

Says Need of Immediate Co-operation Is Urgent

President Sugrue of Cashmere Union Writes Open Letter to Fruit Growers of Northwest to Prove That Central Selling Machine of Some Kind Is Only Solution of Marketing Problem.

That a central selling machine of some kind for the fruit districts of the Northwest is the only practical solution of the marketing problem which fruitmen are now facing, is the opinion of John F. Sugrue, president of the Cashmere Fruit Exchange, from whom the following open letter has been received:

The marketing question of the fruit of the Northwest has reached a crisis. The value of the apple industry as at present existing is indispensible. Its future success or failure is in the hands of those engaged in the raising of fruit.

There is no opposition to the statement that has been so often made "that the raising and marketing of the Northwestern apple are two separate and distinct branches of one business." The knowledge of (1) how best to raise and prepare the fruit for shipment and (2) how to secure the best prices for the said fruit, does not generally exist in the brains of the same man or body of men. We are now more particularly concerned with the second proposition, namely, how best to market the product. On this question there are two leading issues:

First: That each section should be a law unto itself and that it is more advisable to fight our fellow grower from another district than to combine with him.

Second: That the best and most economical method is one big protective and selling agency whereby instead of competing with our neighbor we can confer with him, whereby instead of meeting him in the same markets we will, as far as possible, avoid one another. And whereby in event of our having to meet in the same markets we will be enabled to place our respective products in that market in proportion to the amount needed at any particular time by that particular market.

The first contention is, in my opinion, mainly based on the belief of each section in the great superiority of its product over that of its neighbor, and that opinion, bear in mind, is common to all sections. Does this superiority really exist to the degree supposed, and even if it does, is it a good and sufficient argument for us to commit ourselves to a war of interests or not? In the first place I do not believe the superiority does exist to the extent claimed. Each section has apples of peculiar merit and if these particular varieties were

the only apples in question the position taken by the advocates of "isolation" might be tenable. We have, however, to consider the industry as a whole. Also the consuming public do not confine themselves to the high-priced apple, and it is the consuming public as a body and not any particular section of that public that we have to reckon with.

Local pride is a most worthy and proper spirit to encourage, but it should not be allowed to blind us to certain hard and fast business theories which are not of an experimental nature, but which have been tried and tested and found to be advantageous for years. The science of selling, because it is a science, has certain axioms which cannot be gained, and acceptance of these admitted facts is absolutely necessary to the successful disposal of our crops today, and much more so in the near future.

Up to 1910, apples of good quality sold themselves. From now on, owing to the fact that the box apple is no longer a novelty and to the rapidly increasing volume of fruit produced, it is up to us to sell them. To do this we must eliminate all unnecessary competition and expense and consider the question not from our own particular viewpoint, but from a broader and more comprehensive standpoint. If we do not do this, and promptly, our industry will find that history repeats itself with a fatal regularity and that the period of depression, and, to many, of actual ruin, that has been the feature in so many industries of a like nature to ours will inevitably come to pass.

Personalities must not be an issue in this attempt to solve our troubles. Suggestions of merit must be considered for the good or harm that is in them. Local prejudice should be laid aside. This is a matter of business pure and simple, and should be decided on business principles only.

It seems strange to me that in this age of co-operation such strenuous objections should be raised to thorough and comprehensive co-operation as has been suggested by the Rogue River plan. Thorough investigation of this plan has up to the present brought to light nothing that was not beneficial to the grower. Lack of investigation has been the means of circulating many wild and idle surmises which had no foundation in fact and which, when ex-

(Continued on Page 10)

Good Roads Men Listen To Address by Expert

Up-to-Date Methods of Highway Construction Are Described by O. A. C. Professor at Largely Attend- ed Meeting—E. L. Smith Recounts Stirring Scenes at Convention That Nominated Lincoln.

Good roads boosters from all over the county who attended the meeting of the Commercial Club Monday evening and listened to the address by Professor Ernest F. Ayres of the Oregon Agricultural College learned an abundance of new facts about modern road construction, which promise to bear fruit in the good roads campaign for which Hood River county, in company with others throughout the state, is preparing.

One of the most interesting points brought out by Professor Ayres was that good earth roads are now being advocated in many instances in preference to macadam. He declared that it would surprise many people to find how satisfactory an earth road can be made when properly constructed. He stated that it would not be desirable to macadam more than ten per cent of the roads in Oregon or Hood River county. He further explained that the cost of properly maintaining and repairing a macadam road is high and that it is necessary to constantly repair them if they are to be kept in good condition. While macadam is advisable on heavily traveled thoroughfares, he said it would be useless extravagance to macadam the roads that are not subjected to much heavy traffic.

Professor Ayres went into a detailed description of road construction and emphasized above all the necessity of having proper subdrainage. He advocated filling the ditches, proper construction of culverts and also described the proper construction of roadbeds.

Two different kinds of road—the sand and the clay—should be treated entirely different, said the speaker. The sand road needs water and the clay road must have all water kept carefully off from it, out from under and away from it. To do this it must be properly crowned, drained through the tiled ditches and the water carried away through culverts. The sand road, on the contrary, should be slightly depressed in order to retain water. The ideal road is made of a mixture of sand and clay, thus insuring a good surface in all kinds of weather, he said.

The professor advocated state aid for roads, showing how a good highway benefits more than the farmers whose property abuts upon it, and said cost should be distributed among all.

Professor Ayres took a trip over some of the county roads and gave instructions as to how the different kinds of road should be cared for. Opportunity was given those pres-

(Continued on Page 2)

COUNCIL IS SPLIT ON CITY ATTORNEY

Whether or not Judge Derby is eligible for the office of city attorney on account of his connection with a local corporation as its attorney, was brought to an issue at the meeting of the city council Monday night. When the vote was taken three councilmen voted in favor of retaining Judge Derby's services and two voted against it.

The question was raised when a letter was read from Judge Derby stating the remuneration which he would expect if retained another year. Councilman Robertson moved that his services be accepted under the conditions specified. Thereupon Councilman Staten took the floor and declared that he was not in favor of Judge Derby being retained. He said that the fact that Judge Derby was in the employ of a certain public service corporation as well as the city placed him necessarily in a position in which it would be practically impossible to do the right thing by both of his clients.

Councilman Mayes seconded Robertson's motion. Robertson then took the floor. He said that in his judgment Judge Derby's position was as fair as could be expected for competent services; that he did not know of any instance of Judge Derby's duties as attorney for this corporation conflicting with his duties as city attorney. He also stated that no lawyer could be expected to receive only \$75 from the city and not engage in private litigation.

Councilman Staten again took the floor and asked whether Judge Derby had not drawn an ordinance for a certain corporation, which was submitted to the council and passed. He repeated that he did not see how an attorney could serve two masters without favoring one or the other.

The vote was then taken on the question of whether Judge Derby be retained. It resulted as follows: Ayes, Huggins, Mayes and Robertson; noes, Staten and Stranahan. Councilman Brosius was absent.

APPLE FAIR ASSOCIATION WILL DISCUSS BUILDING

An adjourned meeting of the Apple Fair Association has been called for Saturday, February 24, at the Commercial Club. The purpose of this meeting is to formulate a plan to carry out the original intention of the company, which was to erect a building on the corner adjoining the Davidson block to be used for a fair building as well as for business purposes.

Unclaimed letters at the Hood River postoffice are as follows: E. L. Bacon, R. E. Bradley, Miss Lucy Brown, R. Bucher, Mrs. J. Cox, Mrs. H. H. Cochran, L. A. Dahl, Miss Wilma Donnell, Wm. Emmons, Arthur Falcouabury, E. V. Gramps, E. H. Green, Chas. Hillmer, W. H. Harmon, Frank L. Keating, Mrs. Oliver Lafferty, John A. Lawrence, E. B. London, Miss Hazel Manners, Mr. & Mrs. Mansfield, Frederick Mark, Mrs. F. McKeeher, W. A. McNabb, Johnnie McPalmer, Chas. I. Moody, Dale, Rialto & Myers, Jas. Randall, Mrs. Rosa Rainey, C. F. Seeley, A. T. Soneman, C. E. Spencer, Ike Young.

There are parcels for Mrs. Sallie Hammond, I. A. Nancan, Mrs. P. L. Davis.

LOCAL TRANSFERS OF REAL ESTATE

Real estate transfers of the past week have been as follows: Charles A. Priestessing and wife to J. H. Durham and Suvilla V. Durham, four lots in Hood River park near Odell, \$2000.

Grace P. Farris and husband to J. R. Nunnemaker, 17 acres south of town and ten acres at Barrett. N. C. Evans, trustee, to W. J. Baker and H. T. DeWitt, lots six and 10 and parts of lots five and 20, block 34.

Oregon Lumber Company to school district No. 14, one acre near Dee. W. H. Goodenough and wife to W. H. Hoover, 40 acres in Barrett district.

C. R. Potter and wife to Guy Salting, lot 20, Idlewild, \$1000. Leroy Armstrong to M. Sue Armstrong, undivided one-half lots three and four and half of lot five, Paradise Acreage, \$10,000.

N. C. Evans, trustee, to Edith A. Gladen, lots four and 21, block 37, Hood River.

PASTOR TALKS ON NATIONAL ISSUES

Last Sunday at the Unitarian church Rev. H. A. McDonald spoke of the church and the social question. He spoke of many national conditions such as unemployment, unhealthful working conditions, the curse of monopolies, unequal suffrage and the evils of the open saloon. As relief from these he mentioned employment of the unemployed by the government in reforesting and reclaiming and in building public roads, canals, etc., government inspection and control of industrial conditions, federal control or ownership of monopolies, woman's suffrage and the closed saloon. To refuse to assume responsibility for these conditions or to oppose these remedies is like sweeping back the tide. They are the fulfilling of the laws of the universe. The church has passed the time when its chief concern is individual salvation, he said, and if it is to live a useful life it must work for the enthronement of social justice and righteousness.

Five Fairs for Children Being Arranged Here

Statewide Country Life Movement Takes in Hood River County and Arrangements Are Being Made to Stimulate Interest in Agricultural Pursuits— Winners Will Compete at State Fair.

Hood River children will have a chance to compete in raising farm products, flowers and poultry, if plans which were launched here the last of the week by N. C. Maris, field assistant in the extension department of the Oregon Agricultural College, are given local support. The plan is to hold five fairs in different parts of the county this fall, all entries to be made by children. The winners will be given prizes and also the privilege of exhibiting their products in competition with other children of Oregon at the state fair to be held at Salem.

Mr. Maris conferred with C. D. Thompson, county superintendent of schools, and with Secretary Kauffman of the Commercial Club, both of whom promised to cooperate in the movement which is statewide and conducted under the direction of the state bankers, commercial bodies, state educational authorities, Portland livestock interests and Oregon Agricultural College.

For the county contests here a list of prizes will be solicited from the merchants and business men. A splendid list of prizes is being collected by the state to be awarded at the state fair. The young Hood River farmers will first exhibit their products at local fairs, then at the state fair, if they have been fortunate enough to be winners, and again at the county fair. The local fairs would thus have to be held the last of August, as the state fair comes the first part of September and the county fair a little later.

A largely-attended and enthusiastic meeting was held at Mosler on Friday under the direction of Mr. Maris and keen interest in the county life movement is being shown everywhere throughout the state.

Much is expected from this new departure in the state's educational system and the allied influences behind the movement are such as to insure its success.

Bulletins on the various agricultural subjects will be issued to the children under the auspices of the O. A. C. to serve as text books in the various farming classes in the schools throughout the state. The contests will include work in gardening, general agriculture, domestic science, poultry raising and manual work.

W. B. DICKERSON ELECTED PRESIDENT OF LEAGUE

Oregon Agricultural College, Corvallis.—W. B. Dickerson of Hood River was elected president of the Oregon Agricultural Experiment League at the annual meeting; Director R. D. Hetzel, O. A. C. extension, secretary; Pres. A. J. Johnson of the Benton County National Bank, treasurer.

The four vice-presidents are E. B. Raddant, Siletz; R. H. Parsons, Medford; H. W. Hamlin, White Salmon, and R. W. Allen, Hermiston. Eight directors were named, as follows: M. VanHuyster, Hermiston; F. C. Refmer, Talent; Dr. J. F. Morel, Portland; A. L. Chamberlain, Newberg; F. S. Ballef, Ontario; Dr. Jas. Withycombe, O. A. C.; D. T. Aubrey, Cottage Grove, and Claude Nosler, Bridge.

Treasurer Johnson reported \$184.85 in the bank; Secretary S. F. Griffin, Medford, reported gains in membership and influence and efficiency through the plan of making the Oregon Countryman monthly magazine, the official organ of the league, free with each membership.

70 Per Cent of 1911 Crop Was Extra Fancy

Remarkable Showing Is Announced After Reports of Two Companies Are Studied and Averaged— "Fancies" Were Twenty-five Per Cent of Crop and "C" Grade Only Five Per Cent.

That 70 per cent of the local apple crop in 1911 was extra fancy is shown by figures for the fruit sold up to February 1 by the Hood River Apple Growers' Union and the Davidson Fruit Company. This remarkable showing of high grade apples has excited much local pride. The fancy apples are given out as having averaged 25 per cent of the entire crop and the "C" grade only five per cent.

The large number of extra fancies is explained by the fact that the crop last year was colored highly. The figures given above as well as those which follow are the averages of the averages of the two companies. The prices obtained for the season on four-tier apples are given as follows: Yellow Newtown Pippin, extra fancy, \$1.90.

Arkansas Black, extra fancy, \$2.12; fancy, \$1.75; "C" grade, \$1.35. Black Twigs, one grade, \$1.42. Red Cheek Pippin, \$1.62. Winter Banana, extra fancy, \$2.40. Baldwin, one grade, \$1.60. Spitzenburg, extra fancy, \$2.14. Wagner, one grade, \$1.60. Ortler, extra fancy, \$2.05. Strawberries, 60,000 crates or 100 cars, at \$2.25 per crate, average. Pears, 25 cars. Bartlett, \$1.25 per box. D'Anjou, \$1.92 per box.

The average of the Yellow Newtowns will be materially increased when the full returns are received in the late spring. The greater part of the Newtown crop is as yet unsorted. The principal markets of the Hood River apple are shown to be London, Liverpool, Hamburg, New York City, Chicago, Milwaukee, Minneapolis, Rockford and other cities contiguous to the above. An increasing de-

mand during the past two years has been showing itself in the middle west and southern states. Several carloads of Hood River apples have been disposed of in Tennessee and Arkansas within the past few months. Texas also consumes a great quantity of the fruit and is demanding more.

These figures were secured by Secretary Kauffman of the Commercial Club and appear in the "Hood River Commercial Club Bulletin," an attractive two-page folder published in the interests of Hood River and Hood River valley and county.

A feature of the pamphlet is a letter recently received from Governor West who states that he believes Hood River district received more advertising on the Governors' Special than any other section of the west. "Hood River is a name," he writes, "that appears to be familiar to most everyone throughout the east—especially those interested in fruit growing."

55 HENS LAY 1027 EGGS IN MONTH OF JANUARY

E. F. Batten has a flock of 55 hens which have done a lot of indignant cackling since they read in the News last week that Rev. J. B. Parsons' hens have been boasting of the record which they made last month. Mr. Parsons' 36 hens laid 523 eggs in January, or an average of about 14½ eggs each. They were "just common" hens. Mr. Batten's 55 Rhode Island Red pullets produced 1027 eggs in January, an average of about 18½ eggs each, or about 60 per cent yield. His birds are pure bred and from a good-laying strain that has produced prize winners.

West May Work Convicts On Road to Portland

\$10,000 Is Donated to Defray Expenses and Proposi- tion is Made to Governor, Who Takes It Under Consideration—Construction of Road Around Shell Rock Is Proposed.

Governor West has under consideration a proposition whereby a certain public-spirited citizen will contribute \$10,000 and the state will furnish convict labor with which to build a road past Shell Rock, which at present stands as a barrier between Hood River and Multnomah counties. Speaking in Portland the last of the week, the governor said:

"I was notified today that a certain citizen is willing to put up \$10,000 to help finance the building by convict labor of a road over Shell Rock, which stands between Multnomah county and Hood River county. I have this under consideration."

When asked about the project, County Judge Culbertson showed a

letter recently received from E. Henry Wenme, the champion good roads booster of Multnomah county. Mr. Wenme is particularly interested in the road along the Columbia from Portland east and announced that a friend of his had promised \$10,000 to help defray the expenses of constructing the most expensive piece of road between the two counties. Mr. Wenme expressed himself as confident that Governor West would put a gang of convicts on the work and was also hopeful that his friend with the money would give in excess of \$10,000 once the work was under way.

This being Good Roads Week throughout the state, the governor is carrying on an active speaking campaign. He says:

"I consider that the good roads movement is the proper system for solving the labor problem. We want to get people back to the farm but we cannot until we have good roads. These thoroughfares open up many opportunities for the state and will solve many an important labor problem."

"As to the system of issuing bonds in the amount of \$20,000,000, I have been criticized. I am willing to consider any supplemental measures which will solve this road problem and if they are as good as the measures I have arranged I will quickly get behind them and push. There is objection to my having charge of the funds. I concur in the opinion of others that the governor is the proper official for this. I know that I am honest and I know there will be no graft as long as I have charge of the money. I do not desire these roads for the benefit of any particular class, but for all classes. Everyone is to benefit."

We Oil Harnesses

We have just received a harness oiling tank. Bring your harness in and let us give it a good oiling before the Spring work starts.

Copy for advertisements MUST be in the office by Monday NOON.

EVENTS OF WORLD WIDE INTEREST PICTURED FOR BUSY READERS



News Snapshots Of the Week

Edwin Hawley, one of the best known railroad men in the United States, died suddenly in New York. He began his business life as an errand boy at a salary of \$4 a week.

General Sir Robert Baden Powell, hero of Marston and the founder of the Boy Scout movement, arrived in this country to review the work done here. As a result of the killing of a woman during the strike riots in Lawrence, Mass., Joseph J. Eitor and his lieutenant, Arturo Giovanni, were arrested.

Clarence Barron, chief counsel for the McNamara brothers, was indicted for alleged complicity in the attempted bribery of Robert F. Bray, a juror, and George Lockwood, a prospective juror. Reports from London state that ex-King Manuel and Dom Miguel of Braganza, pretender to the fallen throne of Portugal, have effected a reconciliation and that Miguel loaned the exiled king \$4,000,000 to help him regain his throne.

(Continued on Page 2)