

# Saturday, Monday and Tuesday

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## N. K. WEST - The Quality Store

### THE OBSERVER

BRUCE DENNIS  
Editor and Owner.

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1910 JANUARY 1911						
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#### A HINT TO GRANDE RONDE FRUIT MEN.

It is the rotten apple in the box, the painted knothole in the board, the musty streak in the butter or bacon which will decide the price of the second package of food you try to sell to a private customer. Most people will forget to praise the good specimens if they think you are trying to deceive them with a cull. Most of us have heard of the fine packing of the Pacific Coast fruit. Are there no culls in these packages? Interested in the matter, we wrote the firm of Steinhart & Kelley, who for some years have handled apples from the farmers of the Hood River region. Their answer follows, and

It is worth the attention of any First you would like to know if the packing of the Hood River apples is so perfect that we accept them without close investigation. Not only do we accept them without close investigation but we accept them without any investigation whatever, leaving the entire matter up to the Hood River Apple Growers' Union, a body of men whose personal supervision of all the fruit is packed and shipped to market. Our dealings with these men for the last three years, during which time we have purchased their crop, have always been of such a straight and upright character that we have never had occasion or cause to doubt their packing, and we have never been disappointed in our business dealings with them.

Our contract with the Hood River Apple Growers' Union, as represented by their board of directors, is certainly a very stringent one, they guaranteeing us a perfect pack and also guaranteeing that every apple in every box is absolutely perfect. We have handled several hundred thousand boxes and never have we found ourselves in condition to make a single complaint against their pack. It is as near perfect as human ingenuity and honesty of endeavor can make it; a fact, we shall be glad to have you drop in our place of business at any time and take a box of fruit from any heap, and you will find that every box is practically identical, and that every apple is absolutely perfect, whether you open the top, bottom or side of any package. This is more than we have been able to say for any large pack of fruit that we have ever contracted for.

Referring to your second question. The very best fruit from the Hood river country is purchased by us on f. o. b. basis, Hood River, and although of course the prices are not exactly public property, still we may tell you that they average around \$2.25 a box there. Of course you understand that a box of fruit will cost us a great deal more, as the freight

from Hood River to New York is on an average of 60 cents a box. Were possible for a number of individuals who are not connected with this association to do business on the same plan as that of the association, suffice it to say that if you can get a number of honest men who are also good business men together, they could do just as well as the Hood River Apple Growers' Union.

Regarding your endeavor to encourage Eastern fruitgrowers to put up a package as good as that of the West suffice it to say that this could be done just as well in the East as in the west if you can get enough, as we stated before, honest men who will pack honestly. The whole thing in a nutshell is simply and purely a business proposition. You no doubt know that the Eastern barrel pack, to say the least, leaves a great deal to be desired. You know that there are usually three or four good tiers on top and the rest is a lot of inferior goods. This is the reason why the public is now turning toward the box apples to take the place of the barrel and it is the writer's personal opinion that it will only be a few years until the barrel apple will be practically out of use for the better class of trade, owing to no other reason than dishonest methods employed in packing.

The entire matter is simply one of honesty and quality. Fruit can be had just as good in the East as in the West, and we see no reason why the Eastern grower can't get just as much for his goods as the Western grower, if he will only make up his mind to one absolute fact, and that is he has got to be honest, and that if he thinks he can fool the people all the time by putting up a fake barrel of apples he is making a big mistake.

#### STEINHART & KELLY.

The same thing can be done in the Grande Ronde fruit district that is done at Hood River. Why cannot fruit growers here get together and have an understanding.

#### VOTE BUYING IN DANVILLE.

Watch the whole bunch of politicians on both sides of the fence in Danville, Illinois begin to yell enough and then if it is possible for them to hush the matter up they will do so. Uncle Joe Cannon's crowd has doubtless bought votes and probably the Democratic circuit judge has also done the same thing. But the one is trying to catch the other and soon it will get so warm both will want to quit. Vote buying and vote selling in the east seems to be as common as the trading of bronchos in this western country.

The strongest factor at Salem, it is said, outside of the legislature proper is the Farmers Union. This organization put a block in front of Judge Webster's good roads bill and demanded a revision of it, and as years go by if this or any other organization holds together it can be an instrument of good to the entire people.

The question is often asked these days: "What is the legislature doing?" Now, really the legislature is not so bad, for it is doing nothing. So long as a legislature does nothing there

is some ground for praise. It is when such a body begins to do things that they frequently bail up the state and cause an extra session to be called to make some of their acts legal. And there are usually a great many acts that would suit the people better if they were never made legal.

In formally opening the high school building with Pinafore the faculty and student body are doing something that seems perfectly proper. For what could be nicer than to open such a palace to the public with song and merriment?

January is almost gone, so get ready to make a new start in February.

#### MERCHANTS FIGHT FAKES

Various Bills and Measure Now Before the Legislature Opposed.

A Salem dispatch says: To correct evils attending the credit system sufficiently to safeguard the interests of all retail merchants and to extend the work and scope of the organization, was the keynote of discussion at the fifth annual convention of the Retail Merchants of Oregon here today.

More than 100 delegates from all parts of the state were present, as well as many visitors and a large representation of wholesale men who are anxious to get in closer touch with the retailers.

No session was held Thursday. The entire day will be spent by the delegates in visiting the different states institutions and the legislature. In the evening a banquet is to be given by the Salem Business Men's Association. Then a number of prominent merchants and several state officials will speak on topics relating to the business of the retail merchants.

Several proposed laws introduced at the present session of the legislature will be placed under the ban and a committee will be appointed from the organization to wait on the legislature committees in whose hands the taboos measures have been placed. A bill

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#### HILLS DRUG STORE.

roduced by Senator Barrett of Washington county, is particularly objectionable to the retailers in that it proposes to reduce if not abolish the peddlers' license law. Merchants in the rural districts say that to allow peddlers to sell goods without license will prove ruinous to their trade. Another bill permits war veterans to peddle without license. That measure is also to be opposed.

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#### ATTORNEYS AT LAW.

COCHRAN & COCHRAN—Attorneys Chas. E. Cochran and Geo. T. Cochran. La Grande National Bank Bldg., La Grande, Oregon.

T. H. CRAWFORD—Attorney at Law Practices in all the courts of the State and United States. Office in La Grande National Bank Bldg., La Grande, Oregon.

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