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Plans and specifications furnished. If you contemplate building see us and we can save you money.

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That's what we're all doing these days. But don't get the mistaken idea you can live on less by eliminating the meat.

You can't, meat is the cheapest substantial food you can buy, if you buy right, which means at the

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makes a lot of difference in the business world. If you want to be successful you must look the part. Do not let your clothes run down until you look as if you had just stepped out of a rag bag. Have them cleaned and pressed regularly, it doesn't cost much, you'll always look neat, and your clothes will last three times as long.

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The Tailor, Cleaner and Presser

About Dairy and Farm

Tillamook Cheese--and How Co-operation Helps Dairying

Co-operative creameries, taking the country at large, are the most common kind of farmers' business they are the simplest to organize and operate. Certainly they offer valuable opportunities in securing patronage and turning out a high class product to command top prices in the market. On the Pacific coast, it is a creamery where made, co-operative creameries would crowd the top and be far better represented than the total number of such creameries would demand.

Creamery co-operation in Tillamook county, Oregon, has gone far beyond the stage of simple co-operation of dairymen in establishing and operating a creamery; it has resulted in the establishment and operation of numerous cheese factories and these cheese factories have in turn co-operated with one another to make Tillamook cheese famous in quality, price and total output.

In 1914, 18 cooperative cheese factories, forming the Tillamook County Creamery Association, produced more than three and a half million pounds of cheese. The returns to the dairymen for about 5,200 cows supplying milk to these was approximately \$100 per cow.

This business, as something for which Tillamook should be noted, has developed entirely in the last fifteen years. Before that there was a big output of cheese but it was just on about the same basis as the product of many other counties or sections along the Pacific coast, where abundant rainfall and mild climate made dairying the important farming industry. Until co-operation got in its work there was nothing to make Tillamook cheese stand out in not and merit as it does now.

The Start

The first co-operative cheese factory in the county was organized about fifteen years ago by about 20 farmers who put up \$25 each and with that to start on borrowed money to erect a factory. This factory is now free of debt and besides paying full prices for milk, has sufficient surplus at the close of each season to declare a handsome dividend on the stock. Other co-operative factories were started after this, and although the industry has made rapid strides in every particular the total number of factories has been cut down, rather than increased. In fact, this can be considered as one of the ways efficiency was developed.

Thirteen or fourteen years ago there were approximately 40 cheese factories in the county, about half of them being small plants on farms, buying milk from two or three other dairies near by to get sufficient milk to work with. This system usually means rather an inferior product.

At present these have almost entirely been done away with, the exceptions being in isolated sections where milk production is too small for a commercial plant.

Inspection Service

There are 22 commercial plants, 20 of which are owned by farmers, and of the 20, 18 co-operate in having a central selling and inspection service. Inspection almost invariably is a result of co-operation of several growers' organizations to insure uniformity of product, and more than ordinary merit, and thus a reputation is built up and a special price secured. In this case Tillamook cheese is the standard of merit on the Pacific coast.

The inspector visits all factories and finds the amount of cheese produced and its condition and quality. All that comes up to the standard of quality is stamped "Inspected by Tillamook Cooperative board of inspection." That which does not pass can be sold only in plain boxes, without the stamp. Such has been the value of this stamp in price and reputation that average quality has risen till hardly one per cent of the cheese, if that, has to be sold without the stamp.

Method Improved

Furthermore, this inspection helps to improve methods by carrying from one creamery or another the best things found in each. It was started in 1909, when the Creamery Association was organized for the sake of improving quality. Before that time poor cheese and good would be packed in the same box.

At that time also 10.7 pounds of cheese were secured per 100 pounds of milk. As a result of improved methods put into effect by the inspection between factories, two years later the output per hundred pounds of milk had risen to 11.11 pounds of cheese, an increase worth more than \$25,000.

Marketing Difficulties

Milled stuffs and shipped in foods are not used in Tillamook country, partly because of the high freight

rates to get such materials into the county, and partly because of the excellent pasture in spring, summer and fall, making summer dairying the rule.

This seasonal output from the time that cheese making became an important industry tended toward making an over-supply in the markets at certain times of the year. The practice seemed to be for the dealers to let prices sag as low as they could until they were well stocked up, then raise prices so they could have a wide margin. Practically the whole output was also shipped to Portland, making rather too much of a supply to be profitably disposed of under ordinary conditions.

These conditions were changed mainly by the efforts of Carl Marberlach, a young lawyer, who in 1913 took the place of the secretary of the Tillamook City Co-operative Creamery. Prices were discouragingly low, mostly because each creamery was trying to sell its product without regard to what the others were doing and the dealers played one against the other.

Having done well for this creamery, he took up the selling end for several others also, with such good success that before long most of the co-operative creameries were using the same selling agency and were doing so well that they were rapidly replacing the commercial factories, but it was not until 1909 that the association was formed and inspection made a part of the system. The system of inspection was the thing that completed the success of the cheese factories.

No attempt is made to dictate a price or to hold for a rising market, and the cheese is sold as it is ready, but instead of being sold on consignment a price is named to correspond with what market conditions and prices in the leading markets justify.

The cheese is sold in the leading markets from Los Angeles to Seattle, the amounts being shipped to each place depending upon conditions. Most of the shipments are in pool cars, that is, the cheese is shipped in one lot to several buyers and divided among them on receipt. This makes a considerable saving in freight and gives better service.

The whole system of cheese manufacture has worked well and made dairying as profitable as the figures first stated indicated. First the farmers co-operate to run their creameries, then the creameries co-operate in inspection and selling service. It has made a larger output of a finer product, and the selling has been on a system which means the best distribution at remunerative prices. Organization is at the basis of the fame of Tillamook cheese.

How to Be Efficient

Nothing saps the vitality like kidney trouble. It causes backache, headache, stiff joints, sore muscles, "always tired" feeling, rheumatism and other ills. To be efficient you must be healthy. Foley Kidney Pills strengthen the kidneys, help them do their work of filtering out from the system the waste matter that causes the trouble. Orange Pharmacy.

Acting Secretary of the Navy Roosevelt would train men for the Navy.

The organization of a large naval reserve, both of men and material, and the application of the Plattsburg method of training is proposed in a plan made public by the Acting Secretary. The plan is essentially Secretary Roosevelt's work.

The plan is divided into four divisions, part of which already are cared for by Congressional legislation of last year. The first section of the plan involves a reserve of retired officers and former enlisted men, this group to be available for immediate service in time of war with first-line ships. This reserve, after two months' operation under the law, has only 110 enlisted men, but the officers have been organized for sometime.

The second line of reserve is initiated largely by the new plan. It involves the re-ordination of the Coast Guard—Revenue cutter and lifesaving services—the Lighthouse Service, Coast Survey, State Naval Militia, with a little training which would make it possible for them to be turned to use by the Navy on very short notice.

The third classification, suggested by the navy department, involves "volunteer civilians, particularly of special training, which would be of use to the Navy in time of national peril." Of this type the Government hopes for a reserve of 50,000 officers and men.

The fourth part of the plan involves the listing of all merchant

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Don't miss this. Cut out this slip, enclose with five cents to Foley & Co., Chicago, Ill., writing your name and address clearly. You will receive in return a trial package containing Foley's Honey and Tar compound, for coughs, colds and croup. Foley Kidney Pills and Foley Cathartic Tablets. Orange Pharmacy.

Huge Pile of Gold

There is more gold in the United States than in any other country in the world. The latest Treasury figures show that on Aug. 2 there was \$2,006,399,539 in gold cash and bullion—the greatest stock of gold of any country in the world, probably greater than any other two countries in the world.

The supply of gold in the United States is the greatest in her history and she is still accumulating it at the rate of \$12,000,000 a month which was the amount added to the stock of gold in July, or between July 1 and Aug. 2.

No nation in the world, ancient or modern, ever had such a stock of the precious metal. England today has, it is estimated, \$800,000,000. She has been hoarding the metal and urging the people to use paper money. The increase in the stock of gold in the United States is attributed to the accretions from the balance of trade which is now largely in favor of the United States. In 1917, when the United States had about \$1,612,000,000 in gold, Great Britain had about \$564,000,000. The other leading nations held gold as follows:

Germany, \$1,044,000,000; Russia, \$907,000,000; France, \$966,000,000; Austria, \$303,000,000; Italy, \$258,000.

How an Engineer Keeps Well

Railroad engineers are more exposed to catching cold than other workers. E. G. Dunaphant of Monticello, Mo., has run a Frisco engine 25 years and all the medicine he has taken is Foley's Honey and Tar. He writes: "I always keep it in my house and recommend it to all who have a bad cough or cold." Orange Pharmacy, dealer.

Secretary of the Interior Lane announces that the production of radium from Colorado carnotite ores by the Bureau of Mines, in connection with the National Radium Institute, has passed the experimental stage in its new process and is now on a successful manufacturing basis. He also declared that the statements made to Congress concerning the ability of the Bureau of Mines to produce radium from Colorado carnotite ores by other processes actually had been accomplished, and that the cost was even less than predicted. Secretary Lane said:

"The cost of one gram of radium metal produced in the form of bromide during March, April and May of the present year was \$36,050. I am informed by Dr. Charles L. Parsons, in charge of the radium investigations of the bureau. This includes the cost of ore, insurance, repairs, amortization allowance for plant and equipment, and all expenses incident to the production of high-grade radium bromide. When you consider that radium has been selling for \$120,000 and \$160,000 a gram, you will see just what the Bureau of Mines has accomplished along these lines.

"The cost of producing radium in the small experimental plant during the first few months of the bureau's activities was somewhat higher, but not enough seriously to affect the final average.

"The public, however, should not infer that this low cost of production necessarily means an immediate drop in the selling price of radium."

How's This?

We offer One Hundred Dollars Reward for any case of Catarrh that cannot be cured by Hall's Catarrh Cure. Hall's Catarrh Cure has been taken by catarrh sufferers for the past thirty-five years, and has become known as the most reliable remedy for Catarrh. Hall's Catarrh Cure acts thru the Blood on the Mucous surfaces, expelling the Poison from the Blood and healing the diseased portions.

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shipping, auxiliary boats, etc., and the training of their owners under Section 3 of the plan. It is proposed to use these ships for protection from submarine attack.

Cool Bay To Lose Dredge?

A report from Grays Harbor, Washington, is to the effect the bar dredge Michie will be taken from Cool Bay to that place and set to work dredging out the bar. The port commission of Grays Harbor has agreed to pay the cost of the work, amounting to \$15,000.

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We want all skin sufferers who have suffered for many years the tortures of disease and who have sought medical aid in vain, to read this.

We, as old established druggists of this community, wish to recommend to you a product that has given many relief and may mean the end of your agony. The product is a mild, simple wash, not a patent medicine concocted of various worthless drugs, but a scientific compound made of well known antiseptic ingredients. It is made in the D.D.D. laboratories of Chicago and is called the **D.D.D. Prescription for Eczema.**

This is a doctor's special prescription—one that has effected many wonderful cures.

The effect of D. D. D. is to soothe instantly, as soon as applied; then it penetrates the pores, destroys and throws off all disease germs and leaves the skin clean and healthy.

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