

# HOPS HOP UP

Mr. Ottenheimer Gives His View of the Situation.

HE WRITES TO THE ASSOCIATION

Thinks 8 to 12 Cents Is a Fair Valuation for This Year's Crop—Mr. Winstanley's Reply.

On the 10th inst. James Winstanley, representative at Salem for the Oregon Hop Growers' Association, received a business letter from H. J. Ottenheimer, who is the Salem representative of Lillenthal & Company, hop brokers of New York and San Francisco, which, aside from the business matters therein contained, reads as follows:

"Dear Sir: I have refrained from addressing you or endeavoring to do business with your association until now, deeming it more advisable to wait until such time as your organization was thoroughly established, and its plans sufficiently developed, and matured so as to permit of our dealing together on a business basis.

"I understand that you are now in a position to transact business, and I desire to compliment you and the officers of the organization, as well as the directors, for the splendid manner in which they have organized the growers of the state. It certainly was no small task, and I believe that the growers owe the officers of the institution a vote of thanks in recognition of their untiring efforts to form the association.

"While traveling through the hop sections in my capacity as hop dealer, I find the sentiment is universally in favor of the association. I find some growers who, because of certain conditions and obstacles, are unable to put their hops in the pool, but at the same time are with you, heart and soul, and I believe that they will act in conjunction with you, and co-operate just the same as though they were in the pool.

"Up to date the association has unquestionably accomplished considerable. During the early part of December when the association was formed at Salem, hops could be bought readily at 4 cents per pound, according to quality, and inferior grades could not be sold at all as brewers showed no interest in the market what'ever.

"As soon as the association was formed and the growers put their hops in the pool, it put a stop to the peddling of hops by those growers who were demoralized, and were shopping from one hop office to another trying to dispose of their hops.

"The selling pressure from the coast was thus removed and when the brewers, after a wait of a few weeks, saw that hops were not being thrown at them as before, they became more interested and commenced to buy. In the meantime, the hop dealers' who, therefore, had not carried any stocks, also observed that the growers were firm and they started to buy.

"It is now a month since the organization was formed and the market is unquestionably in much better shape and the demoralization has entirely disappeared. Hops, which could not be sold at all, have all been gobbled up at 5 cents per pound, and the better grades have all advanced in value from 1 to 2 cents per pound. Dealers are scouring the country, and for the first time since hops were in bale are unable to fill their orders. Such is the condition of the Oregon market today. Stocks in both California and Washington are very small and are firmly held, and the base of operation has shifted to Oregon where stocks are not so small and the key to the situation is now in the hands of the Oregon Hop Growers' Association.

"I contend that the price of hops is governed by the law of supply and demand and that this year the growers are at fault for forcing their hops on the market, thereby giving an appearance of an over supply.

"Checking the forced sales has a tendency to cause the brewers to buy, and thus create a demand, and I am of the opinion that 8 to 12 cents is a fair valuation for this year's crop, based on the crops raised and consumption, but not taking into consideration growers' necessities, these having been eliminated by the formation of the Hop Growers' Association."

Mr. Winstanley replied to Mr. Ottenheimer as follows:

"Salem, Oregon, December 12, 1900.—H. J. Ottenheimer, Oregon agent for Lillenthal & Co., hop brokers, Salem, Oregon.—Dear Sir: I am in receipt of your valuable letter of the 10th inst., and will submit the same to the proper committee of the Hop Growers' Association for their consideration.

"I fully agree with you that the price of hops has been raised from 1 to 2 cents per pound by the Hop Growers' Association, and there is still an upward tendency in price.

"Our president, Hon. M. L. Jones, is now in New York in the interests of the Hop Growers' Association, and it may be a few days before I shall have definite information from him concerning Eastern prices for hops, which, of course, will govern the price to be paid in Oregon.

"In the meantime, if yourself or any other hop dealer wishes to submit propositions to purchase for a price named by the party proposing to purchase, for any of the three grades of hops now pooled with the association, I will be pleased to submit the proposition and price, if a reasonable one, to our sales committee. I do not expect, however, that there will be any activity in the matter of making sales of hops, or receiving proposals to purchase until I hear from our president, Mr. Jones.

"I thoroughly agree with you that a fair valuation for this year's hops ought not to be less than from 8 to 12 cents per pound.

"Thanking you for your valuable letter, and your kindly interest for the

success of the association as therein expressed, I am, yours very respectfully, James Winstanley."

Says the Woodburn Independent: "O. S. Pomeroy, who has been doing considerable traveling in the interests of the Oregon Hop Growers' Association, found that very few first-class hops had been disposed of in this section."

Latoulin's home notes in the Mark Lane Express, of December 25th (the last to be received in Salem) are as follows:

"The cheerfulness associated with the festive Christmas season is struggling hard to disperse, or at least to modify, the gloomy thoughts which the unfavorable news from South Africa forces into the minds of all Englishmen; and despite the more immediate interest created by the continued activity of the Borough hop trade, it is impossible to lose sight of the war, for wherever our traders meet their conversation inevitably is diverted, sooner or later, into discussions upon the policy of the government, the tactics of the generals, and the probable duration, cost, and ultimate issue of the serious conflict in which the nation is engaged. But, powerful as is the hold which this important subject has upon us, there is some slight consolation to be found in the improved prospects presented by recent experience to the commercial mind, as there is now no question that the tide of prices is flowing, and the tone of business is manifestly stronger. An increased demand has been felt during the past week both for home consumption and for shipment to the Continent; and in the absence of choice parcels of hops, good medium and even lower class English growths are now inquired for. The advanced values are fully maintained, and in many cases growers are refusing to sell at present rates, or are advancing their limits in anticipation of better business at the commencement of the New Year. This is as it should be, and I am glad to note the extension of this determination. I have endeavored to emphasize the reasonableness of such a course, on the foundation of acts provided by the position of foreign markets, and the consequent certainty that English produce, abundant though it be, will eventually be required by consumers. The necessary suspension of business brought about by the holidays will doubtless strengthen the position of sellers, as beer consumption will be rather increased than diminished, and the needs of brewers must to that extent be greater when the usual course of things is resumed. Therefore, I would again urge upon planters that their opportunity, so long waited for, is on the verge of realization, and if they wisely take advantage of it, they will be able to assume command of the market, in which they have too long been oppressed. It is not improbable that as the raising of quotations may appear to check the progress of business, factors may be inclined to try to persuade their clients to accept the lower offers that will be forthcoming, but let me advise my country friends to be definite in their instructions to their agents, and even at the risk of dissatisfaction to hold firmly to the limits they have put upon their hops. Let them bear in mind that factors desire business, without which their commission cannot be earned. It is therefore as much to their interest to meet the views of the buyers, who seek for bargains, as it is to please their clients. I am willing to make every allowance for the difficult position that factors occupy, being, as it were, between two fires; but as the rationale of their existence is primarily explained by the legally recognized agency that they accept from growers, the chief claim upon their services rests with their principals, without whose distinct approval they have no right to act. If factors take any other standing the value of their intervention is nullified, as the trade might as well be done directly between seller and buyer. Indeed, it is somewhat difficult to understand why the hop industry should be saddled with the expenses of two intermediaries between producer and consumer. One of them may be necessary for the purpose of distribution, but I fail to see why hops cannot be disposed of by similar methods to those that are common in other branches of agriculture. The present system has, however, been accepted for so long a period, and certain recognized complications have arisen therefrom, that I feel such a radical change as I suggest is not yet possible. But I venture to propose that if factors are to be retained as a part of the essential machinery their scale of remuneration should be regulated by actual results. At present they have no direct pecuniary interest in exacting higher prices for their clients, unless they can raise the figure to the following 20s per cwt. This is frequently impossible, but if the commission was based upon a percentage I feel sure that every shilling would then be fought for, and very frequently an extra 5s. or would be obtained which is now lost to the grower and gained by the merchant. I recommend this to the consideration of planters, and shall be glad to have their views upon the subject."

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# THE FIRST REHEARSAL HELD

SALEM CHORAL SOCIETY PREPARING FOR THE MAY FESTIVAL.

Great Preparations Are Being Made for the Coming Event Which Means so Much to Musicians.

(From Daily, Jan. 14th.)

Haydn's great oratorio, "The Creation," which was composed in 1797 and 1798, received a very careful rehearsal last Tuesday evening in the University chapel. This was the first rehearsal of the Salem Choral Society in preparation for the coming May Festival under the auspices of the Willamette Valley Choral Union. The local society, of which Mr. Francesco Seley is director, will meet every Tuesday evening at 7:30 o'clock, and will study earnestly "The Creation" and "St. Paul," the two oratorios which are to be produced at the festival.

From present indications it is thought that all the live musical towns in the valley will send choruses to the May Festival. During the past week the Choral society of Dallas applied for admission to the Union, and was accepted. If the interest continues to increase, the Festival chorus will number 300 or 400 voices, and the singing of these great oratorios will be the grandest music ever heard in the Willamette valley. A chorus of 400 voices is not an impossibility. Salem alone could furnish half the number, if every singer would enlist in this effort to produce the highest class of choral works.

It is hoped that all the vocalists in Salem will unite in this common cause for the general musical welfare of this city and valley.

Mr. Seley is the director, but the chorus does not belong to him; it is NOT the University chorus; it is not a chorus of any faction or clique; it IS the Salem Choral Society, of the city of Salem. Membership is open to every reader of music who can attend the weekly meetings. No favoritism will be shown to any singer, neither will the society discriminate against any singer of good character.

The first rehearsal was well attended and the singers were enthusiastic. At this week's meeting the executive committee will present plans for the approval of the society.

On account of a misunderstanding regarding dates, the meeting of the Mendelssohn club is postponed until one week from tomorrow night, at which time an excellent program will be rendered. This program is under the direction of Miss Edith Ketchum and Miss May Tillson.

The University College of Music is rapidly outgrowing the studios. A modern building with plenty of music studios and a large auditorium is becoming a real necessity. Such a building would be an ever enduring monument to the life and name of some man of wealth—and more than any other thing, would bring Salem quickly to the front as a musical center.

The dean of the College of Music reports the registration of ninety students taking private instruction during the first four months of the present college year. This is a large increase over the attendance last year, showing a growing interest in music, and also in the College of Music with the present instructors.

FIRE AT SEA.

Steamer Destroyed Off the Coast of New Foundland—Sailors and Passengers Lost.

ST. JOHNS, N. F. Jan. 13.—(Saturday, a. m.) Further details regarding the wreck in St. Mary's bay show that the steamer probably carried a crew of sixty, with possibly some passengers. When first seen the after half of the wreck was blazing fiercely, and the fore part was under water. Kerosene in the cargo helped the blaze. At that time only three men were left on board. Two were washed overboard and drowned, and one survivor soon after left the rigging, swam to the rocks, and twice endeavored to get a footing. Failing in this he made his way back to the rigging where he died of exposure during the night. Many dead bodies are visible in the surf. Boats and other wreckage are thrown among the rocks for miles. It was impossible to reach the wreck, which has gone to pieces. There is not the slightest prospect that any soul on board escaped death, as the intense cold would have killed any who escaped drowning.

FRENCH WARSHIPS.

New York, Jan. 12.—A dispatch to the Herald from Santo Domingo, says: The French government, anticipating the arrival of the United States gunboat Machias here, has ordered two more warships to Santo Domingo. The vessels are expected to reach here tomorrow.

THE NICARAGUA CANAL

HEPBURN'S MEASURE REPORTED FAVORABLY IN HOUSE.

Similar to the One Considered Last Year—Senator Frye's Bill to Promote Commerce.

WASHINGTON, Jan. 12.—The house committee on interstate commerce today reported favorably the Hepburn Nicaragua canal bill. The bill is practically the same one reported by this committee in the last congress. The bill appropriates \$140,000,000 for the construction of the canal.

THE SUBSIDY BILL.

Washington, Jan. 12.—The senate committee on commerce today began hearings on Senator Frye's bill to promote commerce and increase the foreign trade of the United States, and to provide auxiliary cruisers, transports

and seamen for the government's use when necessary, the measure popularly known as the subsidy bill.

BRYAN'S PROMISES.

Agrees to Not Disturb Wool Tariff if Elected President.

Boston, Jan. 12.—The Commercial Bulletin tomorrow will say: The Utah correspondents of Boston wool houses say they have received personal assurances from William Jennings Bryan that, if elected president, he will retain the protective duty on wool, he having changed his mind on free wool.

ARE NOT POSTED.

Salt Lake City, Jan. 12.—The wool men here say, they have heard nothing of the reported change in the views of W. J. Bryan on the question of the wool tariff.

Lincoln, Neb., 12.—W. J. Bryan was in the city this evening, on his way from Minneapolis to Columbia, Mo., where he speaks tonight. His tour includes St. Louis, Frankfort, Ky., Cincinnati, and the Atlantic and New England states, and will not be finished until February 2d.

SILVER TO ADVANCE.

London, Jan. 12.—The renewed buying of silver by the Indian government, the Statist says, cannot be much longer delayed in consequence of the rupee coinage requirements, and this will lead doubtless to a marked improvement in the price of silver.

A PENSION GRANTED.

Washington, Jan. 12.—A pension of \$30 a month was today granted by the commissioner of pensions, to the widow of General Guy V. Henry.

THE LAWTON FUND.

Washington, Jan. 12.—General Corbin announced today that the subscriptions to the Lawton fund had reached \$20,101.

SUICIDE AT BAKER.

Well Known Citizen of Independence. Despondency Responsible for the Rash Act—Leaves Considerable Life Insurance to Family.

BAKER CITY, (Or.) Jan. 12.—Mike Rosendorf committed suicide by shooting himself in the head at 8 o'clock this morning, in his room at a hotel in this city. The family and two brothers reside at Independence, Oregon.

Despondency was responsible for his act. He left a number of letters addressed to relatives and friends, stating he had made a failure in life. He said he was a member of the Independence lodge of Workmen, and carried several thousand dollars of insurance in the Equitable Life Company, of New York, and that the premium would be due on the 14th instant. He said that the money, which he left would provide for his family, and without this he could see no way of supporting them. That he had wasted a fortune, having a mania for gambling over which he had no control, and he admonished young men to leave cards alone, that they were responsible for his downfall. His family resides in Independence, Oregon. His half brother, Herman Hirschberg, is the leading citizen there.

END IS NEAR.

Buller Is Penetrating the Boer Lines to Ladysmith.

LONDON, Jan. 13.—(Saturday, 4 a. m.)—General Buller's twenty-eight words, announcing his forward movement on Thursday, is interpreted that he has passed around the western end of the Boer lines at Colenso, and is now several miles behind them and within fourteen miles of General Buller's outposts at Ladysmith. The Boer forces a few days ago had forced with guns at Springfield, where General Buller dates his dispatch. These commands have been obviously disobeyed, either by fighting or by maneuvering, the Boers retiring across the Tugela as General Buller advances. From General Buller's dispatch, coupled with the fact that unofficial intelligence from the seat of war has virtually ceased since Monday, the deduction is drawn out that important operations are in progress, as he cannot move far without going against the Boer entrenchments.

The death lists from enteric fever and dysentery at Ladysmith, averaging from eight to ten daily, are considered more serious than the 420 casualties of Saturday's fight, as they indicate the frightfully unsanitary condition of the beleaguered town. A letter from Ladysmith, dated December 7th, says that even then ninety out of the 540 in the battalion, of which the writer is a member, were sick with dysentery or enteric fever, and, according to a dispatch to the Daily Chronicle, dated January 8th, the patients and attendants in Tumb camp, where the hospital is, then numbered 2800.

CANADIAN SCOUTS.

Victoria, Jan. 12.—The Canadian government has accepted the British Columbia offer of a company of mounted scouts for the South African campaign.

BOER STRENGTH.

London, Jan. 12.—The apparently well informed correspondent of the Morning Post, says: "The Boers strength, originally 30,000, is now heavily augmented by Cape colonists, and enemy's fighting forces may be fairly estimated at 100,000 men and 200 guns. The Boers are not compelled to guard their communications. Their grass is good, crops are growing, vegetables, cattle and sheep are plenty, and game is abundant."

DIED OF WOUNDS.

London, Jan. 12.—It is officially announced that the Earl of Ava has died of his wounds.

# THE BIDS WERE ACCEPTED

ASYLUM TRUSTEES AWARD CONTRACTS FOR A YEAR'S SUPPLIES.

Successful Bidders Were Yesterday Notified—Many Classes of Goods Divided—Among Various Merchants.

(From Daily, Jan. 14th.)

The board of trustees for the insane asylum has awarded the contracts for supplies for that institution for the ensuing six months, and notices were yesterday sent out to the successful bidders, while those whose proposals were not accepted, had their certified checks returned. The contracts were let to the following bidders:

Flour—Rickreall Milling Co., \$2,020. Graham, bran and shorts—Johnson & Phillips, \$757.50. Leather—Breyman Leather Co., \$302.32.

Tobacco—John Hughes, \$660.97; Weller Bros., \$70.49; Harritt & Lawrence, \$70.49. Vinegar—G. Stolz, \$96; Weller Bros., \$71.

Beans—Gilbert & Baker, \$165; Harritt & Lawrence, \$165. Tea—John Hughes, \$750. Dry goods, clothing, etc.—J. J. Dalrymple, Meier & Frank, Goldstone Bros., Olds & King, and Fleischer, Mayer & Co.

Crockery—Damon Bros., \$48.05; Harritt & Lawrence, \$76.75; Yokohama Tea Store, \$18.50. Tinning—R. M. Wade & Co., \$71.21; Gray Bros., \$11.45.

Oil and turpentine—John Hughes, \$66.43; D. J. Fry, \$205.75. Rolled oats—Harritt & Lawrence, \$76.73; Weller Bros., \$108; Gilbert & Baker, \$110; John Hughes, \$34. Coffee—Weller Bros., \$725.25. Sprunes—Gilbert & Baker, \$543.75. Syrup—Gilbert & Baker, \$79; Harritt & Lawrence, \$64.50.

Groceries—John Hughes, \$368.10; Gilbert & Baker, \$108.55; Weller Bros., \$112.15; Harritt & Lawrence, \$73.64. Tin and granite ware—R. M. Wade & Co., \$59.55.

Boots and shoes—Krause Bros., \$153. Spices—Weller Bros., \$38.75; John Hughes, \$1.80.

Brooms—Weller Bros., \$172.05. Sugar—John Hughes, \$107.1. Hams—John Hughes, \$408.75. Soap—Harritt & Lawrence, \$175.50. Cheese—John Hughes, \$65.

Cutlery and spoons—Harritt & Lawrence, \$8.50; R. M. Wade & Co., \$2. Stationery—Patton Bros., \$60.60. Miscellaneous—\$75.88. Hardware—Gray Bros., \$269.38.

Drugs—D. J. Fry, \$875.50. Meat—E. C. Cross, beef and mutton, \$84.50 per 100 pounds. Fish—Steiner's market, chinook, 8½ cents; steelheads, 8¼c; halibut, 6½c. Chloro Naphtholeum—Harritt & Lawrence, \$54.

THE CLARK INVESTIGATION

MONTANA WITNESSES EXPOSE CORRUPTION.

Several Representatives from that State Appear Before the Committee in Washington.

WASHINGTON, Jan. 12.—Doctor Ector, a dentist of Missoula, Mont., was the first witness before the Clark investigating committee today. He had participated in the campaign in Ravalli county in the interest of E. P. Woods, democratic candidate for the legislature, and who was a friend of Clark's. Ector said he had acted at the instance of Bickford, one of Clark's managers. Witness said Bickford had promised to pay him for his services, but no specific sum had been mentioned. A number of letters were read intending to show that Bickford had been an agent of Clark in the senatorial race.

Cross-examination of the witness was postponed until the defense could look up the letters received from Ector. Representative Sullivan, member of Montana legislature from Granite county, certified to having been approached by Bickford in Helena previous to the meeting of the legislature and asked to vote for Clark.

"I said," the witness testified, "that I might do so if there was enough in it. He said how much. I said twenty thousand. He then asked me if half that amount would not be enough. I replied no, and we parted."

Sullivan said he met Bickford, who suggested fifteen thousand. Witness told Bickford he would not vote for Clark under any circumstances, and had seen no more of him.

Probably the most important witness of the day was H. H. Garr, a member of the legislature who voted for Clark for the senate. He is one of the men in whose name the money was turned over to the state. Garr said that while this money, \$5000 in \$1000 bills, had been shown to him by Whiteside and he had marked the envelope containing it, Whiteside had not said anything to him about voting for Clark and that he had kept his promise to Conrad's friends to vote for him as long as he had a chance of election. He pronounced as untrue the report that he had told Judge D. F. Smith that he was to vote for Clark and receive \$6000 for so doing.

KEEP REPUBLICANS IN POWER.

Cosmopolis Enterprise. Every man in business knows that trade is better than when republicans were not in power.

DANGER TO THE FRUIT CROP.

Pellman Herald. A great danger lies in these mild spring-like days in mid-winter, as they are a menace to next year's fruit crop.

The sweet potato is most commonly propagated by means of the buds or shoots from the roots, which are called sets. The roots are planted in hotbeds, and the sets which develop are removed and transplanted in the field.

# SHELVING INVENTION TO SAVE MONEY.

One of the best mechanical engineers in New Orleans told an interesting story apropos of the tribulations of inventors. "About three years ago," he said, "I got up a little device that greatly simplified the working of a certain type of pump. I took out patents that cost me in the neighborhood of \$300 including the attorney's fees, and finally submitted the thing to a big manufacturing concern in the North. The proprietors at once conceded the merit of the invention and offered me \$500 down and a royalty of \$1.25 on each one used. The cash payment amounted to nothing, for it really fell short of covering my time and expenses, but the royalty was generous, and I figured it out that it would yield me an income of \$3,000 or \$4,000 for several years, perhaps longer; it depended on how soon something better entered the field. Accordingly I accepted the proposition and transferred all my rights.

"Now, how much do you think I actually received? Not a penny! No, I haven't been cheated; at least all the accounts have been perfectly straight. The trouble is they never put the thing on the market. They simply stuck the patents and drawing