

PRICE IS KEPT UP

Losses Prompt Farmers to Join to Find Market.

SYSTEM'S WORTH PROVED

Organization Means Western Oregon Fruitgrowers Will Work on True Co-operative Plan That Has Made Prosperity Abroad.

BY MARK WOODRUFF. With the fall of the year the Commercial Club of machinery for handling the fruit of Western Oregon through the North Pacific fruit distributors the true spirit of co-operation has been planted. The farmer has gone into business for himself, and the problem of finding a profitable market through equal distribution is being attacked under the same system that proved the salvation of the citrus growers of the South, and that has proven such an important factor in producing the prosperity of Germany, Denmark, Ireland and many other foreign countries.

The distributors' organization came into existence as a result of the chaotic conditions of the fruit business of the Northwest in 1912. With 15,000 cars of fruit produced in 1912, it was found that the system of selling fruit in that year was unable to care for the crop and that thousands of boxes were "dumped" or fed to stock. Everybody lost money.

Problem Is Faced. In the Fall of the year the Spokane Apple Show was held with Robert E. Strahorn, now president of the Portland, Eugene & Eastern Railroad of Western Oregon, as its presiding officer. It was known that 650,000 acres of young orchards were coming into bearing in the near future and that the crop to be sold would amount to between 125,000 and 150,000 cars annually. It was believed that the markets of the world would consume this fruit at a reasonable price if some means could be devised by which it could be so distributed as to meet the needs of every city, town and hamlet without "glutting" any market.

The distributors' organization was formed by gathering all growers into local organizations. Where growers were already organized into unions, etc., that organization was taken in as a body. Each local elected a trustee and those representatives formed sub-centrals. The members of each sub-central elected one member of the board of managers and the scheme was ready to be launched. The distributors began with 107 locals with 7000 members scattered over Washington, Montana, Idaho and Eastern Oregon, the growers of Hood River supplying the president in the person of H. F. Davidson, and a director in the person of Wilmer Sieg.

Every Member a Grower. Every man connected with the organization in any capacity was himself a Northwest grower of fruit and possessed a personal interest in the success of the movement. The first car load of fruit sent out by the Distributors was on July 8, 1913, from Freewater, Oregon. Subsequent shipments mounted to as much as 85 cars per day, the total number of cars of fruit handled for the year being 3958. To this was added 1125 cars of potatoes, or a total of 5083 cars.

The records of the various fruit shipments by districts is as follows: Yakima ..... 1175 Idaho-Oregon ..... 583 Hood River ..... 295 Can. Idaho-Wash. .... 105 Wenatchee ..... 222 Montana ..... 108 Walla Walla ..... 190 Spokane ..... 114 These were distributed among the varieties of fruits as follows: Apples ..... 2858 Watermelons ..... 2 Peaches ..... 443 Cantaloupes ..... 277 Pears ..... 14 Mixed Fruits ..... 419 Grapes ..... 45 Prior to 1913 it is estimated that 70 per cent of the fruit crop of the Northwest was shipped in consignment. In sharp contrast with that record is the fact that the distributors succeeded in selling 83 per cent of their entire shipments f. o. b. the shipping point.

With a strong selling machinery created, the distributors found themselves able to finance growers where the individual grower was unable to negotiate loans for himself. The distributors found no difficulty in borrowing \$550,000, of which Hood River used \$100,000. Each agent has charge of a designated territory. From his associated agents, jobbers and wholesalers he obtains daily information as to the supply of fruit available to his district and he transmits this daily or hourly to the central agency at Spokane. From there it is sent out to each sub-central, thence to the managers of the locals. After July 1, when the Portland headquarters were opened, Wilmer Sieg is in charge. This advantage will be available to the growers of Western Oregon.

JACKSON CLUB INDORSED. Messages of Good Cheer Come From President and Senators. The Jackson Club at its banquet Friday night indorsed President Wilson, who returned to the compliment. A telegram, addressed Elton Watkins, chairman of the committee on arrangements for the banquet, dated at the White House, July 19, was read. It said: "Please extend my cordial greetings to the members of the Jackson Club and to the representatives of Oregon Democracy at this evening's party. I congratulate them on the bright outlook for the coming campaign. "WOODROW WILSON."

OFFICERS AND DIRECTORS OF NORTH PACIFIC FRUIT DISTRIBUTORS WHO WERE REPRESENTED AT MEETING OF WESTERN OREGON GROWERS YESTERDAY.

Grid of 15 portraits of officers and directors of the North Pacific Fruit Distributors, including H.F. Davidson (President), J.H. Robbins (Manager), H.C. Sampson (Secretary), W.N. Yost, F.E. Sickels, D.W. Roderick, Harry Huber, F.M. Slagle, Ward M. Sackett, H.E. Smith, S.A. Parham, and Wilmer Sieg.

FRUIT MEN COMBINE

New Organization Will Sell Through Distributors.

OTHER BODIES PLANNED

Seven District Associations Embracing Four Northwestern States to Be Formed to Market Fast-Increasing Crops.

the crop of the four states last Fall. This year its officers expect to handle fully 70 per cent of the crop. Nearly two-score fruitgrowers were represented at the meeting. Seven pledged their respective organizations to affiliate with the new Western Oregon association. The others were not authorized to act. The following organizations agreed to join: Fargo, Sutherlin, Eugene, Corvallis, Newberg, Salem and Forest Grove.

Distributors' Officers Present. Officers of the North Pacific Distributors' Association were present at the meeting and discussed with the local growers the need of co-operation and the methods of bringing it about. J. H. Robbins, general manager, discussed the entire plan. He answered numerous questions to the apparent satisfaction of his hearers.

acts and call them 'fancy' or 'extra fancy.' N. C. Richards, of North Yakima, general counsel for the North Pacific Distributors, presented a tentative set of rules and by-laws similar to those in the various other communities already organized.

Wilmer Sieg Gives Assistance. Wilmer Sieg, of Hood River, a director of the North Pacific Distributors, who recently was appointed to take charge of the Portland office of that organization, also gave much valuable assistance in forming the plans.

Competitors Are Cited. Various speakers advised also that the Northwestern growers should not hold too lofty an idea of their industry. New York State alone, they pointed out, produces more than twice as many apples as the four Northwestern states combined. Michigan, Colorado and Virginia also are great producers of the Northwest.

Those Attending Named. The following growers attended: J. O. Holt, Eugene; J. C. Conger, White Salmon; J. H. "Crackie" Underwood, Washburn; S. A. Pratt, Corvallis; H. E. Crowell, Dundee; W. C. Harling, Roseburg; P. W. Franz, Sutherlin; C. E. Brand, Roseburg; W. M. Dickson, Hood River; L. H. Roberts, Salem; L. T. Reynolds, Salem; J. B. Eakin; H. G. Campbell, H. C. Eakin, Robert Ewins, Dallas; D. W. Rumbaugh, Albany; H. Wood, Grants Pass; D. R. Hill, Medford; George H. Kaufman, Medford; K. Fargo, Fargo, Wash.; Henry Gertz, Dallas. The officers of the distributors attending are: President H. F. Davidson, Hood River; General Manager J. H. Robbins, Spokane; General Counsel N. C. Richards, North Yakima; Sales Manager Wilmer Sieg, Hood River.

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VOLUNTEERS HOLD REUNION

The First Oregon Cavalry and Infantry Volunteers held their annual reunion at Tillamook City Wednesday. Those present were: W. J. Sargent, J. M. Shelley, A. T. Drisko, Company A, Infantry; Marcus Talmadge, J. E. Brown, Alfred Davis, J. M. Kelly, Company B, Infantry; W. A. King, A. B. Leonard, W. P. Hall, Company C, Infantry; W. M. Hilleary, W. H. Klum, Company F, Infantry; George A. Harding, Company E, Infantry; R. Callison, Company H, Infantry; R. W. Downing, V. Colvig, Company C, Cavalry; George T. Ledford, Company D, Cavalry. The next reunion will be held in connection with the state encampment G. A. R. at McMinnville in June, 1915.

BRIDGE SPANS MOLALLA

Willamette Valley Southern Structure Ready for Rails. OREGON CITY, Or., June 20.—(Special.)—The bridge of the Willamette Valley Southern across the Molalla River near the town of Molalla is completed and ready for the tracklayers. The structure is one of the largest on the line and crosses the broadest stream on the route between this city and Mount Angel.

TWO GIRLS SEEK HUSBANDS

Ohioans Say They Are Good Housekeepers and Want to Come West. Saying that they were "not looking

Real Estate At Auction

THE announcement last Sunday of our action in establishing a permanent auction real estate market in Portland was received with much favor among property owners, real estate dealers and the public in general. It will furnish an outlet for many property owners who have failed at regular sale to dispose of holdings which they have desired in vain to sell.

It will furnish the real estate dealer with a vehicle for unloading all properties which have failed to move in the regular way.

It will indirectly benefit every citizen of Portland, through the increased activity which it will cause in the Portland real estate market.

It will aid the buyer in securing the desired investment and be a benefaction to him on account of the unusual profits he will enjoy through buying at practically his own price.

Listings are being made slowly and carefully from selected pieces among the large number of properties submitted during the past week. The number (one at a time) to be offered in the initial auction—to be conducted on clean, fine, strong business principles in the parlors of one of Portland's leading hotels—will be limited, and will consequently be high class.

The energies of this concern will be devoted exclusively to the handling of real estate at auction, and not in the conduct of a mere "auction department," where your interests would be handled between various principals or departments.

Date of first sale, complete list, terms of, and conditions of sale, will be published in due time, when you will be invited to examine the properties and consult any dealer as to their values. Inquiries invited.

Metzger & Goodkind Auction Realty Co.

Marshall 468 401-402 Title & Trust Building, Portland, Oregon

(Note—The senior member of this firm is Mr. Herman Metzger, who has resided in Portland for the past 50 years. Mr. Goodkind is also well known in the Northwest, where he has successfully operated in real estate for a number of years.)

for angels, but just men who had a decent respect for a woman," a young woman of Cincinnati, O., has written to the Portland Chamber of Commerce, asking that it find husbands for her and her sister. "We are alone in the world and our thoughts have been turning toward the Golden West," she writes. She says that there are plenty of men in her own city, but she expressed considerable doubt as to their constancy. She says she and her sister are splendid housekeepers, and expresses a willingness to live on a farm. W. L. Crissey, of the Commercial Club, wrote to the young woman that, while the club was not in the matrimonial agency business, he would allow her wants to be known to young men of Oregon.

Burnside Bridge Closed. The Burnside bridge was closed at 12 o'clock last night and will remain closed until noon today for repairs.

A count of the annual rings of a California Redwood tree indicated that it began its career in 326 A. D.

OREGON BOX IN FAVOR

APPLE PACKAGE WILL BE STANDARD WHEN CONGRESS ACTS. Raker Bill, Reported by House Committee, Indorsed by All Branches of Fruit Trade in West.

ORIGONIAN NEWS BUREAU, Washington, June 20.—The Oregon apple box will become the standard apple box for the entire United States, if Congress can find time to pass the Raker bill, which was favorably reported recently to the House by the committee on coinage, weights and measures. "The bill," says the committee report, "will establish for the producer a broader and more stable market; it will give the distributor confidence in the integrity of the box and the grade, and it will assure the consumer of both the quality and quantity of the food which he buys. This measure has received practically the unanimous approval of all branches of the apple trade which use the box instead of the barrel, and representatives of fruit growers, fruit jobbers, horticultural societies, boards of trade, granges, commission merchants, apple shippers and exporters from all parts of the United States, with scarcely a dissenting voice, urge its passage. It establishes a standard box of the same dimensions in general and customarily use throughout the United States where the apple box is used, which covers the western half of the country." The bill provides for a box 18 1/2 by 11 1/2 by 15 inches, inside measurements, containing 217 1/2 cubic inches. Smaller boxes shall be plainly marked "short box," or with the actual capacity of the box. The standard of the fruit contained in the box is fixed and it is required that the name of the variety and the number of apples shall be stamped on the box. A deviation of three apples from the number is allowed.

FIRE SALE! Simon Captures \$100,000 Salvage Stock From Insurance Adjusters! Famous Diamond Tires at 1/4 Off! 100 High Grade Canvas Tents, all sizes—\$30 values for—\$9.95 300 Camp Stoves, best grade sheet iron, portable, \$1.50 value, sale price—85c 150 Cans Bennett's Brilliant Shine—Sold everywhere at 25c, sale price—12 1/2c 1000 Cans "Standard" Paints and Varnishes, all kinds, on sale at about Half Price. \$1.50 Bass-Huster's Floor Paints, all colors. In original cans, not damaged. Sale price 85c. EXTRA SPECIAL—\$1.50 Sacks of Flour for \$1 500 sacks of La Grande Mills best Patent Flour. First-class condition. Regular \$1.50 value—\$1.00 J. SIMON & BRO. Largest Stock Brokers in the West. Front and Grant Sts. Take "A" Car South on Third Street. Get Off at Grant.