

STEINHARDT & KELLY ARE HEAVY BUYERS

(From Produce News)

After considerable negotiation the final details of the largest single purchase of fruit in the history of the business was completed last week. The deal involved the buying outright of over 500 cars of fruit, mostly apples, and will involve, with negotiations now pending for another large block, a cash outlay before the season is ended, of over one million dollars. The principal in this gigantic deal are Steinhardt & Kelly, the foremost fancy fruit house in the country, as purchasers and the Northwestern Fruit Exchange, the Wenatchee Valley Fruit Growers Association, the Yakima County Horticultural Union and other organizations in the Northwest as sellers. By this arrangement Steinhardt & Kelly acquire the entire output of the famous Skookum apples, the pick of the Northwest fruit packed by the Northwestern Fruit Exchange, as well as a liberal supply of fancy fruit from Meier, Hood River, Wenatchee and other sections of the northwest. Boiled down to a few words it means that "New York's" fancy fruit house, whose slogan is "The world our orchard; our market the world," will have, throughout the season, a steady supply of the fanciest fruit that comes out of the northwest.

When viewed in the light of conditions which prevail at present in the apple markets of this country this deal takes on greater proportions than it would under ordinary circumstances. With an enormous crop in sight all over the country, and with financial and business conditions badly disturbed by the European war, buyers have been pessimistic and have kept away from the apple producing sections. Usually at this time of the year they are swarming through the apple orchards trying to make dickers for the growers' fruit, but this season they have been conspicuous by their absence. Firms which ordinarily are heavy operators, did not have faith enough in the outlook to risk their money. They figured if there were any chances to be taken the grower could do it.

Jos. H. Steinhardt, of Steinhardt & Kelly, had a different idea of the situation. He had made a close study of conditions and felt that the pessimistic feeling was not justified. Without saying anything to anyone he quietly opened negotiations with the northern operators for the fruit his firm would need. He got in at just the psychological moment, and it did not take him a great while to close contracts on a satisfactory basis—to the firm and the sellers—for the largest quantity of apples ever purchased by any house. Mr. Steinhardt would not tell the price at which his purchases were made, but did say that the price was such that they could sell fancy boxed apples at a much lower price than ordinarily and still make money.

Mr. Steinhardt is an optimist. He firmly believes that despite the enormous crop and disturbed financial conditions, there will be a demand for fancy apples at reasonable figures, which will allow the firm to make a profit. He believes it so thoroughly that he is willing to put their money into it. He is always willing—and able—to back his opinions financially. If he wins, well and good; if he loses no one ever hears a complaint. The deal is an enormous one, involving the outlay of a vast sum of money, but Steinhardt & Kelly are better able to handle it financially and every other way than any other house in the country. Their outlet for the class of goods they will receive from the northwest is unexcelled.

Northwestern fruit growers have a great deal for which to thank the firm of Steinhardt & Kelly. Practically every year since apple growing became much of a factor in the northwest Steinhardt & Kelly purchased heavy quantities of fruit. Sometimes the firm made money, but more often the balance was on the other side. This did not deter them, and they came back each year for more, culminating in this purchase. Mr. Steinhardt has always had faith in the future of the northwest as an apple producer. The firm has assisted in every possible way to help develop the industry. In November, 1908, they brought better cars of fancy Hood River apples of various varieties to New York and placed them upon exhibition in New York, advertising the exhibition in all the daily papers. It was the first chance the New York public had had to see fruit of this character, and the exhibit was crowded all the time. It did more to put Hood River on the map as an apple producing section than any other thing that ever was done. Since then the firm has been a constant booster of the northwest, distributing their apples to every part of the Union and abroad.

AT THE HIGH SCHOOL

The debate at the last literary was won by Aileen Tomkins and Fred Coshow, of the affirmative side. Aileen Tomkins took first individual honors and Ella Nichols took second place. There was but one-third of a point difference in their average. Both of the boys in the debate were eliminated from the finals for the Woman's club cup. Porter, of the negative side, got away with a good start but quit talking altogether when about half done with his debate.

The enrollment has now reached 185. Miss Vera Lafferty, of Odell, registered in the junior class last Monday, as the 185th student. The freshman and the junior classes are the largest in school, with 54 students in each class.

The faculty of the high school has decided to hold several literary meetings at the library hall this year. The reasons for this are that there is a stage where plays can be put on, and that the library is nearer the center part of town. The polemics at the next literary are Art Johnson and Leonard Howard vs. Mark Moe and Julian Jacobson.

Miss Flora Farrow, teacher at the high school, has been sick for the past two weeks. She will probably not be able to resume her classes till next week. Mrs. McLoughlin has been teaching her classes the past week.

Mr. Dietz was at the school building last week and took pictures of the domestic science and manual training departments. The pictures were to be used by Prof. F. H. Shepard, of O. A. C. In his illustrated industrial lectures over the state. The local views are to be used by him to show how industrial departments can be added to a school at a small cost. And how it is not necessary to build expensive buildings to add these departments. Nine views in all were taken. The only physiognomies to appear in the views were of the senior domestic science class.

The high school tennis courts are in a bad condition at present. The school board added money to the tennis fund to improve the courts and the students

were to do the work. Clifford Porter, who holds the title of tennis manager, has announced on several occasions that the tennis players can come out and use the courts, but as tennis players are scarce now the work is not progressing. At the present rate of excavation the work will be completed by spring.

Athletic Manager Coshow has been unable to schedule a football game for tomorrow. All neighboring towns have full dates. However, it is probable that some kind of a practice game will be arranged. Coshow has just received a new football and wanted to put it into a scrimmage this week. The team did not get to practice much last week on account of the rodeo at the ball park.

M. E. Bazaar

The ladies of the M. E. church will give a miscellaneous shower at the home of Mrs. C. F. Sumner on Friday afternoon of this week. All ladies of the church are requested to bring articles as this is the last shower before the bazaar, which will be held on November 21. The place will be announced later. Everybody will be made welcome to this meeting.—Committee.

ELECTRIC THEATRE

Episode No. 16 of "The Million Dollar Mystery," "Drawn into the Quick-sand," is being shown at the Electric today. The "Black Hundred" resort to treachery within the House of Mystery. Cunningly they get Florence and Susan to visit Atlantic City. Midst their joys again the "Black Hundred" treachery stalks. With the utmost deviltry they plan the separation of Florence and Susan. They plan the most harrowing confinement of Florence. Love's power pulls Norton to the scene. He discovers their plans, then follows battle after battle, rescue, recapture, ending in Florence wildly falling into the deadly quicksand, firmly imprisoned and sinking deep with only Norton's wit, strength and manhood there to save her.

"The Silent Valley," an imp two reel melodrama featuring King Baggett.

"Simple Life," Victor one reel drama of the sea, with Irene Wallace and Walter Miller.

"A Baby Did It," Nestor. Farce comedy with Eddie Lyons, Victoria Ford and Lee Moran.

Friday and Saturday

"The Lure of the Geisha," 101 Bison. A Japanese drama in two parts with William Clifford and Marie Wolcamp.

"For Old Time Sake," Nestor. Western drama with Grace Conard.

"A Wild Ride," Sterling comedy featuring the famous Sterling tots.

Tuesday

On next Tuesday, one day only, will be shown the five reel photoplay of "The Naked Truth," from the famous novel by Henry Bataille. The plots of this wonderful play are woven around the Latin quarters of Paris, were a beautiful and intelligent woman, who loved a mediocre artist on account of a kindness, would pose for no other. A second painter had the first to persuade the girl to pose for a picture that brought fame. While the painting was under way a passionate love sprang up between the painter and the girl. But as soon as the man had gained success he turned from his beautiful model, who had now become his wife. After a number of near tragic scenes, the woman returns to the mediocre painter, where she knows she will find protection and love.

GEM PROGRAM TODAY

The ninth episode of "The Trey o' Hearts," "As the Crow Flies," is being seen at the Gem today.

Marrophat, failing to overtake Judith in her flight, turns back to advise with Red November. His car arrives on the scene of the fire just as Alan rescued Rose. Rapidly assembling several of November's gang, Marrophat gives them their instructions. The gun men point Alan out to the police as the incendiary. Two policemen arrest him, Alan, suspecting a plot, breaks from his captors and takes to his heels, the mob following.

Doubling and twisting through slum streets, Alan finally finds himself on the water front, with every landward way of escape closed. Hard pressed, he seeks refuge in the rigging of a ship moored alongside. The gun men pursue; he fights them off, kicking and pushing several into the water. But the odds proving too heavy, Alan dives from one of the yard arms and starts swimming for mid stream.

An aviator, Coast, by name, sailing overhead in a hydroplane, observes the scene, and, his sympathy excited for the gallant fight Alan puts up, drops to the water and rescues him.

The day being slightly foggy, Coast loses his way in attempting to locate the Mineola aviation field and hangs around. He lands, with his passenger, in a swamp. It is evening before he and Alan reach the field by motor car. Here Alan chatters from Coast a new aeroplane, with the understanding that it is to be held against his order. He then returns to New York.

Meantime Barcus has arrived in New York and learned from Digby, Jr., that Alan is being married to Rose in New Jersey. He starts over in the hope of being in at the finish; fate brings him to the scene of the tenebrous fire just as Rose is being kidnaped by Marrophat in his motor car. Barcus pursues in a taxicab. Marrophat takes Rose home, interrupting a silent scene between Judith and her father—Judith having got home a few minutes earlier. She has been lying to Trine, trying to persuade him of Marrophat's treachery. But Marrophat's treachery of the events of the morning, backed by Rose's testimony, convinces Trine that Judith is no longer trustworthy. He orders his daughters to their rooms.

At Marrophat's suggestion Trine decides to take Rose by special train to Chicago and points west, as a lure to get Alan away from New York into a section of the country where, too, prejudices of the police are a less serious handicap to their designs. Barcus, by shadowing the messenger, learns of the plan, and by bribing the porter and brakeman, substitutes as a porter. He manages to let Alan know of the affair before the train leaves.

Alan goes to Trine's house and discovers Judith a prisoner in her own room. Judith lends a willing hand, the two, making for Van Cortland Park, find Coast and the aeroplane. They start the pursuit and arrive in Chicago the next morning. They learn that Trine's special has passed through on time. They renew the chase, finally overtaking the special on the plains of Illinois.

Alan, with the binoculars, recognizes Barcus on the rear platform. Barcus sees the aeroplane and suspects that

Alan is attempting a rescue. He hastens to warn Rose. Trine, Marrophat, et al., sight the biplane a little later, but as they do so, it develops engine trouble and sinks to the earth. They dismiss it from their thoughts, taking no more precautions than to station the two gun men as guards on the front and back platforms when they go to bed for the night.

The biplane comes to earth near Kansas City. Leaving Coast with instructions to effect repairs and follow, Alan and Judith engage a light engine. On this they pursue Trine's special. Barcus sees their headlight drawing nearer, and suspects that the moment of rescue is at hand. He proceeds to overpower and throw off the trainmen and gun man on the rear platform; then he boots the front platform guard off into the night and hastens to warn Rose.

Both are waiting on the back platform when the light engine overtakes the special and runs up close enough for Rose and Barcus to make the leap from the back platform to the cow-catcher.

Marrophat and Trine rise to the situation just in time to complicate the danger. Barcus manages to hold the back door against them until Alan helps Rose from the platform to the light engine, then, forced to release it, makes his own escape in a flying leap under fire.

The brakeman of the special, frightened by the pistol duel, signals full speed ahead, and the special lights out, like a scared jackrabbit, Trine's protests to the contrary notwithstanding.

Friday and Saturday

"Etienne of the Glad Heart," A Seelig two reel special. A drama of the northwest.

"Question and Answer Man," Featuring Arthur Johnson and Lottie Brisco. Lubin.

"Love and the Clairvoyant," A Vitagraph drama. Featuring Maurice Costello and Mary Charleson.

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