

LOOKS BETTER

CALIFORNIA PAPER CONSIDERS PRUNE OUTLOOK BETTER AGAIN.

Some Advice from a California Paper as to Advertising the Fruit—Man Would Put Fruit Up in Fancy Packages—Would Increase Demand.

There is little new in the local prune situation. It is said that about 2,000,000 pounds of the last crop have reached the city and that there will be a great many more to come in yet. The movement continues rather inactive. There is no change in prices locally.

Regarding the situation of the prune market the California Fruit Grower of October 22, has the following: "A better feeling prevails in this market and indications point to some trading at slightly better values. It may be said at this time that Santa Clara are quotable for shipment at 15c basis for intermediate sizes, with 40-50s on a 2-cent basis, and 90-100s 15c to 2-cent basis. Outside prunes run down to 13-cent basis for the general assortment.

"As time passes following the rains, indications point to considerably more damage to prunes than was at first indicated. This is particularly the case in the northern districts, where the damage in some cases will amount to considerable. Santa Clara show some little damage from rain, but not so much as in the north. Quite a few sales of prunes have been made, and the amount available is not as large as the situation indicated some few months back. The crop will be considerably less than last year, present estimates being on the basis of 80,000,000 to 90,000,000 pounds for the Santa Clara valley against an output last year of over 105,000,000 pounds. Outside districts will not put out as much as last year, taking the state as a whole, rain and low prices."

Stock Basis.—F. O. B.

For boxed goods add 1/2c and 1/2c.	
30-40	15c
40-50	15c
50-60	15c
60-70	15c
70-80	15c
80-90	15c
90-100	15c
100-120	15c
Four sizes, 60-90	15c

The California Fruit Grower has the following timely article on advertising prunes. It is also pertinent to Oregon growers, yet the latter have certainly done a great deal in this line. It says: "The prune industry of this state is not in the best of condition. The fact is plain. Any reduction in supply is but temporary and only affects the situation for the time being. The real difficulty is that growers are not getting the prices for their product which they have reason to believe they should get. The cause of this, of course, is that prunes are not used to the extent that their value as a food product and their delectability warrant. The matter has been pretty thoroughly discussed

by the papers and by those connected with the industry and the conclusion has been reached that the only way to remedy this condition of affairs is to advertise.

"At the meeting of the prune interests held last week in San Jose a plan was proposed and discussed by which funds for advertising purposes might be raised. The details of this plan were given in full in the last issue of California Fruit Grower. There is no doubt but that the plan is practicable and by far the best that has yet been proposed. And has the advantage of putting the cost at the other end of the line, so that it is the consumer and not the producer who bears the burden of the expense. As this will amount to only about one twentieth of a cent per pound the increase in the cost to the consumer will not be noticeable. But the amount that can be raised will be very considerable, and if properly expended should be sufficient to bring large results.

"The plan has been recommended by the fruit interests as feasible and practicable. It now remains to see if the ones most vitally interested in the matter will put it into operation. There seems to be no good reason why they should not, and with a proper organization for the purpose the work should be commenced at an early date.

"Funds raised in this manner should be wisely invested. Advertising is a business just the same as fruit growing, and the chances are that the fruit grower himself is not more fit to carry on the details of large advertising operations than would a practical advertiser be suited to the details of fruit raising. There are men who devote their entire time to advertising. They know where and how money should be spent to bring in results, because it is their business to know. Any advertising scheme of the magnitude proposed by this plan should be in the hands of men who understand this line of business and know how to get results. The thing to do is to put the matter in the hands of one of the big advertising agencies where advertising has been made a science. There is no doubt but that if the work be carried on as

PLEADS GUILTY

LEE M. TRAVIS PLEADS GUILTY AT PORTLAND OF PEN-SION FRAUDS.

Is Sentenced to Pay a Fine of \$500 and to Serve a Day in Jail as Punishment for His Errors—McKinley and Ware Cases Set for Trial.

PORTLAND, Oct. 21.—Lee M. Travis of Eugene, Oregon, pleaded guilty to filing false affidavits for obtaining pension claims. He was fined \$500 and sentenced to one day in the county jail by the United States District Court today. The court announced that three cases against Horace G. McKinley, Marie Ware et al., were set for trial. One will be before the United States District Court on November 21 and the other two before the United States Circuit Court November 28 and December 5.

ARE STILL IN IT

MR. GERLINGER STILL CONSIDERING CONSTRUCTION OF THE DALLAS LINE.

Is Said to Be in New York Now in Connection With This Matter and It Is Also Said That He Will Be Almost Sure to Carry the Project Through.

Referring to the matter of the construction of the railway from Salem to connect with the Dallas & Falls City line at Dallas, which matter is pending yet with Mr. Gerlinger, the president of the Dallas & Falls City line, it seems that notwithstanding statements that he has given up the project, this is not the fact. Mr. Gerlinger is now in New York and it is said by "those in authority," that is, by those who have opportunities to know, that he is there for the purpose of floating the bonds for the Salem extension of the road and that he has every reason to believe that he will be successful.

Mr. Gerlinger has been in the East for some time now and is expected to return here within a couple of three weeks and it is said that when he comes there will likely be something definite to give out in regard to the matter. Mayor Waters with whom the writer spoke yesterday, said that he had every reason to believe that Mr. Gerlinger meant business and that he would be able to carry his scheme through.

It should be much good will result to the fruit industry of California.

Another thing is suggested by a Cincinnati prune merchant in a letter which he has written to the West. His advice already being sent by the Willamette Valley Association, whose packages are certainly as attractive as can be. This writer says:

"As the country becomes older, and necessarily more thickly populated, with the demand for neat, attractive goods is increasing. The slight increase of expense in the packing of goods, in our judgment, will make no difference, except by adding to the appearance of the goods and largely increase the sale of them.

"The finer grades in particular of all kinds of California fruits should be put up in small packages, of one pound each, with directions printed on the carton, or on slips of paper placed inside of same, showing how the goods should be prepared. Ignorance in preparing dried fruits is very great. It is surprising how few people know how they should be put on the table. The eye is to be pleased as well as the tongue.

"The use of printers' ink, circularizing every dealer in this country, so the dealer could instruct the consumer, would largely aid the sale of your very fine fruit. I have never seen finer fruit in my business career than what I have seen in the last few years from California; both in size, appearance and flavor. California fruits beat the world."

SANTIAM WATER POWER.

Sale of Property Rights Near Gates that Gives Valuable Water Power Rights.

(From Sunday's Daily.)

In the county recorder's office yesterday afternoon four deeds were filed for record by which parties near Gates transferred to a couple of Portland capitalists, property and water rights along the Santiam river for power purposes. In one of the deeds the provision is made that the grantees are to build and maintain a canal or ditch for the purpose of generating electric power, or for other power purposes, the canal or flume to be built within the next three years to make the deed valid. In all the deeds the principal portion of the land transferred consists of the Santiam river and its banks, and the tracts so transferred are all on adjoining pieces of property.

"This is the first step toward making use of the enormous water power going to waste in the Santiam river. The lands and river sold at Gates, in the four deeds named, will enable the purchasers to build a flume or ditch that will give a head of several hundred feet, and will give power sufficient to provide electric power and light for all the valley towns as well as run electric railway lines throughout the valley. It is said that the plant under contemplation at that point will provide the power for one of the systems of electric railroads planned for the valley. This is the beginning of the development of the power of the Santiam river and it is predicted that in a few years a number of such plants will be erected on the Santiam, and power enough to run the wheels of commerce throughout this part of Western Oregon will be provided from that one stream."

TYPICAL AMERICAN NEWSBOY.

At a reception that was tendered him in the mayor's office at Buffalo, Cardinal Sotolli praised the fearless, independent, hopeful character of the typical American.

"This independence and hopefulness and confidence," he said, "are to be found here, I have been told, even in the little children of the poor.

"The bootblack, the newsboy, the vendor of shoelaces, never repines or desponds, for he knows that he will save enough money to go to college, and eventually, he will graduate in law or medicine.

"I have a friend in America, a rich merchant, who bought a paper one morning from a newsboy, whose nature must have been admirably confident and hopeful.

"My friend had not the money to pay for his paper, and the newsboy said:

"I will trust you, sir."

"A day or two afterward, passing down that way, my friend singled out the newsboy and accosted him.

"You, I believe," he said, "are the boy I bought a paper from the other day when I had no change. I owe you a penny. Here it is, and thank you."

"But the newsboy waved aside the penny.

"Oh, that's all right," he said, "Keep it for your honesty."

AFTER PRIZE

THIRTY BOXES CHOICE PRUNES ARE BEING SHIPPED TO ST. LOUIS.

Will Compete for Prizes in the Fair Competition and the Samples That Go Are Fine Enough to Win "First's"—Will Send Thirty Packages.

(From Saturday's Daily.)

Yesterday the writer encountered Mr. Gile of the Willamette Valley Prune Association, and H. S. Gile & Co., busy putting up a ne lot of prunes for the Louisiana Purchase Exposition at St. Louis, which he is sending for the purpose of competing in the prize contest for prunes. He will send twenty boxes of twenty-five pounds each and ten of the ten-pound packages. They are beautifully packed and are wrapped in heavy packing paper to protect the boxes and keep them clean. These are selected from the entire stock of the association and while but little over the average of the entire crop, they certainly will make a good showing at the Fair. It is to be hoped that Mr. Gile will get the prizes in the interest of Oregon fruit growers. These packages were shipped yesterday by express. They are all marked "Pleasant Brand," and will help to establish that trade mark which is becoming known and is making Salem to be known over the world.

DEEDS RECORDED.

The following real estate transfers aggregating the consideration of \$6,704, have been filed for record in the Marion county recorder's office:

E. D. and L. B. Cass to T. B. and V. Walker, 6 acres in t 5 s, r 2 w, w. d.	\$3250
A. F. McAtee et al to F. J. and C. Rice, s 1-4 of blk 52, in University addition to Salem, w. d.	1600
R. W. Hardcastle et ux to J. and M. L. Beach 1-3 of an acres in Woodburn, w. d.	700
H. W. Fries et ux, to J. B. Scott et al, 120 acres in t 8 s, r 1 e, w. d.	500
G. B. Milloy et ux, to John Daly, land in t 10 s, r 5 e, w. d.	420
H. and J. M. Thomas to James A. French, lots 11 and 12, in blk 5, of Pleasant Home addition to Salem, w. d.	125
M. C. and J. H. Settlement to C. T. Bonney, 3 1-7 acres in Marion county, w. d.	107
Ann Palmer to C. A. Anderson, s 1-2 of n e 1-4, and n 1-2 of s e 1-4 of sec 2; also n w 1-4 of s w 1-4 of sec 1, in t 9 s, r 3 w, w. d.	1
K. E. Daniel to McD. Carpenter, 307.57 acres in t 6 s, r 1 e, q 4 d.	1
Total	\$6,704

Legal Blanks, Statesman Job Office.
Legal Blanks, Statesman Job Office.

COFFEY ESTATE.

Judge Scott Decides Questions Pending Between S. J. and Catherine Kerr.

Judge Scott yesterday decided the claim of S. J. Kerr in the estate of Edward Coffey, deceased, against the claimant and in favor of his wife, Catherine Kerr. The matter came up on the petition of S. J. Kerr to have the will of Edward Coffey construed. The will provided that one half of the estate should go to Catherine Kerr, daughter of Edward Coffey, but that she should not sell or dispose of it during her life or the life of S. J. Kerr, her husband, but that it should be enjoyed by both of them during their lives and by the survivor. In process of administration it became necessary to sell the real property belonging to the estate and S. J. Kerr claimed that either one half of the proceeds should be paid him or that all the proceeds should be held in trust, the profits to be equally divided between Mr. Kerr and his wife. The matter was argued at length Thursday by the attorneys, L. K. Adams and George for Mr. Kerr, W. M. Kaiser for Mrs. Homegon, one of the heirs, W. H. Holmes for Mary Young, another heir, and L. H. McMahon for Mrs. Kerr and W. C. Hubbard, the administrator. The court sustained the contention of the administrator and Mrs. Kerr that the money should be paid to Mrs. Kerr and that if Mr. Kerr had any interest in the matter it should be settled either by an action at law or a suit in equity. Mr. Adams gave notice of appeal.

POST PRANDIAL WIT.

If all the mysteries attending the successful passage of a civil service examination by some of our public officers were explained, their solution would make interesting reading. At a recent banquet, Frank J. Gallagher, former state senator, but more recently civil service examiner, gave a few samples of the material through which examiners must wade.

"One question that is included in all examinations," said Mr. Gallagher, "is 'Do you use intoxicating beverages, and if so, to what extent?'"

One applicant answered: "Not to excess."

Another wrote: "Yes. Beer is a food."

Still another said: "I am almost temperate."

"In an examination for the position for oil inspector," said the Senator, "the question was asked: 'How would you test gravity?' One Irish applicant wrote: 'By tellin' funny stories.'"

"In response to a question of 'Experience,' in an examination for keeper of animals in Central Park one applicant wrote: 'Indeed my experience has been very wide. I have had charge of all kinds of animals from elephants down to ants.'"

"At an examination for the position of building inspector, a candidate was asked: 'What are the cubical contents of a room eight feet long, six feet wide and ten feet in height?'"

"'Bed, washstand and chair,' answered the candidate. 'If it were larger 't would be a parlor and therefore require more furniture.'"

HAD A FIGHT

SKIRMISH BETWEEN THE UNITED STATES MARINES AND PANAMA INSURGENTS.

The Spanish Blood Is the Same on the Isthmus as Everywhere Else—It Has to Have a Revolution, or It Cannot Enjoy Life.

COLON, Oct. 21.—The news has reached here this evening that about 200 armed men, thought to be malcontent Panamas rather than Colombian soldiers, had been seen in the neighborhood of Culebra, threatening hostilities against the Panama government. As soon as the American authorities became cognizant of this force, marines were sent to ascertain the purpose. It is rumored a skirmish occurred and that several were killed, but there is no confirmation of the report.

No News at Washington.
Washington, Oct. 21.—Assistant Secretary Darling tonight said that so far as he was aware no advices had been received at the Navy Department of a reported skirmish between United States marines and Panamas on the Isthmus. If the dispatches had been received, the Assistant Secretary added, they in all probability would be sent to the department and not be delivered to officials until in the morning. At this time the navy has about 450 marines on the Isthmus a sufficient force, in the opinion of the administration, to cope with any difficulty likely to develop.

WHEN TO PURCHASE RAMS.

It is not good policy to wait until you are ready to use a ram to purchase one. It is neither justice to the seller nor to yourself. There are some rams that are at home anywhere, and you will also find people that are never homesick. Anyone knows that most animals when taken from one place to another are for sometime trying to get back, although their new surroundings may be better than the old.

A ram should have become used to his new surroundings and be contented to do well, which takes longer with others. No two persons feed and care for them alike, so that though equally good it is a change they may like or not. If you buy one at the last minute and put him out to service at once, do not blame the seller if he does not prove satisfactory. —[N. W. Agriculturist.]

Hon. John A. Jeffrey will return today from Minneapolis, where he attended the Modern Brotherhood convention. He also visited the St. Louis Exposition.

HIS FULL NAME.

Magistrate—What is your name? Prisoner—Smith. Magistrate—I want your full name. Prisoner's Friend—That's his full name, your worship. When he's sober his name is Smith.

A Word to Piano Needers!

Attend
The
Big
Sale

THE MOST rapidly developing branch of modern education is MUSIC, and without this most elevating accomplishment a young lady is not in position to demand all the world affords, either as a means of social advancement, or of livelihood, in the years to come.

Many a young woman owes her permanent home and social position to the attracting influences the new piano brought into her home, and many a fatherless home is being supported in the field of teaching, which is growing rapidly each passing year.

The old question of whether your home really NEEDS a piano has long been answered by the country's educational development, and the only question in hand is what instrument you need as a means to the end, and which firm is in a position to supply that need to your best interests, financially and morally.

As the oldest Northwestern house of unquestionable reputation and financial strength; as a house who has ever guarded the interests of its patrons by the judicious selection of the world's best instruments purchased for the least money that only spot cash transactions induce, we do not hesitate to claim precedence and advantages over all other Western music houses.

If your your home is one of those that NEED a piano or organ we want the opportunity of placing before you a piano proposition, which for fairness and attractiveness is not duplicated west of the Rocky Mountains.

Attend
The
Big
Sale

Allen & Gilbert--Ramaker Co.

Oldest, Largest, Strongest Piano and Organ House in the Pacific Northwest.

Portland, Seattle, Everett, Walla Walla.

Salem Branch 299 Commercial St.