her think that he was a South American.

# GERMAN FACTORY.

BERLIN, July 24.—German manufacturers of adding machines are appealing to the government for assistance in their fight to prevent the importation of American made machines which they claim now are superfluous as the German industry is capable of supplying the home demand.

Action has been precipitated by the application of a well-known American firm through its Berlin branch for permission to import 1,700 adding machines to meet the German demand until the American firm has completed its local branch factory.

The German manufacturers have addressed a joint appeal to the ministry of economics demanding further enforcement of the existing import embargo and requesting that wholesale importation should be prohibited.

The Worwaerts declares that while the German working man does not desire to be placed under the domination of American capital, the present action of the German makers is undignified and not in keeping with the German efficiency which has always been able to assert itself in the competitive markets even when pitted against American enterprise.

# NEW STADIUM AT U. OF W.

SEATTLE, July 24.—Giant hydraulic straws are slowly carving out of the University of Washington campus site here the site for a

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So Easy to Drop Cigarette, Cigar or Chewing Habit

No-To-Bac has helped thousands to break the costly, nerve-shattering tobacco habit. Whenever you have a longing for a smoke or chew, just place a harmless No-To-Bac tablet in your mouth instead. All desire stops. Shortly the habit is completely broken, and you are better off mentally, physically, financially. It's so easy, so simple. Get a box of No-To-Bac and if it doesn't release you from all craving for tobacco in any form, your druggist will refund your money without question. No-To-Bac is made by the owners of Cascarets; therefore is thoroughly reliable.

# ELKS WILL CURB FLOW (Continued from page 1)

such an order ever had been issued. Commenting further on the situation, Mr. Volk said last night: "I have seen some drunk men on the streets today, but not one of them was an Elk."

Law Laxity Deplored. "High sounding names today shield many evils in America," was the assertion of Judge Bale in his Chautauqua lecture on "The Fourth Line of Defense." "It was my privilege to assist in the temperance campaign in Ohio. There we had to contend with the Taxpayers' league, the Revenue league, and in Oregon it seems to be the Elks."

Judge Bale then excoriated the laxity of law enforcement in Salem during the Elks' convention. He was registered at a local hotel during his stay in Salem. He stated that in all of his experience he had never witnessed such unrestrained orgy as witnessed by him at the hotel. It was his opinion, as given to the large Friday night audience, that the hotel was an unsafe place for a respectable woman. He stated that Mrs. Parnell, who is a Chautauqua entertainer, being a member of the Parnell company of musicians, was insulted while going from her room down stairs.

"I had often heard," said Judge Bale, "of the progressiveness of the state of Oregon in the matter of legislation. As a matter of fact, she has to her credit that of being among the few states in the union that are in the front ranks of practical legislation and rigid law enforcement. That was Oregon's record during the war times. That is what I knew of your fair state until I came here today.

# Lack of Courage Deplored.

"I was sorely disappointed," he continued, "when I found more drunkenness in a supposedly respectable hotel than was ever found by me during the halcyon days of the saloon. I am going to speak honest and say to you people that this is a disgrace to the proud record of this state when such wanton disregard of laws should take place under the shadow of the dome of your capitol. When the different states ratified the 18th amendment and Oregon was one of them, the governors took an oath to uphold the constitution, and yet during conventions, such as this in Salem, the sanctity and the solemnity of the oath is forgotten in the festivities of the convention.

TODAY TOMORROW TUESDAY

Thomas H. Ince Presents **Charles Ray** in **Homer Comes Home**

Biggest day the old burg ever saw! And who but that blamed Homer Cavender layin' the cornerstone of the new town hall! Him that folks had thought would never amount to shucks!

A Glorious Story of Plain Folks

SALEM OREGON

\$600,000 stadium being built to stage the university's athletic contests and the city's big outdoor meetings. Washington Field, as the stadium has been named, will seat between 60,000 and 75,000 people when completed. The structure is being constructed in units. Work on the first unit, which will seat 10,000 people, will be rushed so a Stanford-Washington

game, scheduled for November 6, 1919, can be played in the stadium.

# SACRED HEART ACADEMY

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Boarders and Day Pupils  
High Standard of Scholarship  
57th Year  
Conducted by the Sisters of the Holy Names  
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SALEM OREGON

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Our newly opened tire shop at 121 South Commercial street is undoubtedly the best equipped in the city. Expert tire work of all kinds. Modern machinery we have just received from the east enables us to properly repair any defect in the tire. We can re-tread your tire with any tread you wish.

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