

PUYALLUP, Aug. 15.—(Special.)—D. C. Pierce, secretary of the Hamburg Canning company of Hamburg, N. Y., capitalized at \$100,000 and doing an aggregate business of about \$350,000 a year, is a guest in Puyallup, with his wife and children, of the J. P. Leavitts, and has been visiting with considerable interest the canning establishments of the Puyallup valley. His firm deals only with vegetables, handling peas, corn, string beans and tomatoes.

The Hamburg company has three large canning plants in different towns in western New York. Larger plants are required for vegetables than for fruits, Mr. Pierce says. His company obtains all its vegetables by contract from the growers. Last year they handled the crop from 300 acres of string beans, 500 acres of corn, 30 acres of tomatoes and 1,200 acres of peas. The crop is contracted in the winter. Half the price is paid on delivery, and a note for the other half, payable the following February, given to the grower. The canned goods have been delivered by that time, Mr. Pierce says, and it does not require such an investment as to pay all cash at once.

Mr. Pierce has been much interested in the co-operative associations of the Puyallup valley. Co-operation has never been tried in New York, he says. He finds the plants here in splendid shape, he says, modern and sanitary in every respect, and turning out a fine quality of goods.

The Hamburg Canning company, as other companies in the east, must depend largely on Italian labor. In former years American labor could be obtained, but conditions have changed, Mr. Pierce says. His business has been somewhat hurt this year by a heavy over-production of peas in all the pea-growing states, and the consequent injury to the market. He will leave in 10 days or two weeks for the east.

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