

CHEESE INDUSTRY AT MERCY OF ONE MAN.

Tillamook Product for South, City Slighted, and Imports are Heavy.

(Telegram)

That the cheese business of the State of Oregon is controlled by one man, who makes prices for the product at will, and that fully 90 per cent of the cheese made at Tillamook is shipped to California, and the Portland market slighted and given over to the product of other states and foreign countries, is asserted by A. H. Lea, manager of the produce and dairy departments of the Union Meat Company. Mr. Lea has just returned from Tillamook, where he has been looking into the cheese situation.

"The cheese output this year," he says, "will be upwards of 4,500,000 pounds in Tillamook, which is an increase over a year ago. Up to the present time not a pound of June cheese has been put on the market, and the milk season is still at its height, and I do not believe the supply will fall off to any material extent during July, owing to the heavy rains they have had here. Of the cheese being made, fully 90 per cent is being sent to the markets of California. The last quotations received from San Francisco show new cheese is selling there at 11 1/2 and 12 1/2 cents a pound, and yet I was told by Carl Haberlach, secretary of the Tillamook Creamery Association, a combination of 19 Tillamook factories, that he was getting 16 cents, Tillamook, for all the cheese turned out of his factories, and he didn't care whether he sold any to the Portland market or not. He added that he didn't like the Portland market very well, anyhow.

"I happen to know that California is very loyal to her home products, and Oregon products are looked upon there as foreign. That makes it appear rather strange to me that there is such an everlasting demand for Oregon cheese in that state at such an advanced price, provided that it is being paid. I believe there is a colored fellow in the fence somewhere. "Keeping Oregon cheese off the Portland market has resulted in opening the local market to foreign business. Canada is shipping large quantities of cheese to this city for local consumption. Just recently, August Westfall, of Wisconsin, was here and arranged for the placing of several cars locally. New Zealand is shipping cheese here right along. Let this market stay open to foreign stuff and what is the result? When an effort is made to get Oregon cheese back in the good graces of the consumer, it will not be wanted; they will have developed a taste for the foreign stuff and won't accept any other. Suppose we pay out \$3000 or thereabouts for a car of foreign cheese, what becomes of the money? We never see it again and yet most of that has been received from Oregon people, but do they benefit from it? Is it wise to keep our own cheese off the home market?

"I claim it is not right for one man to sit upon his throne and say: 'The price of cheese this week shall be so much and you must pay it or go without. I don't care because I have all the cheese there is to sell and I shall ship it where I please.' And yet that is the very assertion made to me while I was in Tillamook. There are only three independent factories in Tillamook, and I think they send their supplies here, but the other 19 do not because their selling agent doesn't see fit to do so. There are no excuses for cheese prices being so high at the present time and the only reason for it is that the man that controls the situation says that is the price he wants.

"Just as sure as these conditions continue something is going to happen to the dairy interests of Tillamook. Other men are being forced into the business and Tillamook factories will have competition which they cannot afford to have. The time is coming when California will turn down Tillamook cheese; and then watch for the awful slump that will follow in cheese prices. When that happens, the Portland market will have been lost to the Oregon product and what will the producer do then? The future of the Tillamook dairy industry is at a stake and something should be done, I believe, to save it. Cheese prices here today are quoted at 17 cents for Tillamook twins and triplets, and 18 cents for young Americans, with 16 cents as the buying price at Tillamook.

(From the Nehalem Times) The article of H. L. Lea, appearing in the Telegram of last Saturday, would indicate that the Portland cheese buyer is slightly peeved. He deprecates the unwise policy of the Tillamook County cheese makers of selling their cheese at the best possible price and thinks that our dairymen are going to the bow-wows because they do not humbly bow to the cheese combine in Portland and pray for it to take our cheese at the lowest price they are willing to offer. The whole article reads like one from a man who came to the county to the "Halla whiskered Rubes" of Tillamook County to slip something over on them when they were not looking. He found the dairymen here not the easy marks he had figured and, instead, found them wise to the cheese market. Then he hikes back to Portland and bewails the coming fate of those who are too ignorant to see the great advantage of selling on a low Portland market instead of reaching out for good markets.

Mr. Lea makes the greatest mistake of his life when he thinks the Tillamook Cheese will have to beg a market at Portland. This patronage of home markets is all right when it comes to an even break, but when the home market does not stand by the home people, there is a difference. The Tillamook County cheese brings a better price because it is better cheese. It comes from a particularly favored dairy district and is manufactured by men trained in their profession. Cheese making is a science, not a convenience, as Mr. Lea thinks.

Mr. Lea does not like the idea of having Mr. Haberlach turning him down because of the measly Portland price. The dairymen are fortunate in

having a man like Mr. Haberlach finding a market for their product and the knocking yell of "monopoly" by Mr. Lea will fall flat. The chances are that, if Mr. Lea was in the cheese making business in the Tillamook County cheese makers are doing and are going to continue to do—look out for themselves and sell on the best market.

HABERLACH MAKES REPLY.

Shows that Lea is the Colored Fellow in the Fence.

When asked for an expression of opinion on Mr. Lea's article, Carl Haberlach, secretary for a number of the Tillamook cheese factories, at first laughed and said that he thought any one could read between the lines and see what was the matter with Lea, but finally consented to give out the following statement:

The trouble with Mr. Lea is probably the same as the little school boy, he got spanked and now is crying about it. Something over a month ago an effort was made in Portland to depress cheese prices, and the Oregonian printed the following under date of May 21st:

"The cheese market is very weak with supplies accumulating. The local market is now practically on a 15 cent basis. Outside markets are also soft. California dealers are taking orders for Southern Oregon cheese at 14 1/2 cents."

The next day the following appeared in the same paper, namely: "Cheese was weak. The expectation of dealers is that prices will go materially lower as the season progresses."

On both days prices were quoted to the retailers in said paper at 15 cents.

Now as I understand it, Mr. Lea's people had a contract with the Red Clover people to take their output on daily quotations of the Oregonian, less 1 cent and freight to Portland. I took this up with the Oregonian, and at this time have a letter in my possession from the editor to the effect that they got their quotations from Mr. A. H. Lea, and another house, and acknowledged my complaint was just.

Now why should Mr. Lea squeal? Well a few days ago they remitted Red Clover for their May cheese and they were enabled to pay their patrons thirty three (33) cents for butter fat. At the same time the other factories around Tillamook with the same or larger making charge paid as follows: Maple Leaf, 38.6 c; Tillamook Creamery, 38.3 c; Fairview Dairy, 38c; Elwood Creamery Co., 38.7 c; Long Prairie, 36 1/2 c; and South Prairie Creamery, 37.3 c.

Now Mr. Lea doubts whether or not we are getting such an advanced price in California and says it seems strange to him why there should be such an everlasting demand in California for our product. I wonder if he thinks I am digging down into my own pockets to make up the difference of an average of 5 cents for May butter fat. I would take more than my year's salary to do it. As for keeping our cheese off the Portland market, that is all nonsense. We sent a total of 1119 cases of cheese to Portland last week, by rail and water.

When the market was in bad shape in Portland and was being quoted to the trade at the same price we were asking, it was of course hard for dealers to do much business, and for a while we sent most of our cheese to California. The result was that certain Portland dealers soon discovered that we could get along without them, and of course then many of them were anxious to buy. If misery likes company, I might add for Mr. Lea's information that last week we sold 300 boxes to a firm that had sold cheese in the valley at 15 1/2 cents and 15 1/4 cents, and they paid us 16 cents Portland for it.

Mr. Lea says he claims it is not right for one man to sit upon his throne and say what the price of cheese is to be. It is surely hard luck that he can't name the price, hard luck for them when in the same paragraph he says that there is no excuse for cheese being so high at present and "the only reason for it is that the man who controls the situation says that is the price he wants." Now he is surely loyal to Tillamook. Why should we take less than market conditions justify? We have a good article and people are willing to pay the price. We are selling it as fast as it is ready to ship, in fact have more stock than we can send off this week. Have 1120 boxes sold in California now.

Lastly he says something has got to be done to save the dairy industry of Tillamook. First, of course, fire Haberlach, break up what organization we have, fire the inspector, and let Lea run things. Maybe we could then get prices down to where California cheese is selling for. The only thing the majority of farmers of Tillamook don't like of the present situation is that certain farmers in the Red Clover district should let a man like Lea have Tillamook cheese to knock out their sales but if they want to dance they are also paying the fiddler. Lastly I wish to add that Mr. Lea cannot serve two masters, he can't get Red Clover people more money for their cheese than we are getting, and at the same time buy cheese cheaper for his house than market prices.

Notice to Contractors.

Scaled bids addressed to the County Court of Tillamook County, Oregon, for the proposed improvement at West Creek, Beaver Oregon, will be received by the County Court of Tillamook County, Oregon, on or before July 10th, 1914, at 10 o'clock, A. M. and at that time opened and read.

Each bid shall be accompanied by a certified check made payable to Tillamook County, for an amount equal to 5 per cent of the amount of such bid, which shall be forfeited to the County, in case an award is made and the bidder shall fail, neglect or refuse for a period of ten days after

which the award is made to enter into a contract and file a bond satisfactory to the Court as required by law.

The bids are to cover the excavating and grading of the County road, building a reinforced concrete arch across West Creek, according to the plans and specifications on file in the office of the County Clerk.

Said work to be completed on or before August 31st, 1914. The County Court reserves the right to reject any and all bids, Dated this 15th day of June, 1914.

J. C. Holden, County Clerk. First publication, June 18th. Last publication July 9th.

Notice of Completed Contract.

Notice is hereby given that U. G. Jackson, County Surveyor for Tillamook County, Oregon, has filed in this office his certificate of the completion of the contract of Tillamook Bay Construction Co. on Section "A" of the Garibaldi-Wheeler Road, and any person, firm or corporation, having objections to file to the completion of said work, may do so within two weeks from the date of the first publication.

Dated this 25th day of June, 1914. J. C. HOLDEN, County Clerk.

SUMMONS.

In the Circuit Court of the State of Oregon for Tillamook County John Matela, plaintiff

vs. Sanni Matela, defendant.

To Sanni Matela, the above named defendant:

In the name of the State of Oregon: You are hereby required to appear and answer the complaint filed against you in the above entitled Court and suit, on or before the last day prescribed in the order for the publication of summons made herein, which said order was made, and is dated May 28, 1914, and if you fail so to answer for want thereof, the plaintiff will apply to the Court for the relief prayed for in his complaint on file herein, to wit: that the bonds of matrimony now existing between plaintiff and defendant be forever dissolved.

This summons is served upon you, by order of the Honorable Webster Holmes, judge of the above named Court, dated this 28th day of May, 1914, and the date of the first publication of this summons is the 28th day of May, 1914, and the date of the last publication, 9th of July, and the last date upon which you are required to answer on or before, is, and will expire on the 9th day of July, 1914.

T. B. Handley, Attorney for plaintiff.

Notice.

TO ALL TO WHOM THESE PRESENT SHALL COME—GREETINGS.

Notice is hereby given by the State Board of Fish and Game Commissioners that, in accordance with the provisions of Section 5316 of Lord's Oregon Laws, that portion of Tillamook River, in Tillamook County, Oregon, above a point 100 feet below the lowermost portion of the mouth of Trask River, except that portion of Tillamook River within 100 feet from any portion of the mouth of Trask River, is hereby opened to salmon fishing, other than with hook and line, commonly called angling, from and after July 15, 1914, as approved by statute.

State Board of Fish and Game Commissioners. By Floyd Bilyeu, B. E. Duncan, Geo. H. Kelly, and M. J. Kinney, Commissioners. Dated at Portland, Oregon, June 9, 1914.

Notice Closing Streams.

KNOW ALL MEN BY THESE PRESENTS, that, whereas for the purpose of propagating, stocking and protecting the salmon fish which frequent the waters of Nestucca River and its tributaries, in Tillamook County, State of Oregon, the State Board of Fish and Game Commissioners has decided to close the said Nestucca River and its tributaries above a point on said Nestucca River one hundred (100) feet below the lowermost portion of the confluence of Horn Creek and the Nestucca River, to prevent fishing therein by any means whatever, except with hook and line, commonly called angling, for salmon fish during the period of time hereinafter specified.

NOW, THEREFORE, NOTICE IS HEREBY GIVEN by said State Board of Fish and Game Commissioners that said Nestucca River and its tributaries above a point on said Nestucca River one hundred (100) feet below the lowermost portion of the confluence of Horn Creek and the Nestucca River, are and each of them is hereby closed to fishing by any means whatever, except with hook and line, commonly called angling, for salmon fish, from and after 6 o'clock P. M. on the 15th day of July, A. D. 1914, until said streams are opened to salmon fishing again in accordance with Section 5316 of Lord's Oregon Laws, and it is and it shall be unlawful to fish for, or take or catch any salmon fish by any means whatever, except with hook and line, commonly called angling, during the said period of time above specified.

Any and all persons whomsoever so fishing in violation of this notice will be prosecuted as by law provided.

State Board of Fish and Game Commissioners. By Floyd Bilyeu, B. E. Duncan, Geo. H. Kelly, and M. J. Kinney, Commissioners. Dated at Portland, Oregon, June 9, 1914.

Cows for Sale.

Three cows for sale, three yearlings and one yearling bull. Apply to Zeno Bieser, Tillamook, Ore.

SOME BARGAINS IN CHOICE TILLAMOOK CITY LOTS. This property we are now offering was platted by us from the acreage consequently it is the lowest in price of any property offered in Tillamook at the present time:— KING ADDITION:— Located three blocks west on 5th street from the High School. Every lot choice and slightly, 50x100 ft. with 10 ft. alley, 6 ft. sidewalk all in. Your choice of any of these lots for a short time at \$275. & \$300. STILLWELL PARK:— Located just west of King Add, this is very fine property, lots all 5000 square feet to the lot. One fine quarter block of 10,000 square feet at \$350, which you can't beat in this town or anywhere else. GOODSPEED'S ADDITION:— Located East on 1st and 3rd streets, adjoining R. R. I have for sale in this tract the choicest lots in the city. All high and slightly, 50x100 ft. to each lot. Prices range from \$250 and up. Terms, easy payments. On the above property you can make no mistake in making an investment NOW. You can have your own terms of payment to suit your convenience, in monthly, quarterly, semi-annual or yearly payments. The price, the terms and the property are all more than any investor could possibly desire. Make your selection now before it is too late. ROLLIE W. WATSON, Tillamook's Leading Sub-Division Agent. TODD HOTEL. INSURANCE LOANS RENTALS

The Range With A Reputation. Some of the Reasons Why. A Perfect Baker—absolutely dependable, every day, year in, year out. Built on honor, of the best materials. Outwears Three Ordinary Ranges. Economical in Fuel. The seams of the Majestic are riveted (not put together with bolts and stove putty)—they will always remain air tight, because the heat never cold affects them. The Majestic even is lined throughout with pure asbestos board, held in place by an open iron grating—you can see it—and it stays there always. Air tight joints and pure asbestos lining assure an even baking heat, saving one-half the fuel. All doors drop to form rigid shelves. No springs. Majestic's iron oven racks slide out automatically, holding whatever they contain. The Great MAJESTIC Charcoal and Malleable Iron RANGE. FOR SALE BY ALEX. McNAIR & CO. It Should Be In Your Kitchen. Made My Life Worth Living. "I feel it my duty to tell others what Chamberlain's Tablets have done for me," writes Mrs. L. Dunlap, of Oak Grove, Mich. "I have suffered with pains in my back and under my shoulder blade for a number of years, also with a poor appetite and constipation. I tried all of the remedies that I heard of, and a number of doctors, but got no relief. Finally a friend told me to try Chamberlain's Stomach and Liver Tablets. I got a bottle of them and they soon helped my stomach; by their gentle action my bowels became more regular. Today I feel like praising them to all who suffer as I did, for they have cured me and made my life worth living."

- DR. L. L. HOY, PHYSICIAN AND SURGEON. TILLAMOOK BLOCK, Tillamook, Oregon.
- DR. ELMER ALLEN (Successor to Dr. Sharp), DENTIST. Commercial Building, Tillamook.
- DR. JACK OLSEN, DENTIST. (I. O. O. F. Bldg.) Tillamook - Oregon.
- W. C. HAWK, PHYSICIAN AND SURGEON. Bay City - Oregon.
- CARL HABERLACH, ATTORNEY-AT-LAW. TILLAMOOK BLOCK, Tillamook - Oregon.
- T. SARCHET, The Fashionable Tailor. Cleaning, Pressing and Repairing a Specialty. Store in Heins Photographic Gallery.
- T. H. GOYNE, ATTORNEY-AT-LAW. Office: OPPOSITE COURT HOUSE, Tillamook - Oregon.
- E. J. CLAUSSEN, LAWYER, DEUTSCHER ADVOKAT. 213 TILLAMOOK BLOCK Tillamook - Oregon.
- R. T. BOALS, M.D., PHYSICIAN AND SURGEON. Surgeon S. P. Co. (I. O. O. F. Bldg) Tillamook - Oregon.
- J. E. REEDY, D.V.M., VETERINARY. Both Phones. Tillamook - Oregon.
- DR. E. E. DANIELS, CHIROPRACTOR. Local Office in the Commercial Building. TILLAMOOK - ORE.
- DR. L. E. HEWITT, OSTEOPATHIC PHYSICIAN AND SURGEON, OBSTETRICAL SPECIALIST. Both Phones. Residence and Office in Whitehouse Residence, TILLAMOOK, OREGON.
- H. T. BOTTS, ATTORNEY-AT-LAW. Complete Set of Abstract Books in Office. Taxes Paid for Non Residents. TILLAMOOK BLOCK, Tillamook - Oregon. Both Phones.
- W. G. MCGEE, M.D. PHYSICIAN & SURGEON. Office: Next door to Star Theatre.
- G. GEORGE WILLETT, ATTORNEY-AT-LAW. TILLAMOOK COMMERCIAL BUILDING Tillamook - Oregon.
- A 15 Watt Mazda Lamp. On your front porch can be lit every night until midnight and register not over fifty cents per month on the meter. TILLAMOOK ELECTRIC LIGHT AND FUEL COMPANY. WILL SPALDING, Manager.