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BOOTS AND SHOES. We have by far the Largest Stock to select from. We have the best goods that can be made. Every pair sold by us is guaranteed. Our prices are lower for honest goods than you will find elsewhere.

HATS AND CAPS. We are strictly headquarters for anything in this line. See our large stock in this line and be convinced.

It is a well known fact that we only handle high grade Groceries and sell them as low, and in many cases lower, than others ask for inferior goods. Remember produce is all good as cash to us, and we always pay the highest market prices.

COHN & CO., Leading Merchants of Tillamook.

THE COMMERCIAL SIDE OF DAIRYING.

How and When to Market Butter and What Kind.

Mr. Thomas G. Farrell, of the firm of Everding & Farrell, read the following suggestive paper on "The Commercial Side of Dairying" before the State Dairy-men's Association:

I have been asked to say a few words to the members of this convention as to the commercial side of dairying. When Mr. Paulson made this request of me, I answered that I could say nothing but that which had already been said many times, and which nearly every manufacturer of butter knew, or should know. He came back at me with the statement, that while that was true, the matter was something which would bear repetition, in fact that it could not be too often told. And doubtless he is correct in this.

In the first place, the commercial side of dairying must needs be the all important side of that industry. I dare say that of those gathered together in this hall and who are engaged in dairying, there are none who would long continue in business were it not for the commercial side of the industry. If the speaker knows anything as to the dairy industry, it must needs be the commercial side, for while he has handled and passed judgment on many carloads of the product, he has never engaged in its manufacture; nor has he closely investigated the same.

While speaking of butter which has come directly under my observation, I will state that no considerable amount of it was seen at the late meeting of the state fair at Salem, where I was invited to judge that article, for lo! when I arrived at the dairy pavilion, I was my surprise to find but two samples for inspection, one alleged to be creamery and the other dairy. It seems to me a shame that more of a dairy exhibit was not made at that fair, for Oregon is forging to the front as a dairy state, and I am satisfied that the dairy superintendent tried to induce competition. I trust that next fall a great many will avail themselves of the chance to exhibit and that there will be genuine competition.

I have not looked up statistics as to the probable amount of butter produced in this state during a year, and doubtless those present are just as well pleased. It is needless to say that the amount is large and that it is increasing. Considerable butter is imported into this state in the course of a season, and it really seems a shame to think that our good money should go to other states. At times quite a little butter is exported from the Willamette district to Washington and California, and when we consider that nearly all of the dairy product of the extensive Coos Bay district finds its market in San Francisco, it is probable that Oregon is really an exporter of more butter than she imports.

It would be a great commercial advantage to this state, were she a continental exporter of butter, never having to import any. Whenever a state or a country exports more dollars worth of goods than she imports, prosperity is abroad in the land. Oregon is better off in this respect than she formerly was. The system is changing and dairymen are using their brains, for they find they must do so to make the industry pay.

Winter dairying is being more extensively carried on than ever, and some creameries are producing almost as much butter in December and January as they do in June and July. It is likely that the time will never come when the state will produce as much butter during the winter months as she does in the spring, but capital and cold storage warehouses will take care of the early surplus, storing it away to equalize the supply, and to prevent the need of heavy importations.

Something has necessitated the importation into this state during the past month or so of considerable Eastern butter, more this season than for several seasons. Drouth in California, high prices of beef in our midst, and a larger population, are, to the mind of the speaker, the probable causes. California has had a hard season from a dairy standpoint, much harder than has this state. Under ordinary conditions California would be producing enormous quantities of new grass butter, an arti-

cle that tastes very well while fresh, but which does not keep well, and our markets would be flooded. It is hardly probable that the dairy industry of this state will ever reach such a point as to prevent the importation of this pure, cheap, new grass butter, coming as it does at a time when we have little or no grass. Store as many cars of June Oregon goods as we may, it will not keep out this fresh grass product, for at that same time of the year butter is down to its cheapest point in our sister state, and every dairy and creamery is pouring out goods.

There are in this city several cold storage plants, and I know from experience that the best class of Oregon butter keeps nearly if not fully as well as does the world-famed Elgin article, or the Western extras of Iowa. Butter and eggs are alike in one respect, and that is, the sooner after production they are stored in the icehouse the longer and better will they keep.

Some time since I had the pleasure of a conversation with the manager of a large Elgin creamery company, and he said that experience had taught him that in ordinary temperature butter continued to improve in quality and flavor for about five days after production, and that by storing it in a room, the temperature of which was much below the freezing point, development would be so retarded that in five months the stored article would be little different from that left in an ordinary temperature for five days. How much of this is solid fact I do not know, for I have not had time to make the test, but doubtless there is a good deal of truth to it.

A good deal of the butter produced in this district is unfit for storing, for it must be first-class when stored to produce the best result. I have known some butter to develop mouldy spots when placed in cold storage, and had the article been first-class this would not have happened.

When I first became identified with the handling of butter, generally speaking, the article was quite different from that produced at this day. Creameries were just being formed and there was quite a curiosity to try the new creamery product, and to compare it with the old process as they called it. The article provoked a great deal of discussion and some criticism, many claiming that it was brittle, too granular, and that it would not keep as well as did the dairy butter. There are those who at this late date declare that butter made from gravity process cream will keep longer than that made from separator cream, and that it has a better flavor.

Too many or the smaller producers of butter believe that as soon as they get a separator they must immediately have a print made bearing the legend "such and such" a creamery, etc. Many of these smaller producers have talked with me as to a separator and as to separator butter.

"You get more for creamery butter than you do for dairy?" they ask.

"Yes."

"Well, we think of getting a separator and a square mould, and of making creamery butter; get more for butter from square moulds than for rolls, don't you?"

Now right here is where they make their mistake. They seem to think that the separator is the creamery; that as soon as they start up the separating machinery and put their butter up in the square form, they are on a par with the concerns which turn out large quantities of butter; who have by the excellence of their goods, the neatness of their packages, and the regularity of their shipments, built up a reputation. They do not seem to consider the fact that the separator is but a machine for removing the cream from the milk, that they can make just as miserable butter with that same cream as they could with that gathered by the old process, and that there are points other than quality that have to do with prices. Doubtless a separator is a very good machine, but in butter-making as in war, the man behind the separator is like unto the man behind the gun.

Regardless of the fact that many are slow to learn these truths, the butter of Oregon is, as a whole, much better than it formerly was. The large creameries who buy butter fat are largely to be thanked for this condition. Competition prompts them to pay reasonable prices

for butter fat, and the owner of few cows, learning that he cannot hope to get as much per pound for his product as does the creamery, sells his cream to those who utilize it as it should be.

I am so firmly convinced that butter is sold strictly on its merits in these days that I will hazard the statement that if anyone was to produce butter in sufficient quantities, from cream gathered by the gravity process, and with the proper regularity, he would get for it just as much as were he to use a separator; in other words, that butter grading as fancy cream, can be made from gravity process cream, all other conditions being equal.

Every once in a while there is a great hue and cry as to oleomargarine, butterine and other spurious goods of a like nature. I want to say that in my long connection with this business, I never saw but one pound of such goods, and it was but a sample cake of butterine, said to be part pure butter and part fancy animal fat. In my judgment the manufacturer of fancy creamery butter has little to fear from the imitation, for fancy imitation cannot be made cheaply, and the best of it is not in the same class with good butter.

What is known as "process" butter has of late made its appearance in the markets of the West. It is pure butter, manufactured from old misshapen rolls, mixed country store butter and other odds and ends, which are renovated, re churned, recolored, frozen, flavored and otherwise treated before being packed into tubs or made into bricks. The best of this is within a few cents per pound of fancy creamery, and while it smells well, it is brittle and does not taste good as it smells.

I will outline a few facts as to the commercial side of this business, and close.

Squares, of course, are preferred in the Portland market, and no one making large quantities of butter would think of using the old style round mould. Appearance goes a long way, and much better results may be obtained by the use of the cutting frame than with the ordinary moulds. When the butter is cut with the steel wire, the edges are true, and manufactured article looks much better for it. A neat stamp should be on the top of the square. Printed parchment wrappers add to the appearance, and of course, no one would longer think of using the old fashioned dairy cloth as a wrapper. The parchment paper is much better, cheaper and more easily applied. It is practically air and waterproof, and has altogether superseded the cotton article. Some, after printing the square, use paper which entirely cover both ends, while others allow the paper to come just to the top of the square, leaving the stamp open to view. Some prefer one style, and some another, and it is a matter of preference only.

In California, squares are generally made very light in weight, ranging from 23 to 28 ounces, but in our state we are more generous, for we generally turn out goods ranging from 29 to 32 ounces. I will not discuss the matter of weights, and will say that such points adjust themselves.

Butter should be of a gold straw color, and if lacking in this respect, artificial color should be used. As far as my experience extends, color does no injury to butter, and no one wants white butter.

Care should be taken as to the matter of shipping boxes. If they are to be returned for further shipments, small nails should be used, the boxes should be plainly marked, and they should be carefully scalded and lined with parchment paper ere other butter is placed in them. In warm weather, if the butter becomes soft, the wood will, if no parchment is used, take up some butter, which soon becomes rancid, injuring other shipments. For the same reason, do not try to get too much use out of the boxes. When they get old, burn them up, and get some new ones. It will pay.

Butter should be marketed just as early as possible after manufacture. There are some sorts of feed, certain weeds, etc., that impart strange flavors to butter, and greatly damage the quality. Whenever the manufacturer discovers that his butter is "off" in flavor, or hears from the party to whom he ships that something is wrong, he should institute a rigid inquiry, and as long as the butter is not up to his standard, he should not give it the imprint of his

stamp, for by so doing he might, temporarily at least, ruin a good reputation. I recall two very marked instances of this sort. One was caused I think, by a defective separator, coupled with the work of a man who did not thoroughly know the business. Many white flecks were to be found throughout this butter, and it had a strange, malt-like flavor. In the other case the butter was bitter, and so miserable as to be almost valueless. The manufacturer claimed that water from a galvanized roof, or that browse-eating cows was the cause, but the fact remains that while the butter was produced in large quantities, and had the neat appearance of a fancy article, it ruined the reputation for that brand in this city at least.

In the early fall, on some of the lowlands near the Columbia river, there grows some weed which imparts a queer half-metallic, half-fishy taste to butter, and if it cannot be avoided, butter produced at this time should be marketed unstamped and in plain boxes. It should be remembered that quality, quantity and appearance make reputation in the dairy business, and that in that business reputation is everything. This is the reason that the dealer is unable to get enough of certain brands of butter with which to supply his trade at high prices, while at the same time he has plenty of good butter, but which, for various reasons, has not the reputation.

The party who turns out a few cases of butter in the spring and early summer, and little or none in the winter, cannot hope to get as much for it, excellent although the quality may be, as does the creamery whose goods are in the market in large quantities every week in the year. Retailers always have had more or less trouble as to the matter of butter, and when they take up a certain brand they dislike very much to change. This is especially true if the butter is at all regular in the matter of arrival, and if their trade becomes attached to it and continually asks for it.

NEHALEM'S RESOURCES.

Timber Inexhaustible for the Next Fifty Years.

Mr. W. I. Reed, president of the Oakland Lumber Company, arrived last week in Astoria from Nehalem. Mr. Reed went round with the tug Maggie, which he owns in connection with the Dewey. The Astorian reporter button-holed him and had this to say in that paper: Mr. Reed is a practical and experienced lumberman and believes there are wonderful possibilities ahead of the Nehalem region as a lumbering country. Its resources, he says, are practically inexhaustible for the next 50 years, and would keep a railroad constantly employed in hauling its lumber to market. The Nehalem river drains a watershed of over 200 miles, including the north and south fork of the river, all of which has sufficient water to float logs the whole year. Along this vast stretch of heavily timbered country, Mr. Reed says, not a tree has been felled for the market. No more inviting location for a logger or millman could be found anywhere than along the banks of the Nehalem. Millions of feet could be logged from its banks with a very small outlay of labor or capital. A few logging camps are in operation near the mouth of the river, which supply the two local mills. The great drawback to the country, Mr. Reed says, is the difficulty in marketing the lumber by water. The bar is not of sufficient depth to allow loaded lumber vessels to pass in or out with safety. A small appropriation by the government, he says, for building a jetty would provide plenty of water at the entrance to the harbor, and would be of immense benefit to the settlers of both Tillamook and Clatsop counties that have homes in this region. This improvement, Mr. Reed says, could be easily made and with very little expense to the government, as the most shallow portion of the bar does not exceed 20 ft. in length. Harbors of less importance along the Oregon and Washington coast have received substantial federal appropriations, the benefits from which are not nearly so far reaching importance as a jetty would be at the mouth of the Nehalem. Mr. Reed expresses the opinion that it would pay capitalists to purchase this vast timber belt and build a jetty at their own expense to market the lumber. He says he would not be surprised if this

should be done eventually, if Oregon's delegation at Washington do not provide other means for developing the resources of that vast section.

WIDE TIRE WAGONS.

A Premium on Wide Ones and a Tax on Narrow Tires.

That from and after the 1st January next the county court or county board of each county within this state, is hereby authorized to make a rebate each year for four years on the road tax of each person within its county who shall own and have in habitual use on the highways of this state, wagons or other vehicles for the transportation of freight and other heavy articles, the tires of which are not less than three inches in width. Of one dollar for each wheel of such vehicle; and provided, further, that the owner of each vehicle having tires of not less than four inches in width, upon which there is a difference of at least eight inches in the length of the front and rear axle, so constructed that the front and rear wheels will not come in contact with the same road surface while the vehicle is moving in a straight line, shall receive, in addition to the aforesaid rebate, a further rebate for four years in his or her road tax as aforesaid, of two dollars for each vehicle of this class for each and every year during said period that said vehicle is habitually used upon the highways of this state; and provided further, that when the regular tax assessment is made during the year nineteen hundred, and each and every year thereafter, it shall be the duty of each county assessor to inquire for and assess any and all wagons, carts or vehicles carrying wares, merchandise, produce, freight or express goods, used upon the highways of this state, said vehicle shall be subject to a special tax of one dollar for each wheel of less width of tire than three inches, said special road tax to be assessed and collected as other taxes, and shall be paid into the road fund of its proper county.

Drug Store Orders.

Here are some orders recently received by a druggist in a neighboring city:

"This child is my little girl. I send you 5 cents to buy two istless powders for a groan up adult who is sick."

"Dear Doctor, ples gif beare five sense worse of Antie Toxyn for to gargle baby's throat and oblige."

"You will pleas give the little bot five cents worth of epecac for to throw up in a five months' old babe. N. B.—The babe has a sore stummick."

"I have a cut-pain in my child's diagram. Pleas give my son something to release it."

"My little baby has eat up its father's parish plaster. Send an antedote quick as possible by the enclosed girl."

"I haf a hot time in my insides and which I would like it to be extinguished. What is good for to extinguish it. The enclosed money is for the price of the extinguisher. Hurry pleas."

The formation of a new ministry with Senor Silvea as premier, to succeed the Sagasta administration, should mark the beginning of a regime that will mean the regeneration of Spain. Senor Silvea as leader of the dissident conservatives in both the Sagasta and Canovas administrations was in sympathy with neither.

As early as 1897 he saw the utter futility of continuing the Cuban struggle and without mining matters declared Spain must either abandon the contest or enter upon a war with the United States, the inevitable result of which would be loss of the colonial empire and ruin to the country. The infatuated conservatives, who at that time believed, or professed to believe, General Weyler's stories of pacification, greeted the announcement with scorn and derision, and for a time Silvea was held up to the public indignation as a traitor to the country.

"Oh, yes!" said Eve in recounting to the neighbor the Garden of Eden fire. "We only escaped with the clothes we had on."

"Coarious picture this, isn't it? Exterior of railway car that is to run 150 miles an hour."

"Exterior, eh? Well, I think that the view of it that would suit me best!"

WHITTLED TO A POINT.

"Women is a co-tradictory creature." "Well, I should assent. Just when her eyes are flashing fire is when she assumes her chilliest demeanor."

Barber—They won't be able to curl your hair any more, will they? Johnny—I'm glad of it. I'd rather be baldheaded than have curls.

"There goes young Dolley, riding a horse that can't see," remarked Guzzam. "It isn't the first time that he has straddled the blind," replied Maddox.

"You know the authorities employed Psleuth, the detective, to shadow the young women suspected of being a pick-pocket?"

"Yes, and he made a failure of it. What was the reason?"

"A perfectly natural one. He took a shine to her."

"Oh, you give me a pain!" cried Juno, the ox eyed, with asperity.

"Then you must be rheumatic!" rejoined Jupiter Pluvius, thus deftly turning the laugh upon his wife.

The administration duties made exceeding merry, thereupon, and even the opposition could not forbear to smile.

Hicks—They tell me that Hinson's wife consulted a clairvoyant the other day, and she says the woman's powers of seeing into the past and future are truly wonderful.

Wicks—Yes, she told Hinson's wife that she was 32, and everybody knows that Mrs. Hinson will never see 40 again.

He had been studying the new bankruptcy law.

"It's cheaper to fail than to pay bills," he said at last.

"Not always," was the reply. "Not if you get hold of a high-priced lawyer, for instance."

"No," said the statesman. "I don't believe in legislating on the drink question. The time is coming when we will all be either employers or employes, and the man who drinks can't keep his wits about him enough to be an employer, and the nondrinking employers won't give him a job; so the whole thing will settle itself."

"What makes Dickie's cough so bad this morning?"

"It is nearly time for him to start to school."

Caller—Is the exchange editor in? The Editor—I am he.

Caller—Well, I want to exchange this summer suit for a winter overcoat.

Every man has a pet phrase that he uses a great deal. With some men it is: "Thank you, I don't care if I do!"

"Have you an agreeable boarding house?"

"Yes, we have; every morning we have a cake walk."

"Cake walk? What's that?"

"Why, the first man at the table gets the hot ones."

"Yes," said the inventor, with great enthusiasm. "my next work is going to be a great success. I've had my portrait in a number of papers, and column after column of biography."

"But how about the invention?"

"Oh, I haven't had time to invent that yet. I'll get around to it by and by."

Business of Billville.

Here are some of the recent news paragraphs from The Billville (Ga.) News:

"We have seven crates of fresh poetry on hand, which we will dispose of cheap, for cash."

"We are not worrying about the weather. We know that spring will be here about the middle of August."

"Time brings its revenge. The sheriff sold us out, bought the paper in himself, ran it three weeks, lost all his money in it, kissed his mother-in-law goodby and resigned by blowing his head off."

"We understand that we are to be courtmartialled for selling the Billville regiment mules for beef. We don't see why the government should kick if the mules didn't."

"The government has demanded our resignation as army chaplain, and all because we insisted on singing all the time, and taking up a collection after each hymn."