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OUR LOGANBERRIES CAN BE SOLD
H. H. Haynes reported his findings yesterday noon to the
members of the Salem Chamber of Commerce and their guests members of the Salem Chamber of Commerce and their guests
will And his conelusion is that the pie trade of the United State toganberries we now produce, at priees tha
will net the growers reasonably remunerative prices-
 market may be had, prefaced his conclusions with a lot of con-
ditions precedent, sumstantially as follows:
First, there must be organization of at least 70 per cent of the growers; thorough organi,
that will go clear down the line.

## ploiting the market, in big city after migst be provided for ex- and personal appeals and demonstrations advertising

 and personal appeals and demonstrations city, with advertising may be reducedand
later to a half a eent a pound and perhas to a quarter of a
cent a pound; but it must continue, throughout the years to the next and following generations,
Third, facilities must be provided
They must be sent in refrigerator ca
trade in the best possible condition.
On what facts does Mr. Haynies base his conclusions? 12 cars a year of of baker in a big eastern city who uses about 12 cars a year of loganberries; puts them into pies with about
25 per cent of Evergreen or other blackberries; , running to
fifty-fitty of loganberries and blackberries. He has buit fifty-fitty of loganberries and blaekberries. He has built up a
market for pies that takes at least 12, cars a year of logan-
herries frozen market for pies that takes at least 12 cars a year or logan-
berries; frozen loganberries; 40,000 pounds to the car. His
trade demands loganberry pies to that extent. Mr. Haynes says there are 50 big cities in the United States that will average
that many cars of loganberries; with a development such as the
baker named has made for his aker named has made for his owp city. That would make 600
ears; it would make $24,000,000$ pounds of loganberries
More loganberries than we now produce, for it is ent that we gather or conld gather from our present acreage only
zbout 800 tons or $16,000,000$ pounds. And there will always be some loganberries canned, some dried, some sold fresh, som
going into the jelly and jame and juice, and other trades.
go there is the suggested solution, and, as said above, it sounds easy.
But it will not be easy, unless there ean be thorough organi
sation of the growers, and close and continued cooperation. $\mathbf{M r}$ Haynes made the statement yesterday that his advice to any
grower who would not join an organization of growers; was to都 loganberry vines.

Mr. Haynes stated that he does not believe there can be a
great extension of the market for dried loganberries, of for
canned loganberries, or for loganberries put up in any other Fay. This inplies that there must be greater cold storage facili-
ties provided in Salem. If private capital cannot be enlisted ties provided in Salem. If private capital cannot be entisted provision, for there are various other fruit and vegetable erope
needing such provisions in order to make eertain of profitable meeaig. suen provisions in order to make eertain of profitable
marketing. in order to prevent great poosible waste. Mr.
Haynes stated that it is his belief that the time will soon come when logatederries and other fruits will be sold in the big come cities
in their frozen state direet to the household trade. It will cost in their frozen state direet to the household trade. It will cos
no more, he sidid, han under present methods. And fruits wil
thus be deliyered in praetically the same condition as when Mr. Haynes and vines. selfish motive; excepting that he is in in the baking business in
the cititis of western Oregon- in Salem and Portland and other
cities; and he is a loyal Oregonian and wants to see He had a vision of getting the people of this country to
enting loganberry pies. He thinks loganberry pies are good He knows they are good, when properry made, from fresh or
frozen fruit. So he was willing to take a lot of his own time frozen fruit. So he was willing to take a lot of his own time
and spend some of his own money in an attempt to prove his And, while he met a lot of discouragements, he did not lose
his vision. He believes he has the solution. He believes the pie
trade will take all of our prade will take all of our loganberries, and pay remunerative
pried for our berries, if we will go at the task of showing that
traod the And now it is again back to the growers. They can organ Or they can sit tight and let their berries rot on the vines, in spots. But it will eventually be again one of our greates siek
industries, because the loganberry itself is right. It is one on
thie world's greatest bush fruits. MERy dangerousThird
for the
of the
way of

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Adele Garrison's Now Pbavo of
REVELATIONS OF A WIFE



## Till Boys and Girls STATESMAN



Build on Your Boys' Instinct
 When in echildhood it takes the formo of colloct But late this, same instinet takee the form of


