

# BETTER SUGAR INDUSTRY GROWING

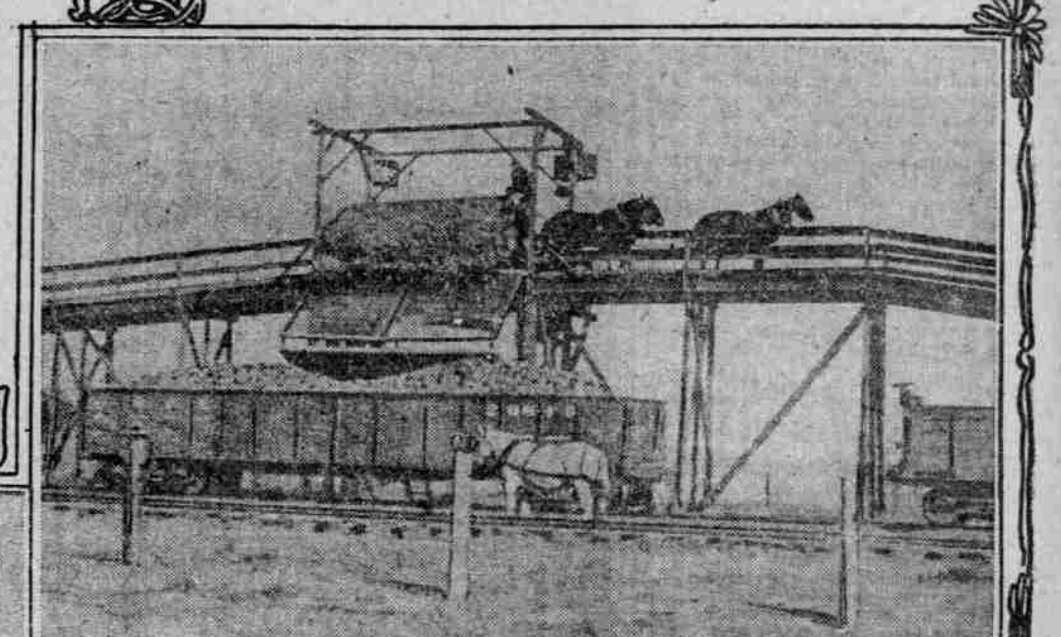
## Comparatively New Source of Profit to Eastern Oregon Farmers



PORTION OF BEET HARVESTING CREW EMPLOYED ON THE HALL RANCH, NEAR LA GRANDE, ORE.



SEEDING SUGAR BEETS



FACTORY OF AMALGAMATED SUGAR COMPANY, LA GRANDE, ORE.



LARGE BEET FIELD NEAR LA GRANDE

UNLOADING BEETS FROM FIELD WAGON TO FREIGHT CAR

...ranch over a branch line of three miles, leaving the main line of the O. R. & N. at Hot Lake. While the industry has been established but a few years, it has proved itself to be especially favored by prevailing climatic conditions and soil qualities. From a mere experiment it has grown to be one of the principal industries of a valley known far and wide for its varied trades and industries. The annual output of the present factory—about 5,000,000 pounds, valued at \$250,000. Aside from the 2000 acres that the sugar company annually seeds to sugar beets, there are many individual growers who make "big money" on their ventures. Every year landowners are turning tracts of fertile land over to the company, the expert training and systematic methods may make better success and bring more from the ground given over to beet raising. Favorable weather is largely responsible for the early closing in 1907, for previously the factory has been kept busy without ceasing from early in August until well along in January. Last season the run was shortened about 30 days.

By A. W. Nelson.  
THE rapidly growing sugar beet industry of the Pacific Northwest must look to the Grand Ronde Valley in Union County to learn how the industry progresses from year to year, and how best this valuable root crop can be increased. For the past year especially, the sugar beet growers of Union County invite and solicit the attention of the entire United States. Figures do not lie, and reliable statistics tell a story surest and best. Here is the story: The Amalgamated Sugar Company closed its

factory the first week of last month after an unprecedented run, during which the entire crop of 20,000 tons of sugar beets grown in this valley was converted into sugar that is in demand in all markets. Modern ideas prevail in all phases of sugar beet culture in Union County. Field Superintendent E. Sibbiel has under his direct management from 100 to 175 laborers and from 30 to 75 teams during the Summer months. New methods of seeding have been adopted and the best methods of topping, cultivating and pulling are also in vogue. The Knall ranch,

not far from La Grande and still nearer to Union, is the banner farm of them all and is managed by the sugar company exclusively. Here are barns that house hundreds of horses and boarding-houses that make a village. The beet "dump," one of less than half a dozen on this Coast, is located here. On the field, the pulled beets are thrown into a patented wagon and then hauled to the elevated contrivance known as the dump. Here a lever unloads the beets into a chute leading to a boxcar or gondola, which can be brought to the

Eastern cities and European markets fruit is handled in carload lots and immense quantities are sold at auction. When fruit is sold at auction all the boxes with a single mark are piled together. A great number of marks in the auction sale means confusion and lack of confidence and low prices. Buyers cannot remember 300 different marks from one district, but they can and do remember a single label from a locality. If the fruit put up under that label is fair and stands back of that guarantee. The association is run on business methods and the buyer knows that should a car not be up to standard he can get redress. And the buyer knows that if he has bought and paid an individual shipper for a car of fruit, if it is not up to standard his chance of receiving a concession is really very small indeed. Again, when a buyer buys a car of fruit from an association he knows it is put up

under rules and regulations, and that every box in the car, no matter what grower it comes from, is of uniform grade and quality and that both are guaranteed. He can therefore sell this car without inspection and with confidence, and he is willing to pay a better price for such a car. There was much opposition on the part of buyers to associations in the beginning for the reason that buyers were unable to purchase at as low figures from associations as they could from individuals. But all this is changed. The following statement may seem strong; nevertheless it is a fact. Growers will get better prices through an association, and buyers will pay better prices to an association, than they will to individuals. The reason for this is that the buyer is assured when he purchases from an association that he will get a uniform pack and a uniform grade and that both will be guaranteed, and that the association will live up to its guarantee. In conclusion I make one statement, which I do not believe will be refuted by any reliable firm that buys fruit in carload lots, and that is that every buyer will pay a better price for association fruit with a guaranteed pack and under one label than he will to an individual grower who does not guarantee his fruit and puts it up under individual labels.

### MANY FRUITGROWERS' UNIONS

Play Prominent Part in Upbuilding of Oregon's Horticultural Industry — Act as Agents for Producers

By E. H. Shepard, Editor of Better Fruit.  
HAVING spent my early days in an orchard in California, and for the last five years having been engaged in fruitgrowing in the Hood River Valley, for four years of which I have been manager of the associations here, I have given the subject of marketing of fruit the very closest of study. In a limited space I will endeavor to briefly outline first the necessity for associations to the fruitgrower, and secondly to show their benefits. The production and marketing of fruit are essentially different as the manufacturing and selling of the factory product. In order to do either well special ability is required. Nearly every business naturally divides itself into different departments, and the best success is obtained by each department being handled by an individual both able and competent to concentrate his efforts on his particular work. To illustrate this briefly it is but necessary to call attention to the fact that every railroad has men of special ability in charge of the different departments, such as construction, operation, freight and passenger traffic. I feel positive that every grower who has a large orchard or a small one, will admit that it requires practically nearly all of his time. He will also tell you that his time from Spring until Winter must be spent in his orchard, either in doing the work or superintending it. If a large crop of choice fruit is to be produced. This leaves him but little time to attend to the marketing. In fact, the busiest time for the orchardist is during the harvesting period, as it is most important that the grower should be there to see that the fruit is properly gathered, carefully handled and packed in the most perfect condition. This is the time when the fruit is being sold, and the grower cannot be in two places at once. On the other hand, he cannot divide his time and get the best results in his endeavor to do both. In order to get the best prices, the seller of fruit must be absolutely posted in every detail in reference to market conditions. It is next to impossible for a grower to devote the time that is necessary to become properly informed on market conditions. Furthermore, the average grower would not be justified in going to the expense that is necessary to secure this information. In order to keep properly posted on market conditions it has taken much of my time and also that of a stenographer throughout the year. During the marketing period telephone and telegraph bills run up as high as \$50 per day. The expense of securing this information during the busy season is, in round figures, sometimes as high as \$1000 a month. The crop of the average orchardist, amounting from \$1000 to \$3000 a year, cannot stand such an expense.

This expense in an association, divided among several hundred growers, becomes a very small item, but the result from such information, on the other hand, is a very big one. The individual who sells fruit must be thoroughly posted as to the standing of all the firms with whom he expects to do business. In order to get such information it is necessary for an association to be a subscriber to all the mercantile agencies. This is an expense that each grower cannot stand as an individual. Furthermore, the man who is selling fruit should know personally every individual to whom he is selling and be familiar with all of the conditions in each city where he expects to sell his fruit in order to sell it to the best possible advantage. Such information can only be obtained by a personal visit to the large cities, where the fruit is sold, and a personal call on the firms who sell it. It is evident to any one that the individual grower cannot afford such an expense. This information, however, is absolutely necessary, and when this expense is paid by an association the individual amount that each grower has to pay is comparatively very small. Lastly, but perhaps the most important necessity, is business ability. The average grower is not, and does not claim to be, a business man. The man who sells fruit sells it to buyers in big cities and these buyers are shrewd, keen business men whose aim in business is the same as that of any other business man's—to buy as cheaply as possible, sell as high as possible, and make the biggest possible profit. To do business with these buyers so as to obtain the best possible prices growers are compelled to employ a man of good business judgment, good business experience and good business ability, and above all a man that is shrewd. I think any orchardist will concede that very few growers possess all these characteristics. It is therefore "up to" the growers, if they expect to obtain the best prices, to form an association and employ a man possessed of such characteristics as I have outlined, to sell their fruit. The benefits resulting from association are many. A great saving can be made through an association by buying supplies, such as paper, spraying material and boxes in carlots. The saving to growers in Hood River on these items alone amounts, annually to several thousand dollars. The greatest benefit, of course, is the higher prices that growers obtain. In order to convince the uninformed that associations do obtain higher prices, I will cite an illustration. At Hood River before an association was organized Spitzenbergs brought the grower 85 cents. Since the association was organized they have brought from 25 to as high as \$1.25 per box. Other districts, like Southern Oregon, La Grande, Yakima and Wenatchee are getting far better prices since they adopted the association plan than ever before. There are many reasons for this, but the most important is that in the large

### THE SCHOOL POPULATION OF PORTLAND.

Although a larger proportion of children attend private and parochial schools in Portland than in many other cities, the attendance in the public schools is large and rapidly growing. Several new school buildings and additions are erected each year to keep pace with the increase, which has been very steady, as is shown by the following table of enrollment during the school years ending in June:

1897.....10,632	1903.....14,211
1898.....11,345	1904.....14,909
1899.....11,863	1905.....15,877
1900.....12,289	1906.....17,031
1901.....12,674	1907.....18,289
1902.....13,239	1908 (est.) 22,400

### LEADS IN PRODUCTION OF HOPS

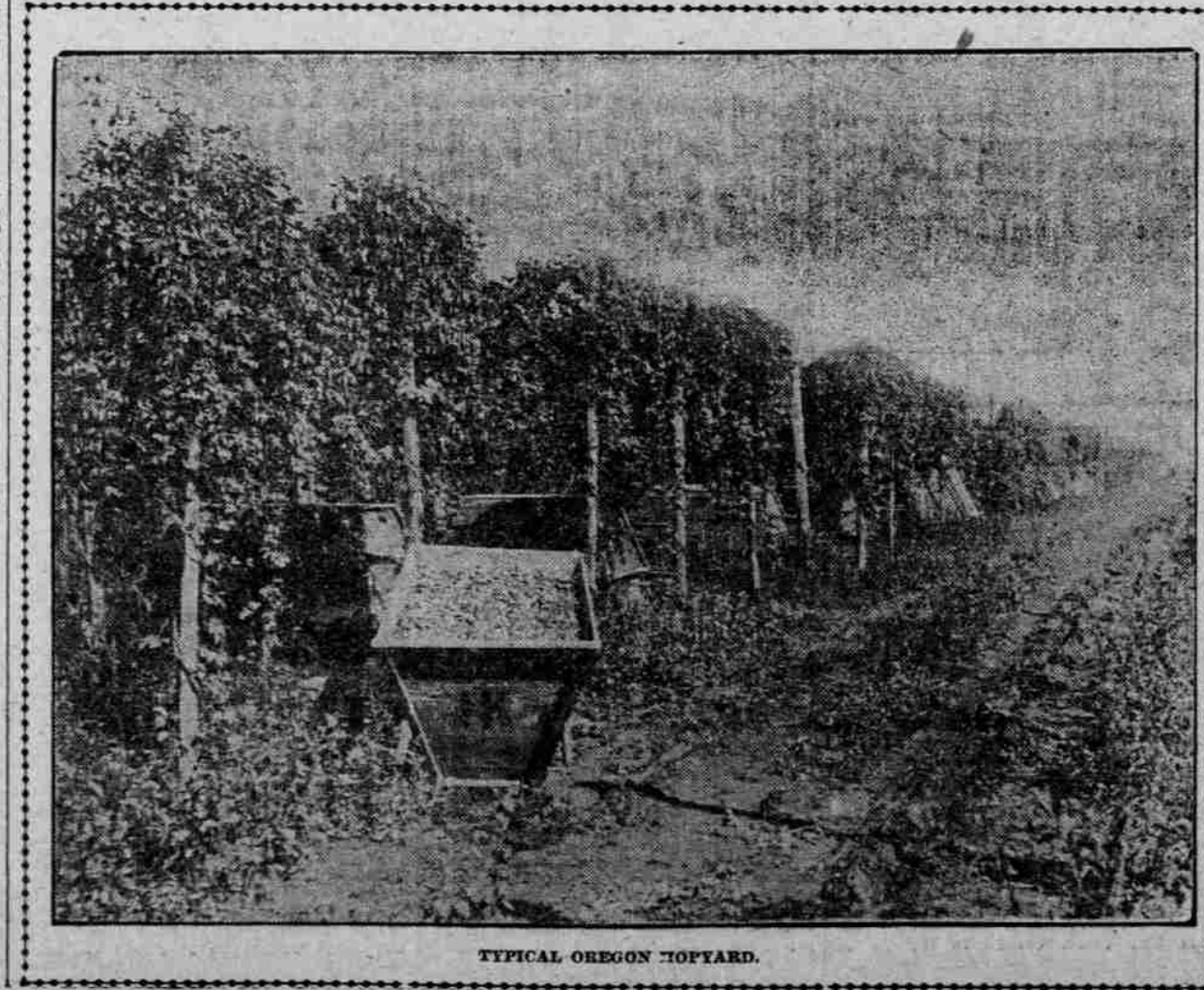
Oregon's Output of 130,000 Bales for 1907 Is Nearly Half of the United States' Total Crop

By A. W. Prescott.  
OREGON is the leading hop-growing section of America, this state having produced in 1907 approximately 130,000 bales, while the total crop of the United States was about 295,000 bales. Of the crop outside of Oregon, California produced 85,000 bales, Washington 40,000 bales and New York 40,000 bales. A bale of hops weighs, on an average, 133 pounds, making the crop in Oregon 14,400,000 pounds. Of the total crop, probably 14,000,000 pounds has been sold, at an average price of about 10 cents a pound, making the returns thus far \$1,400,000. The remainder of the crop is in the hands of growers. Owing to the peculiarly favorable conditions of climate and soil in this state, hop-growing has been a very profitable industry and in the last two or three years the acreage has increased somewhat faster than it has decreased in other states, thus bringing on, for one season, a condition of over-production. Experience has shown, however, that Oregon can produce hops cheaper than any other state and the future of the industry in this state is not in doubt. The grower who lives upon his farm and gives his growing his personal attention, can produce hops at a cost of about 8 cents a pound. Though this has been an "off year" in the hop industry, the crop, so far as sold, has yielded a profit to the grower. In other years the price has ranged from 16 to 25 cents a pound, when

### TILLAMOOK'S APPLE INDUSTRY

The large crop of apples raised in Tillamook County last Summer proves that this county can raise as fine a crop of apples as any county in the state for size and flavor. This, however, bears the apples from it bring a much higher price than those raised in other parts of the county, being highly flavored and free from pests.

By Fred C. Baker.  
The large crop of apples raised in Tillamook County last Summer proves that this county can raise as fine a crop of apples as any county in the state for size and flavor. This, however, bears the apples from it bring a much higher price than those raised in other parts of the county, being highly flavored and free from pests. A remarkable thing about apples raised in Tillamook county is that they are free from worms. There is no sign of codling moth here. Other orchards in the county who have taken more care of their orchards, pruning their trees and putting the orchards in good shape, are well pleased with the past season's crop and the size and flavor of the apples more than repaying them for the trouble they have taken. The apples which do well in Tillamook are the Ben Davis, King, Waxen, Baldwin, Bell Flower, Northern Spy, Gravenstein and Yellow Newtown Pippin. Sweet apples also do well and bear heavy crops every year. As soon as the railroad is completed and shipping facilities are available Tillamook County will be able to send to market apples that will compare favorably with any grown in the state. far from the mountains. He is one of the few who have made a specialty of raising apples in Tillamook county, with the result that he has a good apple crop every year. He asserts that this is on account of the soil, which is peculiarly adapted to apple trees and perpetual bearers. The apples from it bring a much higher price than those raised in other parts of the county, being highly flavored and free from pests. A remarkable thing about apples raised in Tillamook county is that they are free from worms. There is no sign of codling moth here. Other orchards in the county who have taken more care of their orchards, pruning their trees and putting the orchards in good shape, are well pleased with the past season's crop and the size and flavor of the apples more than repaying them for the trouble they have taken. The apples which do well in Tillamook are the Ben Davis, King, Waxen, Baldwin, Bell Flower, Northern Spy, Gravenstein and Yellow Newtown Pippin. Sweet apples also do well and bear heavy crops every year. As soon as the railroad is completed and shipping facilities are available Tillamook County will be able to send to market apples that will compare favorably with any grown in the state. The best apples raised in the county come from orchards on the bench lands or near the mountains, where they are protected from the northwest winds. These lands contain a large percentage of phosphoric acid, which makes them valuable for apple raising. There are thousands of acres of land now unproductive in Tillamook County that are admirably adapted to apple growing which is sure to become an important industry as the county develops and is settled by new people. One of the most successful orchardists in the county is Fred C. Skopp, who resides near the Trask River, not



TYPICAL OREGON TOPTARD.