

## Prosperity Follows Good Roads

(Interview in Portland Evening Telegram.)  
**U**Ntil we obtained good roads, I did not realize what they meant to our prosperity. The paved county roads leading out of Tacoma into the rural country have brought benefits so far beyond my expectations that I wonder why we waited so long for proper means of transportation over the public highways. By good roads I mean the best that can be constructed for permanency—hard-surfaced roads. The miles of paved county roads in Pierce County have revolutionized our farming methods, our industries and marketing facilities, and they make life in the suburbs of Tacoma worth living."

So spoke W. H. Paulhamus, president of the Puyallup and Sumner Fruit Growers' Association, in giving his opinion of what Multnomah County should do in the direction of a liberal policy for better county highways.

Mr. Paulhamus is also president of the Western Washington Fair Association and a former member of the State Senate. He has packed and marketed berries from Salem, Newberg and Vancouver, and he knows the great area of rich volcanic ash land tributary to the Columbia River Highway, which is estimated at 22,000 acres east of the Sandy River and 8000 acres on the Portland side of the Sandy. His opinion is frequently sought by Oregon fruitgrowers and shippers.

### Farmers' Use for Good Roads.

"The farmer has more use for good roads in the country than the city fellow has," continued Mr. Paulhamus. "I don't care what they assess me for good roads if the money is well spent. There are so many more fertile acres tributary to Portland than around Seattle and Tacoma that every effort should be made to develop your agricultural interests. This can best be done by providing paved highways into the country districts so the farmers can get their products to market at least expense."

"The marketing end of fruitgrowing and farming in general is the most important end, and here is where the apple-growers have fallen down. Nothing helps the farmer so much as to make his way to market easy. Get the fellow who is already on the land to prospering and there will be no trouble to get new settlers on the vacant land. Better roads will do it."

In a district about seven miles long and two miles wide in the vicinity of Puyallup and Sumner, according to Mr. Paulhamus, about \$1,125,000 was realized the past season from berries, mostly blackberries and raspberries. During the picking and packing season \$251,865.00 was paid out for wages to about 12,000 persons. He declares the Puyallup and Sumner Fruit Growers' Association plants constitute the largest manufacturing concern in the State of Washington. Fresh berries are shipped in refrigerator cars to markets as far East as the Atlantic Coast. Berries too ripe for shipment are canned and also made into syrup, finding a ready market everywhere.

### Berry Industry.

One hundred 50-gallon barrels of raspberry juice recently went to Rochester, N. Y. During the busy season the packing and cannery plants handled 100 tons of blackberries and 75 tons of raspberries daily, 12-hour days. Two hundred cars of fresh berries were sent outside the state and 50 cars of cans were required for filling. The initial capital was \$2300 and now \$250,000 is invested, exclusive of the land where the plants are located.

Speaking of how the paved roads had made auto-trucking cheap in getting fruit and farm products to the association's packing plants and canneries, Senator Paulhamus cited that up to November 10 of this year the association had paid the older railroads \$131,553.56 for freight on berries shipped from Puyallup and \$25,119.34 for shipments from Sumner to Intermountain and Eastern markets, besides to the Puget Sound and Portland markets. About \$20,000 had also been paid the Milwaukee Railroad. He mentioned this to show that if the railways lost local traffic because of the competition of the motor trucks, they more than made up the deficit from long haul on the large shipments to outside markets.

"To show the increase in value because of adequate roads and approved methods of marketing products, I bought my farm of 55 acres 12 years ago for \$100 an acre," said Mr. Paul-

hamus. "It was mostly cleared land. My farm is now worth \$1500 an acre. I have specialized in growing berries by fertilizing heavily and clear \$250 to \$300 yearly per acre. This industry will develop more in the next five years than it has in the past 25, mainly because of having paved county roads. Most of the berry producers have tracts from one to five acres, with a home on each tract."

### Conquerors.

She swept and garnished her house with care  
 Though many the telltale footprints there,  
 For childish hands and careless feet  
 Had carried the clay in from the street.  
 Yet over her face shone joy serene  
 As she tolled to keep her hearthstone clean.  
 And I understood as her soul took wings  
 And soared above the clay—  
 To sing.

She set her mark on a lofty height,  
 And upward climbed through many a night,  
 But the road was long, and rough, and steep,  
 And the clay clung fast to her aching feet.  
 And her hands outstretched just missed the goal;  
 Yet brave of heart, and strong of soul,  
 She soars aloft on joyous wings  
 And lives above the clay—  
 And sings.

She builded her castles strong and well;  
 She set her love on a pedestal;  
 And worshiped at his shrine each day  
 To find her idol's feet were clay;  
 And as he fell the world grew black  
 And Faith was lost; but Hope came back,  
 And to her arms she closer clings  
 And rises above the clay—  
 And sings.

When Life's fierce storms beat grim and gray  
 And shut the sunshine from our day,  
 And Joy is choked by carking care  
 And Faith seems weaker than Despair,  
 When hopes deceive and all is lost  
 And shipwrecked on Life's sea we're tossed,  
 O! then we rise on splendid wings  
 Supremely o'er all sordid things,  
 And live above the clay—  
 And sing!  
 —Emma F. Swingle.

It is worth while remembering that you are always expected to pay a good round price for anything that is offered to you free. The world is not a benevolent institution, and if you get anything of worth in it you must put up the price. Readiness to pay the price adds to the dignity of your character, and when the purchase price is reasonably just it is the measure of your appreciation and enjoyment.

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Iowa	Des Moines	Iowa Farmer	65,000
Kentucky	Louisville	Kentucky Farming	33,000
Missouri	St. Joseph	Profitable Farming	60,472
N. Carolina	Raleigh	The Carolina Farmer	11,900
N. Dakota	Fargo	National Grain Grower	40,000
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Total			490,823

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