

BUMPER CROP AND TOO FEW DRYERS

These Things Are Giving Thought to the Prune Industry People

(The following "Monthly Letter" appears in the August number of the Oregon Grower, the magazine of the Oregon Growers Cooperative association. It shows concern over the bumper crop of prunes that is coming on, and the limited dryer capacity—but it shows that there is an outlet, upon which vigorous work is being done, for the members of that association. Following is the letter:)

By M. J. Newhouse
Despite an unusually light rainfall during June and July, prospects for the largest Italian prune tonnage on record, continue good. While in the past year or two with a normal amount of moisture, trees would early show signs of distress; such is not the case this year.

The orchards we have visited in both Oregon and Clarke county are in unusually fine shape. The severe freeze of three years ago apparently has no further effect and the rest of last year, combined with excellent tillage, indicates that the present heavy crop in prospect should fully mature. Instead of reducing our earliest estimates, a safer policy would be to plan on an increase as the crop so far is not reported unusually heavy and many crops formerly reported light are now known to have from a fair to a good crop.

Reports from California are confusing but without any light crop indications and many young orchards coming into bearing it is safe to place the tonnage there at well over 200,000,000 pounds. While early reports indicated an almost complete crop failure in Europe, we are now told that Bosnia will have in excess of 90,000,000 pounds and is at present offering old crop prunes in New York under prevailing prices. Dried cherries in the northwest will be light, due to a generally light crop, while the loganberry crop was severely injured in yield due to the drought. The association, however, will place not less

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than 100 tons of this fruit upon the market in dried form.

Driers
Drier capacity will be a limiting factor this fall and combined with that will be weather conditions, and length of drying season. However, a great many new driers are now being put up and others are being enlarged and improved. The association in order to help its members as much as possible in the present emergency, has engaged L. N. Miller of Eugene to take charge of the five association driers. Mr. Miller comes highly recommended, having followed the cabinet and contracting business in Portland, Maine, for a number of years. Since coming west he has made a study of prune drying. He is operating successfully two driers of his own, and is frequently consulted by individuals and organizations on drier problems. He is a member of the Oregon Growers and is anxious to receive all the co-operation possible.

An estimate will be secured of the tonnage to be dried in the district first, and then whatever is necessary within reason to fix these driers up to handle this tonnage, will be done.

Green Prunes.
It seems to us that entirely too many growers are lulled to sleep on the drier question by a belief that canneries or the market will take the surplus tonnage, green. Before anyone neglects his own driers or fails to make proper arrangement for getting his prunes dried, three conditions should be kept in mind. First, there is a limit to the amount of canned prunes the market will take and combined with that is a limited capacity in our canneries.

Second, canneries will not pay more than they have to and if growers are limited in their output, prices for green prunes may go even lower than what is being offered today.

Third, the association has sold a big tonnage dried at prices that are extremely attractive. Every drier belonging to association members should be placed, in first class shape and prunes from association members who have no driers should be taken on first.

Market Conditions.
Some people seem to think that the prune market this year is one of spectacular selling. This is not the case. The world will consume our prunes even though the crop is big, but prices must be reasonable and within reach of the average consumer. It is the consumer who holds the key to the situation and prices must be right to find any response from the trade.

The wisdom of the Northwest Association in naming early opening prices and booking a big volume of business is every day becoming more apparent. A short time ago we advanced our prices slightly and since that time a very few orders have come in. Of course we must realize that the early trade requirements are fairly well filled up and with Europe, having a crop after all, there may not be the continued heavy export demand that characterized the early sales.

With these conditions prevailing the demand for prunes may be slow until the early deliveries this fall have fairly well been absorbed which should be in December or January. On the other hand packers are firm in their ideas as they have bought at stiff prices from a few independent growers during the recent buying flurry. If any outside growers wish to join the association they should let us know soon so that we can

POLK TO PICK SEPTEMBER 1

Hop Growers Fighting Hard to Prevent Damage by Dreaded Red Spider

DALLAS, Or., Aug. 9.—(Special to The Statesman.)—Hop picking in this section of the state will start about September 1, according to reports from the leading hop growers of the county.

While in some localities in the state they are now harvesting hops, in this locality the hops are not ready for harvest and it will be some time before they are ripe.

Pest Appears

Reports coming from the yards along the river are to the effect that the red spider, one of the dreaded insects that bother the hop grower, has made its appearance in great numbers and this will greatly damage the hop before it is ready for harvest. The spider has not made its appearance about Dallas and the growers have been spraying in the hopes of killing lice and the spider before it has begun to do much damage. While the crop in this section will not be as large as in many former years, it will about average that of last year and will bring large sums of money to the growers, as many of them have contracts which hold good this year.

Pickers Are Scarce

Pickers are expected to be scarce, but as the hop crop will be harvested before the prune crop comes on, growers are expecting no difficulty in operating the yards with about 75 per cent of the pickers usually employed.

PORTLAND GRAIN

PORTLAND, Or., Aug. 9.—Wheat—hard white, soft white, white club August September \$1.08; hard winter, northern spring August September \$1.06; red walla August September \$1.03.

Barley brewing August September \$29; standard feed August September \$27.50.

Corn—No. 2 eastern yellow shipment August September \$29.50.

arrange our future sales accordingly.

Early Payment.

Now that the 1920 and 1921 prune payments are being paid up, we naturally consider ways and means of meeting the early payment problem this fall. The basis of this problem, of course, is either unlimited credit or bona fide sales. In this there is no essential difference between independent or cooperative packers. There is, however, a difference between unsold prunes as security and sales contracts. The association has sales contracts for prunes with the most reliable buyers in the world totaling between one and one-half and two million dollars. On this basis financial institutions have already promised us their support at harvesting time. While all the details of any particular plan have not been worked out yet, a two-cent advance per pound upon delivery based upon weight and three cents a pound additional when graded, would seem feasible and practicable. This would make it unnecessary for any grower to borrow harvesting money and he would soon after harvesting have been paid a hundred dollars per ton.

ACTIVITIES OF CO-OPS

The following two items from the August number of the "Oregon Grower," the magazine of the Oregon Growers Cooperative association, give some ideas concerning the activities at the home office in the Masonic building, Salem:

"An average of 30 callers a day come into the home office of the Association at Salem. About half of these are growers requesting information on a great variety of subjects. The remainder are buyers, agents, brokers, etc. Approximately 130 letters arrive daily and 15 to 20 telegrams are received. In addition to caring for this business, the smiling girl in the outer office connects 60 to 75 phone calls to the different departments in the office."

"Another addition to the force of the fresh fruit sales department is Elizabeth Schultz, who was formerly in the Hood River Apple Growers association. During her four years in the east, Miss Schultz came in contact with large brokers and buyers and her personal knowledge of these firms will be of material assistance to the sales department. She formerly worked for Dwight Woodruff in New York, who is now general manager of the Wenatchee District cooperative association."



HOME BUILDERS

You, Mr. Renter, in compelling your family to live in rented houses—this one now and another next year—not only deny yourself one of Life's greatest satisfactions—but deprive your children of their natural birthright! Many of our dearest memories are those of our childhood home. Would you withhold from your little ones those same sacred, happy memories in after years? It is in the Home that your children first base their concept of life—of duty and industry and responsibility. Denying them a home of their own now robs them of these memories and the higher ideals, the saving influences, which would help carry them safely through life.

Too often the words of Failure are these: "I never had a chance!" You owe your children that chance—that opportunity to make good. You owe them your help, your support, your guidance. You owe them the safety and protection of a home, because it is in the owned home, in the home that is theirs, that the cardinal principles of life are most indelibly stamped. A home that you own, by its very stability and permanency, will impress your family with that self-respect and responsibility which come through being an established part of a community. Children who live here today and elsewhere next year never acquire the home idea of steadfastness and constancy. Instead, they receive impulses to float and drift which may follow them all through life!

It is only right and fair to your family that you provide them the safety and protection of their own home! And the most satisfactory way to secure that home is to build it! It can then be made in accordance with your ideals and desires and to meet the needs of your family. It can be where you would have it and exactly what you would have it.

Build Now! There is no possible reason why you should longer deny yourself and your family the privileges of real life. Not a thing is to be gained by waiting. Authorities are agreed that you can build now as economically as at any time in the future that can yet be foreseen. For your own peace of mind—for the happiness and contentment and safety of your family—because of the debt you surely owe your little ones, do not delay.

The question resolves itself into this proposition: Are you going to live in some one's house or are you going to live in YOUR OWN HOME? Are you going to pay out several hundred dollars more for rent, or are you going to start NOW to own your OWN HOME?

WHY I LIKE MY HOME

Story Contest for Children Under 16

- \$2.00—First Prize
- 1.50—Second Prize
- 1.00—Third Prize
- .50—Fourth Prize

HERE'S your opportunity to see whether you have in the family an embryonic Mark Twain, a Francis Hodgson Burnett or an advertising man or woman. Through the generosity of a number of our merchants several prizes have been offered on "Why I like my home"—and it gives the children a chance to tell in their own words just why they like their home surroundings.

We don't want to make too many suggestions about the essays for it tends to limit the imagination of the child, but we want to emphasize the fact if there is a romping dog, or a friend of the child's, he might very well find a place in the story. Same way with the cat—sweetheart next door—the child's garden—play room—dad's garage—the family automobile—the interior of the house, the attic, papa, mama, aunts and grandparents are all proper subjects for partial discussion.

In other words, have your child or child friend write on "why he loves his home"—why his home is dear to him—all of us grown ups know what "Home Sweet Home" means—but few know the child's idea of it.

The best stories will be paid for with prizes enumerated in the heading—every child has a chance—for the age of the kiddie will be taken into consideration. The best stories will be published in the Statesman.

This is the fifth of a series of ten advertisements which will appear weekly in The Statesman. The "Own Your Home" movement is nation-wide in its scope and these advertisements are printed to stimulate home building in Salem.

THIS ADVERTISEMENT MADE POSSIBLE BY THE FOLLOWING FIRMS IN THE INTEREST OF THE HOME BUILDERS' CAMPAIGN:

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