

The Hood River Glacier.

VOL. XXXIII

HOOD RIVER, OREGON, THURSDAY, MARCH 16, 1922

No. 42

CONDENSED REPORT OF

THE FIRST NATIONAL BANK

OF HOOD RIVER, OREGON

AT THE CLOSE OF BUSINESS MARCH 10th, 1922

Resources:

Loans and Discounts	\$566,301.19
United States Bonds and Other Securities	241,003.12
Bank Building and Fixtures	49,146.53
Other Real Estate	8,500.00
Cash and Exchange	269,592.14
	\$1,134,542.98

Liabilities:

Capital Stock	\$100,000.00
Earned Surplus and Profits	30,072.84
National Currency	98,800.00
Rediscouunts	none
Borrowed Money	none
Deposits	905,670.14
	\$1,134,542.98

Victor Records Reduced in List Price

10-inch Black Label, Double Faced Records now listed at 85c.

Reduced to 75c

12-inch Black Label, Double Faced Records now listed at \$1.35.

Reduced to \$1.25



KRESSE DRUG CO

The Rexall Store

Come in and hear the latest March Victor Records.

PLAY GOLF SAYS STONE

FOSTERS COOPERATION, HE SAYS

Golf Statement Made by Association Manager in Annual Report—Agency Declared in Fine Condition

The sensation of Saturday's annual primary meeting of members of the Apple Growers Association, called for nominating candidates for the directorate, was the statement made in apparent earnestness, by General Manager A. W. Stone that he considered one of the sales organization's greatest assets his membership in the Waverly Golf club, of Portland.

"Playing golf is elevating," declared Mr. Stone, displaying a climactic ardor in his talk to the 750 growers assembled from all parts of the valley. It indicates honor and honesty in a man. It brings one in touch with the cooperative spirit. It fosters the cooperative spirit.

"A recent Monday morning Oregonian carried the news that I had been in Portland playing golf. A grower criticized me for being absent from my work. I called to his attention that my game was on Sunday. Sunday sports have not been made my habit of life, but I play on that day now for the reason that I cannot get away at any other time. If occasion arises, however, and I consider that it will be to your benefit, I will play golf on week days. I'll play a good game, if it will benefit the Association. If occasion requires a poor game for the organization, then I'll play a poor one."

Mr. Stone told growers that plans were now under way for a meeting of growers' associations of all northwestern districts to consider a wholesale system of cooperative buying. The session, too, he stated, will consider northwestern advertising campaign.

Directorate candidates were named as follows: E. W. Birge, C. K. Benton, E. C. Brownlee, J. C. Porter, G. B. Marsh, J. H. Jeffrey, R. H. Moore, Dr. J. D. Guttry, J. H. Mohr, J. R. Nunamaker and A. C. Staten, all members of the old board, Frank C. Deetham, M. O. Boe, W. C. Keck and Roy D. Smith.

Talks on various orchard problems were given by Leroy Childs and Gordon G. Brown.

Mr. Stone stated that the Association now had not a worry in the world unless it be from the fact that the federal government has not ruled on whether the organization must pay income tax. An exemption has been claimed on the grounds that it is a cooperative organization.

Roy D. Smith introduced a resolution of the Welfare Association, composed of West Side growers, calling for a cut of 20 per cent in all wages and salaries of employees drawing in excess of \$100 per month. It was defeated by a strong vote.

An outstanding feature of the annual report of General Manager Stone was his citation of the extreme cost of transportation and the charges made by middlemen in the part they play in getting apples to the ultimate consumer, Mr. Stone said.

"The following is a summary of the trend of costs in shipping fruit to the Atlantic seaboard and to Europe. This table is given so that we can more fully appreciate the extent of the proceeds of our fruit paid to transportation. We have taken the Atlantic seaboard and European ports from the fact that a very large percentage of our fruit is handled in this way. The cost per box by rail and water to New York and to Europe is as follows:

"From Hood River—

to New York to Europe

Option No. 1.....\$.75.....\$1.20

Option No. 2......78.....1.24

Refrigeration......88.....1.48

"Where ventilated steamer is used across the Atlantic the charge is only \$1.35. We ship to Europe by water at \$1.65 per box.

"It is thus readily seen that a big percentage of the proceeds of our fruit is paid out in transportation. On January 1, 1922, a reduction was made from 83 cents to 75 cents per box. This reduction only extends until June 30, 1922, at which time the rate will automatically return to 83 cents per box unless the present reduction is made permanent.

"In the marketing of fruit the transportation companies get nearly as much as the growers do for producing and marketing it, and the spread between the jobber and the retailer is nearly as much as the transportation charges. This condition applies not only to horticultural products throughout the country and is all wrong. It works a great injustice to both consumer and grower."

Mr. Stone cited that greater complaints were heard about the cost of labor and in the handling of the fruit than any other item. He declared, however, that these items could be charged off entirely and the grower would not notice any great difference in the returns.

"We must," he concluded his remarks on this phase of his report, "devote more of our time and energy to reducing costs between the delivery to transportation companies and the delivery to the consumer. Take for example the cost of handling a box of apple on the Erie Pier at New York city, practically 15 cents per box. The actual cost and expense of handling this fruit is practically nil, as there is no physical handling of the fruit, yet for the small service of the brokers they get more for simply making a saving without investing any money or being to practically any extent of loss of time, than we get for receiving, inspecting, handling, shipping, cold storing and marketing our fruit. This is all wrong and we are and are going to continue to devote a goodly portion of our time and energy toward righting these wrongs, which must be righted if our industry is to prosper. This does not apply alone to the fruit industry, but applies in general to all agricultural activities."

Mr. Stone's report shows that the total gross business of the agency for the 1921-22 season, estimates being made from March to May 31 of this year, will reach \$2,883,276.11, the largest amount in the eight years in which the organization has been in existence, with the exception of 1919, when the total gross, due to the large crop and high price of apples and strawberries, reached \$3,735,738.68. Segregation of receipts for the current

season shows:

Stores, \$500,000; apples, \$2,005,000; strawberries, \$229,934.78; pears, \$121,243.15; cherries, \$14,011.12; raspberries, \$80.72; loganberries, \$517.97; prunes and plums, \$27,677; blackberries, \$1,178; crab apples, \$183.10; quinces \$3.10; ice, \$20,000.

The Association's business in 1916 reached but \$721,245.50.

The estimated receipts of revenue of the Association for the season is placed at \$303,000, while the expenses are placed at \$240,000.

Mr. Stone stated that the percentage of fruit handled by the Association each season since it was organized has not varied greatly, although statistics show a variation of tonnage due to crop yield. The total number of packages for the current season reached 1,437,773, with apples leading with 1,285,834 boxes. The year 1919 exceeded this with a total of 1,366,649, of which 1,322,286 were apples.

Average prices on apples are given as follows:

Gravensteins, \$2.08; Kings, \$1.45; Winter Bananas, \$1.62; Jonathans, \$1.36; Delicious, \$2.02; Spitzenburgs, \$1.82; Arkansas Blacks, \$1.71; Orleans, \$1.82; Red Cheeks, \$1.47; Oregon Reds, \$1.63, and Newtowns, \$1.61. It makes returns to growers 10 cents per box is deducted for handling charges, two cents for advertising one cent for purchasing fund, and a maximum of six cents for storage.

Returns up to March 1 have been received on 68 per cent of the crop, a total of \$1,421,140.84, in settlement of \$90,973 boxes. This gives an average per box of \$1.69, as against a like average of \$1.60 at the same time a year ago, when but 57 per cent of the crop had been paid for. Average prices on other fruit is given as follows: Strawberries, \$2.85 per crate; pears, \$2.32 per box, and cherries, 1 1/4 cents per pound.

The report shows that the apples of the past season were of slightly better quality and larger in size than the year before, they fall short of the seasons 1918 and 1919, and Mr. Stone urges that growers improve the grades and sizes, a condition that will enable the sales department to return better averages.

"With 32 per cent of the crop yet to be paid for," says the general manager, "we cannot make any definite estimate as to the amount which will be received for the fruit yet unpaid for. Market conditions, however, warrant the conclusion that the final returns will show an advance in prices unless a serious break in the market occurs."

Mr. Stone's report showed that the warehousing cost of the sales organization had decreased 34 per cent in the past year. The decrease in wages and salaries the past year was 32 per cent.

The organization's inspection department, now operating under direct supervision of the management, Mr. Stone stated, had been more active, with the result that fewer rejections on cars of apples were noted. The department, he stated, not only operated to eliminate the packing of low grade apples, but to aid growers in the production of clean crops.

Mr. Stone complimented the Hood River Experiment Station and urged growers to avail themselves of its information.

Mr. Stone's report shows a total invested fund of \$40,000 which has been raised by association for a purchasing fund, a building fund and through membership fees. For next assessments for a purchasing fund will end this year.

WHEELER TO ADDRESS CLUB

TELEGRAM MAN COMING MONDAY

Commercial Club to Discuss Development of Scenic Assets Around Mount Hood

An elaboration of plans for the development of scenic assets of the forested area around the base of Mount Hood will be featured at the March meeting of the Commercial Club next Monday night. L. R. Wheeler, of the Portland Telegram, will be chief speaker at the session. Mr. Wheeler is a member of the Mount Hood Loop committee, composed of prominent Portland citizens and men from other sections, who since last July, following a tour around the mountain, have engaged in various activities tending to stimulate interest in a development of the scenic asset.

C. C. Crew, secretary of the club, who Monday night arranged with Mr. Wheeler by telephone for his participation in the meeting, states that residents of all parts of the valley are expected here for the session. Refreshments will be served following the addresses.

STONE EXPLAINS DISMISSAL SALES FORCE

The season's sensation in fruit circles is the explanation by General Manager Stone of the Apple Growers Association of the summary dismissal a year ago by the directorate of Sales Manager C. W. McCullagh and Dwight L. Woodruff, in charge of the New York City office of the organization.

Mr. Stone stated that the explanation was due to propaganda because of the circulation of propaganda as to reasons for the discharge of the men. The general manager said:

"While I do not care at this time to enter into a full and complete discussion of this proposition and all the matters which caused the change in our sales department at Hood River and New York, I feel that I am warranted in giving to our members sufficient information so that they will see that the course pursued by the Association in this matter was wholly justified. Mr. Stone then quoted the following letter written by McCullagh and Mr. Woodruff. The following telegram was dated March 7, 1921:

"Dwight L. Woodruff,
204 Franklin Street,
New York, N. Y.

"Tonight Board after Stone mentioned Kelly-Taub deal and Chicago deal and California Newtown deal in which we joined, met in secret session, then requested my contact statement after they received it they could consider with season in late 2400 and particular stress on letter written Taub of which he had copy. 2400 must would give them power to handle season. (Signed) C. W. McCullagh, Hood River, Oregon.

"Your information have wired President Birge offering resignation if needed. (Signed) Dwight L. Woodruff."

The following letter quoted by Mr. Stone is dated April 12, 1920:

"Mr. Louis Taub,
New York, N. Y.

"Dear Mr. Taub: I did not follow your suggestion to bill for two and a half cents per box on the 32 cars I secured from Kelly, as each car was shipped for the reason that I knew this would be an annoyance for you to send a check for each car separately, so thought best to wait until the close of the season.

"Inasmuch as all cars have been shipped, I presume, and undoubtedly of 766 boxes each, you may at your convenience send me a draft for the amount. I prefer draft for some of the clerks at our banks talk more or less about deposits made with checks are from fruit dealers. I figure the 32 cars at 766 boxes each amounts to 24,192 boxes @ 2 1/2 cents amounts to \$604.80, but you send whatever is right.

"Sincerely trust the deal proved a successful one.

"Yours very truly,
(Signed) C. W. McCullagh."

"Before the contracts with those parties were cancelled," Mr. Stone stated, "each appeared in person before the board of directors and the unanimous and final conclusion of the Board on passing upon the conduct of these two parties was as follows: That both Dwight L. Woodruff and C. W. McCullagh, by reason of their unfaithful service and their failure to discharge the duties they owed to the Apple Growers Association while employed by it, be forever barred from any further or future employment by the Association, and also from receiving any recommendation of any kind or nature commanding their services."

"We have given you only a small part of the transaction which led up to the cancelling of these contracts for service and have been careful only to give quotations from correspondence, so that there could be no possibility of being unfair to our former employees. You will understand, however, that this was only one course that could be pursued under the circumstances, when you take into account the further fact that both of these parties have failed to furnish a statement, as requested by the Association, covering their questionable activities."

Mr. Woodruff is now general manager of a cooperative growers organization at Wenatchee. Mr. McCullagh for the past year has conducted an independent sales agency here.

Omited Talks on Paper

F. A. Olmsted, chairman of this week's Tuesday Lunch club meeting at the Phoenician, gave an address on the manufacture of fine writing papers.

The immediate papers, Mr. Olmsted stated, are made from filthy rags, which are cleaned, bleached and beaten to a pulp of small fibers.

Statement of the Condition of the Butler Banking Company, of Hood River, Ore.

at the close of business, March 10, 1922

RESOURCES

Loans and Discounts	\$638,538.42
Bonds and Warrants	135,319.32
Savings Department Loans	227,569.76
Furniture and Fixtures	9,255.00
Real Estate	23,763.97
Cash on Hand and in Other Banks	196,763.49
	\$1,231,214.96

LIABILITIES

Capital Stock	\$100,000.00
Surplus and Undivided Profits	45,932.27
Deposits	1,085,282.69
	\$1,231,214.96

Member Federal Reserve System.

IT'S a satisfaction to know that when you purchase clothes at Vogt's you are paying the lowest price at which good clothes can be bought.

SPRING SUITS \$35 to \$45

This label means quality from every angle

Kuppenheimer



J. G. VOGT

Ladies' Glove Silk Hosiery, \$3.50

See the Windows

Doing Our Best To Save You Money

We have brought the prices of Hay and mill feeds down to a small margin, and we can save you money on seeds and fertilizer, if you will let us know what you need. Get your orders in early, we will take care of them whether its by the pound or carload. We have on hand a full line of

POULTRY AND DAIRY FEEDS

BEST PATENT FLOUR
WITH A MONEY-BACK GUARANTEE

GAS AND OILS

BODY FIR WOOD

4 foot, per cord, \$9.00 16-inch, per cord, \$10.50

See Us For Prices on Hay and Feed

McRAE & WOODYARD

Transfer, Feed and Fuel

Cor. 4th and State St. Phone 2861

IS YOUR CAR A WAIF?

A car deserves a good home. Keeping it in a public garage is as inconvenient as it is expensive. You never know how it is being used—or abused.

GIVE IT A HOME

With your own garage your car is safe—and the expense is less. It is there when you want it, without delays and disappointments. It costs so little to own a garage that it will quickly pay for itself in storage saved.

Step in for plans and specifications. We are ready with ideas, plans and materials and suggestions.

Emry Lumber & Fuel Co.

Phone 2181

Fourth and Cascade

BUSINESS IS GOOD

Good weather has returned and with it good business.

Now is the time to prepare for your summer's travel.

I am doing good work at Fair Prices. I am content. Are you?

"Satisfactory Service Always"

Shay's SERVICE Shop

AT THE

FASHION STABLES

Shop 1281

Res. 2772

The Hood River Machine Works

offers you its service for Welding, Gear Cutting, and all kinds of machine work, Starters, Generators, Carburetors and Ignition troubles.

On all overhauling and cars rebuilt by us we will give 90 days free service. A trial will convince anyone that we will do the right thing.

UNGER & LENZ

Successor to Slutz Bros.

Tel. 3173

Fairbanks-Morse Engines and Hayes Sprayers